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AMERICAN SHOEMAKING

THE RED BOOK

Volume LV No. 1

April 3, 1915

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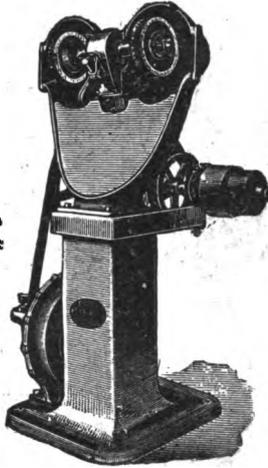
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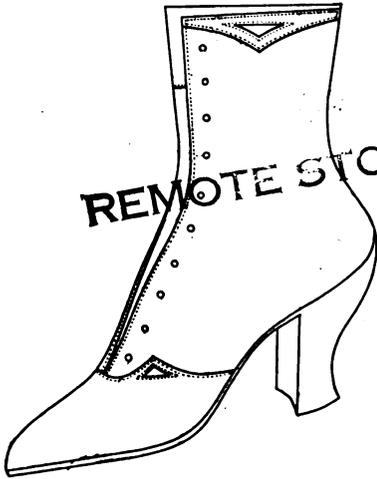
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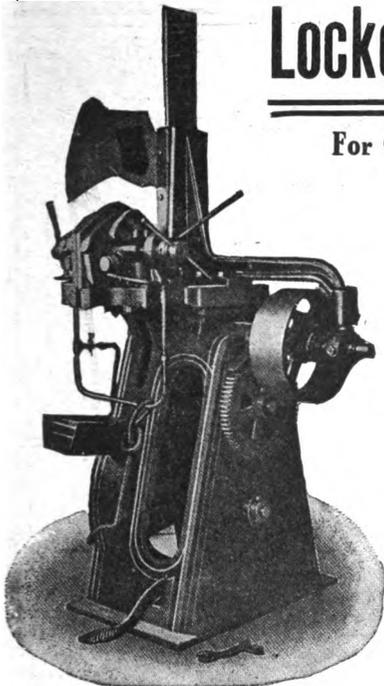
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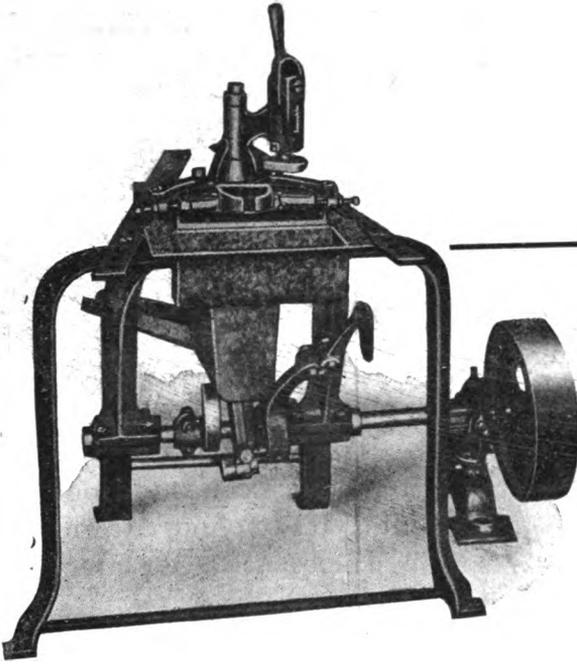
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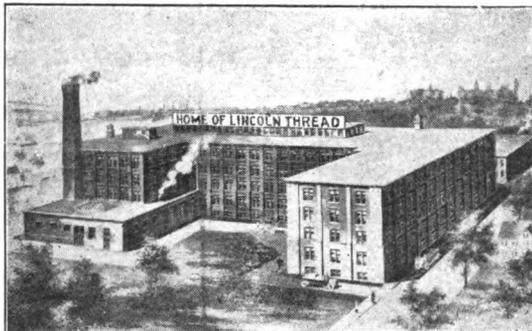
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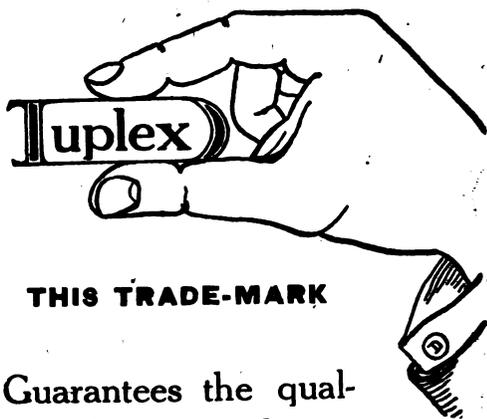
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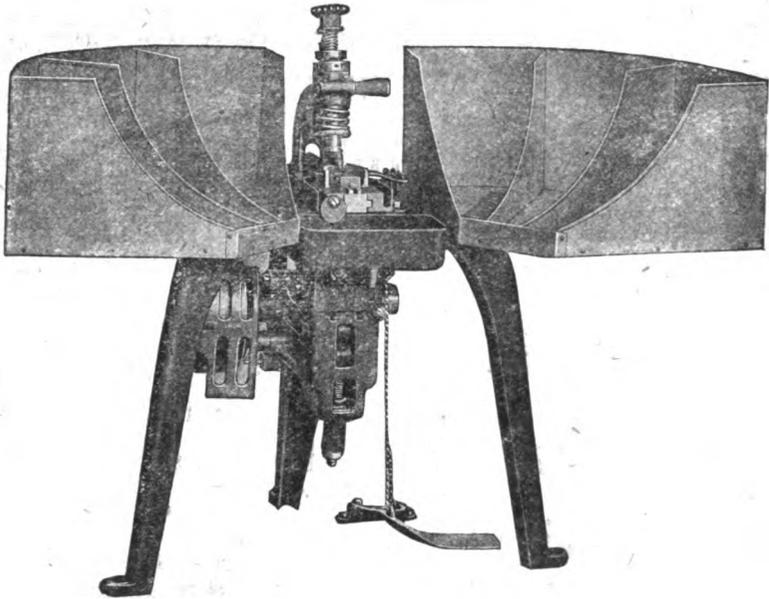
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APRIL 3, 1915

Number 1

ARMY SHOE LEATHER.

Comment regarding the proposed English army boot taken from the *Boot and Shoe Trades Journal of London, Eng.*, may be of interest to many manufacturers at this time, when the manufacture of army boots and shoes is so large a factor in the operation of shoe factories everywhere.

It seems that the war office has recently issued specifications for a new boot using two-ply sole. This has been brought about through the shortage of heavy sole leather. Since the specifications permit the use of both chrome and vegetable tanned leather, the question is asked: "How are these two to be joined together with rubber cement or 'solution,' as it is called by our English cousins?"

It has always been recognized as a well nigh impossible proposition to combine a vegetable and chrome tanned leather with a rubber cement. Here is a problem which ought to interest American manufacturers of this material. The *Boot and Shoe Trades Journal* further asks why the government still persists in bar-

ring chrome or semi-chrome tanned upper leather from use in army shoes. Since the article was written, however, chrome tanned leather has come into use for army purposes, and the market has been practically swept clear of this stock.

We believe the change in specifications on the part of the English government will lead to a re-vamping of specification of other governments, including our own.

Manufacturing specifications in connection with army or navy footwear are based on conditions prevailing in the industry of tanning and shoemaking a decade ago. The insistence of the use of vegetable tanned or bark tanned leather is an evidence of this fact.

PERSONAL EFFICIENCY.

We have learned much during the past few years regarding efficiency in factory construction and organization and the efficiency resulting from the saving of lost motion by both hand and machine operatives, but we are

only beginning to learn of the best methods of insuring the efficiency of the individual both from the standpoint of industrial effectiveness and of long life, which, after all, is in reality increased industrial efficiency.

The European war has served to accentuate the possibilities of increasing the effectiveness of the individual through the regulation of personal habits and personal education. The prohibition by the Russian government of the use of vodka has, according to Winston Churchill, increased the efficiency of the Russian people thirty per cent, and now the English government has been appealed to by the Employers' Association of Great Britain to authorize national prohibition in England during the war in order that ship building and other industries may be operated to better advantage and with increased output, to meet the emergencies of war.

One of the largest employers of labor in Massachusetts, ex-Governor Foss, in speaking on the subject this week said: "I have been thinking that it is about time for me to stop voting for the licensed saloon so long as I make it a rule to have my superintendents and foremen discharge men who are addicted to liquor. How inconsistent it is for me to support an open saloon near my manufacturing establishment, where the men have to go back and forth two or three times a day!"

Developments seem to indicate that the temperance cause will receive its greatest impetus, not from preachers and moralists, but from the commercial demand for increased ability in the development of industry.

EXCHANGING PRODUCTS.

In another part of this issue we are publishing the comments of Mr. Henry D. Baker, Commercial Attache at Petrograd, Russia, relative to the exchange of American shoes for Russian hides and pointing out the disadvantages to which the European buyer of

American products is now subjected owing to the present low rate of exchange with all of the countries engaged in the European conflict.

If arrangements could be made whereby the exchange of merchandise could be perfected without the necessity of making remittance from such countries to the United States a considerably increased commerce might be established.

It must be recognized that the European buyer is tremendously handicapped when the money of his nation is at a discount of from ten to twenty per cent as measured by American dollars.

There seems to be no other way of eliminating the loss of exchange, except by some such plan as suggested by Mr. Baker, and it is a problem which ought to and, no doubt, will, receive the serious consideration of leading merchants in the shoe and leather trades.

FAILURE TO CATER.

The failure of American business men to cater to the export trade to the extent of producing special articles adapted to it, is, according to Consular reports, responsible for the loss of a large overseas trade.

Referring to this matter a South American Consul cites the instance of a large ranch owner in Argentine who had always been used to a certain kind of necktie and asked a local house to buy a number of them for him. The concern ordered several from an American firm and received the reply that this necktie had been out of date for twenty years and sent several of the latest design. These were refused, however, and the old kind obtained from Europe.

In this way the entering wedge for trade in many lines has been closed to Americans who desire to present the latest American idea rather than cater to the ideas or prejudices of their possible customers.

Soles That Wear

A Quilted Sole Made on Patented Machines

In experiments it has been found that the cheapest grades of sole leather, such as necks, shoulders and bellies, when treated by this method, can be used and will outwear the best grade of non-treated sole leather.

A new quilted sole which is produced by new machines which places the thread accurately in the leather and insures long service, is now on the market, and has been adopted to a considerable extent by a number of prominent shoe manufacturers.

In describing the process, the manufacturers say:

"Briefly, the improved process consists in driving at intervals, through the portion of the sole that receives the actual wear, a vertical hemp plug, which consists of 54 strands, lock-looped in the center of the leather. In the process, each plug is impregnated with a special hot wax composition which penetrates every fibre, making the soles impervious to dampness,—practically water-tight. The peculiar formation of this plug with its special treatment has a sort of petrifying effect which increases throughout the life of the leather, and as previously stated, will make the soles outwear three ordinary soles. The flexibility of the sole is also increased, a very desirable feature in medium priced footwear, as well as the better grade. The soles are "non-skid" and noiseless. This is, without doubt, the most valuable invention ever produced in the manufacture of shoes."

Before placing the sole on the market, the promoters spent six months in exhaustive and practical tests to prove the effectiveness of the method and the service of the soles, to which it is applied with the result that they are now prepared to guarantee that soles treated by this method will outwear three ordinary soles.

With the increased cost of sole leather and increased service afforded by this method, it is at-

tracting unusual attention as it apparently offers a solution of the problem of high cost sole leather.

In the accompanying illustrations a pair of shoes are shown, one of them carrying the non-wear sole and the other a sole of good quality leather. It will be noticed that the shoe equipped with the non-wear sole has outworn three of the sole leather soles and is still in good condition.

The company has made hundreds of such tests with uniformly good results. A special machine for applying the thread to the sole has been invented which insures the absolute accurate placing of the stitch so that the lock comes midway in the thickness of the sole. The machine is operated without a shuttle and is, it is claimed, the only machine making a lock-stitch having this form of construction.

The cost of treating soles by this method is from ten to twelve and one-half cents a pair, varying according to the size, while a charge of two and one-half cents is made for treating heels. In experiments it has been found that the cheapest grades of sole leather, such as necks, shoulders and bellies, when treated by this method, can be used and will outwear the best grade of non-treated sole leather.

Patents have been taken out not only in the United States and Canada, but in all European countries and Australia.

At present the company is treating the soles in their own factory, but ultimately it is the intention to place the machines in shoe factories, permitting the manufacturer to do his own work.

Further information regarding the manufacturers may be had through American Shoemaking.



Mail Pouch Shoes

These shoes were worn by Mr. H. Somers, letter carrier, 120 N. Nichol's street, Philadelphia, age 45 years, weight 190 lbs. The illustrations on the left represent the Non-

Wear Sole. The first, after 40 days of wear as compared with a leather sole, 40 days; the second after 68 days as compared with a new leather sole, 28 days; the third after 100 days (burnt with a hot coal) as compared with a third leather sole worn 28 days.

FIND THE CAUSE OF FRICTION.

There is always more or less friction between the cutting and stitching room heads, also between the stitching and lasting rooms, which often cause a loss in money.

A great deal of this may be avoided if the superintendent would only dig into the cause, and instead of listening to the complaints of either of these foremen, really investigate the reasons for complaint. It requires a great deal of actual knowledge of shoemaking and no little tact to do this, but the superintendent is supposed to have this necessary knowledge. The writer believes that many changes that foremen are obliged to make may be laid to friction between department heads rather than lack of ability. The writer could cite a number of instances where certain firms make frequent changes in some one department, which may be traced to the fact that the superintendent had previously had charge of this department, and seemed to feel that no one else could do quite as well as he had. Furthermore, it is the one department that he has practical knowledge of and, therefore, feels sure of his ground when criticising, and as the writer has observed a like situation the superintendent will expect more of this particular department than he himself had ever been able to get done. The writer would hesitate to take charge of a department from which the superintendent had been promoted, that is, if it were in the same factory. It is from experience that I speak.

—It is well to remember that a great many of the things we worry about never happen.



Shoemaking Experiences and Observations

Losses Caused by Poor and In-
experienced Foremen in the
Bottoming Room.

By Mr. C. P. Lawrence

Article XIII.

IF CONDITIONS are right, the bottoming department with a good man at the head, one that is quick to see and act, a man that won't accept shoes in his department that he cannot make right without protest, with such a man at the head you are pretty sure to escape with little or no losses in the bottoming department.

But the trouble is in securing men that can see trouble coming before their departments are full of shoes that cannot be made right until extra money has been spent on them (and for which you have made no provision) many of those shoes coming to the bottoming department wrong, or went wrong very quickly after they arrived, and it will cost you extra money to put them right.

I contend that more knowledge of style and individuality is required in the bottoming department than in any other department. Why? Because here is where the style and snap is put into the shoe. Thousands of dollars are spent annually for lasts that have been carefully studied for style and fit, and unless those graceful lines that the last builder saw when he designed the last are retained, you are very likely not to know much about the fit, as it won't fit the eye, and for that reason cannot be counted on to fit the foot.

Often do we hear of manufacturers wanting bottoming room foremen and setting the salary so low that no good man will consider the position. True, it is, you are saving \$5.00 a week, or think you are, and losing ten times that amount weekly. (I know what I am talking about because I have been behind the scenes). How often, Mr. Manufacturer, do you open your mail in the morning and find letters that read something like this: "We have received the shoes that you shipped us on, and are surprised to know that you should let such shoes out of your factory. We are holding them subject to your order."

You do not like to see a letter like this, even in print. Do you? It is so natural to you all that even now it disturbs your peace of mind as you think of the 25 per cent losses on unsightly shoes that you have taken and must continue to take on returned shoes until such time as your shoes show snap and style, and where is that snap and style put into your shoe or left out? In the bottoming room.

How can you expect a man to put it in if he cannot see it and don't know what you are talking about? If he cannot see lines, you can get him at your price, and you are just as glad to see him go as you were to see him come.

But the man that can get those graceful lines in your shoes, bringing out tone in both heel and edge, and build a shoe that is as graceful as a beautiful yacht as she sails through the water on a summer's day, you pass him up because he is \$5.00 a week higher than the man that will help flood your desk with letters like the above.

"But," you say, "how do you know that a first-class man in the bottoming room will prevent shoes coming back?" He won't entirely, but he will be the biggest kind of a help toward that end. Stop and think for a minute and see if you can call to mind a man that would take a beautiful fresh rose and drop it into the fire. No, you cannot. Neither can I; but I suppose there are some, and I suppose there are some that would send back shoes that had snap, tone, and those graceful lines that are so attractive and pleasing to the eye, but I do not know them. And I contend that for each week your supervision shows you have saved \$5.00 by using a cheap man (unless you have a strong superintendent that devotes the most of his time in the bottoming room) your losses on returned shoes due to poor bottoming are \$100.00 (and I believe I know what I am talking about).

If you are one of those misguided men who have thought in the past that there are no differences between a cheap foreman and a good foreman, try one good man, pay him the price, then watch him work and his work. It is a bet that you are a strong advocate of good men after you have been shown, and they can show you.

I saw a bottoming room that had a foreman whose pay was less than some of the edge trimmers. The men who were supposed to be directed by him were quick to see that he was a short-timer, and accordingly gave him no respect; in addressing him it was usually as "Bonehead," but he did stay long enough to get the firm into all kinds of trouble, and, I think, in a large measure,

hastened their retirement from the business world.

There are firms that consider if they go into a room and see the racks lined up and the floor clear, and the day's work out on time, they have a good man. I like to see all those minor items attended to, but the merchant that gets your shoes does not see that, nor does he care. He judges your factory by the goods that he receives. You can get that attended to for \$12.00 a week, if that is what you are looking for.

But, if you want style, if you are looking for something that you cannot explain, but can tell it when it is once put into your shoes, get a good man for this department and then note the difference. An eye for style and tone is not acquired in a year. That is a foreman's asset, and you must pay for it if you would possess it.

Tickets are sent along with cases to show how shoes are to be made, the terms and specifications under which you have agreed to deliver goods, but it is surprising to see how careless some foremen are. Utterly disregarding tickets and taking for granted that if one lot of shoes is made with a low heel, that the next lot must necessarily call for the same. And who must pay for those heels that are pulled off? You, Mr. Manufacturer. True, you don't always see it, but you will feel it along with the hundred and one other little losses that occur in the factory.

Just say to your fireman that you want to see daily all the damaged material that comes down in the waste to be burned. Get it out of sight as quick as you can. What the eye don't see, the heart don't feel.

Look the waste over for a week and see the amount of twine that comes down from your fitting and lasting room. Ask your purchasing agent to give you the amount of your twine bills for last year. You could take a trip to Europe on the money you would save if you will use proper

care on this item alone. Return all twine from the lasting room to the fitting room and insist that all be used.

I was in a factory recently where four 36-pair cases of shoes had all been made with half double soles. The tickets called for two soles to the heel. Those shoes went through to the edge trimmer before the tickets were read. Who paid the bills? If there had been a good foreman, would he not have seen that those two soles made the heel 1-8 inch high and would have stopped them there?

I saw two cases of shoes cut very recently, one calling for a patent vamp and the other calling for a gun metal. Both were cut patent vamps. The foreman did not read his ticket. Who paid the bills?

It is not my wish to deprive those men whose only asset is that they are cheap, from obtaining positions. On the contrary, I would help them. There is a place for them all. I say, without fear of contradiction, that I have started more foremen than most of the superintendents, and many of them made good. But I do advise in the strongest terms that they should not be sent to places for which they are wholly unfitted, and in which they must fail. I know a factory where nine superintendents and thirty-nine foremen were taken in and let out in less than 18 months' time. Many of those men were wished on the firm by that quite common system—you pump for me and some day I will pump for you.

True it is that many of those men were good men, and would have made good had they been sent to the right place, but that system of sending men to positions without considering their fitness hurts both manufacturer, superintendent and foremen.

The firm could not be blamed for discharging quite a number of those men, but they were wrong when they employed them. They were looking for something cheap and got it. Who paid the bills?

I say, without fear of contradiction, that a poor foreman in your bottoming room, unless he is backed up by a strong superintendent who is willing to spend more time with such a man than he should, causes you more trouble, has more unsightly shoes, makes more trouble for the department that follows him, has more shoes sent back to his department, pays for having more work made over, is the true cause of more complaints from the customer, causes you more losses by return shoes and puts more gray hairs in your head than any other man in your organization. You save a few dollars a week and probably will continue to do so by employing a cheap man in your bottoming department, but you must pay the bills for returned shoes

When you talk to a good man about lines, snap, tone, character and individuality, he sees and knows what you are talking about. The other don't; that explains it.

I say to you, Mr. Manufacturer, that many of your losses in the bottoming department comes from the unsightly appearance of your shoes, as they are opened by the merchant, and you know what those final words mean "holding them subject to your order." Then how quickly you forget the poor fellow is a low priced man that you so much desired, and discharge him. Why not try a live wire?

(To be continued)

STITCHING ORNAMENTAL FACINGS.

There has recently come on the market a special machine for stitching ornamental facings. In past years this has been done in two operations, but a new machine has been perfected which successfully handles the work in one operation, the result being increased production at reduced cost. This machine has been required only by the large amount of cloth topped shoes with fancy facings.

A Study in Costing Upper Stock

Some Practical Illustrations of Results

Although the material for upper stock is bought at per foot rates, it is not at all impossible to carry out the costings of leather so bought by weight.

(Continued From Last Issue.)

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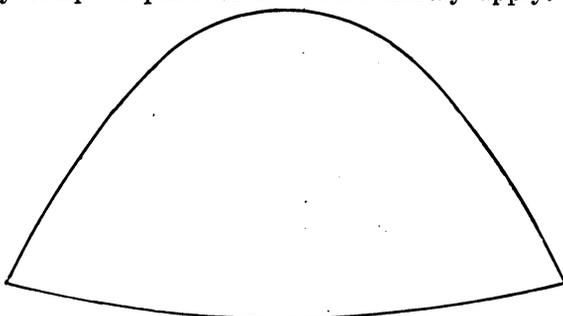
Cost of Sections.

Weight	Total Cut Value at 7s. 6 3/4d. per lb.	Section 52 pairs—at per pr.	Total
Lbs. oz.	£ s. d.		£ s. d.
5 11—(a)	2 2 11 3-4	Goloshes 10d. —(a)	2 3 4
6 6—(b)	2 8 3	Bal Legs 11 1-4d.—(b)	2 8 9
2 2—(c)	16 1	Caps 3 3-4d.—(c)	16 3
1 1—(d)	8 0 1-2	Gol. Qrs. 2d. —(d)	8 8
0 14—(e)	6 7 1-4	J'k'y St'ps 1 1-2d.—(e)	6 6
16 2	6 1 11 1-2	2s. 4 1-2d.—	6 3 6

It may be contended that the parts such as goloshes, legs, jockey strips, are not of equal "cut value" per lb, but the reply is this:

Where any complete parts of a

the remainder of legs from a cheaper leather, the contention would hold good, but with tan uppers, which have to be matched complete, the same reasoning would hardly apply.



TIP OR CAP 1/4 SIZE

design are cut from one material there can be no advantage in adding to the value of goloshes, and deducting from the jockey strips, etc., but if the material in question was box calf, and it was found possible to obtain a greater proportion of goloshes and to cut

Remaining factors are these:—

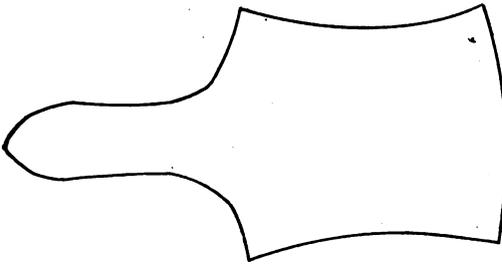
- (a) 122 1-4 feet equals 22 1-4 lbs., which average 2.91 ounces per foot.
- (b) 52 pairs outsides equal 16 lbs. 2 ozs., which average 4.96 ozs. per pair.

Result in feet and Percentages of Weight:

Lbs. oz.	Feet	Percentages of Weight
16 2 Outsides divided by 2.91 ozs.	equals 88.65	72.47 per cent
1 0 Tongues divided by 2.91 ozs.	equals 5.49	4.49 per cent
5 2 Waste divided by 2.91 ozs.	equals 28.17	23.04 per cent
22 4	122.31	100.00 per cent

- (c) If 2.91 ozs. equal 1 foot, then 4.96 ozs, equal 1.7 feet.
- (d) Approximate "pattern area", therefore, equals 1.7 feet.
- (e) 52 pairs divided into 122 feet equals "cutting area" of 2.34 feet per pair.

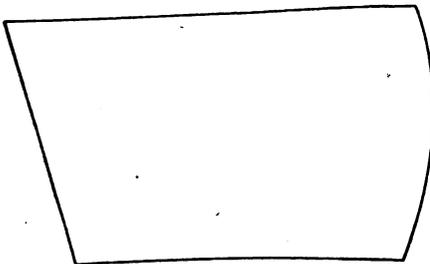
Caps	3 3-4d.
Gol. Qrs.	2d.
Jockey Strips	1 1-2d.
	2s. 4 1-2d.



JOCKEY BACK STRIP 1/4 SIZE

Also:—

- (1) Cutting area equals 2.34 feet per pair.
- (2) Pattern area equals 1.70 feet per pair.
- (3) Waste equals .64 feet per pair.



INSIDE GOLOSH QUARTER 1/4 SIZE

We have now the following definite factors, which become the standard of testing for future costings in the same design from the same material:

Area—(a)

Willow calf at 12 1-4d. per foot.
 "Cutting area" equals 2.34 feet per pair. •
 Cost per pair equals 2s. 4 1-4d.
 Waste in cutting equals .64 feet per pair.

Sections—(b)

Goloshes	10d.
Legs	11 1-4d.

Weight and Checking—(c)

122 feet equal 22 1-4 lbs.
 1 foot equals 2.91 ozs.
 1 pair equals 4.96 ozs.

Cutters' Returns—(d)

16 lbs. 2 ozs. outsides. which equal 72.47 per cent.
 1 lb. Tongues, which equals 4.49 per cent.
 5 lbs. 2 ozs. waste, which equal 23.04 per cent.

Approximately we get 72 1-2 per cent of outside leather, and 27 1-2 per cent of trimmings and scrap.

Waste May Appear High.

Although 27 1-2 per cent waste may appear to be high, it may be said that to produce this design from colored leather properly mated at 2 1-3 feet per pair, is very close cutting, and consequently gives very fine cost at per pair.

(The End).

THE FLEXIBLE MCKAY.

The flexible McKay is another shoe that is being made to some extent.

One process of making this shoe, which has been patented, is to perforate the innersole just far enough in from the edge so that the McKay needle will strike into the holes made, from a point one and one-half inches back from the toe to the forepart of the shank. This does not weaken the shoe, but really does make it flexible. The writer has seen this idea worked out in two factories and was very much impressed with it. The two-piece innersole may be used as well as the one-piece innersole.

This method is installed on a royalty basis, and further particulars regarding it may be had by writing American Shoemaking.

Electric Drive in Shoe Factories

(By J. E. Bullard of The Society for Electrical Development)

American shoe factories not only manufacture practically all the shoes used in the United States, but also export large numbers every year. In spite of the very narrow margin of profit on which shoe factories operate, this immense business has been built up through very efficient management.

Numerous mechanical improvements have been made in shoe-making tools, and more especially in application of power. In the modern shoe factory 70 per cent of all the operations necessary for the completion of a pair of shoes are performed by power driven machines. This has made the power problem very serious and one which is demanding the attention of all shoe manufacturers. It has resulted in a very thorough investigation of the possibilities of electric power and in its wide spread adoption in this industry.

The power requirements in the shoe factory are such as to make it very difficult to transmit the power through belts and shafting without an immense friction loss. The demands of the business are such that the machines must be located with a view to the greatest production of the best quality of work. The speed of the machines must be constantly maintained at that point where the quality and the quantity of output will be the highest. For the most part, the individual machines are small consumers of power.

Among the disadvantages of belt and line shaft drive are the following: Much power is lost in making right angle turns through "mill stand drives," quarter turn belts, etc. It is impossible to maintain anywhere near constant speed at the machines located near the ends of

long line shafts. The variation in the speed of these machines may be as great as 20 per cent. The liability of trouble with the main driving shaft, belt or pulley causing a more or less prolonged shut-down of the whole plant. These and other weaknesses inherent in this method of power transmission have caused the shoe manufacturer to look to electricity for a solution of his power problems.

The power requirements of a shoe factory are entirely different from those of most other large industries. In this industry instead of some machines having large power requirements and some having small power requirements practically every machine is a small consumer of power. These machines are so numerous however, that they make a considerable total for the power requirements of the whole factory.

The fact that there are so many small machines has, up to the present time, prevented the universal adoption of individual motor drive. The large number of machines of small power requirements would make a large investment for motors if one was placed on each machine. There is considerable difference of opinion about the advisability of making such a large investment. It, therefore, has become the custom to use motors of from one to five horse-power to drive small groups of machines.

It is better practice to install the smaller motors and drive smaller groups than to install larger motors and drive larger groups. Small groups reduce the possibility of many machines being shut down on account of motor, belt or shaft troubles. Possibly most important of all, however, is the fact that small groups materially reduce the power cost for overtime and slack time work.

Where power is being purchased, this factor is of especial importance. Where the groups are small, the power costs will very closely follow the rate of output. Where the groups are large the power costs remain practically stationary. To make this point clearer, let us take a concrete example.

Suppose a shop has a group of eighty machines, which can be driven from one long line shaft, and that the average power requirements are one horse-power for each eight machines. In this plant there is a choice between three methods of driving these machines. First, they can be driven by one motor of ten horse-power capacity. Second, they can be driven in two groups of forty machines each, by two five horse-power motors. Third, they can be driven in five groups of sixteen machines each by five two horse-power motors.

Assume that it requires one-tenth of the total rating of the motors to overcome the motor friction and that the friction load of each bearing is one-twentieth of a horse-power. For convenience in figuring assume that there are as many bearings as there are machines. Driving the machines by the three different methods will then result as follows:

Method No. 1. Motor 10 x 1-10 equals 1 horse-power. Bearings 80 x 1-20 equals 4 horse-power. Total friction load, 5 horse-power.

Method No. 2. Motor 5 x 1-10 equals 1-2 horse-power. Bearings 40 x 1-20 equals 2 horse-power. Friction load per group, 2 1-2 horse-power. Total friction load, 5 horse-power.

(To be continued.)

A NEW FORM HOLDER.

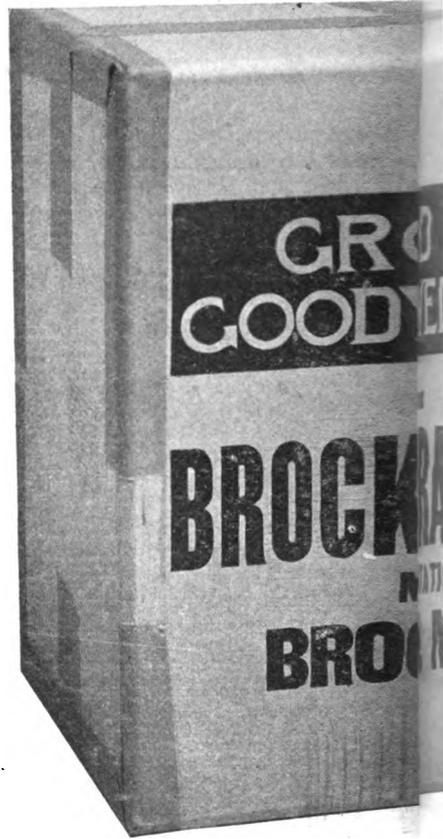
A new device in connection with the Knight tip perforating machine consists of an eccentric adjustment for regulating the edge of the tip line. The plate against which the edge of the tip, when inserted in the machine, comes in contact is moved up to and away from the pinking knife or perforating dies by means of

an eccentric. This form of construction guarantees absolute accuracy of adjustment and prevents the uneven lines of perforations or pinking on the tip, as the entire gauge is moved backward and forward uniformly at both ends, a condition very difficult with other forms of adjustment where regulation of the holder was entirely dependent upon the eye of the operator.

IMPROVEMENT IN THE CUTTING ROOM.

By rounding the corners on your clicking machine blocks, you will find a great improvement. These round cornered blocks are being used in a great many cutting rooms in the West and the foremen of these rooms recommend them very highly, as a cutter has very little planing to do on one of these blocks to keep it in good shape. The writer knows of one cutting room near St. Louis where the foreman has thirty-five clickers, and rounded the corners on all of the blocks of these machines. He never has a block taken off of the machine to be planed until it is worn down and needs to be turned over. I will also add that this foreman originated the idea of rounding the corners on clicking machine blocks, and he thinks it will only be a short time before these blocks will be used on all clicking machines. You will readily notice by examining a square cornered clicker block that there is several square inches in each corner that is seldom ever used, and only add to the time it takes to plane a block by hand. You will also notice that most of these corners are higher than the center of the block, and this causes a continual breakage of dies. It costs very little to have these corners rounded and is a very simple operation. Anyone wishing further information concerning the above, address American Shoemaking.

READY TO



Grooved Welting now comes to you in conventional reels. It is neatly packed in every hank or skein, $33\frac{1}{3}$ yards in length, with **Your Individual Specifications**.

USE THE WHOLE C

BROCKTON RO

BROCKTON

TO USE!



Hanks (ready to use) instead of the con-
t, fibre cases, -simply unpack it and use it.
is grooved perfectly, and in accordance
so broken or weakened joints.

CUT WITHOUT WASTE.

WON RAND COMPANY
MASS.

The Milwaukee Message.

Shoe Factory Gleanings.

—The beginning of spring does not see the beginning of better business in this section by any means, and many factories are preparing to close altogether for a few weeks; some have stopped cutting, and are cleaning up, while others are on short time with reduced forces. Some are of the opinion that leather is going to be cheaper, and that they will wait for a drop in price before going into the market very strong, but this opinion is not seconded by the tanners, except on certain accumulations which may be had at a price, but the general tendency seems to be firm.

One large manufacturer was heard to remark during the past week that it was the height of folly for manufacturers to watch each other so much, and wait to see what the other fellow was going to do or make. He thought that many were too apt to doubt their own ability to go ahead, and said that he never cared what the other fellow was doing, but that he went ahead, figured his shoes, and sold them at a good price, and got his money, and the best of it is he is making money, and runs his plant steady. He believes in good foremen with a good salary, and makes life pleasant for them, and his results prove he has the right system. Uncertainty is a bad asset any way in anything, and the man who is always running around after the other fellows' thunder seldom has time to make much noise himself. There are several firms who are taking up the medium priced lined shoe for the farmer, and the farmers of the Northwest are certainly changing their style of footwear, and instead of the heavy stogy shoes of a short time ago, they are taking up with a lighter upper and a good solid sole.

—The Milwaukee Rex Shoe Co., which was organized some time ago by Mr. Emil Baumann and Mr. Bert West, to make a line of soft soles, will be continued by Mr. Baumann, Mr. West having withdrawn his interest from the business. Mr. Baumann was with the F. Mayer Boot & Shoe Co. for many years, and is a practical man in the business and believes he has a good chance to succeed in the business he has decided to carry on alone.

—Business with the Wisconsin Shoe Co. has been good all the season, and they are closing out their line of baseball shoes and will go at once onto their bowling and other sporting shoes, as they make about everything in the line of sporting

shoes that are in use. They have built up a good business and run the year round without much lost time. Mr. Chester J. Krauthofer is the manager and buyer for the company, and is very careful to get the best there is for his product, as their motto has been from the first to keep the quality up. Mr. Emory Krauthofer looks after the office and accounts. Mr. John Stumpf is the working superintendent, and his years of experience in this grade of work have fitted him for the position he holds. Mr. John H. Meyer is in charge of the cutting and fitting rooms, and gets up many of the patterns, as he has been a practical cutter for years and knows how to get up a cheap cutting pattern.

—Mr. William Grings, formerly with the F. Mayer Boot & Shoe Co., was a visitor last week from Sheboygan, where he is manager of the cutting department of the Sheboygan Shoe Co. This company have been working extra time to get out their orders on time, but now are running about 850 pairs a day, five days per week. The three shoe factories in Sheboygan are all busy and have had a good season.

—Mr. William Taylor, of the efficiency force of the United Shoe Machinery Co., has gone to Virginia for a short time to rest and regain his health. He was in the hospital here for a short time, and it was decided that he had a small abscess in his stomach, but it was absorbed successfully, and now a little rest and he will be back to his former good health.

—Mr. E. C. Snell, local manager for the George H. Van Pelt Last Co., Chicago, spent a few days at the Chicago headquarters of the company during last week.

—Mr. Felix Gagnon, well known through this section, has withdrawn from the Thompson Shoe Co. of St. Paul, Minn., and for a time will devote his attention to his farm. Mr. Gagnon has had several years of strenuous work and the rest will be a benefit to him. His successor has not yet been chosen by the Thompson Co.

—Mr. George Metzger, superintendent of the Utz & Dunn factory of Rochester, N. Y., spent a short time in this city during the past week, and was greatly pleased with the factories he visited and also with the leather situation as he found it. His business has been very good during the season and he seemed satisfied with the prospects for future trade.

—Mr. Robert Wanvig, who covers the Northwest for the A. Trostel & Son Leather Co., is taking a few days the home trade and reports a good business through his territory. Mr. Wanvig is a hard traveler and does not stay idle a minute when on the road.

—The Jitney Bus craze has struck Milwaukee strong, and there are over 150 now licensed to run in the city, with applications of ten or more every day. Like all other large cities, Milwaukee street car service is over-taxed at certain hours in the day, and many a shoe worker has been late and obliged to be "docked" for loss time through no fault of theirs, as the transportation accommodations were not adequate to the demand. Some blamed the Street Car Co. for not running more cars during this time of the day, but they did not heed until the introduction of the Jitney, and now trailers are plenty and the big company is trying to make it more comfortable for those who have to ride to work, but the bus fever is running high and the workers enjoy the air and quick service rendered, so that it looks as though they had come to stay.

—A train-load of autos passed through Milwaukee last week bound for the Northwest, which speaks well for the prosperity of that section. They were high priced cars, too.

SAFETY FIRST.

This is the name of a new water-proof box toe gum which has recently been placed on the market, and is claimed to be adapted for use on felt, buckram, herringbone and feltine.

This product is not only put out in barrels and half barrels, but also in half gallon cans so constructed that they can be daily used by the laster without the trouble of pouring from large cans. These cans are equipped with friction tops, which can be quickly put on to prevent evaporation when not in use.

It is manufactured by the St. Louis Rubber Cement Co. of Lynn.

NEW BANK BRANCH.

A cablegram from Rio de Janeiro says that arrangements for opening the Branch there are progressing, and that banking business direct with Brazil will probably be organized early in April. The Brazilian Government and the administrations of Brazilian cities have facilitated the necessary preliminaries to the opening of sub-branches in every way, bespeaking a most gratifying friendliness toward the new international relationships that direct banking makes possible.

—Dont' wait for the doctor to order you to take a long vacation to avoid breaking down. Take a short vacation now.

**WE ARE THE ORIGINAL
MAKERS OF RUBBER
CEMENT AND CEMENT
SUBSTITUTES**

For Sole Linings

For Side Linings

For Tap Linings

For Heel Building

For Welt Box Toes

For Cork Filler

For Counters

Adhesives OF ALL KINDS
FOR ALL PURPOSES

MADE BY

**ST. LOUIS RUBBER CEMENT
COMPANY**

HAVERHILL, LYNN, BROCKTON.

WE MAKE SPECIALTIES

Blackings, Stains, Etc.

Safety First Box Toe Gum

Plug-um, for mending lasts

Crack-not, for Patent Leather

Cutting Board Dressing

Clicker Board Dressing

Clingstone Box Toe Gum

Heel, Edge and Shank Blacking

Patent Leather Repairer and Cleaners

Wax Enamel

Brush Stains

Dressings of all kinds

Marking Inks

Sole Softener

Sole Bleach

Lynn and the North Shore.

Trade Notes, Personals, Etc.

—A machine for building heels has been built by the W. J. Young Machine Co. of Lynn, from designs patented by George B. Grover, president of the W. J. Young Company. The operation of the machine is simple. The operator feeds heel lifts into it. They pass over a roll, which coats them with paste. Then they are assembled in a mould and built up into a heel. The heel is centered and nailed. Then it is lifted over to a jack where it is held under pressure until it is dry. The entire process is automatic. It takes only a few minutes. After the heels are dry they are automatically discharged from the machine and are ready for the compressor. The machine will make three times as many heels in a day as will even the swiftest hand operator. Besides, the machine is very clean. It is as neat to run as a typewriter. It does not smear paste around over benches and clothes, as is commonly the case in the paste shop. The machine saves space, too. There is no need of setting aside drying space for the heels, and for the work necessary to handling them before and after drying, because they are dry enough when they come from the machine. The first of the machines has been tested in the W. J. Young machine shop and it will soon be set up in a Lynn heel shop.

A new machine for skiving counters has been set up in the factory of the Wilkinson Counter Co., Salem, Mass. A boy runs it. He feeds counters to it from a table by his side. An endless chain picks up each counter and carries it to the center of the machine, where it is clamped into position. Then two knives, set into frames, like a safety

razor blade, come down on to the counter and skive off the ends with a sliding stroke. The length and the depth of the cut may be regulated as desired. It is figured that the machine could be made to skive 39,000 counters in a day.

—The Victor Shoe Repairing Machine Co., Boston, has taken space in the Rolfe Building, on the corner of Willow and Blake street, Lynn, and will move into it. George E. Coates, who recently resigned as secretary of the Lynn Chamber of Commerce, has taken the position of sales manager of the company. L. E. Johnson is general manager. H. I. Illingworth, of the Boston Machine Works, of Lynn, is assistant manager of the company.

—A North Shore manufacturer noticed that an unusual number of his men were out on sick leave. So one evening he had a crew of factory cleaners go over his shop from cellar to roof and wash it down and fumigate it. The manufacturer feels certain that the sickness arose from causes outside the factory. It was chiefly colds, which may have been caught in the March winds. But he is so pleased with the grand spring cleaning of his factory that he has decided to repeat it at occasional intervals. The workrooms look brighter and cleaner, and the workmanship has improved.

—Personal cleanliness counts for a lot in the making of women's millinery shoes. A certain Lynn manufacturer, who may be over particular in his methods, not only covers the shoes that he makes, but he gives preference to workers who have clean hands and whose hands do not sweat when they work.

Millimeter Gauge for Measuring Sole Leather

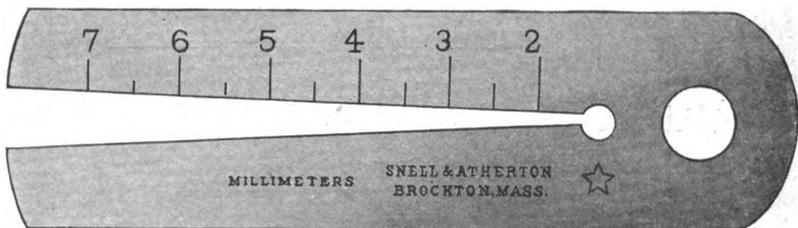


Fig. 24M

Graduated in Millimeters on one side and 48ths of an inch on the other side.

75c Each

SNELL & ATHERTON Inc., BROCKTON, MASS.

Haverhill Happenings.

Trade Notes, Personals, Etc.

—Mr. Mulligan, foreman of the welt room for the Sears-Roebuck Co. No. 4 factory, Springvale, Me., has resigned his position. He is succeeded by Mr. Riley, formerly of Brockton, taking charge last week.

—Mr. John H. Currier, making room foreman for Liberty & Durgin, Haverhill, has resigned his position, ending his duties last week. It is stated that Mr. Currier will start manufacturing in Haverhill, but at present will not state his exact location, being reticent, but later will give full details. Mr. Currier is well known as a salesman, his ability as such being well established. His place will be taken by Mr. Morphy of Aburru, Me., where he was employed by the Lunn & Sweet Shoe Co. He formerly held similar positions with the F. M. Hodgdon Co. of Haverhill and A. E. Little of Newburyport.

—Harry Collins, foreman of the cutting room of Knipe Bros., Ward Hill, resigned his position. His place will be taken by Mr. Harlow, who has already taken charge.

—John Tierney, foreman of the treeing and dressing room at the Marston-Basker Co., has severed his connections with that firm, having been with them for some years. He was formerly with the C. J. O'Keefe Co. when they were located in Haverhill, going with C. S. Marston, Jr. Mr. Tierney comes from Hudson, Mass.

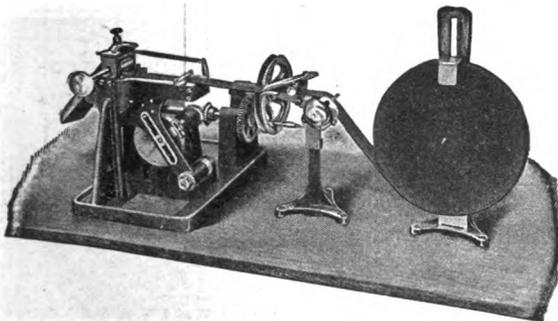
—Chas. Raymond, salesman, has accepted a position as salesman for the Baker-Carpenter Co. of Portsmouth, N. H. Mr. Raymond was formerly in the shoe business in Haverhill, known as the Raymond Shoe Co., and later as salesman for Falconer Bros., of Epping, N. H.,

Ira J. Webster, Haverhill, and Adams Bros. of Lynn.

—The Hill Shoe Mfg. Co. resumed active operations on Tuesday, March 23rd, their fire and damage loss being adjusted. As they are behind in their orders, because of the week of loss time, they are obliged to rush business. As their orders increase they will soon be obliged to put in another line of machinery. They are getting out a medium grade of ladies' shoes in boots and oxfords.

—T. J. Thompson, of Haverhill has installed two new lines of turned machinery and will proceed to make all his turned shoes by this method, which has been tried by several manufacturers here in this locality—Liberty & Durgin, Carleton & Hunt, and F. Rowe of Amesbury—and has been declared a most successful method of turn shoemaking. The shoe is made by machinery; sole tacked on to last, assembled, lasted, sewed by turned stitcher, trimmed, turned, beat out and smoothed up—six separate operations. The shafting is up and the machines are in place, ready to start operations. There can be little doubt that the turned shoes of the future will be made by this improved way. This machinery is the very latest pattern and is furnished by the United Shoe Machinery Co.

—The Haverhill Association of Superintendents and Foremen held their regular meeting on Friday evening of last week. Most important events were the reports of committees. The committee on shoes made a partial report; the shoes, however, were not shown. The committee on banquet made their reports as reports of progress. W. W. Parks presided at the meeting.



SHAWMUT STAY & TAPE CUTTING MACHINE

Used for Bows and Labels

Cuts any Length from 1-16 to 12 in. and up to 2 in. wide and cuts 200 pieces per minute.

Makers of Special Shoe Machinery.

All inquiries gladly answered

Manufactured by

SHAWMUT MACHINERY COMPANY

82 LINCOLN ST.,

BOSTON, MASS.

THE LAST WORD

IN LEATHER FILLERS IS

1915 GUN METAL FILLER

for side or snuffed leather.

The smoothest, blackest finish yet produced.
A trial will convince you.

Made in two weights, Light, Sponge Process, Heavy for machine or ragging.

SAMPLE SENT FREE ON APPLICATION

Henry C. Hatch

BROCKTON

MASS.

VULCO - UNIT BOX TOE

Process Pat. Jan. 12, 1904

Process Pat. Aug 19, 1913

Pat. Jan. 12, 1915

Pat. Jan. 12, 1915



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SERVICE, STYLE ECONOMY

Eliminates All Box Toe Troubles.

Most Economical Process for the Shoe Manufacturer.

Gives Greatest All Round Satisfaction to the Wearer.

BECKWITH BOX TOE COMPANY

108 LINCOLN ST., BOSTON, MASS.

G. W. KIBBY & CO.
Chicago St. Louis

GEO. A. SPRINGMEIER
Cincinnati, Ohio

Annual Banquet of Pine Tree Association

Pine Tree Night was celebrated in the manner which this association is famous for in all social festivities which they undertake, on Saturday evening, March 27.

The New Elm House, the association rooms, and the Board of Trade rooms, in new Odd Fellows Hall, early in the evening began to show that the endeavor of the promoters of their first big banquet had not made any mistake in the publicity campaign they had inaugurated for this event.

At the New Elm House were registered the old friends of the Auburn boys from Massachusetts, and the program was ushered in by the entertainment at dinner of the banquet committee by Eben Mitchell, of the Mitchell Stain Company of Lynn. After lunch was served, the early arrival of superintendents and foremen was made merry by the "open house" entertainment they received from Mr. John J. Connolly of the Union Special Machine Co.; Mr. Clifford, of the Boston Blacking Co.; Mr. Smith, of the Duplex Blacking Co.; and Chas. H. Wilber, of the Brockton Heel Co., all of whom kept their friends and customers in a jovial mood until the big event of the evening was on.

At precisely eight o'clock, Caterer Grant opened the door of the large banquet room and the marchers of the festive board entered to the strains of the Davis and Mason orchestra, led by Millard C. Lyseth, of the committee, followed by the Auburn Shoe Manufacturers' Association, the visiting guests and the members of the association.

During the first course the orchestra entertained with popular selections. But the "fish" had not been served to all when the stage door opened and there came forth a quartette of as dainty cabaret performers as ever graced one of these functions. From this time on it was a merry evening, and all heartily congratulated those members of the committee who procured these versatile entertainers.

After the cigars were lighted, the cabaret performers retired to the stage and the vaudeville program was on. The opening number was a violin solo by Dora Ronea, the Hungarian violinist, followed by Mae Normandle and Irene Marshall in a song skit.

Chairman Lyseth then introduced the speaker, Judge Harrie L. Webber of the Auburn Municipal Court, and the Judge occupied the next

half hour in a discourse on "Peace," which was so well received and so deeply appreciated that the Judge rendered several more "peaces," each creating more of a "riot" than the preceding effort, until it began to appear that "Riots" should have been the subject, and that "Peace" was a misnomer and the Judge himself a disturber.

Then followed Miss Marjorie Rowlander, a classical banjo artist, more songs and dances by Dot Libby and then Miss Cannon, who, having a "talking act," could not make herself heard, because the aforementioned riot created by our good Judge had not entirely subsided.

The party then broke into one of good fellowship and a fraternal social hour was enjoyed, all retiring early enough to keep on the Saturday side of the day, and voting it the best yet of all Pine Tree's social evenings.

Seated at the head table were the members of the banquet committee, M. C. Lyseth, A. J. Frank, G. A. Stetson, J. A. Thibodeau, W. T. Cluff and F. R. Nash; Judge Webber, F. S. Gorham, of the National Association; D. S. Dexter, of the Lewis-ton Journal, and A. E. C. Hall, of the U. S. M. Co.

At the manufacturers' table were H. G. Foss of Dingley-Foss Co.; R. M. Lunn and Lyle N. Johnson, of the Lunn & Sweet Shoe Co.; Fred L. Briggs, of the Cushman-Hollis Co.; Arthur H. Cooper, of Wise & Cooper Co.; Ara B. Cushman, secretary of the Auburn Shoe Manufacturers' Association; Elton C. Briggs, of Foss, Packard & Co.; L. M. Carroll, of the Carroll-Peabody Co. of Norway, and John H. Merrill, of Merrill & Webber Co.

The others present were: Harry H. Austin, Geo. M. Seavey, R. E. Greeley, T. F. Cohoon, W. E. Perry, G. L. Seavey, F. A. Bennett, Chas. R. Hancock, H. H. Packard, G. W. Webber, E. E. Legendre, B. L. Bonney, W. N. Robertson, R. N. Costwell, J. Stevens, G. E. Tucker, A. B. Fardy, G. E. Connor, R. C. Knapp, C. V. Litchenburg, J. C. Irvin, E. F. Young, E. B. Gilman, W. H. Bickford, L. M. Ballard, G. C. Simpson, D. H. Villey, G. B. Fitz, "Joe" Neal, C. V. Hanson, H. H. Hall, A. E. C. Hall, Geo. S. McCarty, C. H. Webber, M. C. Sawyer, E. O. Irish, C. R. Hancock, W. E. Welch, B. F. Wells, Jr., W. E. Hunt, E. G. Rowe, D. C. Hubbard, P. O. Lange, C. J. Stein, L. A. Thompson, F. L. Storah, L. L. Hunt, G. T. Hale, B. F. Palmer, J.

son, C. H. Heldman, C. H. Morton, E. A. Towle, J. F. Hunnewell, J. W. Collins, J. A. Crosman, N. H. Holmes of Shoe Topics, F. H. Greenan and H. G. Penwarden, of the Commonwealth Shoe Co. of Gardiner; J. H. Robinson, F. G. Grant, Norway; F. E. A. Marsh, United Shoe Mach. Co. of Boston; J. J. Connolly of Boston; L. B. Smith, Brockton; Chas. H. Wilber, Brockton; Eben Mitchell of Lynn; R. N. Corthell and H. J. Clifford of Boston.

The association was much pleased with the contribution of 200 cigars by H. G. Foss, the dean of Auburn manufacturers, and also the dainty "menu" cards from the Merrill & Webber Co.

—A party composing A. J. Frank, F. R. Nash, C. B. Goldthwaite, M. B. Taylor, J. A. Soutar, L. W. Ballard, and several others, are contemplating taking in the banquet of the Haverhill Association, which is to take place on April 17th.

—Chas. Ault, of the Ault-Williamson Shoe Co., Ellsworth, Me., was a visitor in town recently.

J. White, L. A. Parker, L. E. Green, M. A. Allen, R. A. Bubier, M. E. Allen, A. Boovieri, H. J. Bernette, H. W. Wendell, A. S. Berry, H. G. Solomon, R. H. Upton, C. V. Leavitt, J. B. Alley, C. G. Walker, R. O. Cameron, U. V. Robbins, H. R. LeClair, H. H. Duston, "Gus" Dus-

ton, F. F. Tarr, H. L. Durgin, F. A. Smith, E. W. Morphy, F. C. Litchenberg, H. L. Loring, J. A. Soutar, J. H. Bolger, M. B. Taylor, J. J. McCarty, C. B. Goldthwaite, C. H. Nichols, W. H. Getchell C. W. Han-

HAVERHILL NOTES.

—Prosper Sheverell, manufacturer of turn all-leather counters of Haverhill reports that the month of February, 1915, showed the biggest volume of business of any preceding month on record.

—Fred O. Marble, manager of the New England Heel Co., of 210 River street, Haverhill, states that the demand for celluloid covered Louis heels is constantly increasing. The popularity of Louis heels among the fair sex seems to have no limit. Leather covered Louis heels are also in great demand.

The new management of this concern is a good example of what energy and a keen business sense will do. From a business which was nearly stagnant last summer, Mr. Marble has gradually built up a thriving business and done so when it is acknowledged that business is not brisk. The leather business needs more such young men with grit and determination. The New England Heel Co. manufacture and cover wood heels of every description for the shoe trade.

CALL OXFORD 2583

BROCKMAN WILL BE THERE!

A special visit to Your Factory will bring before you **Hundreds of Beautiful Shoe Fabrics** in the Most Striking Effects in the Plainer Staple Lines.

FOR STYLE AND SERVICE

BROCKMAN'S GOT IT!

ALL THE LATEST IDEAS In Topping Materials will be before you. **Snappy Weaves with ORIGINAL ADAPTATIONS!!!**

COLORS??? ALL COLORS!!! Any special color to meet your wants. Standard shades ready for immediate delivery.

WE EMPHASIZE PROMPT SERVICE

I. BROCKMAN & CO.

207 Essex St., Rooms 303 and 314

BOSTON,

MASS.

Industrial Information

New Enterprises and Changes in the Trade

MARBLEHEAD, MASS.

Another shoe manufacturing concern has been added to the list, Emery Bragdon and Mr. Vickery, formerly of Vickery Bros., having leased what is known as the STEVENS factory on Sewall street, and are now at work making samples. It is said that a large force of help will be employed.

WOBURN, MASS.

The patent leather factory of RILEY BROTHERS on Park street was damaged by fire last week to the extent of \$20,000. Much of the stock which was in the process of finishing was destroyed. The interior, with machinery and most of the stock, was burned out, but the walls are left standing.

MIDDLETOWN, PA.

At a recent meeting of the officials of the KREIDER SHOE CO., it was decided to build an addition to their factory, as much larger floor space is needed to accommodate the orders now being received.

PORTLAND, ME.

The PARKER SHOE CO. has been recently organized to manufacture and deal in boots and shoes. The capital stock is \$50,000. Albert F. Jones of this city is president.

NATICK, MASS.

The MURPHY BOOT & SHOE CO. of this city has been petitioned into bankruptcy at the instance of five creditors, of which the Dunn-Green Leather Company presents the largest claim.

MARBLEHEAD, MASS.

The firm of the PARKER SHOE CO. has succeeded to the business of PARKER, SPARRELL & CO., and will continue making turn shoes for infants and children in the factory at 147 Elm street.

SALEM, MASS.

The MECHANIC SHOE CO. has

been recently incorporated with a capital of \$25,000. The officers are as follows: Hervey Bell, president; Clarence W. Bell, treasurer, and Katherine H. Hanway and Bell Bros. Co., directors.

TO KEEP FIRM IN LYNN.

It is reported that Bolander & Parker, makers of McKay shoes for boys, is to move from Lynn to Athol, Mass. The Lynn Chamber of Commerce has appointed a committee to confer with the firm about staying in Lynn.

PLANNING TO REBUILD.

Plans are being made to rebuild the factory at Derry, N. H., which was burned. Citizens of Derry are having the plans made. The burned factory was used by the Woodbury Shoe Co., of Beverly, Mass., as a branch factory. The Woodbury Shoe Co. has turned all its orders into its Beverly factory, and it is now running this factory to full capacity.

THE SHREDDED FIBRE CO. TO MAKE SOLES.

The Shredded Fibre Co. is a new corporation which is to manufacture rubber and leather fibre soles. The company has purchased the machinery of the Vulcan Fibre Co. and will manufacture their product at Andover, Mass. The members of the corporation are Mr. Baker, president, and E. B. Cook, vice-president and general manager. Mr. Cook is the inventor of the process and we are informed controls the patents on the machinery used in preparing the leather. The company, it is announced, will shortly open a Boston office.

BORAX

—FOR THE—
Shoe Factory

BORAX USED IN THE WATER FOR DAMPENING THE SOLE
MAKES THE SOLE FLEXIBLE, PREVENTS CHIPPING OF
THE EDGES, AND MAKES A SMOOTH, VELVETY FINISH.

**WRITE PACIFIC COAST BORAX COMPANY,
100 William Street, NEW YORK, FOR RECEIPT**

EXCHANGING BOSTON FINISHED LEATHER PRODUCTS FOR RUSSIAN HIDES.

Mr. Henry D. Baker, Commercial Attache at Petrograd, Russia, who has just returned to Washington, D. C., from a brief visit to Boston, where he conferred with many members of the New England Shoe and Leather Association with reference to extending the market in Russia for Massachusetts boots and shoes, advances the suggestion that in view of the large imports of Russian hides which come to this state, through Boston, it ought to be possible to arrange some scheme whereby sales of boots and shoes and other finished leather products in Russia might be used to partially liquidate or offset purchase of Russian hides, thus effecting a very important saving in exchange.

At present there is a serious loss to Russian importers in buying American goods, owing to the difficulty of procuring exchange at a reasonable rate. The loss may amount to from ten to twenty per cent, according to fluctuations in the exchange market, but apparently it is at least ten per cent at present, Russian exchange having declined lately to about 41 to 42 cents per ruble. Naturally such serious loss in exchange must prove a check to purchasers from America of such articles as boots and shoes, in which Massachusetts factories have such large interest in supplying.

According to statistics supplied by the Bureau of Statistics at Washington, the imports of hides into Massachusetts (probably all through Boston), amounted to \$5,050,165 for the fiscal year ending June 30, 1914. During the same period, Massachusetts exported to Russia, boots and shoes of all kinds to the value of \$97,876. It is thus evident that it would take only a small part of the proceeds of Russia's sales of hides to factories in Massachusetts to meet the cost of the boots and shoes which Russia purchases from the boot and shoe manufacturers of this state. Consequently, would it not be possible to arrange some plan whereby Russian hide exporters could have at least a part of the hides which they send to this state, pay for the boots and shoes which Russia buys, thus effecting enormous saving in exchange? Possibly, also, a portion of the hides could be similarly used to offset purchases of machine tools, confectionery and other products which Boston ships to Russia. It might be found convenient to arrange such exchange of goods without such severe loss as now occurs in making remittance from Russia to the United States. Perhaps Massachusetts hide importers would be willing to make some arrangement with Massachusetts boot and shoe exporters, to have

such purchases and sales balanced in this country, without the necessity of dealing in Russian exchange.

In putting forward this suggestion, Mr. Baker states that he would like to have opinions from members of the New England Shoe and Leather Association, and from Boston banks as to how such a scheme might work out in actual practice, or if there would be any serious difficulties in putting it into effect.

Of course, if the heavy loss by exchange could be eliminated, there might be a much larger sale of Massachusetts boots and shoes in Russia, and possibly the trade might be built up to such an extent that the Russian-American line of steamers would be willing to run ships between Boston and Russia. It is understood that they would not be willing to do so, except that Boston's exports to Russia are not sufficient at present to make such a course profitable, although full cargoes, chiefly of hides, can be easily secured from Russia to Boston.

If the plan suggested could be worked successfully as regards the shoe and leather trade of Massachusetts, it might also be worked out on a much larger scale as regards the general trade of the United States with Russia, which is now so seriously hampered by the difficulties of exchange.

DEATH OF PAUL C. EDMUNDS AT LYNCHBURG, VA.

Paul C. Edmunds, who has for many years been associated with the Craddock Terry Co. at Lynchburg, Va., in the capacity of general superintendent, died suddenly at his home in Lynchburg on Monday, March 29. Mr. Edmunds was not only widely known as an able shoe factory manager, but was also closely identified with the social life of the city of Lynchburg.

He was born at Halifax, Nova Scotia, coming to Lynchburg in 1882. After engaging in several other lines of industry, he became identified with shoe manufacturing about 1890, in which business he continued to the time of his death.

Mr. Edmunds was a prominent worker in the Y. M. C. A., of which he was first vice-president. It was through his work that the Island Playground of the association was secured. He was for a number of years an official of the Lynchburg Interstate Fair and an active member of the city school board.

He is survived by a wife and a daughter.

—If you can't pay an employe his wages when they are due, tell him why. Let him know what to expect and when to expect it. It is only fair to him.

New Patents This Week.

Description and Claims Made for Them.

MACHINE FOR INSERTING Fastenings, No. 1,132,926—To Perley R. Glass; which inserts at a single operation all of the fastenings required, having especial utility for attaching the heel-seat ends of outsoles to the insoles and uppers, but which will also perform other operations and can be quickly adjusted to operate upon different ranges of sizes.

AWL-FEEDING MECHANISM for Sewing Machines, No. 1,133,150—To Lawrence E. Johnson and Edward Erickson; which has for its object the production of a movable frame supporting the awl and needle, so that the entering of the needle into the hole formed by the awl is always secured. Means is also provided for regulating the length of the feed while the machine is in operation.

SEWING MACHINE, No. 1,133,147—To Lawrence E. Johnson.

HEEL LASTING MACHINE, No. 1,132,978—To Arthur L. Russell. By means of suitable devices and mechanisms assembling and subsequent shaping and securing operations can be carried on without loss of adjustment and with one handling of the shoe.

OVERSEAMING SEWING Machine, No. 1,133,012—To George M. Eames and John S. Finch; which relates especially to that class of machines employing two loop-takers in connection with a single needle and has for its object to provide improved means for controlling the movements of the needle in different planes.

WORK SUPPORT, No. 1,132,630—To Edward A. Stiggins; designed particularly with reference to holding a last and the parts of a shoe in position for the performance thereon of the operation of heel-seat lasting by a machine of the hand method type.

CUSHION TOP LIFT FOR HEELS No. 1,133,135—To John A. Hall; in which a leather top lift is provided with a series of rubber plugs having oppositely disposed vacuum recesses for preventing the wear from slipping and to prevent the rubber plugs from being withdrawn from the top-lift.

HEEL BREASTING MACHINE, No. 1,133,240—To Edwin A. Webster; in which certain improvements allow of the adjustment of the jack with the utmost facility to bring the shoe into breasting position and to prevent the jack from moving horizontally during the breasting operation.

PRESSER FOOT MECHANISM for Sewing Machines, No. 1,133,229—To Edward Erickson; in which means for measuring the required length of thread for varying thicknesses of material is automatically controlled by the presser foot mechanism.

PRESSER FOOT MECHANISM for Sewing Machines, No. 1,133,149—To Lawrence E. Johnson and Edward Erickson.

LOOPER MECHANISM for Sewing Machines, No. 1,133,148—To Lawrence E. Johnson and Edward Erickson.

LEGGING, No. 1,132,835—To Edward P. Dehler; which consists of a lace and spring legging in which the use of hooks is entirely dispensed with.

APPARATUS FOR SOFTENING Parts of Assembled Unlasted Shoe Uppers, No. 1,132,645—To Alexander Anderson; which comprises a receptacle with an opening for the reception of a flat box toe blank, and means for supplying heat within the receptacle to act on the blank; also an opening for the reception of the toe portion of a last engaged with the assembled and unlasted parts of a shoe upper.

MACHINE FOR FEEDING NAILS No. 1,132,638—To Eliphalet A. Tripp; especially constructed for feeding headed nails.

SPANISH AGENT.

Francisco Magrina, a recent visitor to the office of American Shoemaking, is sailing for Spain this week, having arranged while in Boston to represent a number of shoe and leather houses in both Cuba and Spain. Among the firms whose lines he will carry are Bolander & Parker, A. A. Williams Shoe Co., A. H. Berry Shoe Co., J. S. Barnet & Sons, calf leather, and Burns, Fecht Bicknell & Co.

Mr. Magrina announces that he is open to represent American lines of shoes and leather on commission and would be pleased to hear from anyone interested, either at his Spanish office at Rambla del Centro 26, Barcelona, Spain, or at Aguair 101, Havana, Cuba.

NEW HAVERHILL BUILDING.

The new factory building of the Essex Association at Haverhill will be ready for occupancy May 1st. This building is nine stories high with twelve thousand square feet of floor space on each floor. Two freight and one passenger elevators are provided. It is handy to the station.

postoffice and banks. Floors will be sub-divided to suit tenants, and the managers of the property desire to get in touch with those interested in securing space.

—The J. K. Orr Co. of Atlanta, Ga., have recently brought out an all-cotton shoe, the uppers being cut from Palm Beach cloth and the bottoms of cotton belting sole. The heels are rubber.

EXETER (N. H.) NOTES.

—The Gale Bros., Inc., are starting up slowly on the new run. For the past two weeks this plant has been idle after their annual inventory. It is reported that conditions are favorable for a good season's work. John A. Towle, president of the company, has returned from a southern and western trip, and is reported to have secured some good fall orders.

—F. Everet Winslow, of the Chas. S. Bates, has returned from a New York trip and is reported to have secured some orders for immediate delivery, as well as good prospects for future business.

—Quite a few of our shoe workers are now employed in Haverhill factories, going to and from their labor on the early morning train and returning in the evening, making long days, but they claim the extra wages secured there make up for extra time consumed.

LYNCHBURG, VA.

—The Craddock-Terry Co. have sent a lot of 24-pair samples for the U. S. Government inspection, and are to bid on a 30,000 pair order.

—Mr. Carroll Chambers Adams, manager of the West End office, has gone to Tyro, Va., and we wonder why, unless he expects to be married.

—All the factories of the Craddock-Terry Co. have started up on full time and a good season is expected.

—Among the visitors in the Hill City last week were Mr. M. Cormack, of the Commercial Chemical Co.; Mr. Quortrop, of the Denney Tag Co. of Philadelphia; Wm. Dunning, of the Clifton Mfg. Co., Rochester, N. Y.; Mr. Doherty, of the Jno. R. Evans Leather Co.; Mr. Sturgis, of the Sturgis-Jones Last Co. of Brockton; T. J. Beaudry, of T. J. Beaudry & Sons, of Marlboro, Mass.; Mr. Carter, of I. B. Williams & Sons; Chas. H. Park, of the U. S. M. Co. of Philadelphia, and A. J. DeRocher, of the Rochester Heel Co.

WILL CONTINUE BUSINESS.

—The Faunce & Spinney Shoe Co. of Lynn, shoe manufacturers, have authorized a statement that they will continue in business. Reports have

been circulated that the firm will liquidate. George F. Faunce and Frank C. Spinney are managing directors.

Henry B. Robinson, of the Boston Leather Stain Co., leaves April 3 for a two weeks' trip among New York and southern shoe manufacturers.

This concern reports that their February (1915) business was ahead of February, 1914, and that the general outlook for expansion in all



H. B. Robinson

their lines is good. They are constantly putting out new preparations to meet the changes which develop in the manufacture of shoes. One of their new products that is attracting much attention is a grain bleach, which, when applied to the grain of sole leather, bleaches it so that oak and union effects are produced on red leather. This is entirely distinct from the well-known Cyclone bleach, which is used on buffed bottoms.

MILWAUKEE BOX TOE CO.

140 Reed Street

MILWAUKEE, WIS.

Licensed Manufacturers of

**Beckwith's Vulco Unit
Felt Moulded Box Toes**

**For UNITED WELT and
STITCH-DOWN SHOES**

ASK FOR SAMPLES

In and About St. Louis.

(From Our Special Correspondent)

—J. F. Kearney, formerly with the American Lady factory of the Hamilton-Brown Shoe Co., who recently went to Columbia, Mo., to temporarily assist Supt. Bergman, is back in the city.

—The situation in the shoe factories shows little if any improvement. The demand does not seem to increase. Buyers for the jobbers, wholesalers and retailers are manifesting very little desire to consider fall requirements and current business is altogether for immediate requirements in all the territory supplied by St. Louis, with the exception of the city itself.

—In the last two months the warring nations, and most of the neutral ones, have been buying supplies of all kinds, too numerous to mention, and at prices far above any figure they ever sold at here. The Italian government, although neutral, has purchased heavily; the Brown Shoe Co. secured and completed manufacturing a large order for army shoes. Last Monday representatives of that country signed a contract with several firms of the National Stockyards for 15,000 horses. Several months ago Italy placed a contract for 8,000 horses. That contract has been filled out, and at its conclusion the new order was placed with instructions to ship not less than 200 horses daily. Already 11,000 have been shipped to Italy.

—J. Martin has resigned his position as foreman of the bottoming room of the Hambro factory of the Hamilton-Brown Shoe Co. at Union, Mo.

—Warren Batten resigned his position as foreman of the treeing room at the Dixon factory of the Brown Shoe Co.

—Chas. Jannings has resigned his position as foreman of the lasting room in the Hambro factory of the Hamilton-Brown Shoe Co. at Union, Mo.

—John Martin is the new foreman of the bottoming room at the Columbia factory of the Hamilton-Brown Shoe Co.

—Ed. O'Kelly has accepted a position as foreman of the treeing and packing room in the Dixon factory of the Brown Shoe Co.

—Ernest Allen, of the Hamilton-Brown Shoe Co., has gone to Cincinnati, Ohio, on business.

—A. Campbell, foreman of the finishing and packing room in the Hambro factory of the Hamilton-Brown Shoe Co. at Union, Mo., has resigned.

—The Hamilton-Brown Shoe Co.'s plants shut down Friday and Satur-

day of last week for stock taking. The firm takes stock four times a year.

—The Brown Shoe Co. did not get the big United States army order. Theirs and the International Shoe Co.'s bids were nearly the same. Two eastern firms were successful.

—The baseball season has opened here, and as it is the shoemakers' favorite game the discussion of the topic makes most of us forget the business depression at times at least.

WAR SHOE SALES RISKY

—It is unwise for an American manufacturer to enter into a contract with any of the belligerent nations of Europe, under the conditions which they stipulate, according to Frank C. Rand, vice-president of the Roberts, Johnson & Rand Shoe Company, who returned recently from a four months' trip to Europe, in which he refused to accept any contracts to furnish shoes for the soldiers of the warring nations.

The contracts which the governments offered call for payment on delivery, and this is a great risk for a responsible manufacturer to take, because if the shoes should be rejected it would be impossible to dispose of them elsewhere because of their distinct army pattern, he said.

America will do a large volume of business later with Europe, under different conditions. Mr. Rand believes. Orders have been placed in this country by the French government for about 3,000,000 pairs of shoes, and if the war continues, the manufacturers will demand payment in advance on such large orders.

England at present is making virtually all her own army shoes and also selling to France and Russia, he said.

—Caleb B. Kimber, who until recently was superintendent of the Hamilton-Brown Shoe Co.'s American Lady factory, has opened a retail shoe store in the fashionable west end of this city. It is not likely that he will devote his entire time to this alone, since he has been in the shoe manufacturing business for more than 35 years.

—The Shoe and Leather Club, which was known as the St. Louis Association of Superintendents and Foremen, has inaugurated a campaign for new members, and since the change opens up a large field in which the allied trades are eligible to membership, it is expected that the club will soon be the largest in the country. Fifteen were admitted at one meeting recently.

Brockton and South Shore.

Trade, Notes, Personals, Etc.

—Business at the Holbrook factory of the Sears-Roebuck Co. is increasing. Their output is now 100 dozen pairs of shoes per day, an increase of 15 dozen pairs having been added last week. On Jan. 1st the output was 50 dozen pairs, which means that they have doubled their business. They are now employing 250 hands, and is the only shoe factory in the town.

—Oliver Leach, of Brockton, who has been employed in the cost department of the George E. Keith Co. at Campello, has accepted a position as general manager and superintendent of the Harbor Grace Shoe Co., of Harbor Grace, Newfoundland. In about two months Mrs. Leach will join him and they will make their home in Harbor Grace.

—Andrew Alden, of Middleboro, passed away at his home last Monday. He was a native of Lyme, N. H., but he had resided in Middleboro the most of his life. He was a shoe manufacturer in North Middleboro years ago, and later was identified with the Hathaway, Soule & Harrington Co. of New Bedford, and the Alden, Walker & Wilde Co. of Middleboro. He was a veteran of the Civil War. He was seventy-six years of age.

—John B. Rapp, son of Walter Rapp, of the Walter Rapp Leather Co. of Boston, is sponsor for the movement for Bundle Day, which was held on Wednesday of the current week. The result is to be used in providing assistance for the unemployed during the hard times.

—Councilman Fred D. Rowe, paymaster for the C. A. Eaton Co. of Brockton, is now in New York, where he will represent the Eaton Co. in looking after their interest in new orders for army shoes and in the inspection and shipment of shoes now being made for the European armies. He will be away about two months.

—Forrest W. Hasey has taken a position as sales manager for the Killbry-Corcoran Shoe Co. of Brockton. He was formerly salesman for Edwin Clapp & Son of East Weymouth.

—Joseph LaCoture, a laster employed in one of the local factories, was elected business agent at the annual election of officers held last Friday evening. He was the Socialist candidate for mayor last fall. William G. Smith, an ex-alderman of this city and a laster employed at the W. L. Douglas Shoe Co. No. 1 factory, was elected president of the union.

—Last Friday evening, at the weekly meeting of the Brockton Association of Superintendents and Foremen, Dr. Frank G. Wheatley of North Abington gave a very interesting talk on "Travel in the European War Zone." He has been out of the war zone only about one month.

—Since shipments from Brockton last week amounted to 15,440 cases, forwarded from freight centres as follows: Brockton Centre, 5,191 cases; Montello, 4,673 cases; Campello, 5,576 cases. The total shipments to date amount to 166,058 cases, which is 27,398 cases less than for the same number of weeks in 1914.

—The George H. Snow Co. of Brockton have notified the 300 employes of their No. 3 factory that after the shoes cut March 25th are made up, they will discontinue the manufacture of that grade of shoe in Brockton. It is reported that they will open a factory for that grade of shoe in Lowell, Mass. Mr. Snow is out of town, and on his return, an effort will be made to get him to keep this factory in this city.

FOREIGN TRADE OPPORTUNITIES.

(Addresses may be obtained by addressing the file number care of Bureau of Foreign and Domestic Commerce, Washington, D. C., 752 Oliver Building, Boston, Mass., or any of its branch offices.)

Boots and shoes, No. 16045.—An American consular officer in Europe transmits a request from a business man in his district who wishes to represent American dealers and exporters of boots and shoes. Reference is given. Correspondence may be in English.

Glazed kid, No. 16041.—A business man in Russia has informed an American consul that he is desirous of entering into business relations with American manufacturers of glazed kid. It is stated that he will pay cash against shipping documents in his country.

Shoes, No. 16131.—A merchant in Persia has informed an American consul that he wishes to receive catalogues, samples, and full information relative to shoes.

Shoes for women, No. 16134.—An American consul in France reports that a commission merchant in his district is anxious to make connections with American manufacturers of shoes of all kinds for women. He states that he has large showrooms and is in a position to handle a large stock of goods. Correspondence may be in English.



TRADE WANTS



MANUFACTURERS and SUPERINTENDENTS can usually obtain very satisfactory foreman and workmen for various departments through this department.

Advertisements listed under "Help Wanted" and "Position Wanted" are printed at the rate of 2 1-2 cents per word for one week; 5 cents per word for two weeks; 6 cents per word for three weeks; 7 cents per word for four weeks.

Advertisements to appear in this department must be in this office by Thursday morning to insure publication.

HELP WANTED.

SHOE PATTERN MAN WANTED.

Large Western Shoe Manufacturing concern desires the services of a man who thoroughly understands the drafting of patterns, measuring of lasts and the systematizing of the pattern department. Man with some experience on both women's and men's shoes preferred. Must be a man of sterling character, with habits above reproach. An excellent opportunity for the right man. Address, giving age, present position, which letters will be treated with utmost confidence, 3106-B, care of American Shoemaking.

WANTED—Foreman for stitching room in Ontario, making all kinds of staple goods in standard screw and McKay shoes. One who can get out the work good and on time, and who understands and can keep in order stitching room machines. Address 4809-S, care of American Shoemaking.

WANTED—A young man to train for an executive position. Must have specialized in at least one department and have had general factory experience. Address the Lunn & Sweet Shoe Company, Auburn, Me.

POSITIONS WANTED.

POSITION WANTED — Stitching room foreman, 35 years of age, experienced on all grades, is now open for a position, and one who is also a first-class machinist and competent to teach green help. References. Address 404, care of American Shoemaking.

POSITION WANTED—A practical bottoming room foreman on welts, turns and McKays, women's, men's or children's, wants position. Address 1014, care of American Shoemaking.

POSITION WANTED as manager or superintendent on welts, turns or McKays. Medium grades. Address 624, care of American Shoemaking.

CAPABLE FITTING Room forewoman desires a position; experienced on all grades of work. Would prefer ladies' fine shoes. Many years' experience; can teach help and produce quantity and quality. Prefers the Middle West. Address 229, care of American Shoemaking.

POSITION WANTED — Treeing and packing room foreman desires position. Has had seven years' experience; young, industrious man; understands treeing and repairing thoroughly, and can teach green help and get results. Men's or women's high or medium grade shoes preferred; will go anywhere. Can give references. Address 1617, care of American Shoemaking.

POSITION WANTED by lasting room foreman, capable of running and repairing any machine and of breaking in new help. Experienced on men's and women's welts and McKays. Best of references. Address 1212, care of American Shoemaking.

POSITION WANTED — Superintendent or quality man desires a position. Would take position as foreman in large making or lasting room. Experienced on welt work only; first-class references. Address 1114, care of American Shoemaking.

MR. MANUFACTURER: Can you use a practical superintendent on welts or McKays? Eastern and western experience. Up to date in all details of manufacturing and can produce snappy lines at close figures. Will locate anywhere. Address 1320, care of American Shoemaking.

*** MR. MANUFACTURER—**Do you want a man with 10 years' experience in making room on welts and McKays, as foreman or quality man. Abundant references. Address 710, care of American Shoemaking.

POSITION WANTED as cutting room foreman by a man 37 years old. Is an expert cutter and instructor; good executive ability and ambitious; will go anywhere on trial. Address 322, care of American Shoemaking.

POSITION WANTED as assistant superintendent, quality man or as foreman of making room. Practical experience from lasting to packing. Address 1321, care of American Shoemaking.

EXPERIENCED ON ARMY WORK.

POSITION WANTED as foreman of making room by man experienced on men's welts in leading New England factories. Has had charge of army work from lasting to finishing. Address 1616, care of American Shoemaking.

POSITION WANTED—Good man with unusual experience as stitching room foreman in large Brockton and Lynn factories, desires position. Will go anywhere. A-1 references. Address 1013, care of American Shoemaking.

POSITION WANTED as foreman of welt department or making room. Expert knowledge of all machines in welt department. Capable of teaching green help. Experienced as foreman. High class references. Address 2307, care of American Shoemaking.

POSITION WANTED — Young man thoroughly experienced in shoe factory office work desires to take up cost work and would gladly work for a small salary for the privilege of learning this in some good reliable progressive place. Address 1924, care of American Shoemaking.

POSITION WANTED as cutting or stitching room foreman, or assistant superintendent. Ten years in executive positions on both men's and women's work. Is an expert on upper leather, experienced buyer and has exceptional executive ability; desires to locate with a progressive firm; position of more importance than salary. Willing to go anywhere. Address 316, care of American Shoemaking.

POSITION WANTED—Stitching room foreman, experienced on men's fine and medium shoes, is desirous of obtaining a position; eastern and western experience. Address 1926, care of American Shoemaking.

POSITION WANTED — Making and finishing room foreman desires to make change; experienced on either McKays or turns; practical man with 20 years' experience and is expert on heels, edges and bottoms. References. Address 1319, care of American Shoemaking.

POSITION WANTED as foreman of treeling and packing room by young man with best experience. If you are not getting quantity and quality, you should. I believe I can help you as I have others. Address 321, care of American Shoemaking.

HIS 66TH.

When Thomas W. Gardiner, the Lynn last maker, arrived at his factory on the morning of March 31, he saw the flag flying from the flag staff, and when he got into his office he found 66 pinks on his desk. It was his 66th birthday, and his employes remembered him.

STOLE SHOES AND LEATHER.

The mystery of several thefts of shoes and leather from Lynn shops has been cleared up by the arrest of Edward J. Murphy, a fireman in a factory power plant. For several months shoe manufacturers and police have been puzzled about the disappearance of small parcels of shoes and leather. Shoes even were taken from cases in packing rooms and the cases nailed up, and the thefts were not discovered until the shoes arrived in the retail store to which they were consigned. J. J. Grover, Strout & Stritter and the Welch Shoe Co. were among the concerns that lost goods. Murphy confessed that he stole them.

PEABODY NOTES.

—Foaan Bros. & Foaan Bros. Co., of 27 Grove street, Peabody, formerly manufacturers of sheepskins and goat skins, have been reorganized and both companies united under one concern, of which the partners are L. W. Foaan, L. G. Foaan and E. W. Reynolds. Under the new management, sheepskins exclusively will be produced at the same tannery as formerly. The reorganization was brought about by the settlement of the estate of the late L. J. Foaan.

PUBLICITY LEAGUE FOR LYNN.

The Lynn Publicity League has been formed by 100 business men of Lynn. John H. Madden, banker, is president; Albert M. Creighton, shoe manufacturer, is vice-president, and George C. Dorr is secretary. The League plans to gain wide publicity for Lynn products. At the first meeting of the club the leading address was made by Major P. F. O'Keefe, president of the Pilgrim Publicity Association.

**LET US FIT
YOUR SAMPLES
WITH
CRAWFORD
ARCH
SUPPORTING
SHANKS**

Send us the insoles and we will see that they are properly fitted without charge and promptly returned to you. Shoe retailers are deeply interested in this shank. The best and most reliable yet devised. Locked to insole, cannot wear through outsole.

United Shoe Machinery Co.

Shank Department

205 Lincoln Street, - Boston

INVISIBLE EYELETS

We are now prepared to accept orders for Samson, Perfection and Universal Eyeletting Machines to be altered to use our device for inserting "Invisible" eyelets at one operation after undertrimming.

Terms: \$100.00 per machine for alterations.

United Shoe Machinery Company

EYELETTING DEPARTMENT

205 Lincoln Street,

BOSTON, MASS.

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(Trade Mark Reg. U. S. Pat. Off.)

"ANTISEPTIC" INNERSOLING

(Trade Mark Reg.)

Has actually convinced shoe manufacturers that it is as durable as the best of leather.

For all grades of MCKAY shoes, including the heaviest.

Send for sample of our

SPECIAL DOUBLING

which enables you to use up all your light leather insoles.

We make a specialty of single, double and three-ply Buckram and Canvases.

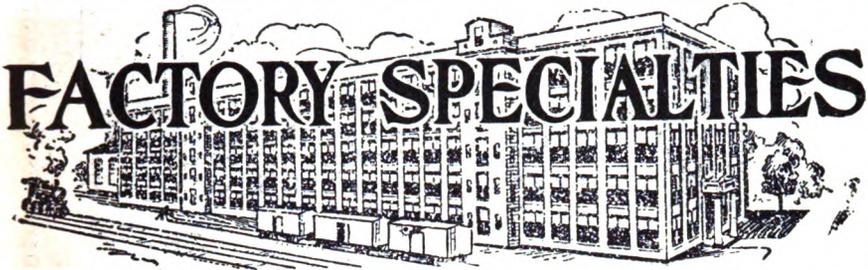
Write for Prices and Samples.

FRANK W. WHITCHER COMPANY

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BOSTON and CHICAGO, - U. S. A.

RED LETTER LIST



PEERLESS SPECIALTIES

Rapid Eyeletter, Gang Eyeletter, Automatic Perforator, Universal Skiver, Peerless Folder, Improved Tip Press, Economy Fold Cementer, Duplex Fold Cementer, Automatic Scourer, Rapid Paster Button Sewing Machine, Rapid Inker, Eyelets of All Kinds, Shoe Buttons.

PEERLESS MACHINERY CO. - **Boston, Mass.**
 St. Louis, Chicago, Rochester, Lynn, Cincinnati



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Guaranteed to Cut Straight
Fit Patterns Perfectly
 and Stand Up Better
 than any Dies made.

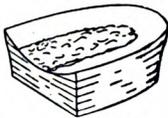


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 (Established 1867)
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Heels and Heel MACHINERY

Pieced Nail-less Heels
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 19 TRIBOU ST. BROCKTON, MASS.

SHOE BUTTONS

**Strong — Uniform
 Good Finish**

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 Factory and Office: BEVERLY, MASS.

FLEXIBLE Soles Heels

Goods are dependable
 Service prompt and exact

The Flexible Rubber Goods Co.
 SALISBURY, - - CONN.

Novelty Edge Protectors

Save money in the packing room
 Make tip repairing easy.

Keep fair-stitching and edges clean

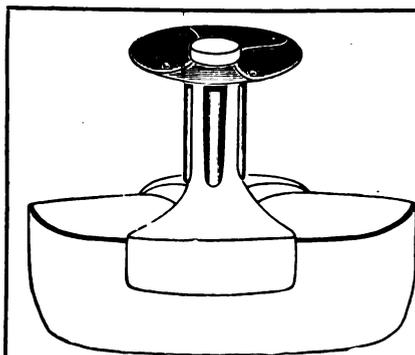
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A list of firms selling shoe factory Supplies, classified according to the product.
 3 1-4x6 1-4. 230 pages. Should be in the hands of every buyer in the Shoe Factory.

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Most Apt to
SAVE A FINGER

But May
SAVE A HAND

"Kant-Hurt" Handle Die Guard

Protects the hand whilst using
Handle dies—machine or hand.

EASILY APPLIED AND INEXPENSIVE

Price, \$3.00 PER DOZEN

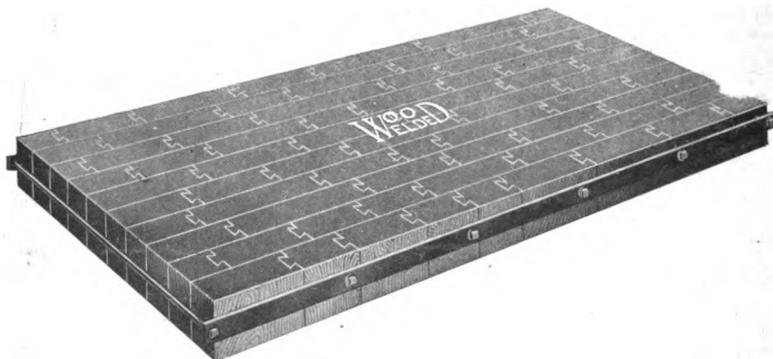
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Shoe Manufacturers Supplies

39 Warren St., - New York

SMOOTH ALWAYS LEVEL DIE BLOCKS

that increase output and reduce
the cost of dies, labor and blocks.



THIS DESCRIBES PETOSKEY PATENTED WOOD-WELDED BLOCKS

The only die block made from second
growth maple so joined as to prevent
springing and to insure uniform wear.

PETOSKEY BLOCK AND MFG. COMPANY

Manufacturers of All Kinds of Die Blocks

PETOSKEY

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AMERICAN SHOEMAKING

THE RED BOOK

Volume LV No. 2

April 10, 1915

THIS IS WHERE

The Appleton BRADFORD PATENTED TWO PIECE COUNTER EXCELS!

For flexibility and high grade work
"THE APPLE"

PATENTED
A Counter of Viscoloid

ST. LOUIS AGENTS
R.M. HEUCHAN & CO.
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CINCINNATI AGENTS
WILL J. GRAF & CO.
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"This counter stands up under the hardest kind of wear.

Strength, flexibility and rigidity insure lasting satisfaction and save counter trouble.

It is shaped to fit snugly and give the proper lines to the shoe. Use the Bradford Two Piece Counter - it pays

APPLETON COUNTER ASSOCIATION FACTORY: HAVERHILL, MASS.

Our Export Agents are T.F. Russell & Co.
170 Summer St., Boston, Mass.

Boston Office, 45 Lincoln Street.

PUBLISHED EVERY SATURDAY

AMERICAN SHOEMAKING PUBLISHING CO.

683 Atlantic Avenue, Boston, Mass.

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YOUR SAMPLES
WITH.**

**CRAWFORD
ARCH
SUPPORTING
SHANKS**

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United Shoe Machinery Co.

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Best Results in the Lasting Room,

no matter what system of lasting
you employ, are secured by using

Standard Waterproof Box Toe Gum

The efficiency of the "Unit System"
of lasting is greatly increased by
its use. Largest and most success-
ful manufacturers are satisfied
with the results secured from the
use of Standard Waterproof Gum.

*Tell us the conditions in your fac-
tory and we will tell you how to
use this gum with any system of
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STANDARD STAIN & BLACKING CO.

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HIND SHANKS

Men's Flat Grain Counters
Our Specialty

Geo. H. Bicknell Co., Inc.

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Are Your Costs Right?

You cannot be sure of this unless you have a simple, accurate, complete system of Cost Accounting.

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If not, you are losing opportunity to add to your profit and to successfully meet competition.

You can get accurate costs and efficient organization, by applying the information contained in Frederick L. Small's Book

Comprehensive Accounting Methods

Manufacturers who have read the book pronounce it thoroughly practical and helpful. One of them says:

"Dear Mr. Small:—

The manuscript of your "Treatise on Shoe Manufacturing Accounting" I have read with pleasure and profit, and I believe it will prove of assistance to shoe manufacturers, accountants and cost men.

It seems to me that any accountant of ordinary ability, with a knowledge of the shoe business and the assistance of your book, could install an accounting and cost system that would give excellent results.

Yours sincerely,
Geo. H. Warfield,
c-o The Preston B. Keith Shoe Co."

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American Shoemaking Publishing Company

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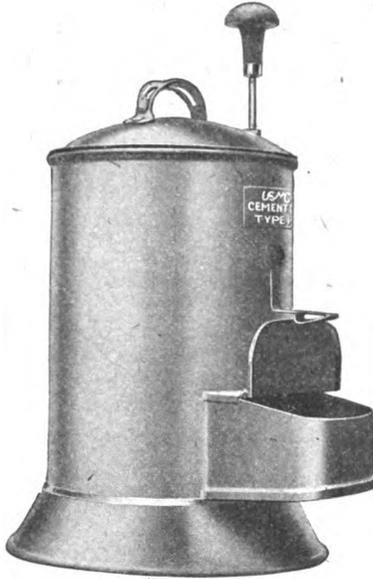
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USMC

CEMENT CAN

Type H



USMC Cement Can
Type H

This can (holding approximately 1 gallon) is designed to use with the heavy bodied cement now used in the Stitching Rooms on oily stocks. It can be easily filled, emptied or cleaned.

In addition to the hand regulated gate, there is a cover held open by a fusible spring. In case of fire this spring lets go, and the cover is closed, thereby reducing the fire hazard. The cover also acts as a safety valve, and prevents the can from blowing up when in a hot fire.

United Shoe Machinery Co.

Sales Department

Boston

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Mass.

American Shoemaking

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AN ILLUSTRATED WEEKLY MAGAZINE OF
INDUSTRIAL LIFE AND THINGS PRACTICAL

AERICAN SHOEMAKING is an illustrated weekly magazine of industrial life and things practical in the world of shoemaking, dealing with its mechanics, methods, systems, its technical features and historical facts—a record of the doings in the field of operating shoemaking—a forum of opinion and discussion for shoe manufacturers, superintendents, foremen, students, and those interested in the shoemaker's art and his field of operations.

SUBSCRIPTION PRICE—\$2.00 a year, postpaid, in the United States, Canada, Mexico, Cuba, Hawaiian and Philippine Islands. To England and Australia, 12s. 6d. Germany, 13m., France, 16f., or the equivalent of these sums

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683 Atlantic Avenue, 212 Essex Street, BOSTON

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Bottoms of shoes that are finished with

CYCLONE BLEACH and **MAGIC STAIN**
Heels that are finished with our famous **BLACK DIAMOND HEEL BLACKING** and edges that are finished with our **KING EDGE STAIN** produce the best results and give satisfaction to manufacturer and consumer.



CYCLONE BLEACH

Is the only effective preparation that will REMOVE THOSE GLUCOSE SPOTS, waterstains and all other discolorations from soles and give perfect results in finishing.

Made in a variety of combinations, making it possible to produce Oak or Union effects on red leather, and a variety of other tints, including pure white on any kind of sole leather.

MAGIC STAIN

Works in Harmony with Cyclone Bleach, producing a hard, smooth, clean bright finish. Used as single or double brush stain and made in a variety of colors.

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AMERICAN SHOEMAKING

PUBLISHED EVERY SATURDAY

A Weekly Journal for
**PRACTICAL
MEN IN SHOE
FACTORIES**

IT is the purpose of *American Shoemaking* to render to all its advertisers impartially the best possible service both through the columns of the magazine and by supplying other special information.

We cannot solicit orders for one of our patrons without doing an injustice to others in the same line. Our advertising patronage is not based on what our solicitors can personally do for you, but on the merits of *American Shoemaking* because of its world-wide circulation.

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Volume LV.

APRIL 10, 1915

Number 2

NEW CUBAN MÓNEY.

For the first time in its history Cuba has a money of its own. On March 4th the necessary gold, silver and copper was delivered to the Philadelphia mint for the coinage of money for the Republic of Cuba.

The unit of value will be a piece of the same value as the United States dollar. The dollar will be divided into fifths for the subsidiary coin.

The present Spanish silver money circulating in Cuba, if it were on a parity with gold, would make the twenty and forty new centavo pieces exchangeable with it, however, the silver is at present below par.

The chief value of the new coinage to the United States will be the facility with which Cuban buyers will be able to think in the terms of United States money as well as their own, and that to which they have been accustomed.

The Cuban monetary system has been established on a gold basis and the dollar will be known as the gold peso. The peso will take the dollar sign and

will be coined in twenty, five, four, two and one (1 Peso) dollar pieces.

The Cuban law provides that "the foreign money now in circulation, except that of the United States, will cease to be legal tender, but it may circulate as a commodity without prejudice to contracts in which payment therein is stipulated, taking into consideration that in contractual acts the intent of the contracting parties should be accepted as a basis thereof."

It is expected that the use of the new money will have a tendency to make easier the dealings with United States merchants and will, therefore, tend to increase the commercial dealings between the two nations.

PERSONAL EFFICIENCY.

Should Great Britain find the productive ability of her workmen increased from twenty to thirty per cent through prohibition of the use of intoxicants, as it is reported has been the case in Russia, will she dare to abandon the plan after the war is over?

And will not Americans, who are fearful of foreign competition, also find in this measure a much greater menace than the lowering or removal of tariffs?

And should such measures become permanent, would we not be compelled to take similar steps in the United States to maintain our lead in the commercial race?

Of course, with increased efficiency would come higher wages, but the United States never need fear serious competition from low priced labor which is always least profitable to employ. It has taken the exigencies of war to arouse the British government and British employer to a realization of this latter fact.

IMPORTS AND EXPORTS.

The monthly summary of foreign commerce just at hand gives the following regarding foreign trade in boots and shoes

Imports of boots and shoes in the month of January, \$20,648; imports for the seven months of the fiscal year ending February 1, \$228,665. This is an increase in imports, compared with last year, of \$52,440.

Turning to export figures we find that during January the exports of boots and shoes totalled 1,120,200 pairs of a value of \$2,159,358, showing an increase for this month as compared with last year of \$659,606. For the seven months our exports totalled 6,035,710 pairs of a value of \$10,087,611. This is an increase of 292,213 pairs and a decrease in value of in round numbers, \$390,000.

Turning to the leather trade we find an increase in exports of sole leather amounting to over thirty million pounds, and in value over nine million dollars, and in upper leathers, exclusive of glazed kid and calf leather, to \$7,701,746. Both glazed kid and calf leather show a serious shrinkage amounting to about one-half million dollars in value of calf leather and three million, six hundred thousand dollars in kid

stock. So far as calf leather is concerned, this is largely due to inability to obtain raw skins.

MADE-IN-BROCKTON INFRINGEMENT.

Brockton manufacturers are considerably excited over the fact that leather shoes said to be of Italian make are being sold in the United States under the label "Made in Brockton." It is certainly paying a high compliment to the Brockton shoe when foreign manufacturers find it necessary to use this label in order to dispose of their goods in the United States.

The application of Brockton manufacturers to have the words "Made in Brockton" copyrighted under the national copyright law is a good one and a step which ought to have been taken long ago.

CHILDREN'S SHOES.

There is an increasing amount of attention being given to the development of stylish shoes for children. In fact, it is especially true of boys' shoes that a duplication of men's styles seems to be especially attractive. There is certainly an opportunity for putting increased style, as well as service, into footwear for boys.

Among the facilities afforded those who desire to do business with the South American countries are the branch banks opened by the National City Bank of New York City and the branch offices of R. G. Dun & Co., who are in a position to supply the usual credit ratings and other information. The latter concern is located at Buenos Aires.

—The past week has witnessed a still further progress in the development of business, which in many lines is now operating on a normal basis. It cannot be long before the shoe factories of the country will feel the increased prosperity in other lines, and we shall once more have activity in all branches of the industry.

In the Fitting Room

Making Linings an Important Operation

A few firms have awakened to the fact that lining making is an important operation, and that a few extra cents per hundred pairs be paid to have them made right results in dollars saved in the lasting room.

Making linings is generally regarded as a minor operation in the stitching rooms. But as to the general appearance of the shoe, it is a mighty important one, and lasting room, making room and packing room foremen, as well as pattern makers, will back the writer up in this statement.

Still we find it an operation where new operatives are first broken in, and it is also the poorest paid operation.

The only way the writer can account for this is because it is a part that is hidden from sight when the shoe is completed, and not enough consideration is given to the influence the lining has on after operations. It is admitted by all that extreme care is taken with the outsides to see that the right lap is taken when closing, fox stitching, vamping, and so on, but somehow linings are let go most any old way if only put together.

In many factories the price paid for making linings is so small compared to other operations that more or less difficulty is found in getting help for this part, to say nothing about competent help. Delay in getting sheets out on time can be laid to linings not being made on time, rather than all other reasons put together, just because it is regarded as a minor operation which does not require a great deal of skill, and anyway is out of sight in the finished shoe.

But, as a matter of fact, lining making is a mighty important part, and if the average superintendent or manager would only stop and consider this operation from all angles, the

writer believes that they would see it in another light.

Pattern makers realize the importance of having linings made right, but as several well-known men among them have told the writer: "What's the use, I have talked myself blue in the face about this thing." But the firms always say "It is a minor operation," and they think so because the price paid is small compared to vamping and other operations that appear on the surface of the finished shoe.

A few firms have awakened to the fact that lining making is an important operation, and that a few extra cents per hundred pairs be paid to have them made right results in dollars saved at the lasting room.

DON'T STAND STILL. **Shoemaking Methods are Still** **Crude.**

Enthusiasm and co-operation are the heart of a business. Those two words act very much as does the human heart, as it pumps the life-blood through one's system. Without a true understanding and application of these two words, a business will soon become stagnant. Because a certain thing was done yesterday it must also be done today. New ideas are not sought for, and after a time new ideas are frowned on, simply because the exertion of putting them into operation will be considered too much. Besides, we have always used the old methods, so, why make any changes?

To the men who think along these lines, the writer would like to ask what would the world do today were the shoemaking methods as employed thirty years ago

in vogue? Is it not true that it would be impossible to meet the demand when you consider the increased population of the world? Shoemaking today, so far as modern machinery goes, is still in a crude state. To be sure, the past thirty years have seen wonderful improvements over the old-time hand methods, but the improvements to date are still very crude as compared to what they will be in the coming thirty years. It was but a few short years ago that the automobile when mentioned was ridiculed; likewise the flying machine.

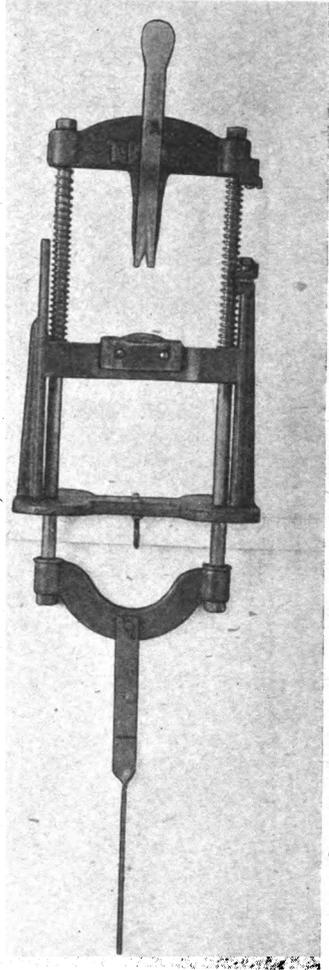
Such, however, is not the case today. Should the writer venture to assert that within a few years there will be an attachment that a shoe can be fastened into so that the edge trimming will be a mechanical operation. He would, no doubt, be laughed at, as he would were he to express a belief that edge setting would be performed in a similar manner. We have the automatic sole leveler; why not the edge setter and trimmer. Widely different operations, you say. Well, we had the steam engine many years before the automobile, not so widely different in operation; still you laughed at the automobile idea.

To the man with imagination, modern machinery is still in a very crude state, and if it were not for men having imaginations, progress would be halted. therefore, let us instill enthusiasm into our business, and co-operate, with an idea that all is not known as yet. Convince yourself that there is nothing impossible. When you have begun to do this you will often find yourself wondering why a machine has never been invented that will trim and set edges automatically. likewise shave heels, as well as many other operations left to the operator's eye and hands?

—Are you making good use of the advertising helps the manufacturers of your lines of goods are willing to supply to you?

A HEEL REMOVING MACHINE.

A machine for removing heels from shoes in factories or repair shops has been invented by a shoe repairer at Lynn, Mass. The machine consists of a small frame, in which is set a "forked chisel wedge." The operator rests the breast of the heel of the shoe on the block of the machine.



steps on the treadle, and down comes the "forked chisel wedge" and pries off the heel or the worn lift of the heel.

It is expected that the machine will be used in factories for the removing of heels that have been put on wrong, and in repair shops for the removing of heels that are to be repaired.

—Be willing to make exchanges.



Shoemaking Experiences and Observations

Losses in the Finishing Department Caused Largely by the Unsightly Appearance of Your Shoes and Your Losses Should be Indirect Only.

By Mr. C. P. Lawrence

Article XIV.

ON OUR tour through the factory, we find ourselves this morning in the finishing department, and as nothing is done here to improve the wearing quality of the shoe, it, therefore, becomes a beautifying department, and all money spent here increases the intrinsic value of the shoe in looks only. Then see to it that the money is well spent.

The finishing department, like the bottoming department, is the beautifying room, or should be, but if you look at some of the shoes that come from this department, it will make you feel like cussing, and I know a man that has been caught doing it. Don't it make you mad to see a lot of shoes with the grain pulled off at the toe as large as a 50-cent piece? With one side of the edge two iron lighter than the sole at the ball, and the other side of the sole not pulled down to the margin, leaving the appearance of a sole trimmed with a cutter two sizes small. You don't like it, do you? Then make the leveler hit the toe of the sole before it goes under the pressure and stop it.

Because the finishing department is smaller than some of the other departments, because a less number of operators are employed with a much smaller payroll, it is in no wise of less im-

portance. It is quite a common thought among some that a lesser degree of efficiency is required, and here again I must take exception with all due regard for others' opinions, I cannot think because this department is small and a number of the operations are simple and quite easy, it is in any wise of less importance.

The same high degree of intelligence is required if you are making a good shoe, and I am not sure but it applies to the cheaper shoe as well, the same executive ability to manage and maintain discipline, the same ability to teach the un-informed, as in the other departments. Bottom finishing, like some of the garments seen on the street, covers up a multitude of sins.

This department, like all the preceding, are blamed for unsightly shoes over which the foreman has no control. I do not think this department gets even a burglar's chance.

Let us look at some of the shoes that are coming through the room. Your shoes—your good money has paid for something better, and I know you are entitled to a whole lot more than we shall find you are getting. You have paid enough to the operator back of the line to entitle you to good smooth bottoms, and you would get it, too, if your or-

ganization was right, but if it is not, you must now pay for it in poor bottom finishing. Remember, operators will do just what they are made to do and no more.

Let us stop at the bottom sander and see what chance he has of giving you a good sanded shoe and, without a good sanded bottom, you cannot get a good finished bottom.

Look at those bottoms covered with cement and ink spots, with streaks of ink across the bottom and the edges inked over on the bottom. This must all be ground into the paper. Not only must this cost you quite a loss on paper, as the cement quickly fills up the grit after a few shoes, but the ink, the curse of the bottom finisher, will also fill your paper and that will smear the bottoms, and instead of a clean white bottom, we find a dirty sloppy bottom at the first operation, and if they are stained bottoms, you cannot make a good clean bottom.

Then those slugs are often high and pull the grit out of the paper, and here we find streaked tops. Cut them down in the bottoming room with an emery wheel and save paper.

But all bottom sanders are not perfect, and sometimes with shoes that are well leveled, clean and free from nails, you will see bottoms wavy, and many times the grain pulled off. They will tell you the grain is light, that the wheeling broke the edges down or that the channels were not pulled out, but watch them for a moment and you will see them trying to take the grain off with two pulls at the shoe and using strength enough to tip the machine over if it was not fastened down. Take up a collection when you see them do this, and that will stop it.

Remember those beautiful bottoms are made at the bottom sander, and unless you have a good bottom sander, get one.

If you find water stains, send them back and have them drawn out. Don't allow your shoes to stand too long on an overheated

drier, as that opens the channels and takes the life out of the sole.

Don't allow hour work in this department. It is generally caused by shoes that are finished over. Often do we see shoes with the grain showing after the shoes are finished. They must be sent back to the sander. You have paid for them once. Why again?

Your shoes must be inked right or you cannot get a good bottom. Use the pneumatic roll. That is superior to all others. Work the ink well into the sole. Don't burn or pull the ink off with the brush. A simple operation, but one that needs watching. Insist that the finisher cleans the wax off the edge.

But, if it is a double brush finish and the soles are heavy with glucose, you sure have your troubles, and those soles must be nursed, but you can, if you start right, make beautiful clean bottoms, if you will bleach leather shoes with a good sole leather bleach for a long time, and know to be good.

Don't over-wax the bottoms, it shows the ear marks of country-made shoes.

Don't allow hot bleach to destroy the edge.

Cut a long shank, it shows snap.

Don't scrape the nails, but use a cloth and a very little oil and rub over them before inking them, then the ink will pull off the nails in finishing.

You can't afford to use cheap wax and ink.

If you will stop hour time and insist on no day work, your losses must come to you in the finishing department from poor and unsightly bottoms.

Between the finishing and packing, should come your inspector, and I contend you need this man as much as you do any foreman in your organization. He should be a good judge of stock, and have a good knowledge of shoes. If you can find a man of the old school, he will prove to be a valuable asset.

It is the duty of the inspector to see all shoes, allowing none to go to the treer until they are

right, by so doing, preventing that common custom of sending shoes from the packing room to departments responsible for poor work, and on their return to find that all have to be treed over at your expense.

He should know the price of all shoes, passing none (unless instructed to do so by the superintendent), that don't look the price.

He should keep a daily record of all poor work, stating nature of same. Keep a record of all cases sent back and to whom, and report same to the superintendent; number of shoes sent back and to whom, and if there is a foremen's meeting daily or twice a week, he should attend that meeting, read his report, making comments of conditions as he sees them. He should keep a day ledger with all case numbers running in numerical order and make a true report of all shoes not up to standard. Should case No. 1052 not look the price, perhaps vamps light, tops flanky, tips long, edges trimmed close, he should turn to the corresponding case number in his ledger, and against that number make his report and what disposition was made of them.

When a customer writes you, complaining about the shoes just received, and ask what disposition you want made of them, if he has sent lining number, (if not, send for it) turn to the inspector's ledger and see what he has said about the lot in question. If you find he has checked that lot not up to standard, you have a mighty lot of knowledge on your side and you are in a position to then offer him a settlement to keep them.

And it is quite valuable for you to know that the inspector must have called them standard, as he made no report, and you are better prepared to fight it out with the customer that is looking for easy money.

Try a good inspector for a month, if you never have used one, and see what a help he is. He will take a load off your mind

that you should be glad to get rid of.

I am a firm believer in foremen's meetings, where all troubles of the preceding days are threshed out and methods adopted to correct them. Here is an industrial school that is worth while; here is where the fitting room man sees what laps mean; here is where the bottoming room man sees what poor leveling means; here is where the sole leather room man sees what uneven edges mean, and here is where the inspector should read his report, and all letters of complaint from the trade should be read at this meeting, that the superintendent and foremen may know how your shoes are received by the trade. Much good may come from these few moments' chat.

I know a firm that was making plunder where complaints were as common as prunes in a boarding house, change from that condition to a high grade of shoes that would reflect credit to a Cincinnati house, all in three months' time, due largely to those few moments spent together in the morning. I believe these meetings pay 100 per cent on the time spent.

(To be continued)

ENCOURAGE THE DYESTUFF INDUSTRY.

To American Shoemaking:

Attention should be called to a working basis from which shoe men may help to build up the dyestuffs industry in this country. Probably the men most skilled in handling dyestuffs, who are connected with the shoe trade, are the men who make inks, stains and blackings for the shoe trade. Already these men have a considerable business, and have gained valuable experience in handling dyestuffs. If they were to be given liberal support by the shoe trade, it would be possible for them to make further studies of the chemicals that are used in the shoe manufacturing industry. Doubtless, they would in the future, as they have in the

past. bring forth new chemical compounds that would be useful to shoe manufacturers, simplifying their tasks of making shoes and at the same time improving their shoes.

Give the ink, stain and blacking man substantial encouragement

to improve his business. It will bring about more actual results than will a day's discussion about the war and the relations of the dyestuffs industry to it.

A BLACKING MAN.

Lynn, March 23.

Tempering Soles

Air-Tight Boxes Used in Place of Wet Bags

I notice in the "Red Book" an article headed, "In the Sole Leather Room."

I wish to call particular attention to the tempering of out-soles. In this article it reads, soles are wet up the night before the day they are worked upon, being dipped into a tank of water, after which they are laid on a bench or floor with a wet bag thrown over them. In the next few lines the question is asked, why not place a wet bag underneath them as well as on top?

The tempering of out-soles is a bigger study than a great many sole-leather room foremen realize, and, in my opinion, the lasting room and bottoming room foremen should know as much about the tempering of sole-leather as any sole-leather foreman.

In tempering sole leather my experience has been to dispense with wet bags altogether. There is no need of having a dirty old wet bag over or under any out-soles when mulling. I mention "dirty old wet bags" because I have never seen it otherwise where bags were used.

The system which I believe to be up to date and more along scientific lines in tempering out-soles, is conducted in the following manner.

At the wetting-up tank have a man who can use his head, who knows the difference between a union, hemlock or oak out-sole, who can also tell a firm sole from a cheaper grade.

If this man will do his duty, as it should be done, you will have one of the most difficult operations started correctly in the tempering of out-soles.

After out-soles are wet up, (which in some cases means from fifteen minutes to two hours in warm water according to the particular stock in use), place the out-soles in an air-tight mulling box over night or for ten or fifteen hours, no bag to be used at all, but the box must be absolutely air-tight. You will find out-soles, treated in this way, are in perfect shape for channeling or work of any sort in the sole-leather room.

In order to carry these soles through successfully after having them in perfect shape. We do not want to lose what we have tried so hard to get.

The first operator takes the soles out of mulling and does his operation, after which he places the soles in an air-tight rack and moves them on to the next operator. Each operator has the soles in the open only long enough to do his particular operation, thereby keeping these out-soles in perfect shape until the soles are tacked on the shoes.

Soles treated this way are always in temper, and no wetting is needed at the tacking-on operation, McKay stitcher, etc.

The only wetting necessary throughout the factory would be in leveling, and here, let me say, just enough water is needed on the soles to wet the grain and

if the foremen of the bottoming and lasting rooms work hand in hand, I say positively, you will have a bottom on your shoes to equal any on the market today.

In the majority of shoe factories, the out-soles are tempered for the channeling machine, and after this operation is performed, the out-soles are in the open throughout the sole leather room and remain so until the shoes are to receive them at the tacker. I have seen them soaked at this operation, stand over night, wet up for the McKay operator, etc. With a little thought in this direction you will see how much greater the chances are for a cracked bottom, where soles are wet up often and allowed to dry out.

A great many superintendents do not realize this, however, and imagine the fault to be first in one place, then in another. They will try all sorts of sole-softeners, while the real trouble is this little secret, losing what they try so hard to get, out-soles in perfect temper.

THE MILLINERY STITCHING ROOM.

Styles in women's footwear are made in the stitching room now. Fancy uppers are stitched, and on to them are sewed braids and trimmings of many sorts and in many ways. Never before has it been necessary to do such intricate stitching of uppers as is being done today.

Naturally, the new circumstances bring up the old question of whether it is best for a manufacturer to do his stitching in his own shop, or whether it is best to let it out to a contract shop. About the only answer that can be made with safety is that it is best for a manufacturer to have his stitching done where it can be done best.

It seems that with stitching becoming a very intricate task, on account of the introduction of millinery styles, that it would pay for a specialist to take care of the stitching. A man who gives his attention exclusively

to stitching, should surely be able to do better stitching than a man who has to spread his attention over cutting, lasting and finishing, as well as stitching.

But the fact is that some manufacturers are finding it best to improve the equipment of their stitching rooms and to put high class supervisors in charge of them. It costs; but it gets just the results that the manufacturers want. For instance, a short while ago, a manufacturer sent a lot of millinery shoes to a contract room to be stitched. He complained that they were not stitched right. The contractor explained that he did the best he could. But he was lacking a certain machine. He hesitated to put this new machine into his contract shop, because the machine was expensive and there was no knowing how long it could be used, because the styles might change any minute and make the machine useless. As the contractor declined to put in the new machine, the manufacturer started a stitching room of his own, and equipped it with the latest machinery. He had the capital and could afford to do so. Perhaps if the contract man had the capital, he could have afforded to have braced up his equipment.

About the only thing that seems certain is that the stitching rooms, both in the shoe shops and the contract shops, will be graded up in equipment, methods and workmanship as the making of millinery shoes is increased.

The McKay shoe with welted forepart and McKay stitched shank, has been made for some time, and has proved to be thoroughly practical, and reduces the manufacturing cost. These are points that will pay the manufacturer to investigate. Information regarding them is available through the columns of American Shoemaking.

—Energy and perseverance is what every man requires in order to succeed.

Electric Drive in Shoe Factories

(By J. E. Bullard of The Society for Electrical Development)

(Continued From Last Issue.)

It is evident from the above that, provided all the machines are operated at full capacity all the time, the different methods of grouping make very little difference in the total power requirements. Few, if any, shoe factories, however, have such a steady demand for their output as to make it possible to operate all their machinery at full capacity each and every working hour throughout the year. For instance, during the busiest part of the year it may be necessary to operate part of these machines overtime. Suppose that sixteen of them will do the required work if they are operated eighty hours overtime per month. The following is then the condition of affairs:

Method No. 1. 80 hours times 5 horse-power equals 400 horse-power hours.

Method No. 2. 80 hours times 2 1-2 horse-power equals 200 horse-power hours.

Method No. 3. 80 hours times 1 horsepower equals 80 horse-power hours.

It has required 320 horse-power hours more to drive these sixteen machines with a ten horse-power motor than with a two horse-power motor. In fact, since it would have required less than 160 horse-power hours to do all the work with the two horse-power motor, the total power cost is more than double.

Even under method No. 2, where the machines are divided into groups of forty, considerably more power is required to drive the machinery idle than to do all the work with a two horse-power motor driving a group of sixteen machines.

The business would be better able to withstand such a strain

during rush periods than during slack times with the shop operating at only a small part of its full capacity. Suppose, for instance, that for a month of 190 working hours the factory requires the use of only sixteen of these machines. The following then proves to be the case.

Method No. 1. 190 hours times 5 horse-power equals 950 horse-power hours.

Method No. 2. 190 hours times 2 1-2 horsepower equals 475 horse-power hours.

Method No. 3. 190 hours times 1 horse-power equals 190 horse-power hours.

In this case 760 horse-power hours are required to drive the machines with the single motor, and 285 horse-power hours more with the two motor grouping than is required with the five-motor grouping.

As already stated, this phase of the matter is very important and should be very carefully considered when making motor installations. It is especially important if current is being purchased.

If purchased current costs four cents per horse-power hour, the following is true. There is a difference between method No. 1 and method No. 3 of \$12.80 for the friction load on the overtime work and a difference of \$4.80 between methods No. 2 and No. 3. For the slack time work, the figures are \$30.40 and \$11.40. This wasted power represents six per cent interest on investments of \$217.33, \$70.00, \$506.66, and \$190.00 respectively. In short the savings which may be effected in one month by the adoption of small groups may more than pay the difference on investment charges between many small and a few large motors.

Not only does the lack of flex-

ibility in large group drive increase the cost of power, but there is always a greater danger of interruption of the work due to power troubles. and it is much more difficult to maintain a constant speed at each machine.

Where small groups are used and the motors are connected to the driving shafts by silent chains, the variation in speed of each machine will be extremely small, the output will be increased and the quality improved.

Among the advantages of motor drive is the ability to purchase power from an outside company or to secure it from one large power house supplying several buildings. At the present time there is a decided tendency towards the purchase of electricity. This removes the necessity of investing a considerable sum of money in buildings and power plant equipment and eliminates all the troubles connected with the generating of power.

Electrical central stations have large generating plants completely equipped with efficient labor saving and fuel economizing machinery. These plants are under the supervision of engineers highly skilled in the generation and distribution of electricity. They generate current in large quantities and deliver it to hundreds of diverse industries. There is, therefore, good reason to believe that they are in a position to sell power cheaper than the same quality of power can be generated on the premises. As a matter of fact, a great many do sell power to factories at rates considerably lower than it could be generated on the premises. This is a phase of the power question that demands and is receiving very careful consideration. It is now customary for all shoe manufacturers to confer with the local electric company before considering any other source of power supply.

SAFETY FIRST.

In every line the cry of "Safety First" is heard. Safeguards of all kinds are now the order of the day. It is not only to pre-

vent loss in suits at law that employers employ safeguards. Recently I spoke to a manufacturer who had run over a man with his automobile and injured him. It was no fault of the driver's, and he carried insurance, so that it would have cost him nothing. He said: "Was I not fortunate that it did not kill that man? Just think, if he had not recovered, it would have clung to me to my dying day, that I had killed a man, even though it was not my fault."

This same feeling would be true if any workman were injured in a plant through the management neglecting to safeguard some piece of machinery.

The world must be growing better, as employers now give the question of safeguards more attention than they formerly did. Of course, a pessimist would say that this safeguarding is done because there is more efficiency in a safe plant than an unsafe one.

Whatever the reason is, however, any safety idea now gets more attention than it formerly did.

At one large plant they now have fire drills occasionally. This manager said: "I read about a holocaust one time and made up my mind then that such an affair should not happen in this plant through my neglect." This plant can be emptied of 800 people and they are back at work in twelve minutes. Nobody knows when the fire bell will ring. During the most unlikely times. Recently the fire gong was sounded when the whistle blew at noon. They wanted to see if the noise of the whistle would drown the sound of the gong. Everybody got out of the building. There will never be any fire horrors in that plant.

I saw one plant at which all machinery was sheathed as much as possible, so there is no longer any danger of anyone's clothing, hands or feet being caught in belts or revolving gears. There is also a railing of pipes around every machine, so that if anyone falls, there is something to catch hold of before striking the machine.

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LARGEST SALE EVER AT

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**Has all the necessary elasticity
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The Vulco-Unit system effects a great saving in both labor and materials.

Absolutely sweat and waterproof.

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Patented Jan. 12, 1915
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ressive shoe factories throughout the country
its thorough practicality.

TOE COMPANY

BOSTON, MASS.

GEO. A. SPRINGMEIER, CINCINNATI

The Milwaukee Message.

Shoe Factory Gleanings.

—Several of the Milwaukee shoe factories were closed during Holy Week for repairs and inventory, and also to make a general clean-up after the winter's run, which has been fair, with little excitement as a rule. While the factories in this section have all been doing something, there has been no rush to speak of, and the conditions have been about normal for a long time. Only one factory has closed its doors, and two new ones have started, so it averages up all right in the long run.

—The Milwaukee Association of Shoe Factory Superintendents and Foremen held their regular monthly business meeting on the evening of April 2nd, and had a fair attendance. The regular routine of business was transacted, and the association voted to re-lease the present quarters for another year. The new pool table was tried out by several of the members, and it is a good addition to the furnishings of the rooms. Now the members can have about anything they wish for amusements, and it should prove a drawing card for all.

—A jury awarded Peter Stetz a verdict of \$985 for the loss of two fingers in the factory of the F. Mayer Boot & Shoe Co. last week. The suit was for \$10,000. Accidents in shoe factories are so rare that we seldom hear of anything very serious, for the safety devices now employed on every machine practically eliminates accident, except in rare cases, and usually they are traced to carelessness. If a man keeps his mind on his work he can hardly get hurt now on a machine.

—Now that Easter is over, it is expected that business in the shoe industry will pick up quite a lot in this section, and it is hoped that a long run will be the record of the summer business. The two new factories that are getting into the game are almost ready to start cutting, and as their lines are popular, they should get their share of the business.

—The difference in opinion as to the future prices of upper leather make it hard to dope out the exact situation, and buyers are very careful about placing very large contracts, and the tanners are equally cautious about booking them. However, it is certain that shoes are going to be made and Milwaukee will get her share of the business, as she always has. It seems to be the idea now among the business houses that they have got to advertise, and a vigorous advertising campaign is

going to be started by one of our largest real estate firms, and it is expected that all the live ones will fall in line to boom the city and her products. Advertising has always been well attended to in this city, but they propose to go after it harder, and are working towards that end.

—Mr. Fred Vogel, president of the Pfister & Vogel Leather Co., has recently arrived from his trip to Europe, and his views on the hide and leather situation will be eagerly watched for.

—Mr. Frank H. Fielder has also returned from his trip to the foreign markets, and will have some interesting things to say about the situation and the outlook for the future.

—The rumors seen in the local papers during the past few days that overtures for peace were being made is good news to all, if true, but there are so many reports seen every day that one hardly knows what to think or believe.

—Mr. Felix Gagnon, who recently resigned his position with the Thompson Shoe Co. of St. Paul, Minn., has located in Webster, Minn., and has organized a company to make a line of loose nailed shoes, and will start as soon as possible.

—Mr. Thomas Murphy, who has been the general quality man for the Hamilton-Brown Shoe Co., of St. Louis, has resigned and goes to the Thompson Shoe Co. of St. Paul, Minn., to take the position left vacant by Mr. Gagnon.

—Mr. Gill McGahey, upper leather buyer for the Brown Shoe Co., St. Louis, was a visitor in the Chicago and Milwaukee leather markets recently.

—Mr. Albert O. Trostel, of the Albert Trostel & Sons Co., made a visit to the Chicago office of the company a short time ago.

—Mr. Henry L. Nunn, of the Nunn & Bush Shoe Co., was a caller on the Chicago leather market last week, in the interest of his house.

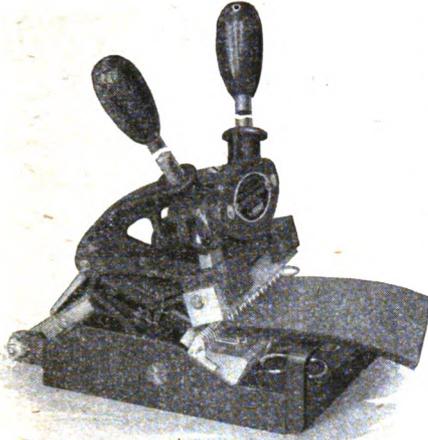
—Clarence Howell, representing Howes Bros., called on the Milwaukee trade last week.

—Mr. H. H. Packer and Mr. F. C. Crabb, of the Chicago office of the Surpass Leather Co., spent a few days among the trade here recently.

—Mr. Geo. W. Kibby, of Gen. W. Kibby & Co. of Chicago, was a visitor to the local trade last week.

—Mr. and Mrs. Fred Albee are

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TRADE MARK
Belt Lacer



No. 2, 6-INCH.—Laces any width or thickness. Laces a belt in 3 minutes. Saves Man-Time, Machine-time and Money. Makes a Durable, Flexible Lacing.

28,000 now in USE all over the world. Weighs 19 lbs Boys use them.

The one Belt-Lacer which makes it unnecessary to remove the belt. The CLIPPER goes to the belt. The CLIPPER goes to you for a FREE TRIAL merely for the asking.

Lever 10 inches in length.

Made of Malleable Iron, Steel and Bronze Metal. Guaranteed.

Price \$15.00

Made adjustable for any thickness of belts.

**TRY THE CLIPPER
 30 DAYS FREE**

CLIPPER BELT LACER CO.
 GRAND RAPIDS, MICHIGAN

spending a short time in Watertown, Wis., with friends during the vacation of Mr. Albee.

—Arnold P. Crabb has recovered from his attack of typhoid fever and is back at his post with the H. E. Locke Co.

Saturday evening, March 20, a smoker was given and was well attended. In addition to the smoker there was special music, and Mr. C. P. Mason, the cost man of the International Shoe Co, and Jerry Rainey, superintendent of the White House and Dr. Sawyer plants of the International Shoe Co., spoke.

—Hiram Higgins, who for a number of years had charge of the chemical department of the International Shoe Co., is going to enter the blacking and stain business in Australia. Mr. Higgins will, no doubt, make a success of it, as he is an expert chemist and a first-class finishing and packing room man, as well as fully understanding every department in the shoe factory. He has held responsible positions with some of the largest manufacturers and in the best factories in this country.

APPLETON COUNTER ASSOCIATION SECURES "KUTMORE" FOLD.

The Appleton Counter Association has secured sole rights for the

"Kutmore" system of folding shoe linings and are arranging to provide manufacturers with their cloth folded by this system, for which the inventor claims a saving of from eight to ten per cent. By this method, shoe manufacturers are able to secure their cloth folded in as many thicknesses as they desire, and when it arrives in the factory it is ready to be died out.

This company have a large factory in Haverhill and will be able to supply the trade promptly and give them much better service than before. The Boston office of this concern has recently been removed from 28 Lincoln street to 45 Lincoln street.

The inventor of the "Kutmore" fold will be connected with the Appleton Counter Association and give his entire time to his invention.

—The A. C. Lawrence Leather Co. have moved their New York office to 19 Spruce street. At this new location they will carry a complete line of their various kinds of leather.

—The man who gets to the top is not going to have time to "enjoy life as he goes along," not in the sense the expression is generally used.

Brockton and South Shore.

Trade, Notes, Personals, Etc.

—Shoe shipments from Brockton last week amounted to 14,698 cases, sent out from shipping points as follows: Brockton Centre, 5018 cases; Montello, 4732 cases; Campello, 4948 cases. The total for the month of March was 77,715 cases; the total to date since January 1 amounts to 180,756 cases, which is 48,639 cases less than for the same number of weeks last year.

—Fred G. Dudley, formerly of Whitman, has taken a position as auditor of the southern business of the Sears-Roebuck Co. of Chicago.

—Mr. and Mrs. William H. Stacy of Braintree celebrated their golden wedding at their home last Friday. Mr. Stacy is head of the Stacy-Adams Co., shoe manufacturers of Brockton. The office force sent a beautiful bouquet and a letter of congratulation. Mr. and Mrs. O. B. Quimby of Brockton visited them at their home. Mr. Quimby is a member of the company.

—Ex-Gov. W. L. Douglas, head of the W. L. Douglas Shoe Co., has purchased the fine summer home of Edward Hamlin, of Marion, Mass. He has been a summer resident of Monument Beach for thirty years. Mr. and Mrs. Douglas have been in the South for the winter, but will return in a few weeks.

—Last Wednesday the Rice & Hutchins factory in Rockland started in on their new run. They will have a daily output of 5,000 pairs per day. They will employ from 1500 to 1800 hands, having orders enough booked to last well into the summer. They make shoes for the domestic and foreign markets.

—The Kelley-Buckley Co. of Brockton have increased their capital stock from \$15,000 to \$100,000.

—The W. L. Douglas Shoe Co. of Brockton have added another link to their long chain of stores, having established a new one at Reading, Pa. They all handle the Douglas Co. product exclusively.

—Unlike other shoe cities like Lynn, Haverhill and other places, where they lease large plants, the majority of the local firms, especially the large corporations, own and operate their own plants. One of

the local papers, commenting on the fact, states, not only can Brockton be termed as the leading city of the world in the making of men's fine welt shoes, but it is unique as a center for individual ownership of manufactories.

—The George E. Keith Co., the W. L. Douglas Shoe Co., Howard & Foster Co., M. A. Packard Co., P. B. Keith Co., Brockton Co-operative Co., Thompson Bros., Whitman & Keith Co., Churchill & Alden Co., E. E. Taylor Co., George H. Snow Co., F. F. Field Co., Bion F. Reynolds, and the Diamond Shoe Co., are firms who own their own plants. The exception to this rule are the following, who lease buildings owned by other parties: C. A. Eaton Co., J. M. O'Donnell Co., C. S. Marshall Co., Kelley-Buckley Co., the Nesmith Shoe Co. and the Stacy-Adams Shoe Co. The following firms engaged in making shoe supplies own their own plants: Last makers—Mawhinney Last Co., Brockton Last Co., Woodard & Wright Last Co., Sturgis-Jones Last Co. Box makers—S. E. Packard Co., E. M. Low. Counters—V. & F. W. Filoon Co. Heels—Hide-ite Leather Co. Welting and rands—Brockton Rand Co. Shoe supplies—F. M. Shaw & Son. Shoe machinery—Donnelly Machine Co.

—There is a possibility that the business of the Geo. H. Snow Co. may be kept in Brockton, as a conference is to be held between the firm and the agents of the different unions, to see if some arrangement can be made to settle on a basis for piece price on the third-grade shoe, other than the selling price-limit, which is the present basis of prices. This has been the way contracts have been made for many years, and came about as a proposition by the manufacturers. The unions have never been satisfied with the arrangements and now the manufacturers are willing to arrange some other plan if it can be made satisfactory to all concerned.

—Michael T. Grady, of Bridgewater was able to resume his duties last Monday, after a severe accident to his hand while fixing a machine. He is foreman of the Baxendale Box Toe Co. of Brockton.



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PAT'D MESH PLATE, FACTORY SHAPE
"VELVET" Rubber Heels

Especially designed for attaching in the regular way on your heeling machines

WRITE FOR SPECIAL PRICES **F. W. WHITCHER CO.**
DEPT. A, BOSTON, MASSACHUSETTS

HAVERHILL MENTION.

—The bowling contest between the Haverhill and Manchester offices of the United Shoe Machinery Co. took place at Nashua on Saturday afternoon of last week. While no high scores were made the usual interest was shown by both teams. The Haverhill team, under the guidance of Guy Sherburn, won two out of the three strings from the Manchester team, which was managed by our old friend, Bill Craib.

The score was as follows:
 Manchester459 380 416—1250
 Haverhill430 446 443—1319

Beauchamp was high man for the Haverhill team, and Bill Craib the high man for Manchester.

The contest between the U. S. M. Co. Morin's and Turner's, at the Colonial Alleys, held last Monday night, resulted in Morin's team winning two out of the three strings, the contest being very close, as shown by the following score:

Morin's432 440 428—1300
 Turner's424 446 418—1288

—The Haverhill Association of Superintendents and Foremen, at their regular meeting held on Friday evening of last week, transacted routine business. The reports of the committee on their annual banquet was most important. As reported, everything is progressing, and will be in readiness for their successful time, which will be held on April 17. The committee on lectures was not ready to report. It is stated that John Gillespie, of the U. S. M. Co., will deliver an illustrated lecture at this banquet.

EXETER, N. H.

—Fred Morrissette, foreman of the McKay room at Gale Bros., Inc., has returned from a two weeks' vacation mainly spent at Sherbrooke, Quebec, Can.

—Miss Church, forelady of Chas. S. Bates' stitching room, spent the Easter holidays at her home in Lynn, Mass.

—Eddie Garland, for some time employed at Gale Bros., Inc., as a cutter, and more lately as a sorter has secured a position as assistant foreman of the cutting room at the Martin Slipper Co. at Haverhill, and entered upon his duties. Eddie's many friends here all wish him success in his new position.

—Business is improving at the Gale Bros., Inc., plant, and the factory is getting well under way on its new run.

—Orders for army shoes to go abroad continue to fall to the lot of the American manufacturers, the latest one being an order for one hundred thousand pairs, received by the Isaac Prouty Co. of Spencer, Mass. While it is not known definitely just what country these shoes are to go to, it is thought that it is for Belgium.

**WE ARE THE ORIGINAL
 MAKERS OF RUBBER
 CEMENT AND GEMENT
 SUBSTITUTES**

- For Sole Linings
- For Side Linings
- For Tap Linings
- For Heel Building
- For Welt Box Toes
- For Cork Filler
- For Counters

Adhesives OF ALL KINDS
 FOR ALL PURPOSES

MADE BY
**ST. LOUIS RUBBER CEMENT
 COMPANY**

HAVERHILL, LYNN, BROCKTON.

WE MAKE SPECIALTIES
Blackings, Stains, Etc.

- Safety First Box Toe Gum
- Plug-um, for mending lasts
- Crack-not, for Patent Leather
- Cutting Board Dressing
- Clicker Board Dressing
- Clingstone Box Toe Gum
- Heel, Edge and Shank Blacking
- Patent Leather Repairer and Cleaners
- Wax Enamel
- Brush Stains
- Dressings of all kinds
- Marking Inks
- Sole Softener
- Sole Bleach

Perfect Heel Breasts

on all styles of vertically breasted heels regardless of shape of shank are assured to users of the—

UNIVERSAL

HEEL BREAST

SCOURER

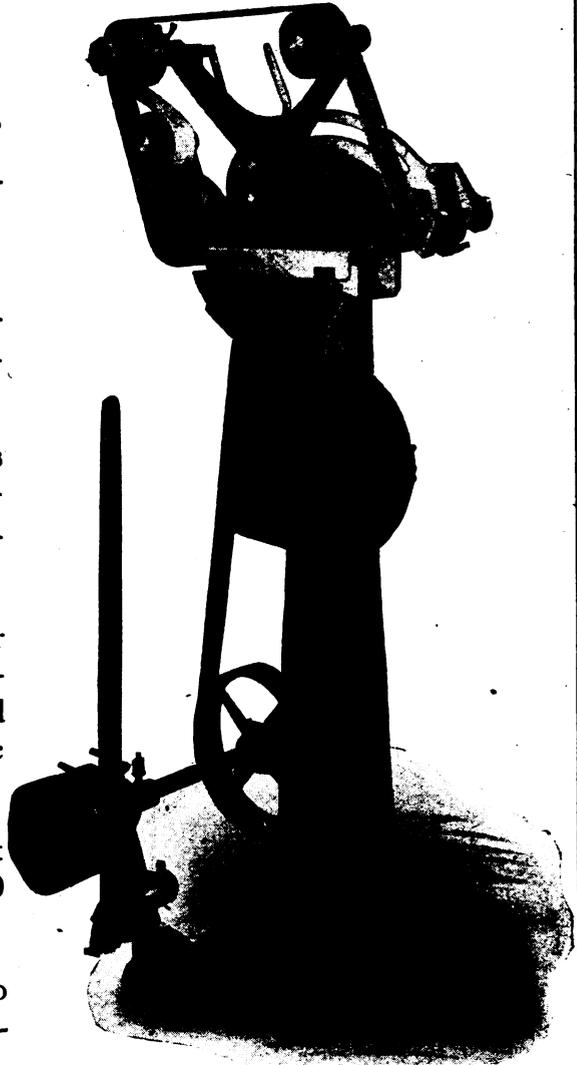
Costs less for abrasive-material.

Improves quality and Increases quantity of work.

Adapted for scouring Kidney, spool and all extreme styles.

One belt scours from 500 to 1000 heels.

Simple to learn and operate.



The Louis G. Freeman Company

CINCINNATI OHIO

EASTERN REPRESENTATIVES

The Markem Machine Co., Boston, Mass.

WESTERN REPRESENTATIVES

The Manufacturers Supplies Co., St. Louis, Mo.

Auburn Maine Events.

From Our Own Correspondent.

—Indications at present are that the operatives in the majority of the Auburn factories will scarcely be aware of the fact that the season is soon to change from spring to fall orders. The spring trade particularly in those factories which sell exclusively to the retail trade, is holding up well, and "at once" and "rush" orders will keep them busy through June and a part of July. At present the "in-stock" departments of the Lunn & Sweet Shoe Co., and the Stetson-Abbott Co., are making large shipments daily, thus making necessary many rush cases in the separate factories so that stock may be kept complete.

—Auburn has come to be known almost universally as the home of comfort and canvas shoes, and the increase each season in the output of these two lines alone is a source of much gratification to citizens, as well as manufacturers.

—The amount of sickness in the city is in reality near appalling. All the factories are more or less disorganized in all departments, and it is with difficulty that the "day sheet" is being moved. On Wednesday of last week there were absent at the Lunn & Sweet Shoe Co. seventy-six people, or nearly ten per cent of the whole number of employes. The company physician also attended fifty-five at the emergency rooms during the day.

—Harry G. McMurray, accompanied by Mark E. Abbott, of the Wise & Cooper Co., drove through from Winchester, Mass., in his Buick Six, to spend the week-end with his father, John G. McMurray, who is convalescing from an attack of neuritis.

—Miss Ethel Binson, for some years at the head of the patent leather repairing with the Lunn & Sweet Shoe Co., has accepted a position as sales lady and demonstrator with Kraus, Millett & Co. of Peabody, Mass.

—On Monday, April 5th, the Lunn & Sweet Shoe Co. placed Miss Lenora Chaplin in charge of the Emergency Hospital department. Miss Chaplin is a graduate of the C. M. G. Hospital at Lewiston, and has had over ten years' experience in the practice of her profession. This is another step in the progressive movements which this company is always making for the better physical condition of their employes.

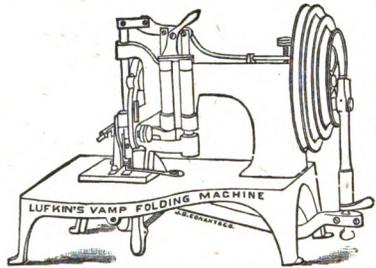
—The regular monthly meeting of the foremen and superintendents of the Lunn & Sweet Shoe Co. was

held as usual on the first Thursday evening of the month. The dinner was served promptly at six o'clock in the new sales and sample rooms, during which the ladies' quartette from the offices gave an excellent musical program, which was most heartily enjoyed by all. The meeting following was presided over by R. M. Lunn, and a very interesting paper on "Turn Lasting" was read by James C. Soutar, superintendent of No. 1 factory. The reading was made the more interesting by the historical data which Mr. Soutar introduced, together with the technical illustrations given. At the next meeting, in May, John H. Bolger, superintendent of No. 2 factory, will read a paper on "Welt Lasting," and Chas. H. Nichols and Walter R. Holmes will read papers on the labor departments. Mr. Malcolm Taylor was appointed to produce the entertainment for dinner.

—Much interest in the "Experiences and Observations" of Bro. C. P.

HAVE YOUR Lufkin Folder REBUILT

and save money over cost of a new machine.



Old-style machines rebuilt with No. 9 improvements will fold small outside curves without snipping the edge.

This machine will do all kinds of work better than, or equal to, any machine on the market.

Parts for old machines always on hand.

R. H. LUFKIN
38 Chardon Street
BOSTON, - MASS.

Lawrence, which are now running in American Shoemaking, has been evinced among the superintendents and foremen locally, and have frequently been under discussion where members of the craft have been gathered during an idle hour. At one of our larger factories recently, the article referring to the employment of a "cobbler" was referred to during the noon hour, and diversified opinions were expressed, the general sentiment being that the theory was correct in those factories making the high grade shoe and in centres where it was always possible to obtain the most efficient help; but that in the smaller places and in those factories making the cheaper grades, where of necessity some percentages of operatives must be "green" or "school men," it would be a manifold burden upon either the superintendent or the foreman to dispense with this very necessary adjunct under such conditions.

ACTIVITIES AT U. S. M. CO. PLANT.

The shoe machinery business is usually a pretty fair barometer of the shoe business of the country. The business of the U. S. M. Co. at its Beverly (Mass.) plant is showing some improvement. The number of men at work and the number of machines being made was larger on April 1 than on March 1. There is unusual activity in the inventive and experimental departments. The factory of the British U. S. M. Co. at Leicester, Eng., is running overtime. The French factory is also busy. Exports of machinery from this country are less than in former years.

The U. S. M. Co. factory farm is starting with 150 farmers, all employes at the Beverly factory. The company has set aside a plot of land for the farm and the employes each cultivate a plot who so desire. The number of farmers is the largest since the farm was established. A tool house is to be built on the farm so that each farmer can keep his tools handy to his plot. Last year, one of the farmers raised so many vegetables that his bill at the grocer's for vegetables for the entire year was but \$10.

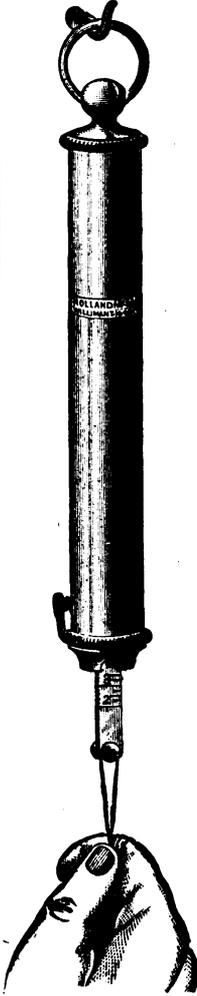
The U. S. M. Co. baseball, tennis and cricket and motor boat division are planning for an early start on their seasons.

George E. Heys, son of John J. Heys, superintendent of the U. S. M. Co. plant at Beverly, has started to work in the grinding department of the factory.

Henry W. Langdell, superintendent of the factory of the British U. S. M. Co. at Leicester, Eng., was at the Beverly factory last week. He was formerly employed at the Beverly factory.

Upper Stitching

done with Holland's Pure Dye Stitching Silk will prevent seams ripping.



To enable judging the strength of our silk will loan silk tester with sample order, on approval.

Our Button-Hole Silk improves the Appearance of all Button Shoes.

Complete line of Shoe Shades in regular and reverse Twist, on regular and Reece spools, at all our offices.

Established 1860

HOLLAND MFG. CO.

685 Broadway, N. Y.

MILLS:
WILLIMANTIC, CONN.

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Philadelphia .. 36 South Third St.
St. Louis 1017 Lucas Avenue
Rochester 13 Andrews Street

Industrial Information

New Enterprises and Changes in the Trade

CHICAGO, ILL.

The CHICAGO FOOTWEAR CO. has filed articles of incorporation for the purpose of manufacturing and dealing in boots, shoes and leather goods. The capitalization of the company is \$5,000, and the incorporators are Burton C. Smith, J. H. Hoglund.

ORANGE, MASS.

According to the president of the Orange Chamber of Commerce, the firm of BOLANDER & PARKER, Lynn shoe manufacturers, are to remove to this place on May 1st. He states that papers have been signed whereby the firm is to locate in the factory formerly occupied by the Grout Automobile Co., on East Main street. Members of the firm refuse to make any statement regarding the matter.

DETROIT, MICH.

It is announced that the MENZIES SHOE CO. will be occupying their new factory on Scotten avenue about the first of June. They are then to add a line of cushion soled shoes and men's fine shoes to their

line of hunting boots and high grade men's working boots.

WORCESTER, MASS.

The plant of the WORCESTER FELT SHOE CO. on Middle River road, a two-story brick structure, was destroyed by fire on April 2. The origin of the fire is unknown. As a result of the fire fifty hands are thrown out of work, and the company suffers a loss of \$25,000.

HAVERHILL, MASS.

It is reported that W. W. Russ has succeeded to the shoe manufacturing business of RUSS & PAGE, this partnership having been dissolved. He will continue the manufacture of children's McKay shoes.

QUEENSBOROUGH, N. Y.
A newly incorporated firm for the manufacture of boots and shoes is that of ROBERT C. WEISS SHOE Co., Inc. The concern is capitalized for \$45,000.

HAVERHILL, MASS.

A change in location of the firm of HALL & HOPKINS has been made from 42 Granite street to the third floor of the Intervale factory on River street.

THE AVERAGE SAVING

TO THE BROCKTON SHOE
... BY THE USE OF ...

Duplex Eyeletting Machine

IS

\$17.36

PER MILLION EYELETS USED.

United Shoe Machinery Company

EYELETTING DEPARTMENT

205 LINCOLN STREET

BOSTON.

Lynn and the North Shore.

Trade Notes, Personals, Etc.

—More than 10,000 pairs of welt shoes are made in Lynn each year. It is said that this is about one-tenth of the total number of McKay shoes made in the country each year. The business of making welt shoes in Lynn has increased with much rapidity during recent years. It is probable that in some periods it has increased at the rate of more than \$1,000,000 a year. This gain has been offset, of course, by the decrease in the production of McKay shoes. This decrease was brought about chiefly by the moving of Lynn firms making McKay shoes to country towns.

In the making of welt shoes, Lynn manufacturers have had to introduce into their shops many new machines, and to develop new manufacturing methods. For example, where they formerly used the consolidated lasting machine for lasting McKay shoes, they now use the bed lasting machines. The McKay shoe was lasted just once around. The welt shoe is side lasted and heel lasted and toe lasted. There are three lasting operations, where there used to be one. It is said that the bed lasting machine has set up a new and a higher standard for lasting shoes.

In sewing on soles, the Model K machine is used for sewing the welt, and the Goodyear lock-stitch machine is used for sewing on the outsole. The welt shoe is really a double sewed shoe. The McKay shoe is a single sewed shoe. So it will be seen that the process of making welt shoes adds to the number of operations over the process of making McKay shoes. To offset this increase in the number of operations, the welt machines have been made more automatic. For example, the Model K machine automatically brakes itself, and sets itself for the sewing of the next shoe. It also automatically cuts off the thread and the welt. This saves each operator several thousand motions of his hands each day. Other welt machines have likewise been improved. A new model of the Goodyear lock-stitch machine is even now being introduced into Lynn shops. The constant improvement of welt machines and methods is, of course, strengthening the position of Lynn as a shoe manufacturing city.

—The Bolander & Parker Shoe Co., makers of McKay shoes for men, boys and youths, are to move from Lynn to Orange, Mass. Speaking of the removal, Mr. Parker said: "We would like to make shoes in Lynn, but it appears to us that it is advantageous to move our fac-

tory to Orange. We have secured a factory there worth \$55,000 for a small sum. We find, upon investigation, that we can get enough shoemakers to run it. We expect to employ 300 hands. We also expect that our labor costs will be ten per cent lower than are labor costs in Lynn. This saving on labor costs will enable us to meet the competition of country shops. Mr. Parker and Mr. Halliday will continue to look after the factory when it is moved to Orange, and I will look after the buying and the selling."

—C. E. Bragdon and W. P. Vickery are starting a new enterprise for the manufacture of turn shoes in the Stevens factory, Marblehead. Mr. Bragdon has been in the shoe trade with his father for several years. Mr. Vickery was formerly with Vickery Bros., Marblehead shoe manufacturers.

—S. Harvey Dow is closing up his contract stitching shop, which he has carried on in Beverly for 20 years. He will retire from active business.

—E. W. Burt, Lynn shoe manufacturer, has written to George S. Snow Co., Brockton, urging that it come to Lynn to make shoes. The Geo. H. Snow Co. is planning to move from Brockton because it is dissatisfied with labor conditions there. Mr. Snow has informed Mr. Burt that he will be glad to visit Lynn, and look into the possibilities of moving his business to Lynn.

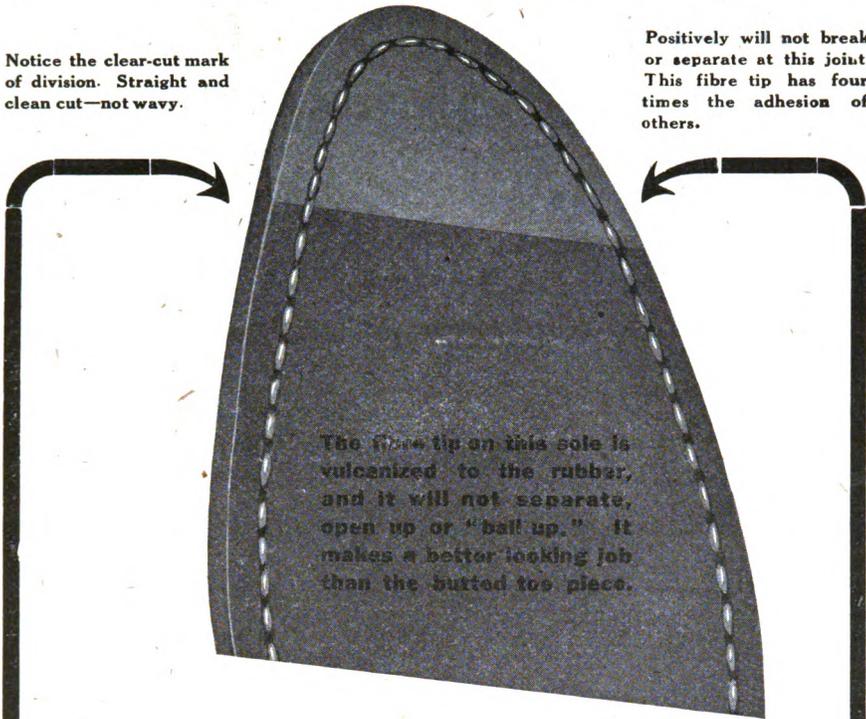
—Over the telephone desk at the entrance to a Lynn factory there is a mirror. This mirror is as good as a pair of eyes in the back of the operator's head who has charge of the telephone desk and of the factory door, for she can see who is coming in the door merely by glancing into the mirror.

FIRE PREVENTION IN LYNN.

A vigorous effort to further the work of fire prevention in Lynn has been headed by John A. O'Keefe, fire commissioner, and has been supported by the Central Labor Union. In addressing the union the other day, Mr. O'Keefe declared that the fire loss in Lynn for the last eight months in 1914 amounted to \$600,000, and averaged \$6 per person. He recommended a systematic effort to rid the city of fire traps, and an organized campaign to further the installation of fire prevention devices in Lynn factories, stores and homes. The Central Labor Union formed a committee to start a fire prevention campaign among the workers of Lynn.

Notice the clear-cut mark of division. Straight and clean cut—not wavy.

Positively will not break or separate at this joint. This fibre tip has four times the adhesion of others.



Here's A Real Tip

We are now producing a fibre tipped rubber sole wherein the tip is four times as strong as any similar tip on the market. Formerly, we butted the fibre tip to the sole stock and vulcanized them together. This process led us into all sorts of mechanical difficulties, and resulted in a weak joint which was sure to give trouble sooner or later.



Uniformity in this toe piece was almost impossible and the tip had a "patched up" appearance. Soles made in that manner have not proven satisfactory. No soles with a tip made of stock softer than the sole itself will ever give satisfactory wear. Inspect the tipped soles you are now buying and don't be fooled.

The B & R Fibre Tip is Four Times as Strong and Will Not Pull Off



The B & R Fibre Tip made as illustrated above has four times the adhesive of the old style and it will not break apart in wear. The soles show a clear line of division between the tip and sole stock which results in a much improved appearance to the finished shoes.

SOLES WITH THIS TIP DO NOT COST ANY MORE THAN THOSE MADE THE OLD WAY

We make four brands of rubber soles (all fiberized) and we can put this tip on any of these brands. See our representative at once

THE B & R RUBBER COMPANY
NORTH BROOKFIELD, MASS

In and About St. Louis.

(From Our Special Correspondent)

—Ernest Allen, of the Hamilton-Brown Shoe Co., has returned from a four days' business trip to Cincinnati, Ohio.

—V. Reyburn, foreman of the sole leather department in the Hamilton-Brown Shoe Co.'s Hambro factory at Union, Mo., spent two days here on business the early part of last week. He reports the factory is running six days each week and the output normal, with orders ahead for several months.

—A. N. Jones, foreman of the welt room in the American Lady factory of the Hamilton-Brown Shoe Co., has resigned his position. Mr. Jones is one of the few men in the country that can operate all the machines in the stitching welt room, having been foreman in both for a number of years. Although a young man, still he is said to be one of the most expert men on welt room operations in the country.

—A. Campbell, formerly foreman of the finishing, treeing and packing rooms in the Hambro factory of the Hamilton-Brown Shoe Co. at Union, Mo., has accepted the position of foreman of the packing and treeing room in the Florsheim Shoe Co.'s plant in Chicago, Ill.

—Edward DeLargy resigned his position as foreman of the treeing and packing room in the American Lady factory of the Hamilton-Brown Shoe Co. last Saturday.

SHOE FACTORY FOREMAN KILLS HIMSELF.

—George Orr, a shoe factory foreman, killed himself with carbolic acid at his home recently. When his mother, Mrs. Nettie Orr, entered his room at 6 a. m. one morning she found him unconscious on the floor with the poison bottle besides him. He died a few minutes later.

Mr. Orr left a note, but his father, William G. Orr, refused to give it to a policeman. Mr. Orr said he knew of no reason why his son took his life.

—E. C. Allen is the new foreman of the packing room in the American Lady factory of the Hamilton-Brown Shoe Co. He formerly was foreman in the packing room in the Union (Mo.) factory, and the Security factory of the same firm.

—Jack Martin, formerly with the Hamilton-Brown Shoe Co., has accepted a position with the International Shoe Co. at Springfield, Ill.

—Walter Clark is the new foreman of the lasting room in the

Hambro factory of the Hamilton-Brown Shoe Co. at Union, Mo.

—C. Gilbert has accepted a position as foreman of the finishing room in the Hambro factory at Union, Mo.

—The series of articles appearing in the American Shoemaking, written by Mr. C. P. Lawrence, is attracting attention among the shoe factory fraternity here and is favorably commented on by men who formerly paid little or no attention to trade journal articles. There are many old-time shoemakers, both foremen and superintendents alike, who cling to the tradition that has been handed down, that "Competent men keep their ideas to themselves." They never stop to consider that the up-to-date trade journals of today pay well for technical articles and improved factory systems.

Old men and old ideas are fast passing away and live, energetic men, who keep abreast of the times, are taking their places in all walks of life.

In all up-to-date factories the wide-awake progressive foremen are found to be subscribers for the trade journals. In reading the technical articles he adds to his knowledge, not only in his own department, but learns things about the others that he perhaps never would have learned otherwise. Many foremen have been made superintendents and succeeded solely on the knowledge gained through religiously reading the technical article in trade journals. No matter who he is, or where he comes from, or what he may know, a case could not be found among foremen or superintendents who, if he read the articles written by Mr. Lawrence, could not justly say that he had not been stimulated in his chosen vocation by the knowledge gleaned from them.

—"The Milwaukee Message" is the title of a splendid page of news matter ably edited by the American Shoemaking correspondent of the northern city; it is read here every week with a lot of pleasure, and while there are many good things every week in the Red Book, we would be real lonesome if it were omitted for a week.

—Geo. L. Webster, who has been in charge of the Bielfield & Spahn factory of Scranton, Pa., for the past two months, has resigned his position with that concern.

Positive Proof

OF THE EFFICIENCY OF

Fortuna Skiving
Machines

will be given you—In your own
factory absolutely without cost.

Ask Us For a Ten Day Free Trial

This FREE test will settle
for all time the matter of
price difference between the
FORTUNA and its imitators.

HIGH GRADE RUBBER CEMENT,
SPECIAL TANNED ROUND BELTING,
OILS and GREASE

European Shoe Machinery

Fortuna Machine Co.

127 DUANE STREET

NEW YORK CITY

BRANCHES

146 Summer Street, Boston

200 N. Third Street, St. Louis

New Patents This Week.

Description and Claims Made for Them.

The patents issued during the current week are listed below with a brief description of the features of each. Should further information be desired, it can be procured through the office of American Shoemaking.

BUTTON ATTACHING MACHINE No. 1,134,078—To Benjamin Kotkovsky; in which one of the specific objects of the invention is the provision of a staple forming mechanism to which the staple wire is fed automatically as the buttons are fed to the machine.

BUTTONHOLE SEWING MACHINE, No. 1,134,046—To George S. Hill; in which novel and improved construction and mode of operation will enable the over-edge seam to be formed about the buttonhole at a high rate of speed and in a uniformly reliable manner.

GUIDE FOR SOLE SEWING MACHINES, No. 1,134,036.—To George L. Corcoran and George A. Dobyne; the objects of which are to construct work guiding means which will guide the shoe in order to accurately locate the seam; to combine the work guiding means with the stitch varying mechanism in such a manner that said means and mechanism may be controlled independently or in unison.

INSOLE HEEL-SEAT TRIMMING MACHINE, No. 1,134,027—To Erastus E. Winkley; in which the insole is uniformly supported for the operation of the tool in such a manner that there is no tendency for either the tool or clamping device to distort the insole on the support and thus destroy the accuracy of the cut.

ARCH SUPPORT, No. 1,133,965—To Perez B. Howard; which consists of a flexible fluid filled cushion having an upper wall shaped to conform to the normal arch of the foot and flattened on the lower surface to fit the sole of the shoe. The fluid is freely displaceable so that a complete uniform pressure is exerted on all parts of the arch.

INSOLE TEMPERING DEVICE, No. 1,133,879—To Norman J. Nicholson; which consists of a hand manipulated tube connected with a stationary liquid supply and having an end portion equipped with a valve so constructed to travel in the channel of an insole.

FLEXIBLE ARCH SUPPORT, No. 1,133,781—To Elof Anderson. This comprises a bottom of soft flexible material, durable soft flexible spring supports and a firm solid pliable top fastened at its edge to the edges of the bottom.

METHOD OF MANUFACTURING Boots and Shoes, No. 1,133,766—To John H. Waite; by which a shoe is made with means for supporting a fallen arch or preventing the falling of the arch of a normal foot and at the same time having all the flexibility of a Goodyear or hand-sewed article at the front and along the outer side by having a relatively firm shank.

HEEL BREASTING MACHINE, No. 1,133,584—To Ralph C. Simmons; in which a series of breasting knives and their appropriate abutment guides can be instantly presented in operative position by a simple turning movement for breasting the heels of either right or left shoes.

HEEL ATTACHING MACHINE, No. 1,133,575—To Charles A. Potter; the chief object of which is to provide a heel attaching machine with means for automatically supplying nails to a nail driving mechanism which does not require to be separately actuated by the operator.

WORK SUPPORT, No. 1,133,533—To Ira C. Buckminster. An important feature of this invention is the last carrying device preferably in the form of a plate provided with a heel pin to receive a wood last and freely movable relatively to the jack through a limited distance longitudinally of the last.

DEATH OF "TOM" HODGSON.

English trade papers announce the death of Mr. T. E. Hodgson, popularly known as "Tom" Hodgson, who was widely known in the machinery trade of Great Britain and this country. Mr. Hodgson was formerly an annual visitor to the "States," and before accepting the position as manager of the lasting department for the British United Shoe Machinery Co., was engaged in business with his brother under the name of Whitfield, Hodgson & Brough, with a factory at Kettering, Eng. After the purchase of this plant by the British United Co., he assumed the position which he held in the lasting department at the time of his death.

Mr. Hodgson was a lovable man, as well as an able business manager, and he will be greatly missed by his associates. He was unmarried and leaves a brother, Mr. John Hodgson, who is also associated with the British United Shoe Machinery Co. Mr. Hodgson was about 47 years of age.



TRADE WANTS



MANUFACTURERS and SUPERINTENDENTS can usually obtain very satisfactory foreman and workmen for various departments through this department.

Advertisements listed under "Help Wanted" and "Position Wanted" are printed at the rate of 2 1-2 cents per word for one week; 5 cents per word for two weeks; 6 cents per word for three weeks; 7 cents per word for four weeks.

Advertisements to appear in this department must be in this office by Thursday morning to insure publication.

HELP WANTED.

SHOE PATTERN MAN WANTED.

Large Western Shoe Manufacturing concern desires the services of a man who thoroughly understands the drafting of patterns, measuring of lasts and the systematizing of the pattern department. Man with some experience on both women's and men's shoes preferred. Must be a man of sterling character, with habits above reproach. An excellent opportunity for the right man. Address, giving age, present position, which letters will be treated with utmost confidence, 3106-B, care of American Shoemaking.

POSITIONS WANTED.

POSITION WANTED as foreman of making room by a thoroughly practical shoemaker with experience as foreman in New England factories on McKays, turns and welts. Best of references. Address 1704, care of American Shoemaking.

POSITION WANTED—An expert cutter on ladies' shoes desires position as cutter, instructor of cutting leather or shoe sorting. Has had extensive experience in this line and can give valuable service. Fifteen years' Lynn training. Highest of references as to ability; strictly reliable; will go anywhere. Address 1929, care of American Shoemaking.

POSITION WANTED — Stitching room foreman, 35 years of age, experienced on all grades, is now open for a position, and one who is also a first-class machinist and competent to teach green help. References. Address 404, care of American Shoemaking.

POSITION WANTED—A practical bottoming room foreman on welts, turns and McKays, women's, men's or children's, wants position. Address 1014, care of American Shoemaking.

POSITION WANTED as manager or superintendent on welts, turns or McKays. Medium grades. Address 624, care of American Shoemaking.

CAPABLE FITTING Room forewoman desires a position; experienced on all grades of work. Would prefer ladies' fine shoes. Many years' experience; can teach help and produce quantity and quality. Prefers the Middle West. Address 229, care of American Shoemaking.

POSITION WANTED — Treeing and packing room foreman desires position. Has had seven years' experience; young, industrious man; understands treeing and repairing thoroughly, and can teach green help and get results. Men's or women's high or medium grade shoes preferred; will go anywhere. Can give references. Address 1617, care of American Shoemaking.

POSITION WANTED by lasting room foreman, capable of running and repairing any machine and of breaking in new help. Experienced on men's and women's welts and McKays. Best of references. Address 1212, care of American Shoemaking.

POSITION WANTED — Superintendent or quality man desires a position. Would take position as foreman in large making or lasting room. Experienced on welt work only; first-class references. Address 1114, care of American Shoemaking.

MR. MANUFACTURER: Can you use a practical superintendent on welts or McKays? Eastern and western experience. Up to date in all details of manufacturing and can produce snappy lines at close figures. Will locate anywhere. Address 1320, care of American Shoemaking.

MR. MANUFACTURER—Do you want a man with 10 years' experience in making room on welts and McKays, as foreman or quality man. Abundant references. Address 710, care of American Shoemaking.

POSITION WANTED as cutting room foreman by a man 37 years old. Is an expert cutter and instructor; good executive ability and ambitious; will go anywhere on trial. Address 322, care of American Shoemaking.

POSITION WANTED as assistant superintendent, quality man or as foreman of making room. Practical experience from lasting to packing. Address 1321, care of American Shoemaking.

EXPERIENCED ON ARMY WORK.

POSITION WANTED as foreman of making room by man experienced on men's welts in leading New England factories. Has had charge of army work from lasting to finishing. Address 1616, care of American Shoemaking.

POSITION WANTED—Good man with unusual experience as stitching room foreman in large Brockton and Lynn factories, desires position. Will go anywhere. A-1 references. Address 1013, care of American Shoemaking.

POSITION WANTED as foreman of welt department or making room. Expert knowledge of all machines in welt department. Capable of teaching green help. Experienced as foreman. High class references. Address 2307, care of American Shoemaking.

POSITION WANTED — Young man thoroughly experienced in shoe factory office work desires to take up cost work and would gladly work for a small salary for the privilege of learning this in some good reliable progressive place. Address 1924, care of American Shoemaking.

POSITION WANTED as cutting or stitching room foreman, or assistant superintendent. Ten years in executive positions on both men's and women's work. Is an expert on upper leather, experienced buyer and has exceptional executive ability; desires to locate with a progressive firm; position of more importance than salary. Willing to go anywhere. Address 316, care of American Shoemaking.

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POSITION WANTED as foreman of treeing and packing room by young man with best experience. If you are not getting quantity and quality, you should. I believe I can help you as I have others. Address 321, care of American Shoemaking.

LYNOHBURG, VA.

—The feasibility of establishing a memorial in honor of Paul C. Edmunds is being considered in order that local recognition of Mr. Edmunds' invaluable work in behalf of the Y. M. C. A., Y. W. C. A., the factory employes and the public schools may take some form which would be of lasting duration. The committee in charge of this are ready to receive any contributions toward this memorial.

—Among the visitors in the shoe and leather trade may be mentioned Mr. Dyer, of the A. C. Lawrence Leather Co.; Mr. Doherty, of the Jno. R. Evans Leather Co.; Mr. Gooch, of the Arabol Co.; Mr. Anderson, of the Hawthaway Blacking Co.; Mr. Muncey, of the Muncey Shank Co.; Mr. Somerly, of the Ryan Stain Co., and Mr. Bigelow, of the Linen Thread Co.

Statement of the ownership, management, etc., of American Shoemaking, published weekly in Boston, Mass., required by Act of August 24, 1912. Editor, managing editor, and business manager, R. B. Rogers, 683 Atlantic Ave.; Boston, Mass. Publisher, American Shoemaking Pub. Co., 683 Atlantic Ave, Boston, Mass. Owners holding 1 per cent or more of total amount of stock, R. B. Rogers, 683 Atlantic Ave., Boston, Mass.; W. C. Warren, 127 Federal St., Boston, Mass.; George T. Lincoln, West Newton, Mass.; Edwin W. Ingalls, Lynn, Mass. Bond holders holding 1 per cent or more of total amount of bonds: W. C. Warren, 127 Federal St., Boston, Mass.; George T. Lincoln, West Newton, Mass.; Edwin W. Ingalls, Lynn, Mass. W. C. Warren, Pres. Sworn to and subscribed before me this 29th day of March, 1915.

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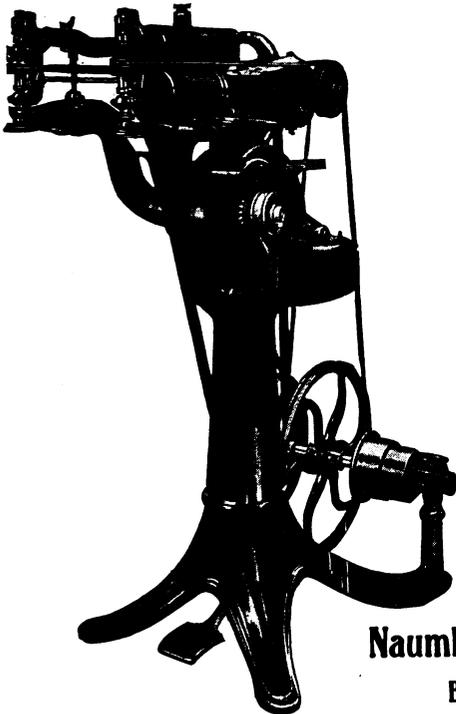
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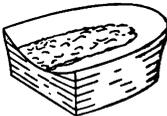


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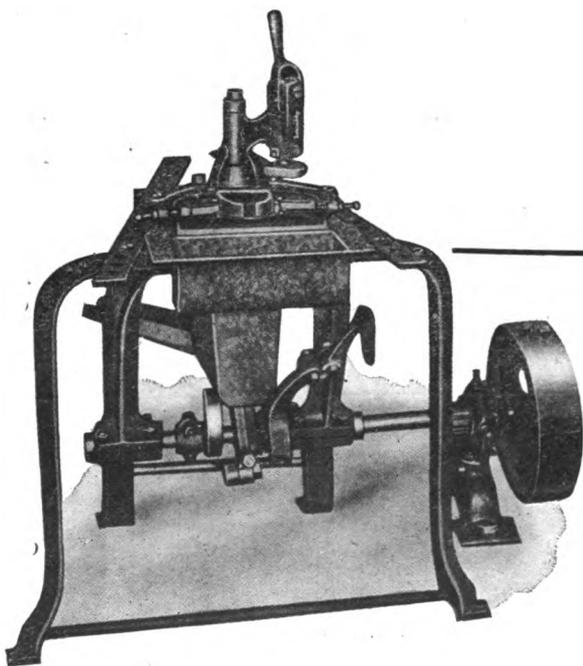
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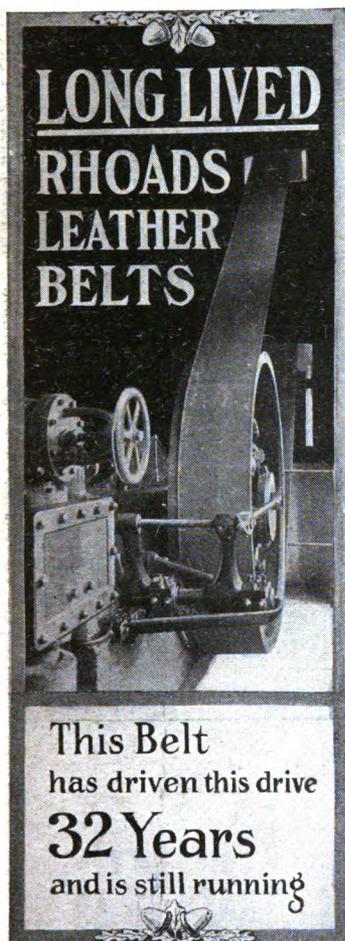
AMERICAN SHOEMAKING

THE RED BOOK

Volume LV No. 3

April 17, 1915

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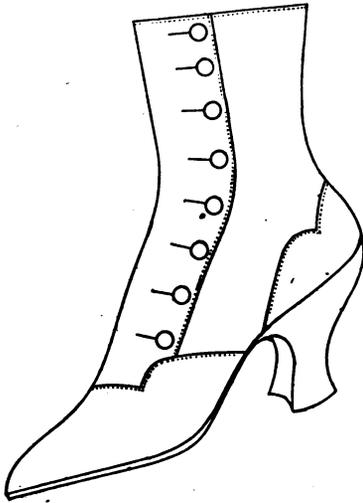
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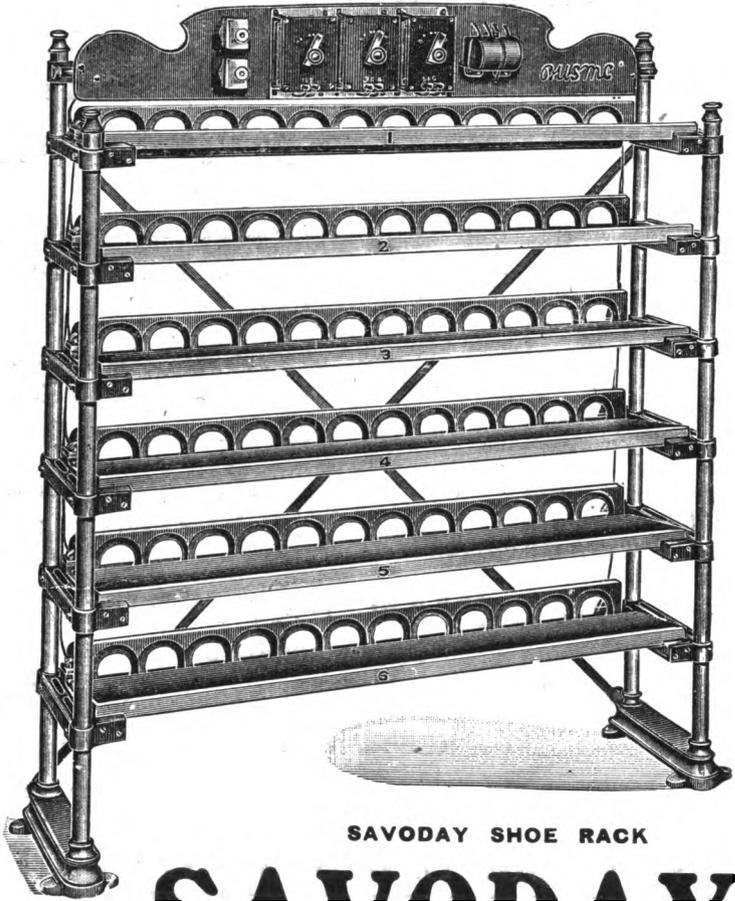
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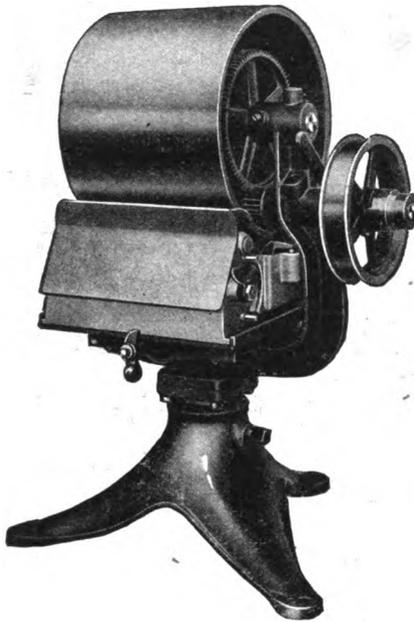
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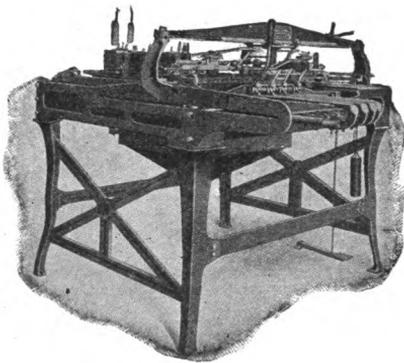
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Entered at the Boston Postoffice as 2nd Class Mail matter:

Volume LV.

APRIL 17, 1915

Number 3

VISIT OTHER FACTORIES.

If shoe manufacturers would follow the plan of the United Shoe Machinery Co. in employing experts to visit the efficiency departments of various shoe factories and report to headquarters, we believe that all would benefit greatly thereby.

While *American Shoemaking* and other technical trade journals serve the purpose of furnishing much of this information, there is such a tremendous storehouse of ideas pertaining to economical management and operation of shoe factories to be had by a careful study of the subject that every concern could well afford to send their superintendents and foremen on trips of inspection at least once or twice a year.

We believe if such a policy was adopted by all manufacturers, that there would be no silly attempts to conceal working methods in the different factories and that the standard of all would be greatly raised. It ought always to be borne in mind by those who have the best systems

that the very elements of originality which have led them to adopt such systems, will always keep them ahead of those who may copy some of their ideas.

CHEMICAL RESEARCH.

In taking over the Dr. Rittman discovery pertaining to the treatment of crude oils, the United States Government has taken the lead in the matter of chemical research, a department of industry which has been badly neglected in this country.

Americans have for more than a generation excelled in invention along mechanical lines, but have depended largely upon Continental Europe for development of those products depending upon chemical analysis and scientific research. Now that the European source of supply has been shut off by the war, a considerable number of concerns are establishing plants for the purpose of conducting chemical experiments to make good this deficiency. That the United States Government has seen fit to give

attention to this subject will, we believe, tend to stimulate others to work along these lines.

SOLES.

Never in the history of shoe-making has so much thought and effort been put forth to develop soles of shoes which could be used as a substitute for leather, and which would increase the service of shoes on which they are used.

This is a natural result of the high price of sole leather, and is, we believe, one of the indications of progress in the industry and surely points to another step forward in which America will lead the world. The old prejudice against the use of leather substitutes is still apparent in European countries, and it is doubtful if they will generally adopt the new products until they have been successfully demonstrated by American shoe manufacturers.

Nearly a decade was necessary to convince our British cousins that a leatherboard and steel shank was a better device for properly shaping the shank of the shoe than a whittled piece of sole leather prepared by the laster for each individual shoe. If it takes an equally long time to convince them of the advantages of the combination fibre and rubber soles, quilted soles, felt soles and other similar products, we shall have a long period of an exclusive market for the American product.

THE ANNUAL WRANGLE.

Brockton manufacturers are having their annual controversy with the labor unions over a price list for the manufacture of the second and third grade welt shoes and as a result it is reported that the Geo. H. Snow Co., one of the largest concerns in Brockton, will locate a plant in some other city. Both Lynn and Lowell have been mentioned.

During the past few years the success which has been achieved by manufacturers located in country districts and, at the same time, the lack of steady operation of factories in the shoe centres seems to indicate that

there has been too much wrangling between the employer and the men who work.

With the shoe industry so well fortified by skilled workmen in both Lynn and Brockton, it seems that there should be some solution of these differences, which are proving such a source of unsettlement to the industry in these cities.

REAL DEMOCRACY.

In passing on the case of an employe who complained that he was required to do work beneath his position in the Department of Commerce, Secretary Redfield said:

"You may understand it as my views generally in matters of this kind that I do not know what the kind of work can be which is beneath any man's position. I think there is no work of which I know or have heard that it is beneath my dignity to do, and I am glad to say that I have done the plainest and hardest and, what is sometimes mistakenly called, the most menial work, and am ready to do it again if there is occasion for it. There is no man in the department that ought not be willing to do any kind of decent and honorable work whenever circumstances require it of him, and I know of no work with either hands or head which is not both respectable and honorable if done with the right spirit.

NEW ZEALAND LEATHER PRICES.

According to despatches from Sydney, Australia, the increased demand from the United States and other countries for hides has threatened to create a shortage in New Zealand for the home tanning industry, and at the present time there is a revival of agitation in favor of an export duty on hides.

Exports have increased from 1905 with a value of \$245,000 to a value of \$1,790,872 in 1914. The price of leather in New Zealand, it is stated, has been advanced five times in the last two months and cannot even at the present time be regarded as stable.



Shoemaking Experiences and Observations

The Treeing and Packing Department Under Poor Management Will Show a Direct and Indirect Loss as Well.

By Mr. C. P. Lawrence

Article XV.

SUPPOSE we look over the packing room this week, where we are to see your merchandise as it shall be seen by the trade. Here we shall see the combined efforts of your organization. Here we shall see clean, snappy, well-balanced shoes that are a credit and bring repeats, or here will be found the efforts of a poor organization. Here we shall see the results of ill fitting patterns; here we shall see what poor judgment in selection of stock means; here we shall see what poor fitting means; here we will see some of the poor conditions that have been pointed out to you on our tour through the factory. The only difference is that you must now see them as the trade will see them, and it is fair that you look through the merchant's eyes whom you wish to please.

This is a poor time to begin to build shoes when they are ready to pack. Something must be done to improve them back of the line. This department can overcome difficulties but cannot perform miracles, and I shall try in this article to show what poor management has done for you and what I am sure you have all seen if you have been unfortunate at times and found yourselves with a poor organization.

All cities have a proper dump-

ing place and so has the shoe factory (the packing room). The city employs men to fill up the dump with plunder; a poorly organized shoe factory pays men to fill the packing room with dirty, smeary, carelessly damaged, soiled linings, mismated tips, crooked heels, etc., etc. Plunder.

But, if you have an inspector whose work it is to look these shoes over before they go to the packing room, you stop dumping shoes into this department that cannot be made right; no, not if you should pay double the price. There are some things impossible, and that is one.

A good man in this department will be a world of help to you and a poor man will be lost.

Look at some of the linings as they come to this room, covered with wax and ink, often the whole side of the lining is smeared with wax. You don't like it, do you? Then force the McKay stitcher to watch them and use a good tight striper.

The lasters do not get paid to cover the uppers with box toe gum, neither do the treers get paid for taking it off, though they do take it off, and they do it at the expense of good treeing. A treer knows he can spend just so much time on a shoe and is willing to do it, but if he spends all that time in removing

gum and ink, where do you come in? He simply gives the shoe a lick and a promise, and usually it is a promise.

What is more beautiful to a shoe man than a nicely treed shoe and a poor one is disgusting.

Some of the best ladies' shoes I ever saw were treed by women. They are naturally more careful and want to do their work right. They have good taste and are not willing to let a shoe get by if it is possible to improve it, though I think it is hard for a girl to stand up to a machine all day; there are many who are doing it in the West.

It is just as important to set up a toe and heel-seat on a lady's shoe as it is on a man's. The only difference is the blow that is struck with the hammer. Touch the lady's shoe lightly with the hammer and it will improve the appearance. I find it a common thing in some factories here in the East for treers to use but one leg. You cannot get the results unless you swing the leg. The shoe should be allowed to cool on the last. If taken off when warm, it will shrink and lose its shape.

Remember, a cleaner that is strong enough to take the ink off the patent leather, is strong enough to take the ink off the edge, and for that reason insist that it be kept off the edge.

Insist that the treer rags the edges where it can be done without breaking up the vamps.

If you would stop gun metal shoes from blooming, and at the same time restore the stock to the same lustre that it had when it left the cutting room, I recommend giving it a coat of benzine before dressing after the shoe has been well ironed and cleaned. All shoes that show any tendency to turn white, apply a coat of alcohol to them, then repair them and apply one coat of filler and dress in the usual manner. This will improve the looks of the shoe.

Your packing department with a poor man at the head is one to cause you more trouble, more

direct losses, and he will be the true cause of more complaints from the trade caused by the dirty, damaged, poorly repaired shoes, than any man in your organization. Poor management shows up quickly in this department. I know a factory right here in the East, where they had eleven foremen in the packing room in eighteen months. I had a chance to see many of the shoes that went through this department, as 33 per cent of them came back, and it was a crime for a foreman to allow work to come through the packing room in the condition that these shoes were sent out. I talked with a salesman that sold shoes for that house and heard him say that he never knew that he had sold so many shoes as he did until he got back to the factory and saw them all back. I saw the results of poor organization, yes, of many poor organizations, as this was one of those changing firms. More will be said of them later.

But the idea I wish to convey is, that a poor man in this department will cost you more trouble, more losses and put more gray hairs in your head than any man in your organization. The firm in question was known as the "Last Change." They paid for poor men, and they got them. If they did succeed in getting a good man, he would remain only until something better opened, and if it did not open quickly, he would be let out. There was a foreman in the factory that was an artist. He came to take charge of this department when the room was crowded with work, and in a week's time, he was all caught up. He was called a good man by the superintendent, and firm, until his shoes reached the trade. He was then, and is today, called something else. His shoes are still coming back. He left a monument to himself. He will long be remembered, both by the firm, which he hurt in allowing shoes to be packed and sent out to the trade that should have been sold as floor goods.

and by the merchant who received the shoes. Some of the methods used by this foreman were little short of criminal. Get them out out of sight quickly, was his method.

Packers should be held responsible for crooked and mismated tips, damaged and dirty shoes. It should not be expected, however, that they should be a judge of values, or whether a shoe looked the price. although I have seen many that could, but I think a packer should be required to burn off all thread ends, pack no damaged shoes, wipe off all finger marks, and instead of crowding the shoe into the carton, it should be folded over square across the quarter, so that when the cover is taken off, they will look so attractive that one is loathe to disturb them.

Look out for hour time in this department. Here is a department that you will find is sending up the cost of your shoes. I know a packing room where the prices are small, much lower than good operators will work for, but it is the price the goods were sold under, and in order to get the work out right, the foreman allowed hour time to the treer, dresser, sock liner, heel and bottom polisher. The firm's price called for 3-4 cents for cleaning and dressing patent leather; the foreman's price, however, was 1 cent a pair. He allowed the difference in hour time.

The tip repairer in the same room was expected to repair tips for 3-4 cent, and they were allowed to send in enough tips that they did nothing to, to bring the price up to 1 1-4 cents a pair. They paid their head treer \$15.00 a week. He was supposed to inspect the work of the other treers and assist around the room, tree all samples and sample cases. What he really did do, however, was to tree shoes practically all the time, and give his case numbers to the others to send in for him, they in turn giving him the money.

If you are making cloth top shoes, iron quarters with a damp

cloth. It will improve the looks of the shoe 25 per cent.

A good man in the packing room is a valuable asset to your business. The first impression we receive is the lasting one, and the same conditions apply to your shoes, as they are opened up by the merchant. If they are clean, stand up well, smooth edges and heels, they are very liable to get by, but if they are unsightly, they are generally held up for closer inspection. If your shoes are clean, they make a good impression; if they are dirty, the impression is bad.

Now, while it is impossible to prevent dirt from getting on your shoes, it is inexcusable to leave it there. Nothing annoys a merchant more than dirty, smeary shoes. Who is there who does not desire to have clean, attractive, beautiful shoes?

If you would prevent your shoes from blooming, wash them in benzine after treeing, and you won't see them covered with "spew" after they have been packed up a few days. The hot iron of the treer draws the animal oil to the surface, and unless it is washed off or forced back, your shoes will continue to bloom. But you say all shoes bloom in cold weather. I beg to differ. Those that are treated as I have explained cannot.

You should give the foreman of this department your fullest confidence if he proves worthy, as a good man is always working for your interest. Help him to stop poor shoes coming into his department. You will at the same time help him to stop hour time, for which you have made no provision on your cost sheet. When you see dirty shoes covered with ink and gum, damaged vamps and linings in the bottoming room, make up your minds that it is going to cost you extra money to put them right.

I am a firm believer in piece work, but there are some operations that I contend should be done by the day: tip repairing and packing are two very im-

portant operations. If you would reduce the complaints from the trade, allow no piece work on these two operations. I saw some shoes returned that were packed by piece work. They had been out to the trade and had been returned. I never saw poorer shoes. They were covered with thread ends, damaged, crooked and mismated tips. It was a disgrace to allow them to leave the factory. Many of them could

have been saved had the packer inspected them, but as she worked by the piece and that price much too low, she simply dropped them into the cartons, and the firm held the bag.

This department, Mr. Manufacturer, is your back-stop. See to it that you have a good man. Have all shoes inspected before they go to the treer and prevent this department from becoming the dump of your factory.

Factory Hodge Podge

Miscellaneous Notes About Sundry Topics That Interest Practical Men

TREEING AND IRONING.

It is not so much treeing machines that are wanted as cleaning machines. It is a fact that treeing first calls for cleaning, and that more than half of the treeing is done once the shoes are cleaned. Of course, a well lasted shoe means pretty near the remaining half of treeing. Strive for cleanliness during the process of making and scientific lasting and treeing will be a small item. Pulling-over of the upper at any one point means over-treeing at that point, to get the upper to stand up as it should. It is not possible, perhaps, to do away with treeing altogether, but it is entirely possible to reduce the work at this operation at least by half. Treeing with the hot iron is out of this subject, as this is considered more of a smoothing out operation than treeing, as the word implies.

Vaseline is applied to patent leather, and also to any black leather where the hot iron is used. Vaseline, or oil, will protect the leather from burning and will also produce nicer results. The electric treeing iron is the best for uniformity, as the degree of heat is always uniform on the iron. If there is any operation that calls for a limit, it is ironing, as the iron should be taken off the leather as soon as "enough" is evident. Then shoes are never damaged.

SUGGESTIONS ABOUT LINING CUTTING.

The clicking machine seems to be finding favor as a way to cut cloth linings, cloth tops and cloth top facings. As far as cloth tops and top facings are concerned, this machine is certainly practical but, as far as cloth linings are concerned, the writer is very much inclined to favor the big beam dinker, owing to extra thicknesses, which may be cut on this machine. When having dies made to use with the beam dinker, it is a mighty good plan to allow a little extra on the cost of the dies and have the size nicks put in.

Cloth linings should be cut and put into racks to be cased up as needed. A good plan for dies, when cutting vamp linings and doublers, is to have them made double, with perhaps one or two made single, to get close work at the edge of a fold.

Lining cutters are inclined to be careless in not selecting the pattern that will fit in the closest at the edge of a fold.

The writer has never known of a shop where strict account of the actual yardage used was kept. Although when the cost of a shoe is figured, a certain yardage is allowed. But, as a rule, this ends it: the lining cutter simply takes fold after fold and cuts it up. It might prove interesting to a few firms to really know how near the figures their lining cutters come.

REFRESHMENTS AT THE WORK BENCHES.

A Lynn shoe man says that when he was in the noted Balle factory in Switzerland, during a recent trip abroad, he noticed that they shut off the power for fifteen minutes in the middle of each morning. While the power was off, cups of milk were served to each worker. Picked employes on each floor passed the milk. The workers drank the milk and talked with each other and rested. Each worker paid for his milk. At the end of the fifteen minutes the power was turned on again and the employes resumed work. They were refreshed and were ready to do swift, skillful work.

The Lynn man who reports on this condition in the Balle factory says that it is a very good efficiency method. He is a student of scientific management, so he is qualified to speak in the matter. He also says that the common Lynn practice of shoemakers stopping work in the middle of the morning and buying a lunch from the basket of the lunch man who comes through the work rooms, is beneficial to the shoe trade.

A new idea in connecting the school and the workshop is being put into practice in Salem, Mass., through the efforts of the Chamber of Commerce. Manufacturers who want boys to work in their shops are to apply to the principal of the High School, and boys whose records show them to be fitted to the position which the manufacturers offer will be sent to the shop. This seems to be a new and practical form of vocational guidance.

LEATHER FILLERS.

In almost every case of shoes the breaster will cut into heel nails. The cut nail must be removed and a groove is left there to be filled. Is there a remedy for that? Is it the heel's or the breaster's fault? The space in the heel is usually filled up with some kind of leather filler. Some fillers harden and shrink. The writer has seen a filler that has been used for at least two years

in one of Brockton's largest factories with excellent result. This filler is sold in sheets and by the pound. It is certainly a very good filler for that purpose. It is used also in filling cavities in heel and sole edges. One pound of it saved over two hundred dollars' worth of leather in one large factory, and no factory should be without it.

Oil in a leather filler will cause it to shrink when drying. This filler contains no oil and is applied with a hot iron—it is really soldered to the leather—it is equally as serviceable in filling wood. Once set, it stays set, and it is guaranteed not to damage the trimming knives.

CLEAN WINDOWS.

The writer knows a few shoemakers, who are not too proud to clean their windows at least once a month. Perhaps they should not be expected to do this, but it surely makes a wonderful difference in the work when the glass is kept clean.

Not only for this better light result, but the strain is removed from operators' eyes.

There are many firms that do not hesitate to put out a little money now and then to white-wash the ceiling and walls, but the windows are frequently overlooked when they are really of more importance. The saving on light bills will more than pay the cost of cleaning windows.

NEW WASH FOR TREENG.

This wash is made for colored shoes and is applied all over, with the result that the shoe is cleaned and is not discolored in the least. This wash will eradicate all scratches and will take off all stick matter without burning the leather. The blade, to scrape off shellac, is seldom used and it is claimed that twice the work can be put out when it is used according to directions. It is applied the same way as the ordinary wash and, as a matter of fact, cannot be distinguished in appearance from the regular wash. Ammonia, lemon juice, banana oil and other ingredients enter into its composition.

STYLES IN CARTONS.

The carton making industry is being graded up and put on to a millinery basis, just as the women's shoe trade is being graded up and put on a millinery basis. Time was when plain cartons with black and white labels sufficed for packing shoes, but the cartons of today must be right up to the minute in style. At least, those in which fashionable shoes are packed must be of the latest style.

It looks a difficult task to put style into a carton. A carton is necessarily a rectangular box. It may be lengthened or widened, but its shape cannot be changed to make it more graceful, as can the shape of a last. Nor can its pattern be changed as can the pattern of a shoe. The only way to put style into a carton is through the medium of its covering. That is now being done on an extensive basis.

Cartons of a color to match the color of the store are demanded by many retailers. It will be observed, by the way, that retailers who have good stores stick to one color theme, perhaps light oak, perhaps imitation mahogany, or white and gold, or green, or even yellow. They want cartons of a color to match the colors of their store, whatever they may be. More than that, they usually insist on covers of a certain finish of paper. For instance, one retailer recently chose for the covering of his cartons a certain embossed linen paper, and he insists that all his cartons be covered with that paper.

Likewise is the case with labels. A retailer selects from a printer's catalogue a label that pleases him. The printer will guarantee to him, if he is willing to pay the price, that the label shall be his exclusive design. One label firm sends salesmen among wholesale and retail stores, selling labels, just as manufacturers send salesmen among stores selling shoes. Some of the labels sell at a price as high as one cent a pair. That sum is added to the cost of the shoe.

Just imagine, in these days of high priced shoes, paying one cent extra for a label on the box! It does not add a cent to the wearing qualities. Evidently, it must add to the selling qualities of the shoes. Singularly, these high priced labels are not used chiefly on high grades shoes, but on low priced shoes, that sell because they look good.

The shoe manufacturer is almost a helpless party in the matter of choice of cartons and labels. His efforts to establish standard cartons have failed entirely. He has to handle a greater variety of cartons than ever, and to pay the price for them, too. He is driven along by the buyer of his shoes. The buyer says: "I wish my shoes packed in a carton covered with this linen paper, and marked with this label, which is an exclusive design of my own." The manufacturer of shoes turns this order in regard to cartons over to the manufacturer of cartons. The latter hunts the paper market for a supply of paper like that which the retailer wishes. Then he sends to the printer for a supply of labels of the same pattern that the retailer chose from the printer's salesman. This work is expensive. More than that, it is slow. Many a case of shoes is held in the packing room because the carton maker was unable to deliver the special cartons that the buyer wanted his shoes packed in. He may be held up by inability to get the special paper that is wanted, or a tardiness of the printer in delivering the labels. Special papers are scarce, for imports of them have been cut off by the war. The printers sometimes take two weeks for filling an order for special labels. The shoe manufacturer may make up the shoes in ten days.

There is a lot of trouble in the putting of style into cartons. But it looks as if shoe men would have to make the best of it, because these are days in which a pretty package often sells the goods.

Elmer J. Bliss.

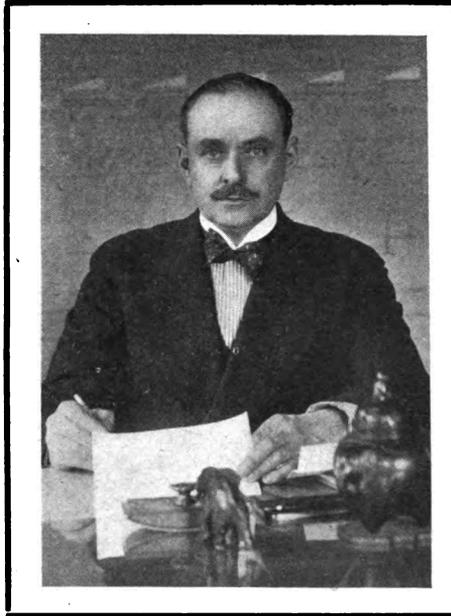
A Record of His Accomplishments

(By Kendall Banning in System Magazine.)

Upon the desk of Elmer J. Bliss, millionaire, manufacturer and publicist, is a large medal that records in words of enduring-bronze the gratitude of the foreign delegates to the fifth International Congress of Commerce, that was held in Boston in the fall of 1912. Bliss was the chairman of the organization committee that got up that affair. It was attended by 891 eminent business men from fifty-five countries; thirty-three governments were officially represented, including the United

States, which was represented by President Taft himself. that interest in tangible form, his associates elected him president of the Boston Chamber of Commerce.

Nearly every American city and town has at least one organization of business men who get together at intervals and eat a dinner and make speeches. Sometimes they call themselves the "Chamber of Commerce," sometimes their organizations are termed "commercial clubs" or boards of trade." The larger cities have several of them. Boston had fourteen, three years



Elmer J. Bliss, President of Regal Shoe Co. and Boston Chamber of Commerce.

ago. Today it has one. The fourteen have been consolidated. But it is the biggest one in the country, and it is growing fast. At the present writing it has 4,616 members who pay \$25.00 a year dues; by the time you read these words the number will probably be larger.

Bliss believes that a Chamber of Commerce should be an organized and forceful body of responsible business men that should be active in serving the

States, which was represented by President Taft himself. It was the biggest and the most successful assemblage of its kind that has ever been held, and in recognition of that fact, the foreigners conferred upon Bliss and a handful of his associates the "iron cross" of business — or what would correspond to it — or conspicuous services.

And as a further recognition of Bliss' interest in the business welfare and his ability to express

Bliss believes that a Chamber of Commerce should be an organized and forceful body of responsible business men that should be active in serving the

Bliss believes that a Chamber of Commerce should be an organized and forceful body of responsible business men that should be active in serving the

business needs of the community and their own. To do this, it must have not merely the moral support of the business men, but their personal co-operation — their money to work with. Especially does he want the help of the younger generation, upon whose shoulders will devolve most of the actual constructive work in business. So he organized an "Under Forty" division. He appointed a major in command of ten captains; each captain was placed in command of twenty lieutenants. Each lieutenant has charge of twenty privates, and each private has agreed to solicit, personally, ten prospective members.

"We called them the 'Flying Squadron of 1915' because they undertook to round up a membership of 4,500 before that date. And they did."

Bliss recommended an Executive Committee with full power to act and to O.K. the actions of the sub-committees. He gave up the formal and costly dinners and substituted informal smokers at sixty-day intervals. He established a "master calendar" or schedule of work for the year, similar to the one by which he conducts his own business, the Regal Shoe Company. He hired a secretary on a salary and gave him an office, and he established regular meetings for each committee. And then he put the organization to work.

"We don't care especially about the dinner table type of business men," he explains. "We want the desk type of business men. We need men who do things rather than men who sit around and talk about them."

Before the organization made decisions it undertook careful study of local conditions in order to reveal the actual facts upon which its decisions should be based.

It created a commission of engineers to study the coal supply, for instance.

Engineers told the Chamber of Commerce that they were paying too much. One reason lay in the ignorance of transportation routes; another in the conflicting

freight rates; a third lay in the varying qualities and kinds of coal. All of these three factors affected not only Boston, but all "Down East." So the commission undertook to standardize the fuel supply of New England.

First it studied steam coal. Its investigations reduced themselves to these three problems:

1. The cost of transportation.
2. The cost of the coal per ton.
3. The cost of each thermal heat unit.

The commission spent a year and a half on that job. But at the end of that time it had standardized the fuel situation in New England in a map that showed both the rail and water transportation facilities, the exact rates of carriage, analysis of the different grades and the cost of fuel, how it should be used, the equipment it required and all the other specific data that the business man could use—condensed for reference into a book of one hundred and fifty pages.

That report is saving twenty per cent of the costs of fuel in the New England States, amounting to \$5,000,000 a year. One concern alone is saving \$10,000 a year on its fuel.

Next it tackled the smoke laws. The Committee discovered that the smoke laws, framed by the orators, were impractical in their application. No provision was made for determining just what a "reasonable amount" of smoke was. For example. So the engineers employed by the Chamber got into touch with the engineers in the government service at Washington and worked out a standard. It adopted the Ringelman tests for determining the density of smoke. It established a two-minute limit for smoking chimneys. It established the height for certain chimneys. And then it "sold" its findings to the business men by pointing out that smoke was caused by unburnt carbon. and carbon means heat: heavy smoke represented waste in fuel consumption. And to cooperate in suppressing this waste, the commission recommended scientific methods of stoking and induced the government to give the citizens three years in which to

install the improved equipment. Today Boston is saving 60 per cent of the power that formerly went up in smoke.

Next a commission was appointed to study the industrial situation.

"No, we do not want to go to Massachusetts," manufacturers used to tell the real estate dealers. "Its industries are dying out."

So the commission was directed to get the facts in the case.

First it found that Massachusetts as a whole, contrary to the general impression, was doing very well indeed industrially — better even than Pennsylvania. Then it analyzed the area within a fifty-mile radius of Boston; that, too, was doing well. By a process of elimination it found that the only district in which manufacturing had fallen off was in municipal Boston, where the high land values had naturally driven it away. So it undertook to develop the outlying districts as manufacturing centers, with the co-operation of the local business organizations and the transportation companies.

It is working out a comprehensive plan for spending the \$9,000,000 that the state appropriated for the development of the port.

Bliss is distinctly the "desk" type of business man. He pays polite but scant heed to the dress suit executive who discusses problems over the nuts and wine. His own office is located in a far corner of his loft building and is as bare of adornment and as uncarpeted as a factory workroom. Deliberate in manner, scrupulously dressed, suave of speech and cold-bloodedly practical in his regard for facts, he has, at the age of forty-six, attained the position that enables him to delegate most of the actual management of his plant to his lieutenants and devote his attention to outside interests.

"Theoretically he gives only his lunch hour to the Chamber," his secretary will tell you. "But his lunch hour is from noon to five o'clock."

But his four factories and the Chamber of Commerce are breaking records.

SAFETY DIES.

There is no question but what safety flange dies are coming into more general use by shoe manufacturers. Fewer accidents are being recorded, and in most cases where the flange dies are in use, no accidents have been noted.

There are several dies on the market made to protect the operator's hands from being crushed while using them. However, the construction of such a die in a large number of instances, is such as to positively assure protection against accidents, while with others used, the protective feature is not so positively paradoxical as it may appear.

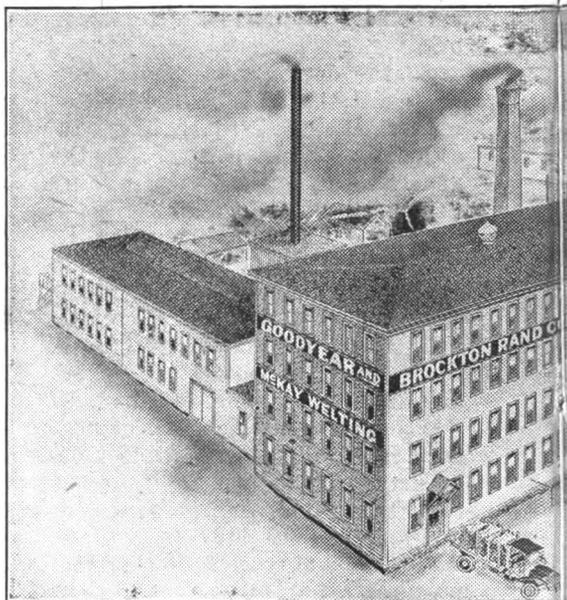
If a die is made with a protective flange at the top, that under great pressure will loosen and buckle, it is as dangerous to use as the unflanged die. In one case, protection is assured and encourages indifference, and has been known to cause serious accidents, and in the unflanged die, precaution is encouraged, although accidents frequently occur through carelessness.

One manufacturer who has adopted the safety flange die throughout his factory, claims to have actually increased his production in the cutting department by 125 pairs a day. However, it cost him considerable money and experience in getting a good flange die and one that could be easily repaired.

Dies made of all steel have a more permanent life than iron composite dies and will retain a sharp edge longer. Frequently, iron dies crack in the seam and are also very heavy to manage.

In some cases it has been found a difference in weight between steel and iron dies has been as great as a pound and three-quarters to the pair. The discrepancy in weight means a great disadvantage in the speed of the operative who handles the die thousands of times during the day.

MARCH WAS



In the 27 business days of
we produced in this factory
average of 117,000 yards per day

Of this volume 98.2% was

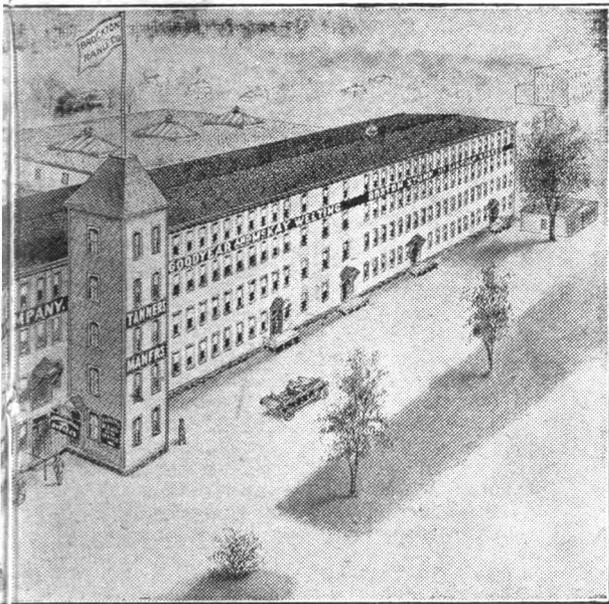
—Is that fair evidence of

BROCKTON RAYON

BROCKTON,

"MADE IN A"

GOOD TO US!



The month of March just passed,
3,167,991 yards of **Welting**, an
day.

Grooved welting.

the merit of our product?

AND COMPANY

AMERICA"

MASS.

The Milwaukee Message.

Shoe Factory Gleanings.

—The advent of April does not seem to increase the volume of business in the shoe trade that was hoped for or expected, and just when we will get back to the steady period is hard to say, but if hope is any criterion to go by, it will come soon, for everyone is tired of conditions as they are, and we all know help feel better and work with more energy when orders are plenty, and the work is piled up behind them, than when they don't know how soon they get through. One girl was heard to remark last week that she had been in the shop all morning and earned twelve cents. Two cents to the good above her Jimmy fare.

—The new factories are pushing their preliminary work as fast as possible, and the Ogden Shoe Co. should soon begin to make shoes. Their samples are about out and the men will go on the road as soon as they get them, so the cutting ought to commence very soon after they get on their territory.

—The new Schumacher-Seaman Shoe Co. will start operations as soon as they get their plant re-arranged. Having taken the entire building, they got to move and reset nearly every machine and table, and that is really more work than moving into a new plant; but after they have it laid out they will have a nice factory and be able to make a good amount of shoes a day.

—The Wabst Shoe Co. has started in with their line of men's, women's, misses' and children's felt slippers and shoes, and they have a snappy looking set of samples. This line of shoes is coming to the front in Milwaukee at present, as several small firms are starting in to make them, and it adds another link in the chain of goods made here which only lacks slippers and rubber boots to comprise everything worn on feet, and a few custom slippers are now made by one firm, but the reg-

ular fancy slipper has not as yet been introduced to the local trade.

—All of the factories are now running, but none are going to their limit, and a rush would be a welcome condition to the trade, but it is not in sight as yet.

—Mr. D. Marshall Ryan, formerly connected with the Strong Shoe Co., of this city, and who went to the factory of the Noyes-Norman Shoe Co. at St. Joseph, Mo., when Strong & Co. moved their business out of town, has resigned his position as foreman of the fitting department and goes to Beaver Dam, Wis., to assume the management of the fitting room of the new factory recently started there by the Weyenberg Shoe Co. of Milwaukee. Mr. Ryan has made a thorough study of the cost of making shoes, not only in his own department but throughout the entire factory, as he has been quality man as well as a first-class fitting room manager, and is well equipped to manage his own department, as well as to advise on others. He spent a day in Milwaukee calling on his acquaintances and looked as though the world was not abusing him.

—Mr. E. C. Snell, local manager of the Van Pelt Last Co., has been in Sheboygan during the week and starts Sunday evening for Duluth, and the entire shoemaking districts of the Northwest.

—Mr. Chas. W. Conaway, of the St. Louis office of the Dunbar Pattern Co., has been putting in several days this week with the local factories.

—Mr. L. E. Goss, of the Dayton Last Co., was also a visitor to the trade during the week. If business is quiet, the manufacturers are putting in new styles and getting ready to give their customers the latest and best when the orders begin to come in.

—Mr. W. C. Staples, of the St.

BORAX

—FOR THE—
Shoe Factory

BORAX USED IN THE WATER FOR DAMPENING THE SOLE
MAKES THE SOLE FLEXIBLE, PREVENTS CHIPPING OF
THE EDGES, AND MAKES A SMOOTH, VELVETY FINISH.

**WRITE PACIFIC COAST BORAX COMPANY,
100 William Street, NEW YORK, FOR RECEIPT**

Louis office of Gregg Bros., blackings, stains, inks, and polishing waxes, was a caller on the trade last week, and wore a smile that indicates that he was satisfied with the business done.

—Mr. A. E. Woodman, of the Boston office of the Boston Machine Works Co., made a round of the factories with the local manager, Mr. Harry W. Wilson, and they also made a day in St. Paul, Minn., which is going some.

MANCHESTER, N. H.

—This city is fast becoming a factor to be figured on in the manufacture of shoes. The three great factory buildings of the W. H. McElwain Shoe Co. are model shoe factories in every particular. This company operates the greatest number of cutting machines of any firm in the country and now have this part of the business in their central plant, as it is called. This building is located on the main line of the railroad and resembles the plant of the United Shoe Machinery Co. at Beverly, Mass. The building formerly used as cutting department, which was known as the Eureka factory, is now being used by the F. M. Hoyt Shoe Co. for the manufacture of their line of boys' shoes, called the Beacon Junior line.

Mr. Alden, superintendent of this factory, has got this line well under way,

—The H. B. Reed Co. have been rather quiet for the past few months. This firm makes a line of medium grade men's welts;

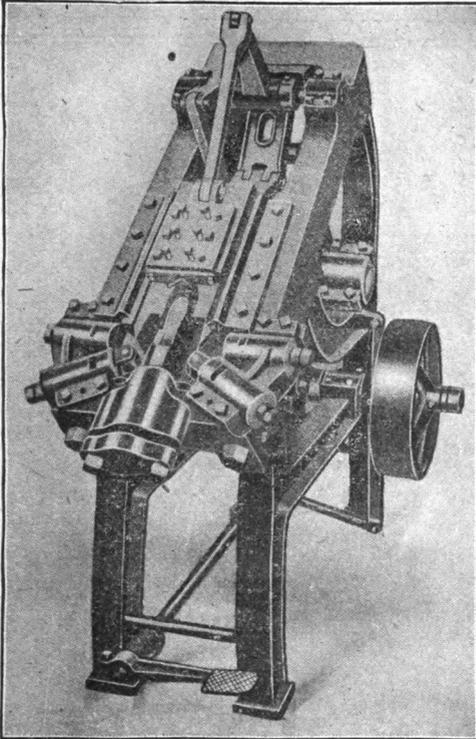
—The W. H. Griffin Co. have also been very quiet, but are looking forward to a good business this summer on their line of high cuts and famous non-seam blucher, which is a specialty and patented by this firm.

—The C. P. Crafts and the Geo. R. Jones factories have had a very steady run, and both of these firms report prospects for the future excellent.

—The Kimball Shoe Co. are fast getting under way since the reorganizing of this firm.

—The F. M. Hoyt Co. have not felt the general business depression owing perhaps to the fact that they make a widely advertised line of men's and boys' welts that have a constant demand.

—Manchester has been noted for its cotton mills for many years, but the past ten years has seen the shoe industry make a remarkable growth, and if one can believe the various rumors heard, the next ten years will see this city a really big shoe town.



Capacity 2500 to 3500 pairs daily

FOREIGN AGENTS

Gimson & Co., (Leicester) Ltd., Leicester, Eng. Nollsche Werke, Weisenfels, a-S Germany

Counter Moulder

A heavy and powerful machine built to stand the heavy pressure required to mould counters to the proper shape.

The moulds are easily changed and adjusted to the different qualities of the counter.

Simple in construction, it is not liable to get out of repair.

Write for circular today.

**W. J. YOUNG
MACHINERY
Co., Lynn, Mass.
U. S. A.**

Expert Experience

¶ Is necessary in every branch of good shoemaking, but given the very best of every material, much of the final result depends upon the ACCURACY and ARTISTIC value of the shoe PATTERNS used. ¶ For years Mr. Lee has made a careful study of every phase of pattern making, and the excellence of his work is the result of this continued concentration in this one line.

¶ He brings to this work a NATURAL, CREATIVE ABILITY in designing, a PRACTICAL KNOWLEDGE of SHOEMAKING, both of which qualities are REFINED by a JUDGMENT gained by years of experience in shoe pattern making.

¶ Many shoe patterns are rather a hit-or-miss affair, but here every pattern is drawn by Mr. Lee himself. Every design is created with an ARTIST'S CARE for FINENESS of LINES, and STYLE OF FINISHED PRODUCT, and bears the HAND MARK of an EXPERIENCED EXPERT.

¶ Further, it is the established policy of this company to accept no work that cannot RECEIVE the PERSONAL ATTENTION of MR. LEE, so that by becoming a customer, you REALLY secure the ACTUAL SERVICES of an EXPERT shoe pattern ARTIST at no GREATER cost than HERETOFORE.

LEE PATTERN COMPANY

600-601 MANUFACTURERS' HOME BUILDING
MILWAUKEE WISCONSIN
PRODUCERS OF SUCCESSFULLY ARTISTIC PATTERNS.

LEATHERS

Export Trade a Specialty

Chrome, Vegetable and Combination Tanned

SIDE LEATHERS

We Make a Specialty of

Heavy Lines in Black and Colors

Suitable for Medium and Heavy Wear

C. MOENCH SONS CO.

Boston and Chicago, U. S. A.

TAN ROYAL



LAN ROYAL, in every way the best chrome calf leather. The richness of its four permanent shades—No. 4 Brown, No. 8 Tan, No. 12 Coffee, No. 16 Mahogany—is enhanced by polishing during wear. Its grain strong, durable, yet smooth and mellow; combines all the qualities desired by the manufacturers and consumers of the finest shoes.

AMERICAN HIDE & LEATHER CO.

NEW YORK

BOSTON

CHICAGO

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AMERICAN HIDE & LEATHER CO.

THE LARGEST PRO-
DUCERS OF CALF &
SIDE UPPER LEATHER



THE FINEST TANNAGES
& FINISHES. THE BEST
SERVICE FOR BUYERS

CLASSIFICATION OF OUR PRINCIPAL LINES OF LEATHER

CALF AND VEALS, CHROME TANNED. Tan Royal, Box Calf, Box Kid, Dull Box, Box Veals, Royal Kid, Willow Calf, Ooze Calf, Nob Calf, No. 102 Box, Empire Veals, Mat Cadet Veals, Prime Empire Veals, Patent Box Calf, Cadet Kid, Cadet Calf, Mat Cadet Kid, Cadet Kid Veals, Cadet Calf Veals.

UPPER LEATHER SIDES. Bronko, Milwaukee, and Black Hawk Chrome Patent; Combination Patent, Cadet Kid Chrome Sides, Cadet Calf Chrome Sides, Combination Colored Russia Sides, Special Colored Russia Sides, Mat Royal Chrome Sides, Satin, Kangaroo Grain, Kangaroo Kid Sides.

STORM AND HARD-WEAR SIDE UPPER LEATHER. Waterproof, Black and Brown, Full-Grained Chrome;—Boris, Black and Colored, Combination Tannage;—Zulu, Black and Colored, Combination Tannage;—Bison, Black and Colored, Combination Tannage;—Ottawa, Black and Colored, Combination Tannage;—Sheboygan Calf, Black and Colors;—Peary Storm Chrome, Black and Colors;—Number 12 Storm Chrome, Colored.

SPLITS—BLACK, WAXED, FLEXIBLE, CHROME, Etc. Flesh Splits, Belt Knife Waxed Splits, Oxford Calf Union Splits, Ooze Vamp Splits, Ottawa Black and Russet Splits,—Flexible Splits and Flexible Bends for Goodyear, Gem, and McKay Innersoles;—Ooze Gusset Splits.

OTHER LINES. Mat Horse, a Chrome Topping; Bag, Case, and Fancy Leather; Collar Leather; Goodyear Welting, Black and Tan; Bark Tanned and Chrome Heeling; Pasted Stock for Counters and Innersoles; Innersoles cut from Flexible Splits.

SOLE LEATHER. Three Superior Tannages of Slaughter and Dry Hide Hemlock Sole in Sides, Bends, Shoulders and Bellies.

AMERICAN HIDE & LEATHER CO.

OFFICES AND STORES

NEW YORK BOSTON CHICAGO ST. LOUIS CINCINNATI

CALF AND SIDE UPPER LEATHER TANNERIES:

Lowell, Danvers, Chicago (3), Milwaukee, Sheboygan, Ballston Spa, Curwensville, Woburn (3)

SOLE LEATHER TANNERIES:

Munising, Michigan; Manistee, Michigan; Merrill, Wisconsin

SHOE STOCK PLANT:

Binghamton, New York.

Lynn and the North Shore.

Trade Notes, Personals, Etc.

—The parcel post business is increasing in Lynn, and apparently it is benefitting Lynn shoe men much. By parcel post a thousand pairs of shoes are sent from Lynn daily. Most of them go to shoe retailers in the West and South. A good many sample shoes are sent out by parcel post to salesmen and to customers who will consider the placing of orders on the samples. Many small lots of supplies, such as trimmings, buckles and laces, and also small parts of machines, are also mailed to Lynn manufacturers. Furthermore, the parcel post is bringing in to Lynn a good many farm products. For example, this spring, parcel post receipts of eggs at the Lynn post-office have been at about 2,000 dozen a day.

—The edgemakers in the A. M. Creighton factory have struck for an increase of one-quarter of a cent a pair. They said that the supervision of the work of making edges had become very exacting and they were obliged to cut down their speed and consequently their wages. Mr. Creighton replied that setting edges in his shop was an easier task than in other shops. Mr. Creighton offered to refer the demands of the edgemakers to a board of arbitration. This demand was refused. Mr. Creighton and Mr. Gilbo, agent of the Edgemakers' Union, personally took up the matter for discussion. It is still pending.

—Nugent Fallon, treasurer of Levirs & Sargent, Lynn shoe manufacturers, has returned from a trip in Europe.

—John Carr and Edward Carr, of the Carr Leather Co. of Salem, have returned from a trip to California.

—A sign in a Lynn factory reads: "Any fool can go to bed, but getting up takes a man."

—There are some busy firms in the North Shore district. Albert M. Creighton, a Lynn manufacturer, made the largest deliveries in March in his career. He is the largest shoe manufacturer in Lynn. A. G. Walton Co. of Chelsea are running to full capacity. The United Shoe Machinery Co. is making more machinery than last month at its Beverly plant. The Turner Tanning Machinery Co. is running 24 hours a day at its plant in Peabody. The Illinois Leather Co. is handling a great deal of hair at its factory in Peabody. The Salem Oil & Grease Co. is running its factory overtime. The A. C. Lawrence Leather Co. is running a night crew in

some of its heavy leather departments in Peabody. The Essex Tanning Co. of Peabody is running eleven hours a day. J. A. Lord has just taken a contract to provide 200 tons of wax splits for army shoes.

—Russian boots are among the latest style in women's footwear. Some are already being worn in New York. They have a whole top, that comes up almost to the knee, like the high boots that grandfather wore. A pair of them would require three or four times as much leather as an ordinary pair of boots.

—A plan before some Lynn business men provides for the construction in Lynn of a textile factory, to cost \$1,000,000, and to make a specialty of cloth for the shoe trade.

—Lynn shoe manufacturers have finished up their run on Easter shoes. The manufacturers who made millinery styles had a big volume of business. Those who made staple styles did not fare as well. It is expected that the run on novelty shoes will continue through the summer season. The recreation shoes, the making of which is now being started, will be of novel appearance. Among them will be many shoes with rubber and elk soles and fancy vamps and foxings. As the summer run draws to a close, it is expected that there will be quite a change in fashions, and that the more conservative styles will come in. Black kid shoes may be the leading style for fall and winter. friends here.

RAYMOND, N. H.

—The F. W. Falconer Shoe Co. have been very busy for the past few months. This firm was one of the first to adopt the new string system for making turns and are meeting with great success.

MILWAUKEE BOX TOE CO.

140 Reed Street

MILWAUKEE, WIS.

Licensed Manufacturers of

Beckwith's Vulco Unit
Felt Moulded Box Toes

For UNITED WELT and
STITCH - DOWN SHOES

ASK FOR SAMPLES

THE KELLY METHOD

An Innovation in the Manufacture of Patent Leather Shoes.

Great interest has recently been evinced in a new patented method of lasting patent leather shoes now being introduced by a leading shoemaking superintendent, Mr. John A. Kelly of Philadelphia, Pa.

Everyone manufacturing patent leather shoes is aware of the expense, delay and annoyance resulting from cracks in the toe portion. It has been established conclusively that cracking is due to undue strain on the enamel coating of the leather during the lasting operation, immediately after lasting, or when the lasted shoes are carried from one place to another in the factory, at which time the strained enamel is exposed to atmospheric changes or temperatures, resulting in fine abrasions called "air cracks."

It is hardly necessary to recount the delay and expense to which shoe manufacturers are subjected in re-finishing cracked toes, such as the cost of materials and of the skilled labor required to remove the defective enamel and replace it with fresh enamel. The whole operation involves an increased cost conservatively estimated at not less than from 3 to 5 cents per pair. Nor is it expedient to remind manufacturers of the delay in shipping occasioned by re-finishing, nor to recount the annoyance to the dealer upon finding that the shoes carried in stock are at times rendered unsalable by the adhesion of the wrapping paper to the re-finished shoes, or the unsightly appearance presented at times by such shoes, making it necessary to ship at least part of the stock back to the manufacturer.

Notwithstanding the serious losses in both time and money occasioned by defective shoes, and of the many attempts made by skilled engineers in supplying re-finishing machines to the trade, no satisfactory solution of the problem has ever been presented until the advent of the KELLY METHOD.

Experience shows that very great economy is obtained by lasting in accordance with the KELLY METHOD, but to secure the results desired, the lasting and other operations must be conducted in accordance with a well defined mode of procedure.

For the past few months Mr. Kelly and his agents have been actively engaged in instructing others in the procedure necessary to carry on the work with the results that prominent factories in the East and West are now operating under the protection afforded by the KELLY PATENTS.

THE KELLY PROCESS ELIMINATES REFINISHING, together with the consequent delays to the manufacturer and the annoyance to dealers, to say nothing of the cost of materials and labor. The material required in the new method is easily and cheaply obtained, so that very great economy is effected by the very marked advance in the art.

T. G. PLANT CO. COMMEND IT.

Kelly Method Co., 2039 N. Park Ave.,
Philadelphia, Pa.

Boston, March 10, 1915

Gentlemen:—We have your letter of March 7th, inquiring as to our results in lasting patent leather shoes under your patented method.

We are very glad to report that there has been a substantial reduction in the amount of checking and cracking. Aside from the saving in cost of repairs, we feel sure that our trade will appreciate the improved condition.

Of course, like any other process, it requires careful attention and consideration to insure the best results. There is all the difference between success and failure in the handling of the proposition.

Yours very truly,

THOS. G. PLANT Co.,
by A. C. Grover,
Purchasing Agt.

THE KELLY METHOD CO.,

2039 North Park Avenue
PHILADELPHIA, PA.

ALL COMMUNICATIONS WILL BE PROMPTLY ATTENDED:

New Patents This Week.

Description and Claims Made for Them.

The patents issued during the current week are listed below, together with a brief description of each. Further information concerning them may be obtained through the office of American Shoemaking.

ARCH SUPPORTER, No. 1,134,108—To Michael F. Creahan; which consists of a bottom sheet of leather designed to fit in snugly on the bottom rear portion of the shoe having a cushion pad of cotton, wool or hair underneath the arch.

BUTTON HOLE SPACER and **Marker for Buttonhole Machines**, No. 1,134,966—To Alfred B. Wales; which consists of a mechanism adaptable to any button hole machine for marking the next succeeding button hole at a predetermined distance from the button hole being made.

SEAT TRIMMER, No. 1,134,874—To Andrew Laing; which consists of a semi-circular knife with the ends extended and opened to allow the easy introduction of the boot. When in the machine and ready for use, the boot is pushed backward into the encircling knife and the platform rising trims the seat of the outsole.

AUTOMATIC HEEL NAILING Machine, No. 1,134,279—To Benjamin F. Mayo; the object of which is the provision of a machine which, aside from supplying and removing a boot or shoe to be heeled and starting the machine, will be entirely automatic in attaching the heel.

LEATHER SPLITTING MACHINE No. 1,134,747—To William Bottomley Keighley; which simultaneously trims one edge of a piece of leather and splits it in a plane at right angles to the trimmed edge so that the two parts of equal thickness. It also includes means for turning one of such parts to cause it to lie in the plane of the other part, and thereafter pressing the completed piece to give to its parts a permanent set in a single plane.

SHOE IRONING APPARATUS, No. 1,134,264—To John S. Hansen; which consists of a form for the shoe, which can be rotated into different positions or may be locked in any position and an electrically

heated tool for ironing the shoe.

ARCH SUPPORT FOR SHOES, No. 1,134,804—To John P. Anderson; which consists of a socket attached to the under side of the arch of the shoe, into which the curved spring slides and is fastened at the heel portion by a hook. The spring can be removed and replaced or bent to meet the changing conditions of the foot.

PROTECTED FLEXIBLE Shoe Sole, No. 1,134,893—To Andrew Anderson; which consists of wire strands bent in zigzag form across the sole of the shoe, provided with projecting studs to prevent slipping.

MACHINE FOR AFFIXING Linings to Shoe Soles, No. 1,134,619—To John A. Kelly; which consists of a combined support and magazine over which the shoe is slipped so that the lining will be applied to the face of the sole without turning the upper. Also means for applying an adhesive to the topmost lining and means for feeding the linings successively to the adhesive applying mechanism.

LAST, Nos. 1,134,506, 1,134,505, 1,134,504, 1,134,503, and 1,134,502—To George E. Belcher; in which a predetermined adjustment of the last parts is secured to prevent difficulty in "breaking down" the last. By positioning a simple wooden or fibrous plug below the spindle and in the direct vertical line of thrust of the spindle the wearing away of the wood at the pivot pin and the splitting of the last is prevented.

SHOE HEEL, No. 1,134,383—To Ellis S. Helwitz and Arthur Lobel; which consists of a rubber heel having a stationary part of rubber and a part arranged to turn in order to present new wearing surfaces.

LASTING SHELL AND UPPER Protector, No. 1,133,281—To Chas. H. Nickerson; which may be formed of press-board or of sheet steel for Protector, No. 1,133,284—To Chas. has received the last. The main value of the invention is that the upper is drawn down to the last and held securely ready to make a stitch-down, turn or welt shoe without the use of an inner sole or the use of any tacks.

IF YOU WANT to sell Shoe Findings, Shoe Tools, or any Specialty in the Shoe Trade, let us have them.

It pays to deal with us, for we deal direct with every Shoe Manufacturer in Great Britain.

We are large buyers and quick sellers.

LIVINGSTON & DOUGHTY, Limited
American Importers LEICESTER, ENGLAND

HEEL PLATE, No. 1,134,494 — Jacob Solomon; the parts of which are so arranged that when subjected to wear, the plate must be entirely worn out before it becomes separated from the heel and the tread lift is recessed so that the plate may form a portion of its perimeter and be securely connected with the plate.

SHOE INSERTION, No. 1,134,389 —To Rudolf Lack; made preferably of vulcanized fibre with a hollow band forming an air supply pipe connected with it and spacing pieces of flexible non-compressible material arranged in the interior of the said hollow band.

DETACHABLE HEEL SECTION, No. 1,134,263—To Leon Hain; which is secured to the permanent heel section by means of screws, rivets, etc. and can be removed when worn and new sections substituted.

HOLD-DOWN FOR LASTING Machines, No. 1,134,253—To Matthias Brock; a device comprising a supporting arm and reversible pressing member which has two pressing faces that are formed to operate similarly on toes of different shapes.

SAFETY HEEL, No. 1,134,228—To Albert C. Rightor; consisting of an auxiliary heel or outer lift preferably of rubber or other resilient material and an anti-slipping device which can be rendered inoperative at the will of the wearer.

SHOE, No. 1,134,189—To Alonzo Frazer. By this method a separate inner sole is not required and the outer member of the lining of the upper and the outer sole are joined by driving staples through the upper and the upstanding abutment formed by combining the inner and outer sole.

NEWARK, (N. J.) NOTES.

—A certificate of incorporation has been granted to A. R. Anderson & Company, Arlington, which company was organized for the purpose of manufacturing shoe trees. The authorized capital stock is \$50,000, and the incorporators are A. R. Anderson, C. A. Moddrel and H. L. Merrick.

—O. T. Volger & Son, dealer in shoe findings at 253 Market street, reports that business is fairly good at present. Soles, heels, uppers and other leather articles are a little steadier in price than they have been for a number of months. The price of findings continue about the same. There is a little more of a demand for shoe brushes as the spring season opens. This is accounted for by the fact that with the advent of warmer weather, more shoe-blacks get out on the streets.

—A good business was reported by the O'Rourke-Cantelmo Shoe Manufacturing Company at 257 Market street.

THE LAST WORD

IN LEATHER FILLERS IS

1915 GUN METAL FILLER

for side or snuffed leather.

The smoothest, blackest finish yet produced.

A trial will convince you.

Made in two weights, Light, Sponge Process, Heavy for machine or ragging.

SAMPLE SENT FREE ON APPLICATION

Henry C. Hatch

BROCKTON

MASS.

Brockton and South Shore.

Trade, Notes, Personals, Etc.

—Shoe shipments from Brockton last week amounted to 10,437 cases, forwarded from shipping points as follows: Brockton Centre, 2943 cases; Montello, 3958 cases; Campello, 3535 cases. This is 4200 less than one week ago. One year ago the shipment was 12,962 cases; the total shipments to date amount to 191,195 cases.

—At the meeting of the Commercial Club of Brockton last Monday evening, ex-President Taft was the speaker, and gave a very interesting talk. Charles M. Park, of the P. B. Keith Shoe Co., and Joseph Hewett, of the E. E. Taylor Co. who are vice-presidents of the club, acted with L. R. Churchill, president of the club, as a reception committee. They went to Boston and accompanied Mr. Taft to Brockton in an automobile.

—At the annual meeting of the Brockton Savings Bank Corporation, the following men associated with the shoe business of the city were elected on the board of directors: Joseph Hewett, of the E. E. Taylor Co.; Fred H. Packard, of the Snell & Atherton Co.; William H. Emerson, of the Churchill & Alden Co.; Preston B. Keith, of the P. B. Keith Shoe Co.; Andrew Swansen, of the Brockton Co-operative Boot & Shoe Co.

—Fire in the unoccupied Herrod factory on Herrod avenue, Brockton, last Tuesday night, caused a loss of \$1500. It is valued at \$20,000, and until about six months ago was occupied by the Kelley-Buckley Co., who then moved into the new brick factory at Brockton Centre.

—E. W. Perkins has joined the J. E. French Co. as a member of the corporation. He will make trips to the West in the interest of the firm.

—J. Frank McElwain, of the W. H. McElwain Shoe Co. of Bridgewater, has taken a trip to Great Britain and the Continent, to make contracts for army shoes. His firm has filled several orders for army shoes of European nations now engaged in the war.

—Fred Morey has taken a position as foreman of the heel department at the factory of the W. L. Douglas Shoe Co. in Brockton, succeeding John Evans, who recently resigned his position.

—At the last meeting of the Brockton Association of Superintendents and Foremen, held last Friday evening, three applications

for membership was received. The series of lectures that have been held this past winter and spring have been very interesting and have been given considerable prominence in the news of the local papers.

NEW LEATHER HOUSE.

The Van Dyne-Hungerford Co. have recently incorporated under the laws of the State of Massachusetts for the purpose of manufacturing and selling leather, with the following officers: L. Everett Van Dyne, of Troy, N. H., president; L. C. Hungerford, vice-president and treasurer; and C. R. Piper, secretary. The new concern has leased the building at 567-569 Atlantic avenue, Boston, which will serve as the company's Boston office and warehouse.

The above mentioned officers are all well known factors in the shoe and leather industry and have been prominently connected formerly with other large leather houses.

Mr. Van Dyne is a tanner of long standing, with a plant located at Troy, N. Y., under the name of E. Van Dyne Sons, manufacturers of sole leather. The new organization will handle the product of this tannery and also will act as selling agents for the Breithaupt Leather Co., Ltd., Berlin, Ont., Can. These lines embrace the better tannage of oak union, hemlock sole and offal leathers.

Lewis C. Hungerford was formerly manager of the Osgood-Hungerford Co., located at Congress street, Boston, and is one of the most well-known men among buyers in the shoe trade, his experience covering a period of twenty-five years.

The secretary of the company, C. R. Piper, was an officer in the Geo. James Cut Sole House, which company he organized and established.

GERMAN LEATHER IN LYNN.

A carload of patent leather, made in Germany, recently arrived in Lynn, Mass. It is being re-sorted and distributed among manufacturers of Lynn and New England.

KID LEATHER COMING BACK.

There are signs of a rush on black kid shoes for the fall and winter, according to some Lynn manufacturers. They say that the shoe trade is wearying of the excess of colored shoes, and that it will get back to a more conservative basis in the fall.

THIS MACHINE

is now the universal standard
for folding all parts of
shoe uppers.

Makers of
the
finest
Grade
Shoes
are
among
its
satisfied
users.



Turns
over
seams
and
back
stays.
Makes
perfect
blucher
corners.

Rapid Hand Method Folding Machine — Model B

Five of the largest manufacturers have adopted it exclusively, using a total of 62 machines.

Do not the above facts warrant a 30 day trial order?

P. R. GLASS COMPANY

205 LINCOLN ST., BOSTON

Haverhill Happenings.

Trade Notes, Personals, Etc.

—William H. Hanscom, salesman for the Boston Blacking Co., has resigned his position. Mr. Hanscom looked after the tap sticking end of the business, which he formerly owned in company with F. O. Marble, also of Haverhill, selling their interests, including their cement business, to the Boston Blacking Co. in August, 1914. He is choosing between two good offers and will state his decision shortly. He was formerly with the U. S. M. Co. as roadman and also in charge of the heeling department of the Haverhill office of the company previous to his position as salesman.

—Melvin Shaw, formerly of Haverhill, is again back, having accepted a position as foreman for the Emerson-Pennington Co. in their lasting room. Mr. Shaw was foreman formerly for the A. J. Bates Co. at Webster, Mass., and with the Burley & Stevens people of Newburyport, going from the latter position to St. Louis.

—The Hartman Shoe Co., Wingate street, are about to increase their business in a substantial manner, having bought out the machinery, shafting and fixtures of Charles Hoyt & Co., recently retired. They are already making a new line of McKay shoes in the rooms formerly occupied by the Hoyt Co. They are equipping for over 500 pairs daily of turned shoes, and their other new McKay line will exceed 600 pairs. They formerly had their McKays made in contract shop but will make both lines under one management in the same shop. Mr. Freling, who has full charge of the turned department, will also look after the McKays. They have started and will be soon moving to their

full capacity and will retain their former rooms above, which will serve as packing and shipping rooms.

—It has been stated that a certificate of incorporation has been granted to the Nichols Shoe Co. of Newburyport, Mass., two of Haverhill's business men being officials of the organization. John B. Nichols is treasurer and Perley C. Blake, a director, both of Haverhill; and Edward G. McManis of Salem is president. The company is capitalized for \$10,000. The stockholders are, Mr. Nichols, 50 shares; Mr. Blake, 30 shares, and Mr. McManis, 10 shares. Messrs. Nichols and Blake are well known as substantial men of business, and success is looked for through their ability.

—A serious fire threatened the large shoe plant of Chas. F. Fox, Inc., early last Saturday morning, the automatic alarms summoning the fire department at 4 a.m. The fire loss was small, but damage done by water will amount to \$40,000. The fire started in the supply room of the stitching room. The factory started up Monday, April 13th, as usual. This is one of Haverhill's banner shoe concerns, being the largest producers of turned shoes in the city.

—The Haverhill Association of Superintendents and Foremen, at their regular meeting, reported that everything was completed and will be ready to receive their guests on April 17th, when their annual banquet will be held. No lecture was given on the special shoes that are being made. After the banquet this matter will be gone into with the usual activity that exists in the Haverhill Association.

Millimeter Gauge for Measuring Sole Leather

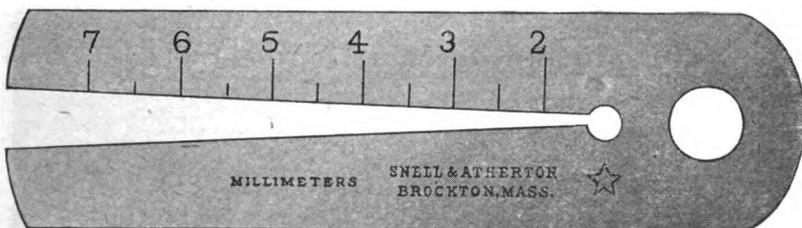


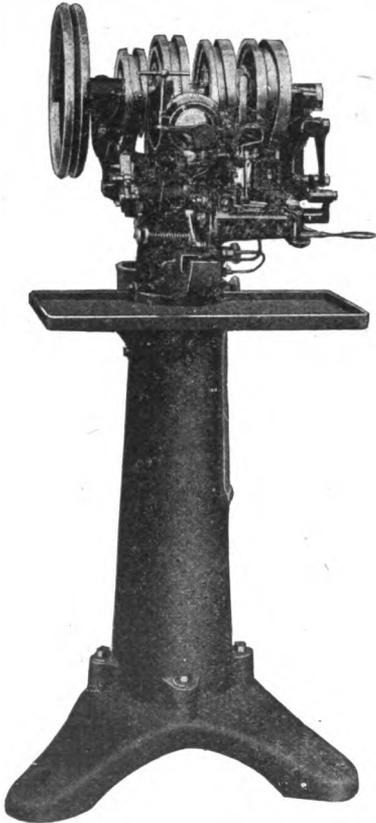
Fig. 24M

Graduated in Millimeters on one side and 48ths of an inch on the other side.

75c Each

SNELL & ATHERTON Inc., BROCKTON, MASS.

Getting a Profit On Your Shoes



The Universal Rapid
Lock-Stitch Machine

is made easier by adopting

**Universal
Non-Royalty
Shoe Machinery.**

You can manufacture welts,
imitation welts or stitch-
downs at less cost with—

**Universal Outsole
Rapid Lock-stitch
..... Machine**

Also adapted for fair stitch
work of all kinds.

Our Machines Are a Demonstrated
SUCCESS in MANY FACTORIES.

Universal Shoe Machinery Co.

3741 Forest Park Bvd., St. Louis, Mo.

Industrial Information

New Enterprises and Changes in the Trade

READING, PA.

Among the charters recently granted is one to Theodore M. Koppelman, Charles L. Hoffman and Brainerd L. Miller for the incorporation to be known as HENRY McWILLITS, Inc., the character of which is to carry on the business of boot and shoemakers. The capital is \$5,000. Theodore M. Koppelman is treasurer.

PHILADELPHIA, PA.

The STERN BROTHERS LEATHER CO., dealers in scrap leather, are moving from 305 Race street to 211 North 3rd street.

ST. PAUL, MINN.

BLUMENSTEIN & O'GRADY, soft sole shoe manufacturers, recently located at 163 St. Paul street, have moved their business to 183 St. Paul street.

LYNN, MASS.

It is reported that the THOMAS G. GOTSHALL SHOE CO. will move from Lynn to Boston.

T. A. KILEY & CO. deny a report that they plan to move, but admit that they have examined factories outside of this city.

BRONX, N. Y.

A certificate of incorporation has been filed by the ESTABROOK & SIMMONS SHOE CO., with a capital stock of \$5,000. The incorporators are Wm. H., Geo. L., and Geo. H. Estabrook.

NAPA, CAL.

It is reported that the organization of a co-operative shoe factory is under contemplation by those who were employed in the EVANS shoe factory, which was obliged to suspend operations owing to financial stringency.

LEBANON, PA.

A contract has been given for the erection of a new shoe shop for JAMES BUTCH. The building is to be a frame structure and situated at Schaefferstown, next to First National Bank.

LOS ANGELES, CAL.

The CARL NELSON SHOE CO. has recently been organized and capitalized for \$10,000, with Carl Nelson, J. Prior and Frank Belcher as organizers.

PROVIDENCE, R. I.

The firm of POWERS-DUNDAS CO., who have been manufacturing shoes in this city about three years, and who moved their business to Central Falls, R. I., about a year ago, were recently declared insolvent and the business placed in the hands of two receivers, Mr. Norman Case of Providence, R. I., and Mr. Chester Burnham of North Brook-

field, Mass., being appointed with power to finish up the work in process in the factory and dispose of the business to best advantage. The receivers have secured the services of Mr. G. D. Rathbun, who was formerly a foreman in the factory, to take charge of the finishing up of the shoes, etc.; about 9,000 pairs in all. They expect it will take about two weeks to close everything out.

DERRY, N. H.

—Shoe conditions in Derry hold good. Most of the firms are working to their full capacity.

—The Emerson-Pennington and the Derry Shoe Co. or the Walton factory are turning 13,500 pairs daily.

—It is stated on good authority that the Woodbury Bros. will remain in Derry and a new factory will be built especially for their use. Negotiations were made for a part of the factory of the Nutfield Shoe Co. This, however, could not be secured at present. However, it is said a new building will be erected and that the firm will remain in Derry.

Moulded Sandpaper

— FOR —

BUZZELL TIP SCOURER
BUZZELL BUFFER
BUZZELL HEEL BREAST
SCOURER

And for all kinds of Wheels and Rolls.

Our Method of Recovering Buffing Rolls and Heel Wheels Guarantees Satisfaction.

We also Sell Felt, Shoe Machinery and Factory Supplies.

J. G. BUZZELL & CO.
102 High St. - Boston, Mass.

In and About St. Louis.

(From Our Special Correspondent)

—Harry McLane, of the Excel Supply Co., has returned from a three days' trip through Northern Illinois. He says his orders amounted to more than twice the amount of his former trip two months ago. This is encouraging news, and is proof that the manufacturer has faith in the prosperity of the future.

—A rumor has been making the rounds in shoe factory circles to the effect that the Brown Shoe Co. is going to have a shake-up or reorganization. It is said Albert Thies, 2nd vice-president; J. W. D. Scott, sales manager for the firm; and Albert Frazier, general manager of the factories, are to retire. J. C. Boyd recently retired from the firm and is one of the organizers of the Boyd-Welsh & Fox Shoe Co.

—The Peters Shoe Co. made a gain in sales of over \$10,000 for the month of March, compared with March a year previous. This is more proof that times are improving.

—Chas. Milliage, formerly with the Burrow, Jones & Dyer Shoe Co., but more recently with the Hamilton-Brown Shoe Co., is now general manager of the Boyd, Welsh & Fox Shoe Co.

—Chas. Christensen, formerly foreman of the finishing, treeing and packing room in the Kansas City factory of the Brown Shoe Co., has accepted a position as manager of the United Shoe Stores here.

—Most of the large firms here have dispensed with their quality men in order to cut down expenses while the factory is operating at less than half capacity. They are each holding the superintendent accountable and expect him to hold down both places in their factory until conditions improve. At the present time few factories are making any money. After the expenses incidental to operating, factory rent, taxes, fire and tornado insurance, employes' insurance and interest on the investment, are counted and deducted from the actual sales, there is little or nothing left for profit. At present some factories show a loss. There are some factories that made a gain the past two weeks, and most all have received orders to increase the output.

—Thomas Nolan, who for a number of years had charge of the turn department in the Peters Shoe Co. factory, resigned about ten days ago. Mr. Nolan had been with the firm so long that he was looked upon as a part of the firm. As the head of the turn department he built a shoe that made a reputation for Peters' turn shoes all over the Southwest.

Few foremen can be found who possess more practical and technical shoe knowledge than Mr. Nolan.

—To the firm that desires to expand and increase its business in a new field, the time seems opportune now to advertise; publicity now is worth more than after prosperity has returned, for the fact that people pursue the course of the least resistance and are apt to travel in the old rut and buy where they formerly did. Publicity now will give them time to think and judgment passed is not very apt to be changed.

—Thomas Murphy, formerly foreman of the bottoming room in the Columbia factory of the Hamilton-Brown Shoe Co., has accepted a position as superintendent of the Thompson Shoe Co. at St. Paul, Minn.

—J. D. Buckingham, for a number of years auditor, cost and system man for the Hamilton-Brown Shoe Co., has resigned.

—Caleb B. Kimber, superintendent of the American Lady factory of the Hamilton-Brown Shoe Co. until five months ago, is now connected with the International Shoe Co. at Jefferson City, Mo. About six weeks ago he opened a retail shoe store in the fashionable West End, but sold it recently.

—Last Tuesday was election day and most of the factories closed for half a day, to give the employes a chance to vote, and because of the fact that little is accomplished when excitement runs high. During the baseball season when the big teams play here the factories operate on 75 per cent efficiency, and that with difficulty many times.

—A. Cox is the new foreman of the lasting room in the Hambro factory of the Hamilton-Brown Shoe Co. at Union, Mo. It was erroneously reported the room was in charge of M. Clark. Mr. Clark has charge of the bottoming room in the same factory.

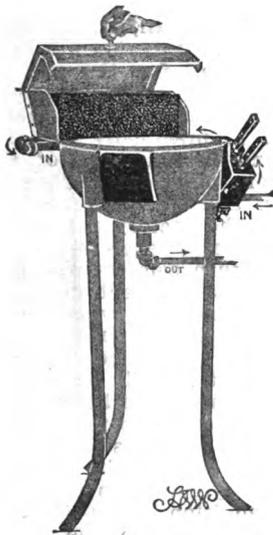
—Mr. Plouffe, foreman of the making room of Knipe Bros., Ward Hill, Mass., has resigned his position. Mr. Plouffe came from Braintree, where he held similar positions. Theodore Benard takes Mr. Plouffe's place and has charge of the McKays as well as the Goodyears. Mr. Benard comes from the firm of Marston-Basker, where he held the position as superintendent, being superintendent for C. S. Marston, Jr., for some years previous to their merging into the Marston-Basker Co.

EUREKA BOTTOM FILLER

Not An Infringement

The following decision has been handed down by the Federal Court

In Favor Of THE KENO SUPPLY CO



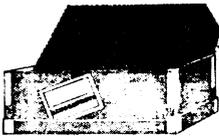
Referring to the formula the court says,

"As to the alleged infringing compounds Exhibits 36, 37 and 38 (Eureka bottom filler) I must hold that, the plaintiff fails to prove that in them well known equivalents are substituted for the ingredients of the patented compound, or that they infringe the patent in suit.

The supplementary bill is therefore to be dismissed with costs."

Referring to the kettle and devices for applying, the court stated,

"In bringing the separate devices together as above, I think that nothing beyond ordinary mechanical skill was required, and nothing that can fairly be called invention is involved. I am obliged to consider this patent invalid for want of patentable invention."



EUREKA BOTTOM FILLER SAVES 25%
over present cost of filling bottoms and produces better results.

It goes farther. ¶ Can be applied faster. ¶ Will not crawl.
¶ Dries quickly. ¶ Runs absolutely uniform, always producing perfect results. Let us prove these claims by a demonstration in your factory.

KENO SUPPLY CO.

BROCKTON . . . MASS.

Auburn Maine Events.

From Our Own Correspondent.

—Much interest is taken by the local superintendents and foremen in the annual banquet of the Haverhill Association of Superintendents and Foremen, which is to be held on Saturday, April 17, and at the present time the indications are that a number will leave here at noon of that date for the week-end in Haverhill and Boston, returning on the following Monday. Mr. E. W. Morphy, of Haverhill, will entertain a party of his former associates of the Lunn & Sweet Shoe Co. during their visit with the Haverhill brethren.

—Friends of Sylvanus Jones, formerly in charge of the turn lasting room in factory No. 1 of the Lunn & Sweet Shoe Co., have received a communication saying that he is very pleasantly located in the same department in the Utz & Dunn Co. at Rochester, N. Y.

—Robert H. Union, a former shoe manufacturer at Marblehead, and Salem, Mass., died at his home in Waterville, Me., April 4th, aged 51. Mr. Union retired about twelve years ago and bought a farm just outside the city of Waterville, which became one of the attractive places of this part of the state for lovers of the best in live stock and poultry.

—George H. Cusick, assistant to the sales manager, with the Lunn & Sweet Shoe Co., retired April 2nd, returning to his home at Somerville, Mass. After May 1st Mr. Cusick is to locate with another company in the capacity of sales manager.

—Chas. Hancock, of the making department of the Foss-Packard Co., will entertain a party of friends with an automobile trip "up state" for the week-end, and return on Patriots Day.

—Bell Bros. Co. of Salem, Mass., have recently visited Norway, looking over the position of the Radcliffe Shoe Co.'s factory, now occupied by the Carroll, Peabody & Jellerson Co.

—Eugene Codare, formerly with the Lunn & Sweet Shoe Co., in their stitching room, has purchased the place in Hallowell, Me., known as the Factory Boarding House. Mr. Codare, it will be remembered, fell on the elevator at the Johnson Bros. factory in Hallowell about two years ago, and although he has resorted to several surgical operations in Maine and Boston hospitals, is now only able to move about with the aid of crutches and only for very short distances. While in Auburn he made many friends, who have felt very keenly his affliction.

—The factory of Fitz Bros. Co., last makers, has had one of the busiest seasons for some years, and

has been obliged to operate nights so that shipments might go forward on time.

—Wilbert V. Robbins, general superintendent of the Lunn & Sweet Shoe Co., has been confined to the house for the past ten days with a severe attack of the grippe, nearly approaching pneumonia.

—A representative of the Crosssett Shoe Co., Abington, Mass., was in the city during the past week inspecting the factory of the National Shoemakers at Lewiston. This factory has not been occupied since the Bartels & Thelan Co. moved to Chelsea, Mass.

—Chas. W. Small, of the local office of the U. S. M. Co., has been in Ellsworth, Me., for the past two weeks installing new machinery for the Ault-Williamson Co. of that city. The firm is practically in its first season and is composed of C. W. Williamson, president; Chas. Ault, treasurer, and P. B. Russell. Mr. Russell is the factory man and has had a wide experience in the manufacture of turn comfort shoes. They are making at present about fifty dozen pairs per day, which is about the capacity of the factory which they occupy. It is very probable that an addition will be built during the summer months, which will give them floor space to much more than double their present output.

Chas. B. Goldthwaite is making extensive improvements in his home by the addition of a large sun piazza and a new garage.

DEATH OF MRS. SARAH FIELD LAWRENCE.

Sarah Field Lawrence, wife of Mr. A. C. Lawrence, died on Saturday, April 10th, after a short illness.

Funeral services were held at the Emmanuel Church and were attended by a large number of Mr. Lawrence's friends in the trade, and by a large delegation from his associates in the A. C. Lawrence Leather Company of Boston.

WANTED

Women's Last Model Maker with New York experience. A rare opportunity for a young man with the "pep," willing to locate with a firm near Boston. The right man will be given an interest in the business. All applications confidential. Address 4908-T, care of American Shoemaking.

MR. RICHARD P. MORTON.

Mr. Richard P. Morton, who for the past ten years has been auditor of the United Shoe Machinery Company, died at his home on Beacon street, Brookline, Mass., on Saturday, April 10, after an illness of some weeks' duration—the immediate cause of death being disease of the heart.

Mr. Morton had an engaging personality which endeared him to a wide circle of friends, not only in Boston, but in the principal cities of the United States and Canada.

As a boy he entered the employ of the Singer Sewing Machine Company in New York City, and, after passing the various stages of their employment, became general manager of the Canadian business of the company with headquarters in Montreal. Having acquired an interest in a large wall paper concern, Mr. Morton returned to New York City, where he remained until he accepted the important position which he afterwards filled so acceptably with the United Shoe Machinery Company.

Mr. Morton is survived by a wife and one daughter, Mrs. T. M. Claflin, of Brookline.

The simple, yet impressive, services of the Christian Science Church were held at his late home on Tuesday afternoon at two o'clock. The offices of the United Shoe Machinery Company were closed during the funeral and a large number of the officials and Mr. Morton's late associates were in attendance. The floral tributes were many and very beautiful. The interment was at the Forest Hills Cemetery.

CHANGES IN SUPERINTENDENTS AND FOREMEN.

—Sam Queen, foreman of the McKay lasting room of the Hilliard & Tabor factory, Haverhill, has resigned his position and ended his duties on Saturday, April 3rd. Mr. Queen was with this firm two years, coming from Lewis Labonte Co. (firm retired from business). His place will be taken by Mr. Howe, who had charge of the Goodyear lasting, and will take charge of the both rooms.

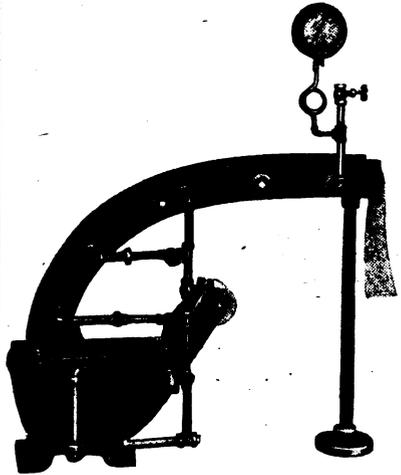
—Geo. B. Turner, foreman of the Goodyear department of the Gale Shoe Co. of Portsmouth, N. H., will end his duties with that firm on April 10th, to accept a position as general foreman for William Pfeiffer & Co., Natick, Mass., and will start up a line of Goodyear welts on men's work for this firm. They will continue their McKay work, their Goodyear line being an addition. Mr. Turner is a well-known foreman and superintendent, having held positions in Nashua, Haverhill, and Newburyport.

—Marshall Berry, superintendent

**WHEN YOU USE
Clifton Gem Duck**



**with the
Clifton Machine**



**You are Assured of
Perfect Gem Inner Soles**



Write us for information regarding the Clifton Process.

Clifton Mfg. Company

**65 Brookside Ave.
BOSTON - U. S. A.**

for Burley & Stevens of Newburyport, has resigned his position. He came to this firm from the W. H. McElwain & Co. factory at Bridgewater, it is stated. He will go to the Brockton district, but it is not known with what firm he will locate. He will be succeeded by Chas. P. Lawrence of Haverhill. Mr. Lawrence is one of the best known shoe men in this section, resigning his position with the Baker-Carpenter Co. at Portsmouth, N. H., recently to accept this position. He was formerly employed as superintendent for this firm.

—Mr. Stirling, of Portland, Me., has accepted the superintendency of the Baker-Carpenter Co. at Portsmouth, N. H., taking the place vacated by the resignation of C. P. Lawrence.

—William Teed, making and lasting room foreman of the Cassaboom Shoe Co. of Amesbury, Mass., has severed his connection with that firm and has accepted a position with the Emerson-Pennington Co., Haverhill, Mass. His former place is taken by Frank Tucker of Exeter, N. H. Mr. Tucker was formerly of St. Louns, where he held positions as foreman for the Roberts, Johnson & Rand Shoe Co. for four years, and the Brown Shoe Co. for three years. He was also superintendent for the Roland-Baker Co.

of Portsmouth, N. H., resigning to accept a position with the U. S. M. Co. Mr. Tucker assumes charge as general foreman.

FOREIGN TRADE OPPORTUNITIES.

(Addresses may be obtained by addressing the file number care of Bureau of Foreign and Domestic Commerce, Washington, D. C., 752 Oliver Building, Boston, Mass., or any of its branch offices. Shoemakers' supplies, No. 16283.

—An American consular officer in Brazil has transmitted a number of samples of paper board which is used in the manufacture of shoe heels. The board from which these samples are cut measures 1 meter by 70 centimeters by 4.763 millimeters, weighing 5.5115 pounds. The consular officer asks that he be immediately informed as to whether this commodity can be obtained in the United States. Prices f. o. b. New York, and full information should be sent at once. The samples may be examined at the Bureau of Foreign and Domestic Commerce or its branch.

Boots and shoes. No. 16089.—An American chamber of commerce in a foreign country writes the Department of Commerce that one of its members is desirous of representing American manufacturers of high-grade boots and shoes.

CEMENT POTS

Old Style and New Style.

New Style

Small, 1 1/2 Pkts.

Two Sizes

Large, 1-2 Galbs.

ADVANTAGES:

**IT IS CHEAP
IT SAVES CEMENT
IT IS ABSOLUTELY FIRE-PROOF
AND SAVES INSURANCE**



New Style, Open.

Write for Circular
and Prices.



Closed.

THE ROSS-MOYER MFG. CO.

CINCINNATI, O.
634 Sycamore Street
CHICAGO, ILL.
38-40 LaSalle Street.

BOSTON, MASS.
205 Lincoln Street
ST. LOUIS, MO.
1423 Olive Street.



TRADE WANTS



MANUFACTURERS and SUPERINTENDENTS can usually obtain very satisfactory foreman and workmen for various departments through this department.

Advertisements listed under "Help Wanted" and "Position Wanted" are printed at the rate of 2 1-2 cents per word for one week; 5 cents per word for two weeks; 6 cents per word for three weeks; 7 cents per word for four weeks.

Advertisements to appear in this department must be in this office by Thursday morning to insure publication.

POSITIONS WANTED.

POSITION WANTED by experienced treeing, dressing and packing room foreman with Eastern and Western experience. Medium and fine grade shoes. Will go anywhere. References. Address 1322, care of American Shoemaking.

POSITION WANTED by sole leather room foreman, experienced on women's, misses' and children's McKays, welts and turns; thoroughly understands cutting, sorting and stock fitting. Can operate and repair all machines in this department. Address 822, care of American Shoemaking.

POSITION WANTED as foreman of making room by a thoroughly practical shoemaker with experience as foreman in New England factories on McKays, turns and welts. Best of references. Address 1704, care of American Shoemaking.

POSITION WANTED—An expert cutter on ladies' shoes desires position as cutter, instructor of cutting leather or shoe sorting. Has had extensive experience in this line and can give valuable service. Fifteen years' Lynn training. Highest of references as to ability; strictly reliable; will go anywhere. Address 1929, care of American Shoemaking.

POSITION WANTED — Stitching room foreman, 35 years of age, experienced on all grades, is now open for a position, and one who is also a first-class machinist and competent to teach green help. References. Address 404, care of American Shoemaking.

POSITION WANTED—A practical bottoming room foreman on welts, turns and McKays, women's, men's or children's, wants position. Address 1014, care of American Shoemaking.

MR. MANUFACTURER—Do you want a man with 10 years' experience in making room on welts and McKays, as foreman or quality man. Abundant references. Address 710, care of American Shoemaking.

POSITION WANTED as manager or superintendent on welts, turns or McKays. Medium grades. Address 624, care of American Shoemaking.

POSITION WANTED — Treeing and packing room foreman desires position. Has had seven years' experience; young, industrious man; understands treeing and repairing thoroughly, and can teach green help and get results. Men's or women's high or medium grade shoes preferred; will go anywhere. Can give references. Address 1617, care of American Shoemaking.

POSITION WANTED by lasting room foreman, capable of running and repairing any machine and of breaking in new help. Experienced on men's and women's welts and McKays. Best of references. Address 6212, care of American Shoemaking.

MR. MANUFACTURER: Can you use a practical superintendent on welts or McKays? Eastern and western experience. Up to date in all details of manufacturing and can produce snappy lines at close figures. Will locate anywhere. Address 1320, care of American Shoemaking.

POSITION WANTED—Stitching room foreman, experienced on men's fine and medium shoes, is desirous of obtaining a position; eastern and western experience. Address 1926, care of American Shoemaking.

POSITION WANTED — Making and finishing room foreman desires to make change; experienced on either McKays or turns; practical man with 20 years' experience and is expert on heels, edges and bottoms. References. Address 1319, care of American Shoemaking.

POSITION WANTED as foreman of treeing and packing room by young man with best experience. If you are not getting quantity and quality, you should. I believe I can help you as I have others. Address 321, care of American Shoemaking.

POSITION WANTED as cutting room foreman by a man 37 years old. Is an expert cutter and instructor; good executive ability and ambitious; will go anywhere on trial. Address 322, care of American Shoemaking.

POSITION WANTED as assistant superintendent, quality man or as foreman of making room. Practical experience from lasting to packing. Address 1321, care of American Shoemaking.

EXPERIENCED ON ARMY WORK.

POSITION WANTED as foreman of making room by man experienced on men's welts in leading New England factories. Has had charge of army work from lasting to finishing. Address 1616, care of American Shoemaking.

POSITION WANTED as foreman of welt department or making room. Expert knowledge of all machines in welt department. Capable of teaching green help. Experienced as foreman. High class references. Address 2307, care of American Shoemaking.

POSITION WANTED — Young man thoroughly experienced in shoe factory office work desires to take up cost work and would gladly work for a small salary for the privilege of learning this in some good reliable progressive place. Address 1924, care of American Shoemaking.

POSITION WANTED as cutting or stitching room foreman, or assistant superintendent. Ten years in executive positions on both men's and women's work. Is an expert on upper leather, experienced buyer and has exceptional executive ability; desires to locate with a progressive firm; position of more importance than salary. Willing to go anywhere. Address 316, care of American Shoemaking.

RIISING PRICES IN ENGLISH BOOT TRADE.

(Extract from the London Times of March 16, 1915, submitted by Commercial Attache A. H. Baldwin, London.)

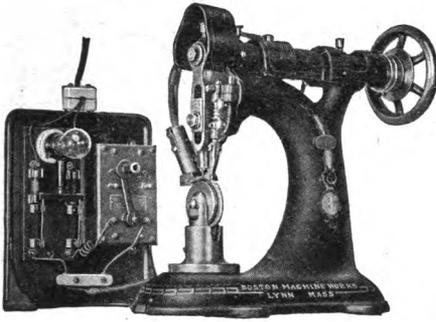
The rise in the price of boots and shoes, which is likely to be maintained, is due to the entirely new conditions in the boot trade created by the war. Every type of manufacturer, from the producer of children's slippers to the maker of heavy shooting boots, is now turning out heavy boots for soldiers. The normal stocks of leather are thus being diminished and no supplies are coming from France or Germany; and in addition, the opportunities for the manufacture of ordinary boots grow less every day.

Already a number of retail boot sellers have appreciably raised their prices. Some who previously sold a cheap boot at a fixed charge of 16s. 6d. (\$4.02) have increased it by a shilling (24 1-3 cents); those who retailed different qualities of boots have increased the price of the heavier varieties by as much as 5s. or 6s. (\$1.22 or \$1.46). It was thought in the trade recently that, while ordinary boots must increase in price, for the time being light leather would inevitably accumulate to such an extent that when trade returned to its normal conditions prices would fall heavily. Owing to the great demand, however, two light soles are now being used for the military boot instead of the single heavy one, so that stocks of the light leather ordinarily used for civilian boots are also diminishing, and its price must continue to rise. According to a trade authority, the normal output of boots and shoes of all types is about 120,000,000 pairs a year. At the present moment about 500,000 pairs of soldier's boots are being made each week. As even boots of this type can be entirely worn out—beyond possibility of repair—after two or three months of active service, the making good of the wastage alone has an appreciable effect upon prices at home.

—The "Quality" safety flange die, made by J. E. Knox & Co. of Lynn, has been exhibited in several of the Safety First Expositions throughout the country, and at the Second International Exhibition of Safety and Sanitation held under the auspices of the American Museum of Safety at Philadelphia, last September, special commendation was given this particular die.

—P. J. Troy, who has been in charge of the stock fitting department of the Falconer & Feeley Co., Epping, N. H., has resigned his position and returned to his home in Exeter, N. H.

New Electric Ironing Attachment FOR Boston Power Seam Presser

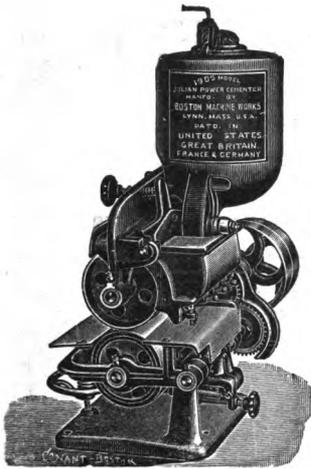


Irons out cloth seams. Takes its heat from the regular light service. Includes switchboard and rheostat for regulating the heat. Capacity 150 to 200 dozen pairs daily. Greatly improves

appearance of shoe. Eliminates hand work.

Attachment can be applied to any Boston Power Seam Presser.

The Best Investment you can make for the fitting room.



Julian Sole Cementer

Saves so much labor and cement that it is a recognized necessity in every perfectly equipped factory.

Boston Machine Works Company

LYNN, MASS., U. S. A.

ST. LOUIS, MO.

CINCINNATI, OHIO

MILWAUKEE, WIS.

INVISIBLE EYELETS

We are now prepared to accept orders for Samson, Perfection and Universal Eyeletting Machines to be altered to use our device for inserting "Invisible" eyelets at one operation after undertrimming.

Terms: \$100.00 per machine for alterations.

United Shoe Machinery Company

EYELETTING DEPARTMENT

205 Lincoln Street,

BOSTON, MASS.

"VICTOR" FLEXIBLE

(Trade Mark Reg. U. S. Pat. Off.)

"ANTISEPTIC" INNERSOLING

(Trade Mark Reg.)

Has actually convinced shoe manufacturers that it is as durable as the best of leather.

For all grades of McKAY shoes, including the heaviest.

Send for sample of our

SPECIAL DOUBLING

which enables you to use up all your light leather insoles.

We make a specialty of single, double and three-ply Buckram and Canvases.

Write for Prices and Samples.

FRANK W. WHITCHER COMPANY

MANUFACTURERS

BOSTON and CHICAGO, - U. S. A.

RED LETTER LIST



PEERLESS SPECIALTIES

Rapid Eyeletter, Gang Eyeletter, Automatic Perforator, Universal Skiver, Peerless Folder, Improved Tip Press, Economy Fold Cementer, Duplex Fold Cementer, Automatic Scourer, Rapid Paster Button Sewing Machine, Rapid Inker, Eyelets of All Kinds, Shoe Buttons.

PEERLESS MACHINERY CO.

St. Louis,

Chicago,

Rochester,

Lynn,

Boston, Mass.

Cincinnati



ADAMS CUTTING DIES



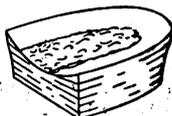
Guaranteed to Cut Straight
Fit-Patterns Perfectly
and Stand Up Better
than any Dies made.

Successor to A. M. HOWE
(Established 1857)
Worcester, Mass.

JOHN J. ADAMS,

Heels and Heel MACHINERY

Piced Nail-less Heels
Our Specialty.



Campello Nail-less Heel Co.

19 TRIBOU ST.

BROCKTON, MASS.

SHOE BUTTONS

**Strong — Uniform
Good Finish**

HARDMAN BUTTON CO.

Factory and Office: BEVERLY, MASS.

“SHOE FACTORY BUYERS’ GUIDE”

A list of firms selling shoe factory Supplies, classified according to the product.
3 1-4x6 1-4. 230 pages. Should be in the hands of every buyer in the Shoe Factory.

Sent free to new subscribers to American Shoemaking.

Novelty Edge Protectors

Save money in the packing room
Make tip repairing easy.
Keep fair-stitching and edges clean

NOVELTY SELLING CO.

67 Essex Building, Boston, Mass.

VULCO-UNIT BOX TOE

Process Pat. Jan. 12, 1904
Process Pat. Aug. 19, 1913

Pat. Jan. 12, 1915
Pat. Jan. 12, 1915



Largest sale of any Box Toe in the world because of its superiority in every respect.

Effects economies for the shoe manufacturer in labor and materials.

Gives great satisfaction to the wearer because it is sweatproof and waterproof and preserves style of last till shoe is worn out.

BECKWITH BOX TOE COMPANY

108 LINCOLN ST., BOSTON, MASS.

G. W. KIBBY & CO,
Chicago St. Louis

GEO. A. SPRINGMEIER
Cincinnati, Ohio

Acme Backing-Plumping Cloth

Plumps—Reinforces—Fortifies—all kinds of Upper Leather and Cloth.

We manufacture it in many qualities, for all kinds of work at various prices, from the cheapest up.

For **plumping, saving, smoothing out, thin, wrinkled parts** of Skins, it has been a source of help and profit to leading American Shoe Factories for many years, while making Shoes longer lived and shape retaining; it **Prolongs Shoe Life**; some call it "Shoe Life Insurance."

It is easily applied, like Ironing a Handkerchief, requiring little heat. Boys and Girls do the work. Samples and teacher free; we invite correspondence: we supply Special Formulae for special problems.

PETERS MANUFACTURING CO.

304-310 East 22nd St. Backing Cloth Specialists 43-53 Lincoln St.
NEW YORK 3 Generations. BOSTON, MASS.

AMERICAN SHOEMAKING

THE RED BOOK

Volume LV No. 4

April 24, 1915

The Keith System
for sticking taps
and making
squeakless shoes.

Irving L. Keith
Haverhill, Mass., U. S. A.

PUBLISHED EVERY SATURDAY

AMERICAN SHOEMAKING PUBLISHING CO.

683 Atlantic Avenue, Boston, Mass.

Best Results in the Lasting Room,

no matter what system of lasting
you employ, are secured by using

Standard Waterproof Box Toe Gum

The efficiency of the "Unit System"
of lasting is greatly increased by
its use. Largest and most success-
ful manufacturers are satisfied
with the results secured from the
use of Standard Waterproof Gum.

*Tell us the conditions in your fac-
tory and we will tell you how to
use this gum with any system of
lasting.*

STANDARD STAIN & BLACKING CO.

DANIEL F. SHARKEY, Manager.

LYNN, MASS.

CINCINNATI, OHIO

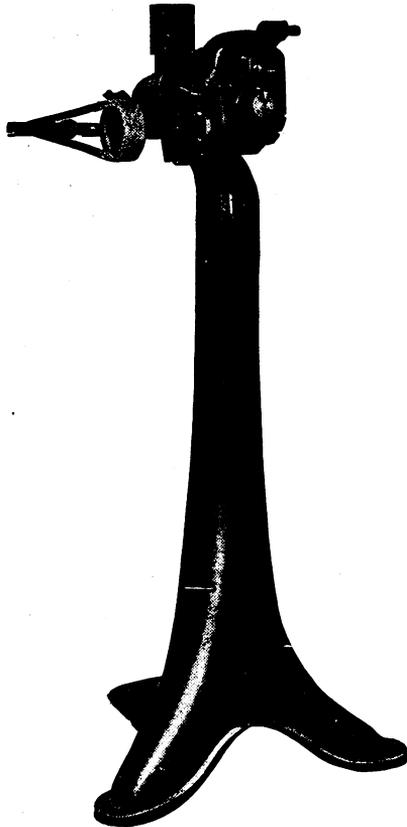
MONTREAL, CANADA

Canadian Factory and Store

703-705-707 Lafontaine St., East, Montreal

PATENT LEATHER REPAIRING MACHINE.

MODEL A



For applying filler to cracked or damaged patent leather tips or plain toes. Performs by power an operation which has always been performed by hand heretofore.

More and better work can be done than is possible by the old method. Sticking of shoes in the carton and peeling of repaired tips are practically eliminated.

The bottle of filler is inverted in an air-tight reservoir, which prevents evaporation, and it has been demonstrated that a bottle of filler does two-thirds more shoes when machine is used.

The daily capacity of the machine is from 50 to 100 per cent greater than that of hand labor.

A most desirable machine for the manufacturer who aims at the highest quality.

United Shoe Machinery Company

General Department

BOSTON . . . MASS.

Why Spoil Shoes and Lose Orders



By trying experiments with your patent leather.

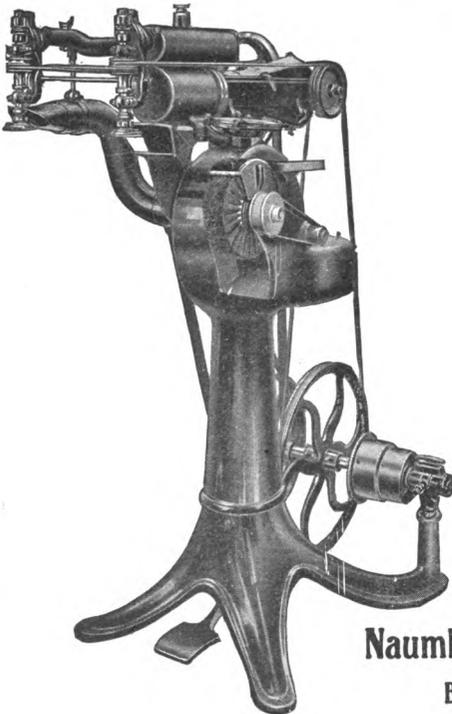
MULLEN'S PATENT LEATHER REPAIRER

Is a positive insurance that your patent leather shoes will be properly repaired and made salable at least cost and least effort.

MULLEN BROTHERS
BROCKTON, - MASS.

WESTERN AGENTS
Bluelock Mfg. Co., 913 Locust St., St. Louis, Mo.
CANADIAN AGENTS
Keiffer Brothers - 98 Prince St., Montreal
GERMAN AGENTS
Wachholts & Hertz - Hamburg
ENGLISH AGENTS
Gimson & Company - Leicester, England

ABSOLUTELY ESSENTIAL FOR PERFECT FINISH



THE NEW TWIN-HEAD NAUMKEAG

Permits use of two abrasive grits. Air cooled pads prevent burning. Fitted with cleaning brush and blower.

THREE IMPORTANT OPERATIONS
ONE HANDLING

WRITE US

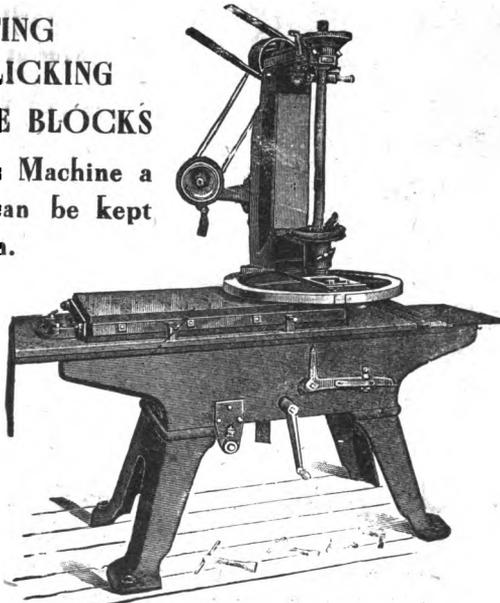
Naumkeag Buffing Machine Co.
BEVERLY, MASSACHUSETTS

Open Side Block Planer

For
PLANING CUTTING
BOARDS, CLICKING
 and **DIE BLOCKS**

By the use of this Machine a Board or Block can be kept in proper condition.

The man who uses a Cutting board or a Die or Clicker Block realizes the advantage of a level and smooth cutting surface and of uniform thickness throughout the Board or Block.



No. 0 or 4 feet, especially designed for cutting room.

ADVANTAGES:

Saving in dies. Saving in time. Increased quantity and quality of work. Work is easily placed and changed.

Machine will do work that it takes a man hours in as many minutes. There will be no comparison in quality. Will plane 4-foot block in two minutes.

Machine is fitted with a very effective chip and dust hood, making it not only clean but safe. There is an elbow on machine where customer can connect with exhaust systems.

MANUFACTURED ONLY BY

The Louis G. Freeman Co.

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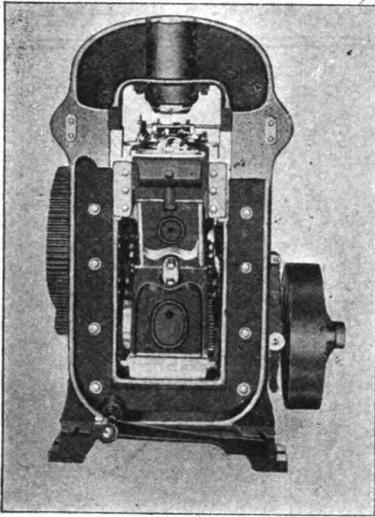
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APRIL 24, 1915

Number 4

COST OF SHOES.

The Weekly Bulletin publishes an interesting article on the subject of bids for army shoes which we are taking the liberty of reproducing below:

"Some future tariff commission who is studying the cost of production in different countries may be able to solve the United States Army shoe situation and tell us about the varying cost of production among different shoe manufacturing firms in our own country.

"We shall have to rely upon such a body for the solution of this problem because no one to-day seems confident to express any definite reason.

The bids recently opened on 30,000 pairs of standard regulation army shoes were as follows:

Rosenwasser Bros., New York	\$3.2535
Craddock-Terry Co., Lynchburg	2.995
John Bush, Brown Shoe Co.	2.84
W. H. Mculton, International Shoe Co.	2.8249
Endicott-Johnson Co., 10,000 pairs	2.675
10,000 pairs	2.685
10,000 pairs	2.715
J. M. Herman & Co., 5,000 pairs	2.685
5,000 pairs	2.725
10,000 pairs	2.745

10,000 pairs	2.875
W. H. McElwain Company, 30,000 pairs	2.995
Isaac Prouty & Co. (combination upper leather), 30,000 pairs	2.995
(Chrome upper), 30,000 pairs	3.09

"The awards were made to J. M. Herman for 5,000 pairs and to Endicott-Johnson Co. for 25,000 pairs.

"Keen interest may be taken in the variety of estimates on producing identically the same standard article to be carefully inspected by government officials. Between the low price of \$2.675 and the high price of \$3.2535 is a difference of \$.5785; but the most astounding feature of this competition is the fact that two years ago successful bidders received \$2.97 per pair for identically the same kind of shoe at a time when upper and sole leather markets were at least 12 1-2 per cent lower than today.

"Two years ago when the competition was also keen among several manufacturers, it is stated on competent authority that the profit was not over 5 per cent, and we believe today that the successful bidders have figured these shoes from 15 to 17 1-2 cents a pair below a reasonable price.

"It illustrates the great anxiety of our shoe manufacturers to get volume of business.

"Here is another interesting study along the same line. A little over a week ago bids for 6,000 pairs of marine shoes were opened. On the black shoes:—

J. M. Herman & Co. bid ..	\$2.9945
International Shoe Co. ...	3.015
Brown Shoe Co.	2.9345

"About a year ago J. M. Herman bid on the same sort of a shoe \$3.285, which price secured the order. At the same time Mr. Ballard, of the Burrows, Jones & Dyer Shoe Co., St. Louis, bid \$3.375.

"J. M. Herman & Co.'s price a year ago was practically 29 cents a pair above the price at which he is to deliver shoes on the last contract, with the cost of principal materials nearly 15 per cent higher.

"We are at a loss to understand these comparisons unless they may be attributed to a great anxiety to get orders in this present dull period."

From the foregoing, it is evident either that the amount of profit expected from the production of government orders differs widely in different factories, or that the methods of production are so widely at variance as to result in costs being much higher in some plants than in others, or that the shoes are made without profit. The only other alternative which will account for such wide variation in bids is that the materials intended to be used by some manufacturers are not strictly in accord with the specifications. Since government inspectors are employed in every factory manufacturing government goods, the latter suggestion seems hardly tenable.

American Shoemaking has always maintained that there is a greater variation in the costs of production between different shoe manufacturing plants in the United States than there is between production costs here and in Europe. Does this difference in cost not afford the most reasonable explanation of variation in these bids, and does it not seem to bear out our previous contentions that high efficiency offsets a low wage rate?

Admitting all this, however, how are we to explain lower quotations now than in previous years, when raw materials cost less, if specifications remain the same?

A PAN-AMERICAN FINANCIAL CONGRESS.

A conference of government officials and representative bankers of the Americas is to be held in Washington, beginning May 10th, for which formal invitations have been issued to the interested governments by the Secretary of State of the United States through the United States ambassadors and ministers.

Each country is invited to send to the conference three delegates, of whom the suggestion is made that the minister of finance shall be one, and the others, bankers and financial men. The diplomatic representatives to the United States of the respective countries to whom invitations have been sent will likewise be invited to attend the conference. The United States will be officially represented by the Secretary of State and the Secretary of the Treasury, but it is the intention of the Government to invite to the conference some of the leading and representative bankers of this country.

The conference has been called with a view of establishing closer and more satisfactory relations between the republics of America, but there will be discussed, in addition to the problems of banking, problems of transportation and commerce between the various countries represented.

THE STOCK MARKET BAROMETER.

History shows that the stock market has heretofore been a correct barometer of trade conditions, discounting adversity by declining months before business depression was generally perceptible and showing a marked advance an equal length of time before the advent of prosperity. If we are to use this measure in determining the prosperity of the future by the stock market of the present, we are on the verge of a tremendous wave of industrial activity.

Numbering Tags

Proper System Will Save Time of Foremen and Checkers

The day's tags should not be numbered with the case number until ready to be sent to the cutting room. The writer believes that most firms follow this rule, but recently, when visiting a large factory in Haverhill, it was noticed that the tags were given a case number as soon as they were made out, regardless of the date of shipment. This must have caused a great deal of confusion throughout the factory. Tag number 3 was noted in the cutting room, while tag No. 5,000 was discovered in the stitching room.

This method of handling lots costs this firm about five hundred dollars a year more than if the tags were numbered as sent to the cutting room, for this reason: When the description of the case is entered in the office checking book, the case numbers run in rotation, beginning on the first page with No. 1, but when the piece workers' slips are checked, an operator is quite likely to have No. 3 and No. 5,000 on a day's slip, which causes the checker to spend more time in turning over the pages of the checking book than is used in checking the operation.

It was quite noticeable that the office checking books were very dirty, owing to the continuous turning over of the pages from the front of the book to the back, which had to be done on each slip, there being such a contrast in the numbers. By this method it would take two checkers to do what one could do if the case numbers ran in rotation on each day's work as sent to the cutting room, so the writer feels that when he says that it costs this firm five hundred dollars a year extra, considering that they have a capacity of four hundred dozen pairs a day, practically all piece

work, the extra cost is not over-estimated. This system must be very confusing to the foreman when he is watching to see that each sheet is going along as fast as it should. Especially bothersome it must be in the stitching and lasting departments.

This firm makes both turns and McKays, having two separate lasting rooms, and each foreman must match up his own work, and as the writer observed conditions here, that was about all these two men had time for.

BUTTON-FLY WORK.

Marking for Buttons and Button Holes.

There are several features connected with button hole making that are well worth careful attention and study. The first is how to have a uniform space between the buttonholes. There are several methods of doing this, among which perhaps the oldest method is to use a pasteboard or zinc pattern with holes cut through at the proper distances. This method, while quite accurate, is very slow.

Following the marking patterns came a spacing attachment, fastened to the button-hole machine.

This, like the marking patterns, is also adjudged slow.

Third, we find a machine that, by setting the button fly under several hook shaped strikers, marks at the proper spacing for all the holes, and at one operation.

This machine, however, did not prove practical on cloth tops or suede leathers, as it left no mark on either of these materials.

By the use of any of these three methods, there is still left the hand operation of marking for the buttons. The method for doing this is universal; to

fold the button fly over on to the slim quarter and then take a blunt awl or piece of crayon and mark through the button hole.

Recently the writer has heard from a reliable source that there is a machine about to be placed on the market that will mark for the button holes and the buttons at one operation. This will surely fill a long felt want regarding these operations.

The writer recently read of a firm making a high grade shoe that worked all button holes with upper and under thread, both of silk. But later it was discovered that cotton thread was practical for the under thread, and anyone familiar with the price of silk and cotton can easily figure the saving made by its use. A mercerized cotton is used largely for button holes for both upper and under threads, while some only use the mercerized for the upper thread. But on cheap and medium grades the writer is of the opinion that less torn button holes would be had if a linen thread were used for the upper and a cotton thread for the under. Still there is the expense to figure on, as did the firm who used the silk, as mentioned in this article. There are times when the first cost is secondary. This is especially true when a firm has a few pairs of shoes returned once for no other reason than that the button holes have torn out.

A second row of stitching down the front of a fly will strengthen it at this point, and adds to the appearance as well.

DETAILS OF MANUFACTURING WANTED.

The writer has followed with a great deal of interest the articles written by Mr. C. P. Lawrence, and does not hesitate to state that thus far they have served to refresh his memory on a great many points which he had at one time, and another, known about but, owing to a fault common to many of us, especially in busy times, we will put off until tomorrow, that which tomorrow

never sees. Since reading Mr. Lawrence's articles, the writer has given no little thought to a motto which is at the present time very popular, "Do It Now." The writer realizes that Mr. Lawrence has had a long and varied experience as a shoemaker, and during his career has had opportunity to study shoemaking methods and systems from all angles. And it is with no little impatience that the writer awaits the time when Mr. Lawrence will go into detail regarding the actual manufacture of the shoe, as this interests the workmen and foremen, who are responsible for quality and quantity, as well as low cost of production.

NEW MACHINERY.

The man trying to introduce a new machine often has a great deal of trouble in even getting a chance to have it tried out.

This happens more frequently at factories where the business has descended from father to son, and the son is contented to use the same machines that father did.

While on the other hand, the newer firms will in nearly all cases, tell the agent to set up the machine and if it proves a labor and money saver, it sticks.

The men in the shoe business today who have made the greatest strides are the ones who can see beyond the first cost. Nothing ventured, nothing gained, applies to the purchase of improved machinery. The firms that fail to grasp the truth of this old saying are the ones making less pairs of shoes each year. The number of instances of this sort that the writer could mention are many, and chiefly right here in New England.

Sandpaper for the scouring machine, when bought in the roll, and cut to the right width and length, will be found the cheapest and quickest method of handling this material. There are machines on the market for doing this work.



Shoemaking Experiences and Observations

Cutting Sole Leather and Some
of the Losses that Should be
Considered—The Advisabil-
ity of Using Cut Soles.

By Mr. C. P. Lawrence

ARTICLE XVI.

HERE is a department that needs your closest attention. Like the cutting room, you are cutting dollar bills. It is not enough that you should occasionally glance at the sorter's report. You should be among your sole cutters daily. You give to each of your cutters 50 to 100 sides of leather that has cost you from \$250 to \$500, and while those men will cut your stock to the best of their judgment, it frequently happens that their judgment is bad for a day or a longer period. I have seen good cutters go wrong for a week at a time, cutting soles that could not be used. Cutting women's soles where misses' should be cut. During such a period, the sole leather report, instead of showing a 5 per cent gain, would show a loss.

Show your sole cutters that you are interested in them. Try the profit sharing system with them. Your cutters know that you must make a profit on your cutting, or you would not cut sole leather. They also know that every job is supposed to show at least 5 per cent gain on the cuttings, and it is an excellent idea to share the profit with them. If you want to get all there is in the leather, give them 25 per cent of all the gains over the 5 per cent that you are entitled to. You will be surprised at the result. It

will be the best money you ever spent in the shoe factory.

I was with a firm that adopted this method and saw it worked out to the mutual advantage of employer and employed. We got all there was in the leather. There were no soles cut that later were cut into tops. There were no soles cut that went into taps and inners (but later I will give the full system). I have been with firms that cut sole leather and were eminently successful. I have also been associated with firms that were equally successful and they could not be induced to cut a sole. Both had good reasons for cutting or not cutting leather. Though from my own experience, I am forced to think that the firm that uses cut soles have the safest, cleanest and least expensive method. I am sure you cannot cut sole leather to advantage unless you make a long line, and I have seen houses accumulating thousands of pairs of light weight soles that had to be carried until the oxford season, and at other seasons, have seen thousands of dollars' worth of heavy leather carried until the boot season. True it is, you must carry thousands of dollars' worth of soles that will not be used for months, or sell them, and selling sole leather is not your business; I have found that out.

But, in using cut soles, you avoid carrying the overstock that is so common under other systems.

As your orders come in for shoes, keep a daily record for all soles wanted; grade, iron and price. Send same to purchasing agent weekly and it will stop tying up thousands of dollars for leather that will not be used for months.

A good many reasons can be put forth for separating the cut sole department from the stock fitting department, having a man at the head of each room, and the writer will try to embody in this article the material benefit of such a plan, giving cost of saving even in the face of an added salary man.

The primal reason lays in the fact that a good cut sole man, one that knows his sorting, and grading, is one of the most valuable assets in a factory. He sees the leather in the only state in which it is possible to tell just how good the grain and fibre is, sees if the proportion of flesh on the sole is heavy or light, thereby knowing whether he will be able to put all the leather in the shoe or under the skiving machine. There is a vast difference between that sole in its dry state and one that has been wet and mulled. Under the principle depicted in this article, the cut sole man sees it in both states.

The second reason is that the separation of departments keeps the cost of soles and other bottom stock where it belongs, as for example, there is a tendency among most stock fitting room foremen to want to use nothing, but the best selection out of any leather that happens to be brought for any particular price, and not wanting to use the second or third selection, as it means a little extra work on the room, thereby bringing up the cost a little. Now, a good cut sole man can by correct sorting, place all of one selection in one case, such as soft shanks, they would all go in one case, another case would have all branded foreparts, another branded heels, etc., etc., but this man

should have authority to be able to say to the stock fitter: "That is the case of soles that goes with that tag, use it." It has been my own personal experience in one factory, where I accepted a position to find that there had been an accumulation of over 300 cases of women's soles that no one seemed to know what to do with. They had been bought at 17 1-2 cents and there wasn't any sole over a No. 5 size. The stock fitting room and sole leather room were all one, and because the sole patterns were a little large, they had used only the 6, 7 and 8 sizes and neglected the 4 and 5 sizes. When there was a hurry call for toplifts and they had none in stock, they would take a bunch of these soles at 17 1-2 cents and cut them into lifts.

Note the loss? There came a separation of the departments; a good man was put in charge of the sole leather department. All these 300 cases in a short time were used, but the sole leather man knew his game and played it, thus using up a large amount of stock that had been considered useless and would have been worked up into tops and inners, had it not been for the fact that two men were responsible each in a separate way. And yet, after this was all straightened out, they wondered at the easiness with which it had all been accomplished. No great secret; the answer is, the cut sole leather man knew before he undertook the job just what he was going to do, and did it.

In buying soles too much attention cannot be paid to the tannage history and a good cut sole man, one that knows his business should be acquainted with this. Some will ask, how are you going to find out. Very easily, ask the manufacturer from whom you buy your soles to give you the tannage history on any lot you buy and keep a record of it. It helps a whole lot in making future selections. The manufacturer will be only too glad to give you this information.

You will find it is a good plan to let the cut sole man handle

the stock up to the rounder. That is today, hold him responsible for the wetting, skiving, rolling and doubling; by so doing you are holding one man responsible for the edge, which we all know is a very important matter in the construction of the shoe. Let him send along the taps in case lots, with the corresponding number on them. I have seen this plan tried with splendid result.

Also, the cut sole man should have the handling of inners. His eye is trained to see all defects in sole leather, and a burned inner, which gives your lasting room so much trouble, would never reach that department if he had sorted them.

Separate your cut sole room your stock fitting for six months and try out this plan, giving the cut sole man full authority. Let him keep an accurate history of each and every case of soles as he puts them up to go into the factory, giving him a daily gain and loss sheet, and see if at the end of six months you haven't improved your edges, and made a nice gain in dollars.

(To be continued)

SECOND-HAND MACHINERY.

Is it Profitable?

Does it pay to buy second-hand machinery for the stitching room? The writer thinks not, unless the one who does the buying is an expert judge of machinery.

There are times when it will prove true economy to purchase second-hand machines, but this will only happen where some manufacturer has gone out of business after operating a short time and started in with a new line. A few years ago the writer took charge of a stitching room for a firm which had been going one year, and had fitted up the room with second-hand machines. There was but one new machine, a cylinder vamer.

There is always trouble in keeping operators, and the cost of new parts is high, owing to these machines having been run for many years.

One or two new parts will not, as a rule, be enough to put an old machine in good running order, for as one part becomes worn and its use is continued, it causes unusual wear on other parts. Then, when a perfect, new part is put in, it will still cause an unnatural wear, which means more replacement, until the cost of new parts has amounted to a large item of expense. A way to prove this, is to charge new parts to the individual machines. If this is done for a year it might prove quite a surprise to many firms.

A new part in time may not save nine, but it will save several.

When a new machine is set up, all parts are perfect, so that as the machine is run the wear will be equal on all. But continuous wear will develop soft places in the metal. A machine allowed to race, or, in other words, run without material being worked on, will not only get out of time, but will rack all of the working parts. To instruct the help to keep a small piece of leather in the machine when not in use, is the safeguard against racing.

The operator who pulls his work through instead of feeding it to the needle, usually calls quite frequently for a new needle plate and uses many needles.

The operator who stitches an inch or two and then stops, will do less work and more irregular work than the one who fits the parts together before starting, and then runs them through without stopping. This point is well worth time and study by the foreman, as it will not only result in better work, but will add to the life of the machine and create greater efficiency.

—Young men or women should put forth every effort to achieve that success which only comes through concentration and effort. Success does not come through idleness, but through hard work; and to be successful, one must work all the time with a fixed purpose in view. Work conscientiously whether for an employer or for yourself.



NEW THOUGHTS ON CUTTING

**Getting Used to Certain Lines of
Stock Necessary to Good Re-
sults.**

Cutters who remain in one factory a few years become valuable assets to that factory, but when they go to a factory making a different line of goods, they are handicapped for a time and cannot show good results immediately.

The best results cannot be obtained in a factory where a cutter is shifted from one kind of stock and from one style pattern to another.

(By A. H. Thompson)

You never read anything pertaining to the following subject in any shoe or leather magazine before. A subject of vital importance to leather merchants, manufacturers and foremen.

There are numerous reasons why the leather salesman has a hard time holding a new customer, although the first sale may come comparatively easy. Of course, any sane and experienced man will allow that occasionally a salesman is trying to sell a line of goods to a manufacturer, who knows after examining the goods that he cannot use them to advantage.

In many other instances another salesman will appear with a line of goods which, if given a fair trial, would prove better and cheaper than the line adopted, but it often happens that this salesman cannot make a sale or even get the firm to try the goods.

A salesman may be selling regularly a certain brand of kid leather to numerous firms, and it may be one of the best kids tanned, and the same salesman will go to some manufacturer, who at some time in the past had tried this superior brand and decided that he could not use it even at the same price he is paying for

the inferior goods he is using.

The writer of this article knows from experience that the cause of these conditions many times is that the leather was never given a fair trial.

There are many reasons why a new brand of goods never gets a fair trial, and many buyers and foremen are not aware of the fact. No better kind of stock could be used for the discussion than "kid."

Each brand of kid leather has characteristics by which a man with a broad experience on kid could name the several makes without seeing the wrapper which accompanies the goods.

Take two skins of different make, and if they are exactly the same size and shape, they will show a different finish.

Two skins of different make, on which the finish is nearly alike, will show other pronounced features or defects, each characteristic of the line.

There are dozens of tanners of kid quite nearly alike, but each will have at least one characteristic by which it may be discerned. We all know that many beautifully grained and finished kids will, upon a very close examination, show a few very fine

imperfections or the tiniest scratches which, if cut and finished properly, would make a much more "kiddy" and beautiful appearing shoe, than is the case where the same price per foot is paid for a little clearer stock which, being a little freer from imperfections, must necessarily be lacking in another respect and that is, coarseness of the grain.

Some manufacturers, for instance may buy a certain coarse homely finished kid which, however, may be free from imperfections and make easier sailing for the cutters, who will not be obliged to "use their heads" and figure around a little scratch once in a while.

Another manufacturer will buy a finer grained, more "kiddy" looking stock, at three or four cents a foot cheaper than the others, and even though it has a few more imperfections, they will insist upon the cutters "using their heads" a little, and even though they use a trifle more stock per pair to get the shoes, they can afford to, because they get the stock a few cents cheaper and, at the same time, secure a "kiddy" looking shoe which, compared to the other fellow's coarser ones, will look from fifty cents to a dollar better to the jobber who said he wanted a "kid shoe."

Of two salesmen on the road whose shoes are equal in every other respect, the one with the "kiddiest" looking shoe has the advantage. The advantage lies in the cutting room.

There is one firm in Massachusetts which, having a gang of cutters equal to the occasion, purchase much stock which is of excellent quality, but with numerous imperfections; they get it at a figure that permits them to work around the bad spots, and the result is they secure an elegant looking upper at a nominal figure.

Here is one way the leather salesman gets thrown down when often he could retain the trade if given a fair show.

After a cutter has worked a long time on one firm's regular patterns, he gets the contour of those patterns placed in his mind and also learns the shape of the firm's regular line of kid, and learns the characteristics of the regular line of stock, so after working on them a while he has become quite proficient at placing those patterns on those skins. "But" give the same cutter a different make of leather, which is equally good quality, and from which an equal or probably a trifle larger quantity of shoes could be obtained, even though the skin may be no larger than the other make, but may be of different shape, and that same cutter will go "up in the air," to use a cutting room phrase. And there is only one way that he can avoid going up in the air on figures while cutting a different shaped skin than he has been accustomed to, and that is by taking an unusual amount of time learning his skin.

Unless he did take an unusual amount of time in cutting his stock, he would find himself improving on his figures gradually on each lot he cut, but some one would be paying dearly for the experience and, probably before he had learned his new shaped skin sufficiently well to equal or better the figures he obtained on the old stock, the cost man or the buyer would be in the cutting room and put the "lid on" that stock, thinking that it was a poor buy, when in reality, if the cutters were given a few days more study on the stock, it would prove to be far superior to the old line.

Cutters who jump from one factory to another for several reasons, as some do, will cut various shaped skins and different styled patterns quite proficiently, because their extensive practice in various factories has trained them to use their heads to better advantage.

Cutters who remain in one factory a few years become valuable assets to that factory, but when they go to a factory making a

different line of goods, they are handicapped for a time and cannot show good results immediately.

There is another method by which a line of goods of merit may be thrown out after being tried.

The foreman may be a personal friend of the regular salesman, who calls at the factory and, when the buyer sends in a new line of goods to be cut, the foreman sees to it that the poorest cutters get the new line to dissect, so that the estimate sheets may go to the office looking poorly, but these cases are the exception, as it is more apt to be the case that the cutters are not given sufficient time to learn the stock.

A cutter working in a factory which insists upon a certain amount of shoes being cut daily cannot do justice to a new line of goods which are of quite different shape and size from the skins he has been accustomed to cutting, especially if the skins are small as, for instance, three to five feet, kid skins.

The difference between a thirteen and a fifteen-footer will not cause any annoyance, but a man who has been cutting five-foot kid skins steadily for months, will find that he has got to do some figuring to work vamp and quarter patterns to a good advantage on a three and three and one-half foot skin.

There are factories today that have cutters who are using just one set or a certain well blended group of sets of dies or patterns on one special leather every day in the year, and the result is that he becomes proficient, even though he may not be a good all-round cutter. It would take a first-class all-round cutter some time to equal his figures on his specialty.

The best results cannot be obtained in a factory where a cutter is shifted from one kind of stock and from one style pattern to another.

A. H. THOMPSON.

THE LIVE STOCK SITUATION.

All Classes Show an Increase in the United States—Government Statistics Contradict Reports of Abnormal Prices.

For the first time in many years information collected by the United States Department of Agriculture shows that all classes of live stock in the United States are increasing in numbers. Thus the real facts contradict absolutely sensational reports that prices for meat and shoes would rise to unprecedented figures in the immediate future.

On January 1, for example, the number of beef cattle showed an increase of 3.4 per cent over the number of a year ago, and an actual increase of 1,212,000 head. Hitherto the number of beef cattle in the United States has declined steadily since 1910. There are also more milch cows in the country than last year, the increase being 2.5 per cent, or in numbers 525,000. Swine, however, showed the greatest increase of all classes—9.6 per cent. On January 1, 1914, there were only 58,933,999 swine in the country; on January 1, 1915, 64,618,000. This is accounted for by the fact that the production of swine can be increased more rapidly than that of other classes of live stock, and consequently a large demand can be met more readily.

There were more horses on the farms of the United States on January 1, 1915, than there were a year before, the increase being 233,000 head, or 1.1 per cent. The total exports since the war began have certainly been much less than 100,000 and very likely not over 75,000. Since there are approximately 25,000,000 horses altogether in the United States, the drain on account of the war is scarcely alarming.

It is in fact pointed out by Government statisticians that the market value of farm horses has actually declined to such an extent that the average is now about \$6 a head less than a year ago. This decline is most noticeable in the States of the Cotton Belt and those states which make a business of breeding horses for

sale in other sections. Mules have declined even more than horses, their value being now \$11.50 per head less than a year ago. The explanation is to be found in the depression on account of the cotton situation in the South, which is the great market for mules. An improvement in this respect will do much to restore the demand for horses, so that Government specialists, while ridiculing the notion of a horse famine, are convinced that farmers will find it profitable to use good work mares for breeding more stock.

As for hides, the situation is not quite so clear, but even here there has been much gross exaggeration. From two-fifths to less than one-half of the leather used in the United States is imported, about 25 per cent of the foreign hides coming from Argentina, 15 per cent from Canada, 11 per cent from Mexico, 8 1-2 per cent from European Russia and 7 1-2 per cent from France. Since the outbreak of the war importations have shown a certain falling off, those for September, 1914, for example, being only 34,000,000 pounds, instead of 45,000,000 pounds the year previous. There is, however, little reason to suppose that this decrease will be permanent or of sufficient importance to create any real scarcity. Since the great bulk of the imported hides come from countries that are not at war, shipments are not interfered with in any way, and the only new factor to be considered is the possibility of an increased demand by the warring countries.

It is believed, however, that the United States is now in a better condition to face such a situation than for years past. The tide, it seems, has turned. Instead of live stock steadily decreasing year after year, this year for the first time, as has been said, all classes show an appreciable increase. Including horses, mules, milch cows, beef cattle, sheep, and swine, there were on January 1, 1915, 7,712,000 more farm animals in the United States than on January 1, 1914. The increase in the total value was \$78,024,000,

or 1.3 per cent. It is quite true that this increase is not yet proportioned to the increase in population, which is approximately two per cent; but the fact that there is an increase, that the tide seems definitely to have turned, is regarded as a sufficient answer to alarming exaggerations and misleading figures. — "Commercial America."

DON'T BLAME THE PATTERN MAKER.

The trouble common to most factories when getting out a new style upper is that the pattern maker's model will fit, but when a set of patterns has been ordered, the regular work will not, and in many instances a new set of vamps and tips have to be made, or else orders given to cut the shoes up or down a half-size. The pattern maker is usually blamed for this condition, when it really is due to the fact that when a trial shoe is made that extreme care is taken to see that it cuts exactly like the pattern, stitches according to laps and seam marks, and finally lasted by hand, to insure a good job. It is a fact that most foremen take considerable pride in seeing that trial shoes are made right. There is a reason for this, too, for they know that the man higher up will personally inspect trial shoes, while on regular case work it is only a shoe here and there that is noticed.

Some pattern makers furnish a tag to follow along with a trial shoe, which has places for the several foremen to write such remarks as they see fit to, regarding any changes that should be made in the model, but if anyone wishes to know how much attention is paid to this tag, just ask the pattern man.

A remedy for all this is had when marks for laps and seams are placed on the regular set of patterns, as well as on the model for the trial shoe.

This adds a slight cost to cutting, but is saved at the lasting rink, twice over, or in other words, investing money for which a high rate of interest is returned. Perhaps another way to consider this is to look beyond the first cost.

The Milwaukee Message.

Shoe Factory Gleanings.

—The Anti-tipping Bill, passed during the week at the Madison Law Works, goes into effect on the first day of September, and the various opinions expressed are interesting, to say the least. Whether this will affect the bonus systems that were advocated some time ago in some of the shoe factories, remains to be seen. They are practically the same thing, and just why a man should hire a man at a given price, and then have to tip him to get a day's work out of him, has never yet been fully explained, although attempts are made to do so at times. Just why a man should tip a waiter for serving him with a drink or food at a table is hard to explain, for he never gives a tip to a bartender when he stands at the bar and takes it, nor does he ever think of handing a dime or a quarter to the clerk who works hard for half an hour fitting him do shoes, hat or other articles; but, when it comes to eats and drinks, or brush, we are held up. When a manufacturer buys a car-load of leather, he don't hand the man who sold it to him any little favor, and perhaps he makes a neat sum out of the cutting qualities of the purchase, and just why the traveling public, and those depending on service which they pay for at the desk, should be obliged to hire it done on the side, is a problem that will take a mighty fine pointed pencil to solve.

—The regular business and social meeting of the Milwaukee Association of Shoe Factory Superintendents and Foremen was held on the evening of the 16th of the month, and over forty members and visitors enjoyed the entertainment until a late hour. Four new names were added to the active list, and one associate member was elected. The increasing applications from associate members is encouraging, and will, no doubt, have a good influence on the local members, as they can always be sure of meeting several of the traveling men at the meeting, and thereby get information from other centers, and also talk over matters that it is impossible to touch on at the factory when their time has to be devoted to the business in hand. The century mark has now been passed and the interest of the members insures a successful organization, and it is expected by another year that a large place will have to be secured for the headquarters of the association, with rooms for the officers, and private rooms for the

use of those who desire to converse quietly.

—Mr. Paul R. Acton, of the Paul R. Acton Co., Chicago, has opened a branch here, which will be in charge of Mr. Frank E. Amick, and both gentlemen were elected to membership in the association. Mr. Acton gave a very interesting talk on the benefits of membership in associations of this kind to a traveling man, and his remarks could not help but convince his hearers that the advantages derived from the acquaintance gained through this source could not be estimated. Mr. William M. Lee, until recently with the Rindge, Kalmbach & Logie Shoe Co., Grand Rapids, Mich., was also a speaker, and took up the question from the viewpoint of a superintendent, and entertained the members for several minutes, telling them how the advantage of associations helped men in securing a position, and enabled them to approach men who formerly they did not know, and it is much easier to open negotiations with some one known to us than a stranger. While the growth of the Milwaukee Association has not been fast, it has been very sure, and the good effects are beginning to show.

We appreciate very much the compliment from our St. Louis brother, regarding the "Milwaukee Message," and feel an inspiration to do better from now on, to make the news from this section more interesting for the St. Louis contingent, and hope some day to be able to get down there and meet them face to face. Anything we can do for them in a personal way will be considered a privilege, and our address is on file at the association rooms in their city.

—The sign on the building formerly occupied by the Schumacher-Seaman Shoe Co., has been changed to read The Milwaukee Shoe Co., and the work of renovating the plant is going on as fast as possible, so that business can be started.

—Local business is not brisk, but the general opinion is that it must start soon, for with business picking up all over the country, it would seem that the shoe business must come into its own before a great while.

—Chicago has been well represented here during the entire week, and the following gentlemen have been calling on the local manufacturers with their several lines: Mr. W. F. Schumann, Jr., of C. W. Stafford & Co.; Mr. Paul R. Acton, of the Paul R. Acton Co.; Mr. Bailey

"Clipper"
TRADE MARK
Belt Lacer



No. 2, 6-INCH.—Laces any width or thickness. Laces a belt in 3 minutes. Saves Man-Time, Machine-time and Money. Makes a Durable, Flexible Lacing.

28,000 now in USE all over the world. Weighs 19 lbs Boys use them.

The one Belt-Lacer which makes it unnecessary to remove the belt. The CLIPPER goes to the belt. The CLIPPER goes to you for a FREE TRIAL merely for the asking.

Lever 10 inches in length. Made of Malleable Iron, Steel and Bronze Metal. Guaranteed.

Price \$15.00

Made adjustable for any thickness of belts.

**TRY THE CLIPPER
 30 DAYS FREE**

CLIPPER BELT LACER CO.
GRAND RAPIDS, MICHIGAN

Porter, of C. Moench & Sons; Mr. A. Millet, sales manager for the American Hide & Leather Co.; Mr. Irwin Kibby, of George W. Kibby & Co.; Mr. James Rodgers, of the Chicago Tanning Co., and Mr. W. B. Heald. One could almost think they were on Lake street, Chicago, when they struck the avenue.

—Mr. Ed. Mueller, representing the Ohio Leather Co., was a visitor in town last week.

—Mr. Will D. Channell is spending a short time here with the Keith System. He is a member of the Haverhill Association of Superintendents and Foremen, and thinks, next to Haverhill, he likes Milwaukee, and there are many more with the same sentiments.

FOREIGN TRADE OPPORTUNITIES.

(Addresses may be obtained by addressing the file number care of Bureau of Foreign and Domestic Commerce, Washington, D. C., 752 Oliver Building, Boston, Mass., or any of its branch offices.

Patent leather, etc., No. 16397.—A manufacturer of footwear in Russia informs an American consular officer that he desires to communicate with American manufacturers of calfskins, patent leather and suede (black and colored). Sam-

ples and price lists, etc., should be sent at once. Quotations should be made c. i. f. Baku or Batum. Cash will be paid against shipping documents in the foreign country. Correspondence should be conducted in Russian or French.

Shoes and shoe polish, No. 16,395.—A business man in Russia informs an American consular officer that he desires to communicate with American manufacturers of shoes for women and shoe polishes. Correspondence should be conducted in Russian or French.

Shoe findings and polishes, No. 16399.—An American consular officer in Russia states that a dealer in his district desires to communicate with American manufacturers of footwear, shoe leather, findings, and polishes. Catalogues, samples, and full information should be sent at once. Correspondence should be in Russian or French.

HOLDEN & QUICK ENLARGING.

Holden & Quick, pattern manufacturers at 120 Centre street, New York City, have taken additional factory space which will add to their capacity and ability to furnish patterns promptly. Mr. Quick, of the concern, reports business improving and the outlook satisfactory.

Brockton and South Shore.

Trade, Notes, Personals, Etc.

—Evan W. Thomas of the C. S. Pierce Co., was elected president of the Brockton Y. M. C. A. at the annual meeting last Wednesday evening, succeeding Daniel S. Howard, of the Emerson Shoe Co. of Rockland, who has been president for the past two years. Charles E. Moore, general superintendent of the George E. Keith Co., was elected first vice-president, and Charles M. Ripley, of the Brockton Rand Co., was elected second vice-president. The following men identified with the shoe industry were elected on the board of directors: Daniel S. Howard, of the Emerson Shoe Co.; Preston B. Keith, of the P. B. Keith Shoe Co.; Eldon B. Keith, of the George E. Keith Shoe Co. The Brockton Y. M. C. A. has the largest membership of any association in New England, with the exception of the Boston association, and they have recently moved into their new quarter of a million dollar building. Their annual expenses are \$22,971.

—Shoe shipments from Brockton showed a big falling off last week of only 8539 cases, compared with 10,042 of the previous week. The total for the sixteen weeks this year amount to 199,608, a loss of 23,099 cases over the shipments for the same period of last year.

—At the last meeting of the Brockton Association of Superintendents and Foremen, held last Friday evening, three new mem were admitted to membership. On Saturday evening, three new men were admitted for members only.

—The P. B. Keith Shoe Co. in the Campello section of Brockton, is one of the oldest in the South Shore shoe district, having been established forty-four years. The original factory on the present site was built thirty-seven years ago, but the first factory the company made shoes in was built by Mr. Keith's father, Charles P. Keith, who was a pioneer shoe manufacturer.

—W. B. Hatch succeeds John Kerr as foreman of the shipping room at the L. A. Crossett Co. plant in North Abington.

—The Burt-Packard Co. of Brock-

ton, according to the state corporation reports, have assets amounting \$288,804.

—After twenty-five years' service, Warren Gibbs, foreman of the sole leather room at the Keith & Pratt factory in Middleboro, has resigned his position, ill health being the reason for so doing.

—Francis E. Shaw, of the F. M. Shaw Co. of Brockton, shoe supply manufacturers, was elected vice-president of the Plymouth County Trust Co. at the election of officers last Thursday.

—It is reported that the Montello Improvement Association of Brockton has received a letter from a shoe manufacturer who is anxious to locate in Brockton. They prefer to locate in the North End the Montello section of the city.

—Fred Coose has accepted a position as foreman of the Rockland branch of Rice & Hutchins. He was formerly employed by a firm in Rochester, N. H.

IMPROVED BOX TOE GUM.

Durlacque's superior box toe gum is the name given to a product put out by a western concern. This gum is waterproof and acid proof and will hold the box toe firmly and slightly during the life of the shoe. Perspiration from the foot will not injure this gum and cause box toe troubles. At the same time it will not stain either leather or fabrics.

The manufacturers of these goods are so positive that this material will be satisfactory that they will ship a ten-gallon sample on approval, which can be returned if not satisfactory. In addition, the manufacturers claim that it saves 20 per cent over other products. Any of our readers interested should write the Durlacque Mfg. Co., 2322 Olive street, St. Louis, for samples and further particulars.

ON FULL TIME.

The Frank E. Wright Leather Co. of Peabody, Mass., have put their tannery on full time, after running on part time. They finish splits for the shoe trade.



LESSEN THE COST OF ATTACHING

PAT'D MESH PLATE, FACTORY SHAPE

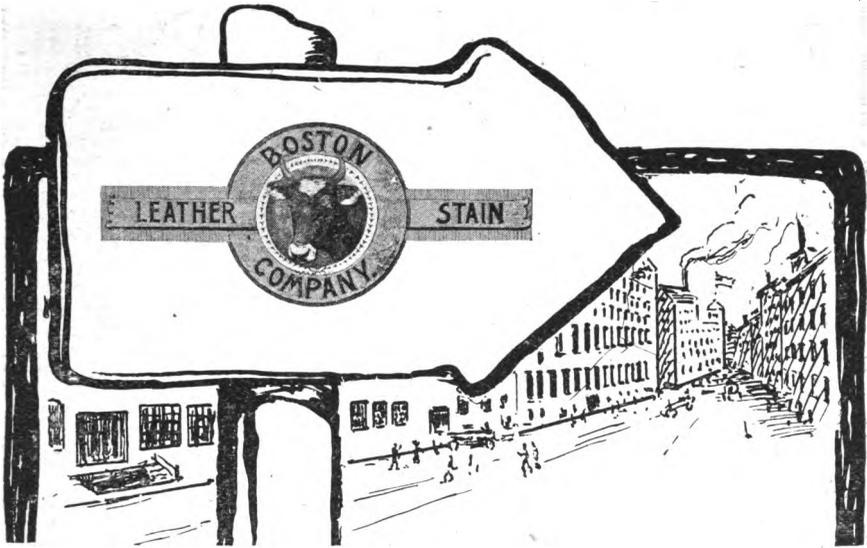
"VELVET" Rubber Heels

Especially designed for attaching in the regular way on your healing machines

WRITE FOR SPECIAL PRICES

F. W. WHITCHER, CO.

DEPT. A. BOSTON, MASSACHUSETTS



THIS SIGN POINTS THE WAY

to improved results in your finishing room.

Check from the list of our products those that interest you and we will give you full details regarding them.

ULTRA EDGE

One setting edge ink

UNEEDA EDGE

One setting edge ink, for bench, machine or where a hard edge is desired

THE KING EDGE INK

For a one or two setting edge

RUSSET KING EDGE

One and two setting for Russet and Tan Colored Shoes

MODEL FIRST SETTING

A stain for two setting edges

BLACK DIAMOND HEEL

For Heels

BLACK DIAMOND SHANK

For Shanks and Black Bottoms

BLACK BOTTOM DYE

A Dye for Heels, Shanks, Top Pieces and Bottoms

STRIPING DYE

CYCLONE BLEACH

For removing those Glucose spots, Water Stains and Discolorations on Soles of Shoes and giving perfect results in finishing

MAGIC STAIN

For Oak and Union Leather. Removes those Glucose spots, Water Stains and Discolorations, and makes a hard, smooth, uniform finish

244 SEDIMENT STAIN

For making White Oak Bottoms on Red, Union or Oak Leather

RUBBER STAIN

For making Velvet Bottoms

IMPROVED SEDIMENT STAIN

A Stain Finish to take the place of Paint or Wax Finish; will cover all kinds of leather

PARAGON

A Wax Stain for shanks and foreparts on black and colored shoes

RED OAK UNION

A Paint Stain for all kinds of Leather

BOTTOM STAIN

Of all kinds

FAKES

Satin Gloss
Glossene

IVORY WAX

White, Red, Brown and Black
LIQUID WAX. For making High Gloss Polish over all kinds of bottom finish

FILLING WAX

AMERICAN EAGLE POLISH

GOLD BOND POLISH

For Stain and Black Bottoms

EVERBRITE KID DRESSING

DRESSINGS. For Box Calf, Gun Metal and all other leathers.

SLICKEM

A Gum to use where a high polish is wanted on a Paint Bottom

NEVERCHECK

Used before scouring to fill and make a solid Heel

PREMIUM TOE GUM

A Gum for making Box Toes

WATERPROOF BOX TOE GUM

WELT DYE

NAPHTHA BLACK

For raw edges of Vamps and Tips

NONESUCH FILLER

A filler to use in place of Wax for Heels and Bottoms

PATENT LEATHER CLEANER

RUSSET LEATHER CLEANER

WHITE CANVAS CLEANER

BABY COW POLISH

For cleaning and polishing Russet Leather

PATENT LEATHER REPAIRER

Ruby Filler No. 1

Ruby Cutter No. 2

Ruby Flow No. 3

Ruby Side Patching No. 4

AUTO TREEING COMPOSITION

INNER SOLE STIFFENER

VENEERING CEMENT

For pasting side linings to the Vamps

CUTTING BOARD DRESSING

THREAD LUBRICATOR

WRITE FOR SAMPLES

Boston Leather Stain Co., 109 Purchase Street, Boston, Mass., U.S.A.

AGENTS—Manufacturers' Supply Co., 722-724 N. 18th Street, St. Louis, Mo.

C. J. Simes, 62 Mason Street, Milwaukee, Wis.

Dolliver & Brother, 619-621 Mission Street, San Francisco, Cal.

The Louis G. Freeman Co., 210-12-14 East 9th Street, Cincinnati, Ohio.

New Patents This Week.

Description and Claims Made for Them.

We give below a list of the patents issued during the current week, together with a brief description of each. Anyone desiring further information concerning them may obtain same through the office of American Shoemaking.

METHOD OF MAKING SHOES, No. 1,135,946—To Eli Brothers; in which the pulling-over operation, the adjusting of the upper for correctly locating the lines of the upper, including the tip seam and the lacing slit, and the lasting operation can be performed consecutively or as successive steps in a single operation.

MACHINE FOR USE IN the Manufacture of Boots and Shoes, No. 1,135,945, and Pulling-Over and Lasting Machine, No. 1,135,948—To Eli Brothers; which relate to the patent above described.

METHOD OF MAKING SHOES, No. 1,135,953 and No. 1,135,951—To Ronald McFeely; an important object of which is to combine the two operations of pulling-over and lasting, the upper being pulled simultaneously at the opposite sides of the last and adjusted into desired relation to the last while it is held under strain so that no opportunity occurs for losing the adjustment of the upper.

APPARATUS FOR MAKING Boots and Shoes, No. 1,135,952—Machine for Use in the Manufacture of Boots and Shoes, No. 1,135,949 and 1,135,950—Mechanism for Inserting Fastenings, No. 1,135,955—Pulling-Over Machine, No. 1,135,954—Tacking Mechanism, No. 1,135,956—Machine for Working Uppers Over Lasts, No. 1,135,958—To Ronald F. McFeely. These inventions provide apparatus for working an upper over the last, also for working the upper into lasted position, with means for clamping the upper against retrograde movement before the grippers release their hold upon it. Means is also provided for preventing the tacks being thrown out of their pockets during the quickly effected inward movement of the tack holders to tack inserting position.

BUTTONHOLE CUTTING and Stitching Machine, No. 1,135,933—To Edward B. Allen; which has for its object to facilitate changes of cutting and stitching conditions so that either eyelet-ended or straight buttonholes made be made.

NAILING MACHINE, No. 1,135,335—To Eugene Tompkins; which relates particularly to a machine for automatically feeding nails to a

guiding plunger which can be inexpensively manufactured but extremely efficient in use. The device is so constructed that it may be readily taken apart for cleaning purposes.

MACHINE FOR TRIMMING the Rands of Boots and Shoes No. 1,135,223—To Louis S. Sweeney; which consists of a cutter adapted to be arranged on a rotatable spindle having radially extended blades with cutting edges formed on one side of each blade and a shield having a plurality of lips projecting from that surface adjacent to the blades and in a direction to cover the ends of the blades.

INSOLE, No. 1,135,217—To Huntley N. Spaulding; being an innersole of flexible, substantially non-stretchable and non-compressible chemically treated fibre, which imparts flexibility, softness and smoothness for contact with the foot of the wearer and also insures uniformity in width and outline in the manufacture of the shoe.

APPARATUS FOR USE in the Manufacture of Boots and Shoes, No. 1,135,024—To James Alfred Keay; designed for softening the toes of boots and shoes by steam or vapor, the chief advantage of which is that it is self contained and not limited to an external supply of steam and can be started into operation without delay.

LAST, No. 1,135,033—To Andrew Maurice Lund; which relates to lasts for making shoes having nail-less heel seats or in making shoes having an internal heel cushion and has an improved form of heel or anvil plate which in use will be located in the pocket between the flap and the lower heel seat portions of the inner sole to act as an anvil for clenching the nails.

MACHINE FOR OPERATING Upon Heels, No. 1,135,034—To Thomas Lund; which so combines a heel blank support and a lip cutting knife with a heel compressing machine that the blank will be automatically delivered to the carrier, which places the blank in proper relation to the knife for beveling.

ARCH SUPPORTER, No. 1,135,100—To Ephraim Drenshtein; made preferably of metal and divided longitudinally so that it may be adjusted to the foot of the wearer.

SOLE STRAIGHTENING Means, No. 1,135,106—To John J. Gruenig; designed to be quickly applied to a shoe without marring the shoe to keep the sole from curling upward when not in use..

ORNAMENTAL STITCH Sewing Machine, No. 1,135,959—To Walter Myers; which has for its object to provide a construction better adapted to imitate hand embroidery, called "Madeira work."

STEAMING APPARATUS for Vamps, No. 1,135,450—To Joseph W. Gore; by which means the intensity of the heated steam can be regulated by increasing or decreasing the distance between the vamp and the steamer.

NEWARK, N. J.

—The O'Rourke & Cantelmo Shoe Manufacturing Co., of 257-259 Market street, is very busy at the present time, working overtime a part of the time. Frank Cantelmo, treasurer of the firm, last week visited the trade in Philadelphia in the interest of his concern.

—The dye problem, which is so pressing in many industries, may be in part solved if the new plant that is soon to be established at Elizabeth, N. J., near here, is successful. The Midvale Chemical Company, of St. Louis, has purchased fifteen acres of land at Elizabeth, on which it is planned to erect a \$200,000 building, for the manufacture of aniline dyes according to German formulas. The work will be under the direction of a German scientist who was engaged in the manufacture of aniline dyes before coming to the United States. The scarcity of dyes since the European war began, moved the Midvale concern to embark on this new undertaking.

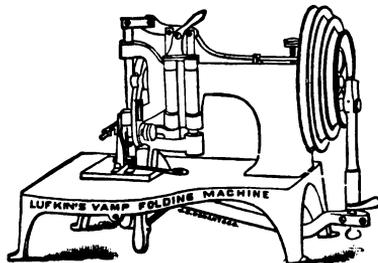
—George Stengle, Inc., manufacturers of shoe leather in Weston avenue, reports that although there is comparatively little call for some kinds of leather manufactured at the plant, there has been a satisfactory sale of leather to shoe manufacturers.

—It was reported at the factory of Ziegel, Eisman & Co., manufacturers of shoe leathers at 99 Frelinghausen avenue, that the firm has not had much difficulty in getting hides because of the war, and that it has been able to supply all demands. The firm makes a specialty of kangaroo leather. Its principal office is in Boston.

—Rubber top lifts on wood heels are growing in favor and the most progressive wood heel manufacturers are making a feature of this style. One of the largest wood heel concerns, the Fred W. Mears Co. of Haverhill, are equipping their wood heels with a special "Armortread" grade of rubber lifts, which is put out under their own "Maple Leaf Brand." The company is taking large orders on this kind of heel and have been particularly successful in pleasing the trade.

Lufkin Folders

Have Been the Standard
for Thirty-five Years



Over 5000 machines have been sold or twice as many as all other makes together.

The improved No. 9 folds a small outside curve without snipping the edge and is the equal of any machine on the market.

Buy a No. 9 or have your old machine rebuilt with the No. 9 attachment.

R. H. LUFKIN

38 Chardon Street
BOSTON, - MASS.

Information Wanted

WANTED— To find someone who has steamed or heated, previous to August, 1909, toes, when pulling over or lasting with box toe gum or any preparation for making a box toe on felt or any absorbent material for the toe plug.

Address 3107

Care of American
Shoemaking

Haverhill Happenings.

Trade Notes, Personals, Etc.

—The Haverhill Association of Superintendents and Foremen held their tenth annual banquet on Saturday, April 17th, at Elks' Hall on Summer street. The association prides itself on having these affairs notable successes, each one eclipsing the previous one, and last Saturday's banquet satisfied the committee and the association.

The banquet was attended by about 300 guests and members, with many out-of-town visitors from Boston, Lynn, and Auburn, Me. Chas. F. Allen, chairman of the banquet committee, was present, extending courtesies of the association, preceded by the reception committee, who conducted all to the banquet table, where all sat down to a menu that was elaborate to a degree satisfying all in quality of service and abundance. The company was entertained by a cabaret singer from Boston, who rendered some fine selections. The Pentuck orchestra also furnished music while the banquet was being enjoyed.

Toastmaster William W. Parks introduced John Gillespie, of the efficiency department of the U. S. M. Co. of Boston, who gave a discourse on the shoe industry as a whole, showing its greatness in comparison with other industries, the earning power of individuals, the brainful thought by its promoters; also showing that American spirit of courage and tenacity so well demonstrated by shoe men. Mr. Gillespie handled his subject with his usual skill, showing how closely related the machinery company kept by its inventive genius, efficiency, economy and research.

The banquet continued with musical entertainment to a late hour. After the banquet many of the visitors were taken to the association rooms.

The banquet committee was composed of C. F. Allen, chairman, R. J. Davis, David Byers, E. H. G. Gauthier, H. S. Holbrook, Albert Spurr, Chas. Gabriele, W. W. Byars, Guy McGregor, B. Clark Atwater, C. S. Issertell, W. F. Town.

The reception committee was composed of W. J. Porell, W. F. Towne, Wm. Burke, Bert Bowdoin, W. W. Byars, Wm. Milnes, W. A. Kennedy, D. C. Donovan, O. F. Armstrong, R. L. Jennings, A. A. Cashman, F. L. Cooper. President W. W. Parks was toastmaster of the evening.

Some of the visitors present were as follows: Past Presidents A. J. Frank, of Auburn, Me.; John Gillespie of Boston, Horace Thomas, representative from John E. Don-

nelain Co. of Boston; Past Presidents of the Haverhill Association, W. J. Porell, Harry Holbrook, Robert Davis, Oscar Armstrong, Mr. Austin of Lynn, and Mr. Gorham of Boston.

—Joseph Gouni, lasting room foreman for Knipe Bros., Ward Hill, on both Goodyear and McKay shoes, resigned his position last Saturday and it is stated he will go to Amesbury. He will be succeeded by Bert Beaudoin, formerly of the Sears-Roebuck Co., Littleton, N. H. Mr. Beaudoin assumed charge on Tuesday, April 20th.

—The shoe business here is good, there being a rush on women's McKay shoes. Many new orders are coming in on colors, and cloth foxings are in the greatest demand. Manufacturers are somewhat handicapped in their fitting rooms, owing to the change from leather to cloth, and have been obliged in many instances to double up in this department.

—Miss Riley, forelady of the Gale Shoe Co. stitching room, Haverhill, resigned her position and ended her duties on Saturday, April 10. A beautiful solid silver loving cup with suitable inscription was tendered her by her former employes, showing full appreciation of her services and kindness. Miss Riley goes to Lynn, her former home, but it is not known what position she will accept, and all wish her a great future.

—Haverhill was visited this week by J. Edwards Barbour, of Paterson, N. J., head of the J. E. Barbour Thread Co. He was a guest of Jerry F. Curtin, who is manager of this concern's interests in the eastern section. Mr. Barbour visits this section annually and is indeed a welcome visitor, with his courteous manner and bearing.

—Edward C. Judd, of the Boston office of the U. S. M. Co. is a visitor at Haverhill. He will remain some few days, as he is demonstrating the Hand Method folding machine in the Haverhill territory.

—Chas. H. Raymond, salesman for the Baker-Carpenter Co. of Portsmouth, N. H., is making a strong effort to bring this firm to the front. It is believed, with his usual push and energy, that he will accomplish this feat.

—Coursier, Demeritt and Sterling of South Berwick, Me., are rapidly increasing their output. While starting moderately, they have increased in volume of business, showing a healthy growth on a good foundation.

—The F. E. Leavitt Co. are still increasing their business on the McKay line and will install another line of McKay machinery. The pulleys and shafting are hung and the machinery will be lined up immediately, and in less than ten hours after, shoes will be made, giving them an increase of 75 dozen pairs more each day, making an approximate total of 425 dozen pairs. This firm has had no let-up or slack time during all the business depression.

man of Mr. Robinson's knowledge and experience.

In addition to a greatly improved line of blackings and stains, and the well-known Cyclone bleach, Mr. Robinson will show a new grain bleach, the only product of its kind

IN THE WEST.

Mr. F. O. Robinson, of the Boston Leather Stain Co., left early this week for an extended trip through the Central and far Western States.

While absent he will visit Cincinnati, Chicago, Milwaukee, St. Louis, and other cities and towns in this territory, where shoe factories are located. About June 1 he leaves for the Pacific coast, where he will call upon the shoe factories in that district.

Mr. Robinson has for many years been a practical inventor and manufacturer of blackings, stains, bleaches, etc., and thoroughly familiar with every detail of shoe finishing, he will be a particularly welcome visitor in factories situated at a distance from Eastern shoe centers, who rarely have the good fortune to meet and gather information from a



F. O. Robinson

on the market. While in California, the San Diego and San Francisco exhibitions and other points of interest will be visited in company with Mrs. Robinson.

SHOE STITCHING DEPARTMENT

SEAMS SEWED WITH
HOLLAND MFG. CO.'S

STITCHING SILK

WILL NOT RIP

THIS
IS



THE
BRAND

Samples sent on memorandum at our expense. Also **THREAD TESTER** loaned to enable comparative test. Write us.

HOLLAND MFG. CO., 685 Broadway, New York

Mills: **WILLIMANTIC, CONN.**

Established 1860

BRANCHES: Chicago, 237 So. Fifth Ave. Boston, 77 Summer St. Cleveland, 33 Blackstone Building Cincinnati, 18 East 4th St. Philadelphia, 36 South Third St. St. Louis, 1017 Lucas Ave. Rochester, 13 Andrews St.

**LET US FIT
YOUR SAMPLES
WITH
CRAWFORD
ARCH
SUPPORTING
SHANKS**

Send us the insoles and we will see that they are properly fitted without charge and promptly returned to you. Shoe retailers are deeply interested in this shank. The best and most reliable yet devised. Locked to insole, cannot wear through outsole.

United Shoe Machinery Co.

Shank Department

205 Lincoln Street, - Boston

Industrial Information

New Enterprises and Changes in the Trade

READING, PA.

Announcement has been made to the effect that the business of manufacturing infants' and children's shoes formerly carried on by the BIRDSBORO SHOE MFG. CO. will be continued by Henry M. Willitt, Inc., a corporation recently organized for that purpose under the laws of Pennsylvania. All outstanding obligations will be assumed by the latter concern. The factory is fully equipped and employs more than 200 hands.

SOUTH WEYMOUTH, MASS.

The ground has been broken for another addition to the factory of the STETSON SHOE CO., this being in the rear of the shipping room and about fifteen feet wide.

ROXBURY, MASS.

It is expected that moving of the GOTSHALL SHOE CO. from Lynn to this place will be completed within a week or two. The Roxbury Board of Trade has been instrumental in the moving of this concern, a firm which employs about 200 hands.

NEWBURYPORT, MASS.

The recently organized firm of the NICHOLS SHOE CO. is composed of Edward G. McManus, formerly of Lynn, John B. Nichols and Perley C. Blake, both of Haverhill. The company has been capitalized for \$10,000. They are to locate in the building at the corner of Fair and Water streets.

FREDERICKSBURG, VA.

A certificate of incorporation has been filed by the E. J. EMBREY SHOE CO. The capital stock is \$5,000 to \$10,000, and the incorporators are A. T. Embrey and E. J. Embrey.

AUGUSTA, ME.

The board of trade of this city is endeavoring to interest parties from Lynn in the establishment of their shoe factories in this city. Messrs. Crossett and Kimball of the Crossett Shoe Co. of that city, accompanied by Charles Tirrell, a former shoe factory superintendent of Gardiner, Me., have been in Maine looking over several factory sites with a view to locating in some Maine city and erecting a factory which would employ about a thousand hands for the manufacture of shoes.

HAVERHILL, MASS.

The firm of JENKINS & SMITH SHOE CO., manufacturers of women's welts and turns, will henceforth be known as the JENKINS-ANDERSON SHOE CO.

BOSTON, MASS.

The firm of HITCHINGS & COUL-

THURST CO., glazed kid manufacturers, will be known as HITCHINGS & COLE. Mr. Hitchings and S. H. Cole, who have been connected with the house for several years, having formed a partnership, and Mr. Coulthurst, formerly associated with the firm is now with Alfred C. Needham, 179 Summer street, this city, in the hide and skin brokerage business.

DUBUQUE, IA.

The B. F. RICHARDSON SHOE CO., manufacturers of men's heavy unlined welts and McKays, have closed down their factory in this city and are contemplating removal to Coal City, Ill., about sixty miles south of Chicago. The cause of the removal is said to be the need of more spacious quarters and more capital.

MINNEAPOLIS, MINN.

The TWIN CITIES MERCANTILE CO. is the new name under which the business of the Charles K. Sharood Shoe Co. is to be conducted, a change of name having been recently effected.

DETROIT, MICH.

The WOLVERINE SHOE CO. has recently located here for the manufacture of women's medium priced shoes.

BROCKTON, MASS.

The DEXTER MANUFACTURING CO. of South Braintree have bought the business of the Electric Stain Co. of this city.

BROCKTON, MASS.

The DIAMOND SHOE CO. of this city, who recently doubled the size of their factory, are now to build another addition about one-third the size of the present structure. This will give them a capacity for from 300 to 350 cases of shoes per day, which will make it one of the largest in the city.

—An effort is being made in Brockton to analyze the causes contributing to the present industrial situation, the decline of shoe shipments since 1909 and the exodus of shoe manufacturers from that city during the past twelve years.

For the past two Sundays the Brockton Forum has given its entire meeting to a discussion of this subject from the viewpoint of the Forum Association, who have made a careful summary of the conditions and from the business agent of the Edgemakers' Unions and sole leather workers. Next Sunday the Boot and Shoe Workers' Union will be given an opportunity to present their side of the question.

In and About St. Louis.

(From Our Special Correspondent)

—The Grand Leader, one of the largest department stores of this city, perhaps having the largest retail shoe department in the city, has recently had an expensive illustrated catalogue published, the cuts being half-tone photos on fine paper. These catalogues are given to its customers and anyone interested. Since the catalogue has been given out, the shoe department has increased its business 25 per cent. It is said the catalogue is the largest, most complete and expensive ever given out by a retail shoe concern. They specialize on some lines of St. Louis made shoes. Other lines are secured in the principal shoe centers.

—Some of the Brown Shoe Co.'s factories are busy making shoes for Uncle Sam, and more orders are expected since some of the Eastern shoe concerns are busy making shoes for foreign countries who are trying to kill each other off so that they might learn what they have been fighting about. There are few people in this country who seem to know, although there are a great many who profess to know; likewise a great many can be found that can tell exactly which side will win.

—Quite a number of salesmen who have been out on the road for some time report that many of the retail merchants are ordering a complete line of sizes from each sample number as they formerly did. By buying samples in this manner they seek to postpone making their purchases for three or four months later, which will be in the busy part of the season. Such practices, if they exist, must demoralize the travelers to a marked degree, and inject an element of uncertainty in the manufacturing end of the trade that is at least decidedly disconcerting. At first blush, there appears to be some show of possible gain to the buyer who adopts such measures but taken in the full light of consideration and long time estimation the embarrassments and difficulties almost certain to arise must more than counterbalance any possible protective benefit which might attach to the purchase of a few samples with later sizing orders in mind. The proposition hardly looks fair from any angle at this distance.

—G. H. Foree, who for the past fourteen years, with the exception of a short period, has been connected with the Hamilton, Brown Shoe Co. in various capacities, has been transferred to the welt room of the American Lady factory of the same firm. He succeeds A. N. Jones who resigned.

—It seems as though a new vocation has been found for shoe fac-

tory foremen who cannot find employment in their chosen vocation, Edw. DeLargy, formerly foreman of the packing room in the American Lady factory, has turned his auto into a Jitney car and is operating a private transportation line. It is said that A. N. Jones, formerly of the American Lady factory, will do likewise. In the past three months over 1,000 automobiles have been pressed into the service and are said to be paying handsome returns. We hope Bros. DeLargy and Jones succeed in their new venture, although we are sorry to lose them.

—John A. Kelly, of Philadelphia, of the Kelly Method Co., is in St. Louis, introducing his patent method to prevent patent and enamel leather tips from cracking when lasting. He reports most of the large factories are trying out his method and several of the large factories have secured the rights from him to use the method.

—James Marrs has resigned as manager of the blacking and stain department of the St. Louis Rubber Cement Co. He was formerly proprietor of the Marrs Blacking and Stain Co., which was absorbed by the St. Louis Rubber Cement Co.

—The news items from Milwaukee tell us of two shoe factories about to open. If grit and courage are any signs of success we predict a bright future for them.

—Chas. E. Ross, superintendent of the American Gentleman factory of the Hamilton, Brown Shoe Co., has gone on a ten days' business trip for his firm. He will visit the principal shoemaking centres in the interests of his firm.

—Frank Crosby has severed his connection with the St. Louis Rubber Cement Co. He was their chief chemist.

NEW LAST CONCERN.

The Brooklyn Last Co., Inc., is the name of a new firm which has commenced business at 168-170 Eighth street, Brooklyn, N. Y. The president and general manager is G. A. Ralsbeck, who has had nearly thirty years of experience in the manufacture of lasts, and was for twelve years with John Pell & Sons, Newark, N. J., also for several years had charge of the Wichert & Gardner last factory.

Mr. Ralsbeck has equipped a modern factory and the firm is ready to manufacture all kinds of lasts. The vice-president of the concern, A. Scisci, is a practical shoe manufacturer and was for a long while connected with one of the large Brooklyn factories. A. Gubitosi is treasurer of the company.

YULCO-UNIT BOX TOE

BECKWITH BOX TOES

Process Pat.
Jan. 12, 1904
Process Pat.
Aug. 19, 1913

Patented
Jan. 12, 1915
Patented
Jan. 12, 1915



OVER 200,000 Prs. DAILY OUTPUT

BECKWITH BOX TOE COMPANY

108 Lincoln Street, - BOSTON, MASS.

G. W. KIBBY & CO.
Chicago St. Louis

GEO. A. SPRINGMEIER
Cincinnati, Ohio

Lynn Man Reports on Conditions in France

Nugent Fallon, treasurer of Levirs & Sargent, Lynn shoe manufacturer, returned the other day from a trip in Europe. He said that England is apparently doing the largest volume of business in its history, and that France is practicing extraordinary thrift. Everywhere in Europe men are living soberly and are thinking seriously.

While England is running its workshops to capacity, and is making all the goods it can for its army and its people, and for its allies, yet it still wants goods. The London hotels are full of salesmen from neutral nations, seeking contracts for necessities of war and necessities of life. The war bureaus are placing contracts on large scales. They demand plain, straight forward business dealing, are quick to reject inferior goods and are exterminating the notorious tribe of army contractors who flourished in olden days.

In England the war bureau has taken over control of many workshops, and are using them for the making of war supplies. The French war bureau is doing likewise. If a factory is not to be had for making a certain line of supplies, then one is adapted. For instance, a war bureau may take over a women's shoe factory and cause it to make cartridge belts, auto tops, knapsacks or like goods. The war bureau fixes the prices, the wages and the shop-conditions. It urges speed and precision in manufacturing and delivering goods.

A commercial traveler in England or France can get about with facility, if he has his passports properly vised. But curious tourists are not wanted. They impede business. Only military men are allowed in the war zones. The lines of transportation are crowded with merchandise. The steam engines and the steamships are using the inferior grades of coal, so that the steamships may have the best. The merchant ships take out many green hands because the seamen are in the navy. Many of the dock laborers are in the army. So the docks are crowded with merchandise. The goods are pushed along as swiftly as possible. Goods sent abroad should be very strongly packed, because they may get very rough handling. War goods always have the right of way. If there is a case of cartridges and a case of shoes on the docks, the cartridges will be taken and the shoes may be left.

Shoes for soldiers were bought by England and France in great quantities. The demand for fine stylish shoes was small. Millinery shoes for women are not wanted. In France 80 per cent of the women are in black. Many women in England are in black, too. Women wearing black do not want bright colored, novelty style shoes.

Women in France are practicing extraordinary thrift. They are using foodstuffs with a great deal of care. Salaries of clerks in stores and offices have been cut in halves. Soldiers are paid a cent a day; so are some of the workmen who are drafted into French workshops. The women of France are taking money from their savings, which they have been years in accumulating, and are buying cigars, chocolate and other luxuries for soldiers. Everybody is living as thriftily as possibly, so that the soldiers may have more.

Paris has sacrificed its gaiety, its luxuries and even its styles. Paris shops that used to design fashions for the world have been turned into hospitals. Everywhere there is sober living and serious thinking.

As to the future of business with Europe, Mr. Fallon declined to express an opinion. He said that the subject was too stupendous. The suggestion was made that the sober, thrifty living, and the serious thinking that prevailed in Europe would sweep around the world, and would bring about a wave of sober living and serious thinking would prevail in this country. Mr. Fallon declined to express an opinion in this matter. The suggestion was also made that styles in apparel, including shoes, would become more sober and subdued. Mr. Fallon said that it was more than he could say.

IS THIS TRUE?

The following is taken from a letter that came to the Foreign Trade Department of The National City Bank, New York City, from Rio de Janeiro, Brazil. It is published because it is so specific in description of the writer's impression of what salesmen from the United States have been. There is "internal evidence" of the born word-painter's art of exaggerating just enough to give lilt to a piece of description, but there is a lesson in it for the North Americans, who, he admits, are showing some signs of progress, despite their shocking tactics in the past.

"Americans are fortunately be-

ginning to get out of the foolish habit of thinking that South America is a country, that Rio de Janeiro is the capital of Buenos Aires, that you can take a "run down from Rio Shoemaking 12

to Montevideo' in no time, etc. If you only read a hundredth part of the nonsense that American manufacturers have been writing to Brazilian dealers during the last few years, you would be fully justified in being ashamed of your countrymen.

"The 'live' American travelers who visit Brazil are simply ridiculous. They walk into a fellow's office with their hats on, without the least respect for the customs of the country. If the dealer happens to be a native, he delicately informs his visitor that 'it is not raining today.' But the American not only refuses to take that hint, but stretches his legs out on another chair, sometimes even on the table, and beams down on the poor dealer with a smile of superiority, as much as to say: 'I have put myself to the trouble of coming all the way from the States to do you the favor of selling you some of my stuff, so I at least want to make myself as much at home as possible.' Then he bawls out at the top of his voice,

claiming everything for his particular line of goods, and before his victim has time to murmur something about the bad state of affairs, or that there is no demand for the articles offered, or anything to this effect, the salesman pulls out his note book and asks if he can enter half-a-car-load, or say a car-load of goods, on account of the slight difference in freight. The dealer by now decides to make a clean breast of it all, and humbly advises his visitor that he absolutely cannot buy anything just now, but that he will be pleased to keep the prices and information before him for future reference. Whereupon the American jumps up from his chair, with a look as black as thunder, as if the dealer had actually been so stupid as to refuse an offer of something for nothing, tilts his hat backwards, pulls out his handkerchief and wipes the sweat of surprise off his brow, snaps a 'Good-day' to the dejected-looking dealer, and leaves."

—Mr. Henry A. Burke, formerly with Rice & Hutchins, Inc., Rockland, Mass., has accepted a position as treeing and packing room foreman with Foot, Schulze & Co., St. Paul, Minn. Mr. Burke is widely known in Boston and vicinity.

**Will you take the word of prominent Shoe
Manufacturers who made 10 Million Box
Toes in 1914, using**

TRADE DURLACQUE MARK

ABSOLUTELY WATERPROOF AND ACID PROOF

BOX TOE GUM

**This record speaks for itself. The information
is yours for the asking**

WRITE FOR WORKING SAMPLE

**Cleanly, Uniform, Economical and Most Durable
Gum on the Market**

**DURLACQUE MFG. CO.
ST. LOUIS, - - - MO.**

THE CALF PATH.

(Sam Walter Foss.)

One day through the primeval wood
A calf walked home, as good calves
should;

But left a trail all bent askew,
A crooked trail, as all calves do.

Since then, three hundred years have
fled,

And, I infer, the calf is dead.

But still he left behind this trail,
And thereby hangs my moral tale.

The trail was taken up next day
By a lone dog that passed that way;

And then a wise bell-wether sheep
Pursued the trail o'er vale and steep,

And drew the flock behind him, too,
As good bell-wethers always do.

So from that day, o'er hill and glade,
Through those old woods a path was
made,

And many men wound in and out,
And bent and turned and dodged
about,

And uttered words of righteous
wrath,

Because 'twas such a crooked path;

But still they followed—do not
laugh—

The first migrations of that calf,

And through this winding woodway
stalked

Because he wobbled when he walked.

This forest path became a lane,
That bent and turned and turned
again;

This crooked lane became a road,
Where many a poor horse, with his
load,

Tolled on/ beneath the burning sun,
And traveled some three miles in
one.

And thus a century and a half
They trod the footsteps of that calf.

The years passed on with swiftness
fleet,

The road became a village street,

And this, before men were aware,
A city's crowded thoroughfare.

And soon the central street was this
Of a renowned metropolis.

And men two centuries and a half
Trod the footsteps of that calf.

Each day a hundred thousand-rout
Followed the zigzag calf about;

And o'er his crooked journey went
The traffic of a continent.

A hundred thousand men were led
By one calf near three centuries
dead.

They followed still his crooked way,
And lost one hundred years a day;

For thus such reverence is lent

To well-established precedent,

A moral lesson this might teach,
Were I ordained and called to
preach.

For men are prone to go it blind
Along the calf-paths of the mind,

And toil away from sun to sun
To do what other men have done.

They follow in the beaten track,
And out and in, and forth and back,

And still their devious course pursue
To keep the path that others do.

But how the wise old wood-gods
laugh,

Who saw the first primeval calf!

Ah! many things this tale might
teach:—

But I am not ordained to preach.

Our excuse for publishing the accompanying poem is that it deals with an animal which furnishes a necessary part of the raw material in making shoes, and a further excuse that it also teaches the lesson that we are creatures of habit and inclined to stay in the rut which has been made for us by our ancestors.

PEABODY NOTES.

—Thomas Carr, president of the Carr Leather Co., who were completely burned out in the Salem fire, has just returned from a six months' trip, during which time he attended the Panama-Pacific Exposition. He returns hale and hearty, completely recovered from his threatened breakdown. He reports conditions improving in the extreme West and a large attendance at the Fair.

—The Ideal Leather Co. of Pierpont street, Peabody, are doing a very good business on the fancy colors.

—The Boston Continuation School is conducting two classes, one at the Thomas G. Plant Co., Jamaica Plain, Mass., which has between 140 and 150 members, and another at the factory of the Thomson-Crooker Shoe Co., Roxbury, Mass., which has between 35 and 40 members. Each class is taught two hours a day, two days a week. The latest graduates of the school includes Guy C. Aldridge and Harold G. Jones, of the W. H. McElwain Shoe Co.

—Mr. W. G. Schreiber, stitching room foreman, formerly with the Alberta Shoe Company, Alberta, Canada, has accepted a position with the Ault-Williamson Shoe Company, Ellsworth, Me.



TRADE WANTS



MANUFACTURERS and SUPERINTENDENTS can usually obtain very satisfactory foreman and workmen for various departments through this department.

Advertisements listed under "Help Wanted" and "Position Wanted" are printed at the rate of 2 1-2 cents per word for one week; 5 cents per word for two weeks; 6 cents per word for three weeks; 7 cents per word for four weeks.

Advertisements to appear in this department must be in this office by Thursday morning to insure publication.

HELP WANTED.

WANTED—Experienced office man who is a good correspondent. Only those with previous experience in the shoe line need answer. Excellent prospects. Address 3609-G, care of American Shoemaking.

WANTED—Assistant superintendent on welts and stitchdowns. Only those who are fully capable and can show actual results need answer. Give references. Confidential. Address 3610-G, care of American Shoemaking.

POSITIONS WANTED.

POSITION WANTED by an experienced edge trimmer; has run Goodyear stitcher, Heel Trimmer, Slugger and Wire Grip machines. Would accept a position as working foreman or assistant. Address 229, care of American Shoemaking.

POSITION WANTED by experienced finishing, treeing and packing room foreman on all kinds of medium and fine shoes. Can furnish satisfactory proof to organize or manage room and produce results. References as to ability and character. Address 323, care of American Shoemaking.

POSITION WANTED by experienced treeing, dressing and packing room foreman with Eastern and Western experience. Medium and fine grade shoes. Will go anywhere. References. Address 1322, care of American Shoemaking.

POSITION WANTED by sole leather room foreman, experienced on women's, misses' and children's McKays, welts and turns; thoroughly understands cutting, sorting and stock fitting. Can operate and repair all machines in this department. Address 822, care of American Shoemaking.

POSITION WANTED — Stitching room foreman, 35 years of age, experienced on all grades, is now open for a position, and one who is also a first-class machinist and competent to teach green help. References. Address 404, care of American Shoemaking.

POSITION WANTED—A practical bottoming room foreman on welts, turns and McKays, women's, men's or children's, wants position. Address 1014, care of American Shoemaking.

POSITION WANTED as foreman of making room by a thoroughly practical shoemaker with experience as foreman in New England factories on McKays, turns and welts. Best of references. Address 1704, care of American Shoemaking.

MR. MANUFACTURER—Do you want a man with 10 years' experience in making room on welts and McKays, as foreman or quality man. Abundant references. Address 710, care of American Shoemaking.

POSITION WANTED as manager or superintendent on welts, turns or McKays. Medium grades. Address 624, care of American Shoemaking.

POSITION WANTED by lasting room foreman, capable of running and repairing any machine and of breaking in new help. Experienced on men's and women's welts and McKays. Best of references. Address 1212, care of American Shoemaking.

MR. MANUFACTURER: Can you use a practical superintendent on welts or McKays? Eastern and western experience. Up to date in all details of manufacturing and can produce snappy lines at close figures. Will locate anywhere. Address 1320, care of American Shoemaking.

POSITION WANTED as foreman of treeling and packing room by young man with best experience. If you are not getting quantity and quality, you should. I believe I can help you as I have others. Address 321, care of American Shoemaking.

POSITION WANTED as assistant superintendent, quality man or as foreman of making room. Practical experience from lasting to packing. Address 1321, care of American Shoemaking.

EXPERIENCED ON ARMY WORK.

POSITION WANTED as foreman of making room by man experienced on men's welts in leading New England factories. Has had charge of army work from lasting to finishing. Address 1616, care of American Shoemaking.

POSITION WANTED as foreman of welt department or making room. Expert knowledge of all machines in welt department. Capable of teaching green help. Experienced as foreman. High class references. Address 2307, care of American Shoemaking.

POSITION WANTED — Young man thoroughly experienced in shoe factory office work desires to take up cost work and would gladly work for a small salary for the privilege of learning this in some good reliable progressive place. Address 1924, care of American Shoemaking.

POSITION WANTED as cutting or stitching room foreman, or assistant superintendent. Ten years in executive positions on both men's and women's work. Is an expert on upper leather, experienced buyer and has exceptional executive ability; desires to locate with a progressive firm; position of more importance than salary. Willing to go anywhere. Address 316, care of American Shoemaking.

RUBBER HEELS FOR SHOES IN ENGLAND.

There has been a moderately increasing demand for rubber heels in this vicinity during the past five years. It is estimated that 40 per cent of the population now use them, but not on all their shoes, the proportion being on one pair in four. The use by men is slightly more than by women.

All sizes are in use from small heels the size of a 25-cent piece up to 3 inches in diameter. The styles vary considerably—plain, flat top for both men and women, beveled

flat top for women, circular retained by plate, and heel shape fixed by screws.

Retail prices range from 12 to 36 cents per pair. Fifty per cent of the heels sold are of the 12-cent quality, 20 per cent range from 18 to 24 cents per pair, and the remaining 30 per cent are of the best grade. These prices do not include fitting. The wholesale price is 12 to 25 per cent below the retail prices quoted.

The majority of the goods used in this market are supplied direct from domestic manufacturers, and it is estimated that possibly as large as 30 per cent of all the goods sold are of American manufacture. These are supplied by import houses located principally in Liverpool and London.

As a rule goods are sold by travelers who sell rubber heels in connection with other things pertaining to the footwear trade. Manufacturers sometimes introduce their goods to the retail trade through shoe manufacturers, in which case a special concession in price is made in order to promote the sale of special brands.

There is practically no advertising done except small illustrated advertisements intended for display in stores. Terms are usually net cash or three months dating, altogether depending on the agreement made at the time of purchase. There are no jobbing houses in this consular district who deal in rubber heels.

LYNN, MASS.

—If black kid shoes, or any like staple styles come into fashion, Lynn manufacturers will be able to increase their output of shoes. It appears that it has been necessary in a number of shops to cut down the production of shoes per square foot of floor space and per employe when the millinery styles were made. Each worker had to give just a little more care to the making of the millinery shoes than to the making of staple shoes. So the production per employe was cut down. Then it was necessary to give more space to the making of the millinery shoes. This, combined with the decreased production per employe, led to a considerable decrease in the production per square foot of floor space.

Tanning materials, etc., No. 16, 420.—An American-consular officer in Russia reports that a business man in his district is contemplating establishing a factory for tanning leather, and desires to receive catalogues, quotations, etc., on tanning materials and machinery to be used in the leather industry. Correspondence may be in English.

REECE BUTTON HOLE MACHINERY

IS THE STANDARD OF THE WORLD

IN USE EVERYWHERE

When you want Button Hole Machinery that gives the speediest and best finished work at the minimum of labor cost, remember

REECE

50% faster than any other button hole machinery on the market.

The Reece Button Hole Machine
The Reece Button Hole Finishing Machine
The Reece Button Sewing Machine
The Reece Button Hole Marking Machine

Branch Offices and Salesrooms in All Large Centres

The Reece Button Hole Machine Co.

OFFICE AND WORKS

500-514 Harrison Avenue

Boston, Mass.

Are Your Costs Right?

You cannot be sure of this unless you have a simple, accurate, complete system of Cost Accounting.

Is Your Organization Efficient?

If not, you are losing opportunity to add to your profit and to successfully meet competition.

You can get accurate costs and efficient organization by applying the information contained in Frederick L. Small's Book

Comprehensive Accounting Methods

Manufacturers who have read the book pronounce it thoroughly practical and helpful. One of them says:

"Dear Mr. Small:—

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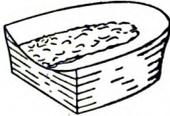
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Volume LV No. 5

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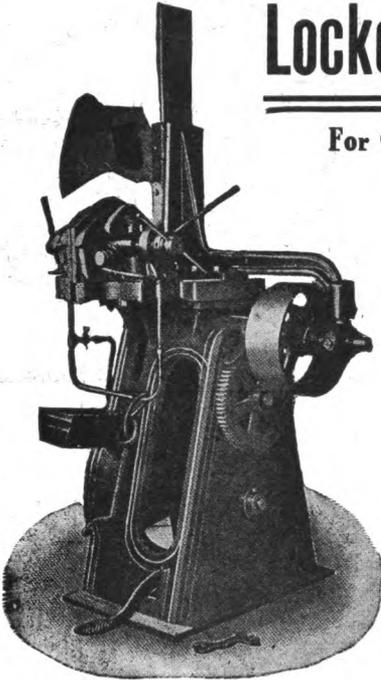
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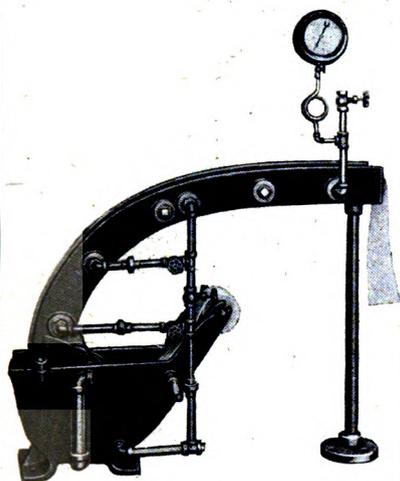
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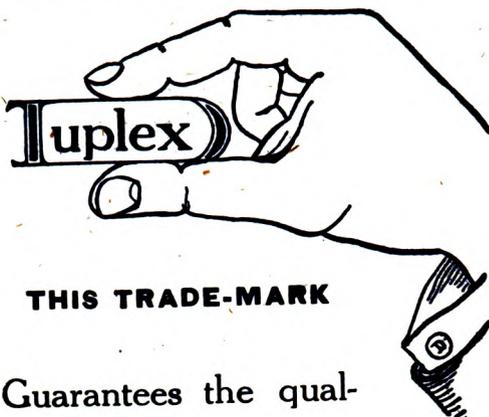


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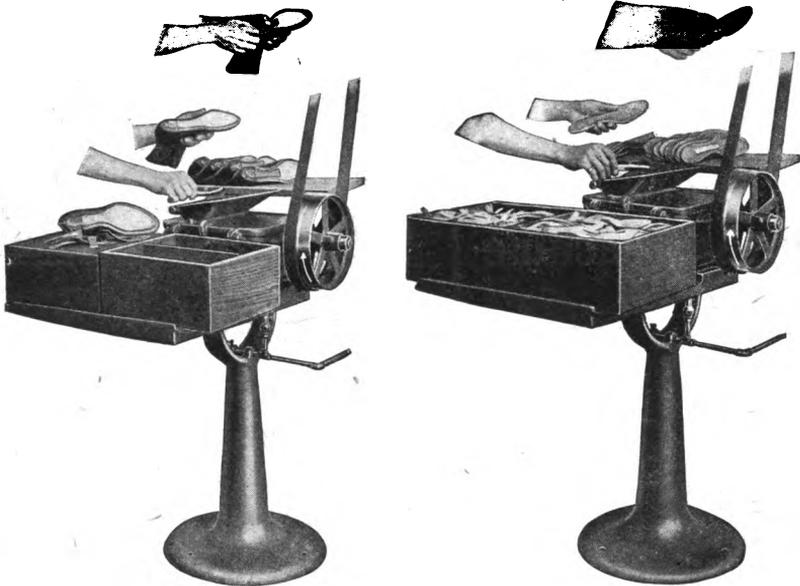
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Volume LV.

MAY 1, 1915

Number 5

RISING WAGES.

The labor unions of Great Britain are seizing the present opportunity to demand an increase in wages and, as a result, new minimums have been agreed upon in the Northampton district. The minimum which has heretofore been placed in the clicking department at 30 shillings a week, has now been raised to 32 shillings, and other departments which have heretofore been operated without a minimum wage have now adopted such a plan. We publish below the terms agreed upon between the Manufacturers' Association and the labor unions:

April 12, 1915.

Terms arranged between the Northampton Boot Manufacturers' Association and the No. 2 Northampton Branch of the National Union after holding several Board Meetings.

Clicking Department.—Ante-date the coming into operation of the National Agreement of May 5, 1914, by making this week the minimum wage at 23 years of age 32s. per week, and at 22 years of age 31s. per week. Furthermore if, owing to special circumstances, the clickers at any factory cannot earn their agreed wage, certain items in the statement may

be mutually altered to enable them to do so. In case of disagreement, the matter to be referred to a Board.

Closing Department.—The females at any factory may request a quantity statement, which will be mutually arranged on the same lines as that recently made at the factory of Messrs. Padmore and Barnes, Ltd.

Rough-stuff Department.—Reduce the existing three minimums at Northampton to two. Make these two minimums 32s. and 30s. per week respectively, to come into effect this week. The cutting operations comprised in the 32s. minimum at 23 years of age are:

Outsoles. Insoles (mainly). Through under soles.

At 22 years of age the minimum is 31s. At 21 it is 30s.

The cutting operations comprised in the 30s. minimum are all others not in the preceding list, and comprise stiffeners, lifts, middles, top-pieces, and toe-puffs.

At 22 years of age the minimum is 29s. At 21 it is 28s.

The minimum for sorters and fitters-up of outsoles, insoles, middle soles (not slips), stiffeners, and toe-puffs is 32s. at 23 years of age; 31s. at 22, and 30s. at 21. The corresponding minimums for materials not in the preceding list are 30s. at 23 years; 29s. at 22 years, and 28s. at 21 years.

Preparation Department is left over for the present.

Stock Room and Shoe Room.—For operatives who have had two years' experience in a factory prior to 18, ante-date the scale and minimum provided by the National Agreement so that it comes into operation this week.

Males at 18 years, 16s.; 19 years, 19s. 6d.; 20 years, 23s.; 21 years, 25s.; 22 years, 26s.; 23 years, 27s. Females at 18 years, 14s.; 19 years, 15s.; 20 years, 17s.

The foregoing continues for the term of the National Agreement of May 5th, 1914.

No reduction is to be made in any case where the wage is already above the minimum.

A claim is to be made by every individual in writing, in all cases, otherwise the employer will not be aware of his liability. As regards this week short notice of claim will be accepted. After this week the usual eight days' notice will be required.

No claim for back money will be entertained where an operative omits to make, or defers, a claim.

A. E. MARLOW
G. FREDK. LEA
T. S. HORNS.
S. THOMPSON

EXPORT BALANCE.

The steadily increasing favorable trade balance continues to attract attention and cannot be regarded otherwise than as an indication of growing industrial prosperity. The balance for eight months now exceeds six hundred million dollars, and for the month of March the balance in our favor was over one hundred and forty million dollars. Never in the history of the world has there been such a rapid and enormous credit movement as during the past few months and, if the war continues, this country is booked for a favorable trade balance of at least one and one-half billion dollars for the twelve months of 1915.

The resolutions at present being made by British shoe manufacturers never again to buy any German leather may be regarded as perfectly sincere at this time when the two nations are at war. It is doubtful, however, if British buyers will long maintain this position after the war is over, should the Germans offer them especially attractive bargains in box calf and other German products. In time of peace, business is conducted purely for gain and

the temptation to make profits is one which does not recognize international boundaries or old antagonisms.

CANADIAN ARMY BOOT

The so-called army boot scandal in connection with the Canadian production of army boots appears to be simmering down to a misunderstanding as to requirements rather than to any intention to defraud.

The English view point is that neither Canadian or American manufacturers are accustomed to making what is regarded in England as a strictly heavy boot, and the Britisher is inclined to feel that the production of such boots is not possible under methods of shoemaking pursued in Canada and the United States. While we are inclined to differ from this view, it is certainly true that the American conception of the heavy boot is quite different from that of the European.

BOX CALF EXPORT.

We have heard considerable complaint regarding the condition of the box calf trade in the United States. It is interesting in this connection to note that our exports of this product to Great Britain have enormously increased during the three months ending April 1, the figures for this period being about one and one-quarter million dollars as against two hundred thousand dollars during the same period last year.

In the glazed kid trade we have also practically held our own in exports to Great Britain. It has been the current opinion that exports of light leather have fallen off badly, but these figures just at hand from an English source do not seem to indicate it.

The National Tanners' Association are holding an important meeting at the Copley-Plaza Hotel, Boston, this week. In view of the unusual conditions existing in the leather trade, this meeting is viewed with unusual interest by tanners and many questions relating to the industry are scheduled for discussion.

Creating Thieves

A Bitter Comment on Some Factory Rules From a Sole Leather Room Foreman

During my twenty years of experience at the shoe industry, I have seen and worked under as many different systems as there are days in a year, and yet I can refer back and recall all of what one would really consider a good one.

The system that one finds in use today are of many varieties, and in many factories, superintendents have in use something which they term system, but which the writer frankly terms "prison rules."

The most deplorable of these "prison rules" which the writer has seen in use, and which is more extensively used in the West than in the East, is the one that forces employes into the factory at starting time, commonly known as the docking system.

Now, I trust, that the readers of these columns will not misinterpret this article to the effect that it is my contention that employes should be paid for the time they lose, but I denounce the man that docks the employe for time he does not lose, or more than he loses, which practice exists in many factories, and which rule has in the past caused trouble, is at present causing trouble in a northern factory, and will continue to brew trouble wherever, and so long as it is in use. Not only that, but, worst of all, it makes thieves of the employes.

The rule I refer to is the practice of docking an employe for one-half hour when the employe has been but five or ten minutes late.

This practice. I brand as systematic robbery; and I dare say that the superintendent or manager that practices this unscrupulous system, would commit no greater crime(if he placed his hand in the man's pocket and extracted the cash,

The Consequence.

Less than a week ago a boy in a factory located in the city of Detroit, Mich., was seven minutes late, due to the delay of a street car. The boy was otherwise punctual, but such risk confronts everyone.

The boy boasted that if he was docked, he would be revenged. On pay-day, when he received his envelope, he was docked for one-half hour. The following day, the boy, true to his threat, was revenged in the same systematic manner in which he was docked, or, more frankly, robbed. He took two pairs of first quality men's oak soles, valued at 38 cents per pair, which repaid him for his lost half-hour about four fold.

Who in this case profited most by the prison system? Not the superintendent who inaugurated the misconceived system, I assure you. It was simply a case of one thief being robbed by another.

In a northern factory a few days ago, a McKay channeler accidentally dropped an oil-stone on the floor, which unfortunately broke in halves, for which the channeler had seventy-five cents deducted from his salary. The channeler, thinking this deduction enormous, proceeded to a hardware store and purchased the same stone for thirty cents.

The man on the next morning approached the foreman of his department and objected to being robbed. The foreman referred him to the superintendent, who, after hearing the channeler's objections, told him that the stone which he (the channeler) purchased, was inferior. This the channeler contradicted, to which contradiction Mr. Superintendent paid no heed, with the result that the same evening the entire sole

leather department decided to strike.

After striking for five days, the trouble was appealed to a board of arbitration, where it is now pending a settlement, with all indications that the sole leather department will wave the victorious banner after the conflict.

As a third caution it is well to remember that one can make a prison of a work shop, but one cannot make prisoners of the men inside of it.

EDITOR'S NOTE:—Any system which destroys confidence between employer and employe is not profitable for either. But the taking reprisals from the stock of a manufacturer because the employe has been unjustly treated (as reported by this writer) cannot be too severely condemned. Two wrongs never made a right, and an employe with such a standard of morality is not entitled to a place among the ranks of honest workers. His presence must tend to taint with suspicion all those with whom he is associated.

A HINT ABOUT SKIVING.

Too little attention to the emery wheel in the Amazeen skiving machine results a great many times in the skivings clinging to the work and is a source of some annoyance to the folders. The blame for such work may unjustly be laid to some innocent operator who repeatedly sharpens her knife, thinking it is dull, and she is right at that, but if we will make an observation of the lip of the emery wheel, we will discover the real fault. This is found to be so filled with a substance caused by continued grinding as to render its abrasive qualities of little, if any, real value, and until this has been removed, poor skiving is bound to continue.

A file-card which can be purchased from most any hardware store, will be found equally as effective in removing this troublesome deposit as any of the devices which are on the market, and certainly is a less expensive tool and has all the advantages

and none of the disadvantages, as it removes none of the emery on the wheel, cleans it to a nicety and is no trouble to set up as are the dressers used for the same purpose. The writer has used a file-card for a number of years and has used the same emery wheel on his machine for four years, when a dresser would have used up several wheels in that length of time.

A FEW THINGS NOTICED BY MR. A. TRAVELLER.

Office help making fancy work, such as center pieces and doilies, on Wednesday, "Buyers' Day in Boston."

Cutting room foreman saying: "Put that in and we will take a chance on it."

Stitching room foreman saying: "Full them in all you can and we will take a chance."

Lasting room foreman saying: "Last them down a half-size and we will take a chance."

Making room foreman saying: "Use that No. 3 top piece; I haven't got any more No. 2, and we will take a chance on this case."

Finishing room foreman saying: "Send that rack back to the making room; I'll be hanged if I will take any more short cases."

Packing room foreman saying: "It's darn funny that I have to mate up the tips, refinish the upper, and do half the stitching work of trimming off loose ends."

Stock fitting foreman saying: "How can I get my day's work out if I must take back every other case from the lasting room and fit it down a half-size?"

Patent leather repairing causes some firms more worry than the original cost of the leather. The writer recently heard of a softener for this leather that has given excellent results where used. The writer would advise anyone having trouble with patent leather to get in touch with the manufacturer of this softener, whose name may be learned by writing American Shoemaking.



Shoemaking Experiences and Observations

Foremen and Their Duties

By Mr. C. P. Lawrence

Article XVII.

WHAT are the duties of the foreman and what are the essential qualities one must possess to become a successful manager? This question has been asked me and, in answering, I realize that what I consider would be the duties of a good foreman would be of minor importance to other managers.

No two superintendents use the same methods. Both, however, may reach the same high standard, both in quality, quantity, cost and management. Yet their methods may be entirely different. Both are and have been eminently successful for a long period of years, both as money makers, organizers, and that which is infinitely more important than all—shoemakers, and in answering those questions I fully realize that exceptions will be taken to what I consider the duties of a foreman.

Good foremen, like good artists and doctors, are born and not made. There are hundreds of good shoemakers—men that are artists in their line; men that can trim a better edge than their foreman, that can tell when a heel is on right as quickly as the foreman; in fact, are good men on any machine in the bottoming room. Temperate, faithful and ambitious, those men can do anything to a shoe in their depart-

ment that you may ask them, but they cannot get others to do it for them.

What is it that is lacking in this man? Tact and, the greatest of all virtues, executive ability. Those three words tell the whole story. If you possess them and have a good eye and a fairly good knowledge of shoemaking, you're a winner. If you do not, stick to the machine. That is where you belong.

This same condition applies to all departments. The same rule holds good. You must have tact. That is the one thing required, when correcting men or women on their work. I have seen foremen attempting to rule all with a rod of iron and, as all dispositions are not alike, that method must fail. If you would succeed, you should study the dispositions of all you are to deal with. There are some that it is advisable to coax. There are others you must drive; still others that have to be coaxed and driven at the same time. I have seen a foreman who had all his employes up in the air through his gruff way of approaching men. I have worked for men who made me mad when I saw them approaching me through their stiff and haughty manners and would kill all the desire that there was in me to do right before they spoke. Study the dis-

positions of your men and you will get the best there is in them. Remember, it is not man and master, but simply man and man.

I do not think it essential for a foreman to be able to operate any of the machines. I never ask a man if he is able to do it; I don't care. If I am talking with a man to take charge of the bottoming room, I take him to our sample room, hand him a shoe and ask him to criticize it. He wins or loses in that room.

I have been asked if I can operate all the machines in the factory. I tell them all no. I cannot operate any well, and there are not many who can, though they think they can. But they would discharge an operator if he allowed the same work to pass. A foreman cannot work with head and hand. If I had rheumatism I would employ a doctor who had made a study of it and not a man who had suffered with it, although he could tell me all the pains and do me no good, while the other knew none of the pains, yet he would cure me.

I took charge of a factory where a foreman was slated to go. I watched the work and works of that man. I quickly saw that he was poor on quality but good on tact and executive ability. I found him willing to learn and an apt scholar. He proved to be one of the best men I ever had and is today superintendent of one of the largest factories in the state. Those three words spell success.

It is the duty of the foreman to see that all his employes are in and at work morning and noon promptly, demanding an explanation from all late and absent operators, seeing to it that they all have something to start on, allowing no work to bunch up in his department, allowing no work to leave his department that will cause the next department trouble, or sending work out in bunches (I have seen shoes moved through the factory in bunches, like bananas). Allow no short cases to come in or go out of your department. Inspect all

ment, or enough of them to know shoes coming into your department that you can do your work properly on them, and do the same on those going out, spending as much time in inspecting the shoes as is possible. This, I realize, will keep you busy, calling attention to this operator and that one on damaged work passed, pointing out the unsightly appearance of his work, remaining with him until he is back in line, allowing no shoes to remain in your department, which cannot be moved without advising the superintendent, watching the production sheet, allowing nothing to prevent it going out on time that can be called the fault of your department. Look over all workmen's slips or books, as there will be some looking for easy money and it will make you strong with both the firm and the superintendent to stop it. There are so many methods used by operators that it will keep you up on your toes to catch them all. Watch out and you will stop it all, however. Be friendly with all foremen, but especially with the one that takes your work. You, anyway, are at his mercy. He can take your shoes and not only do his work well and not injure yours, but he can, if he gets on the outs with you, do a lot to spoil the appearance of your shoes. Besides, it is better for him to show you the poor and unsightly shoes if you should allow them to get by, than for him to show them to the superintendent.

Don't spend so much time in looking after others' poor work that you won't have time to look after your own.

Don't keep the superintendent posted about the short-comings of your brother foremen. He may be glad to get this bit of information, but he will despise the man that gave it to him.

Keep the superintendent informed of all your serious troubles; don't bother him with your petty ones. If you must tell them, tell them to a policeman, as he is the man of trouble.

Watch out for labor agitators, as they will get you in trouble, both

with your employes and the superintendent. Try to avoid trouble, as it many times hurts you, and some will say that you cannot handle men.

Keep your room clean. Don't allow your window sills to be filled up with plunder. Keep your shoes clean and do all you can to help the foreman from whom you get your work. If he sends you a poor lot of shoes, take it up with him and not with the superintendent. They will both think more of you. Don't be a gossip and don't rush to the office with all your little troubles. That is what you are employed for,—to straighten them out.

Be a man and don't resort to that common practice of knocking. I regret to say that from my knowledge of foremen, there is generally one in each factory who wants to betray his brother foreman. But there is a vast difference between a knocker and one that would betray you. Don't forget, Mr. Superintendent, that one that will betray his brother foreman to you will sell you to the manufacturer for less than thirty pieces of silver. I have found that out very recently. Make it a rule to get rid of the man who will betray his fellow foremen. If we are not smart enough to find out those things for ourselves, it is our misfortune. Don't tolerate a betrayer.

But, a knocker—he's different. He doesn't harm anyone. He gives you more free advertising than you could get for a large amount of money. Remember, he knocks because he is jealous. He sees you out-stepping him in the race—and it hurts.

Generally, when there is a new superintendent coming to town, it is quite a common thing for the knockers' club to adjourn to a hardware store. Some get a tack-hammer and others get a sledge, and in their harmless way hammer the new superintendent into the lime-light. It doesn't hurt.

Remember, you won't ever be knocked by a man that is in your class. It is always by a smaller

man than you are, both mentally and in ability. The big man won't say anything to hurt you, and the little fellow can't.

We all have much to be thankful for. Remember, that Christian old lady in her testimony gave thanks because she had two teeth and they were opposite to each other. I am thankful for the knocker.

A good foreman knows the value of good men and, after he has gotten them, he will do all in his power to keep them, knowing his success depends largely on them. A good foreman won't allow the superintendent to give instructions to his men. They must come from him. Some of the best men I ever had grew up under me from the bench. Insist that all whom you must direct, show you proper respect and call you by your surname. Acquire that great tact of holding all your men away from you. Remember, familiarity breeds contempt.

Stay in your room. Don't leave it unless you are called to the office. Don't allow singing or whistling and don't allow men from other departments in your room.

If you come up to these requirements, I feel you will be called a good foreman by most all superintendents. Remember, good fellowship and good-will are wonderful tributes in a man's character. Earnestly strive to acquire it. It covers up a multitude of sins.

(To be continued).

If the cutting room is on the top floor and the stitching room below, a hole cut through the floor and a box on a rope will save many steps in getting cripples. This same idea should be carried out between the lasting room and stitching room, also between lasting and stock fitting rooms.

It is a time saver over waiting for the elevator or running up and down stairs.

Room help will loiter when sent to another department: I have seen it done many times, and so have you.

The Adulteration of Leather

The Boot and Shoe Trades Journal of London recently offered a prize for a simple method of discovering adulterations in leather. The award was made by that eminent authority, Dr. Gordon Parker, to Thos. Melvin, of the Birtly Co-operative Society. This Journal says: "The competition was inaugurated as a consequence of the operation of the Australian Commerce Act, which forbade the importation of adulterated leather in any form, and rightly so. The shoe manufacturer exporting to the Antipodes is now called upon to make the declaration of purity, and he in turn has asked both leather makers and merchants to give him a certificate to the effect that the leather sold by them is free from barium and other adulterations.

"From this fact it is difficult—but not impossible, of course—to escape the deduction that much leather is adulterated, and it is further apparent that those who purvey it are not desirous of bearing their share of responsibilities, preferring to leave that responsibility with the shoe manufacturer. Taking a superficial view of things, it might be held that the leather merchant is playing a weak sort of game; but when it is considered that a boot manufacturer uses maybe a half-dozen to a dozen different tannages in constructing a boot, especially if he buys heels and stiffeners ready made, it is extremely difficult for him to say whether the leather used is weighted or not. For this reason we offered a prize for a simple method of testing leather—a test which could be carried out by any foreman in the rough-stuff department.

The following method won the prize:

In dealing with leather adulteration today it is no easy matter for

student or master. The tanner has learned a lot how to fake hides in such a way that it takes some detecting by the eye-testing method, yet the buyer goes along trying to get something cheap. The resourceful tanner will always oblige at any price—that is, in reason to the hide market. You can find various ways to test leather. The following are simple, and not out of the reach of any man in the trade:

No. 1.—To find loading matter, weigh one bend and place it in a tank of water all day. Take it out; hang it up; when dry, weigh it again and you will find the difference. I have known bends lose 2 pounds in this manner of testing.

No. 2.—Cut up another bend into ranges, and place it in a bath with sufficient lukewarm water to cover. Let it stand a day. Now take the leather out and let the drippings fall into the bath. Empty the water and sediment into an earthenware bowl and leave to evaporate near a warm place, when you will have some of the matter deposits that the leather contained, and by the use of a good glass at the dry deposits you will get a fairly good idea of the various loading matters. Some are muddy and some are of a leady nature.

No. 3.—Another simple method. Cut a piece out of the back and another out of dip in the belly. In good tannage the back piece will outweigh the belly piece. In loaded leather you often find the belly piece outweigh the back cutting. This is brought about by the belly fibres being more open, and given to take more added matters.

A good tannage has all the natural properties in the leather. You only get tanning color out of these leathers. In some tannages, when the bends are placed in water, reaction takes place. Some, when dried again, crack like matchwood; others you find are completely transformed, all the firmness has disappeared, and are left very open, soft, and pliable. Barium can often be detected by the color of the fibre, lead or greasy yellow form in the fibrous cells, and has a smooth cutting with it. In cheap tannage, where you have plenty of flesh on, you generally find plenty of loaded matter, which I will leave for more able gentlemen to define. I think to analyze the added matter will be no easy task for the chemist to do, as the tanner uses his methods

to beat the analyst, and will end, something like apple pulp in black-currant jam—it is there, but finding the percentage of added matter generally beats the chemist.

NEW BUTTON HOLE MACHINE.

A new machine for making button holes is being introduced into Lynn shoe factories. It is figured that the machine will make button holes at the rate of a hole every two seconds, and that in a day it will make 10,000 or more holes. The machine will make 42 stitches a second. The machine starts when the button is pressed. It stops itself when the button hole is complete.

The thread is automatically cut off. A blower blows away the thread pieces. The machine is safe to run. There are no exposed parts in which an operator can catch her fingers in a careless moment. The mechanism is encased, and no oil can fly about to spatter on the shoes or on the clothing of the operator. In readjusting the machine the parts may be readily removed. After the belt is thrown off, the machine may be turned over with a crank, like an automobile engine. The button by which the machine is started may be locked, so that the machine cannot start; or the work may be clamped into position under the needle while a button hole is being re-sewed, or other special work is being done.

For address send to American Shoemaking.

STRING SYSTEM FOR TURNS.

The string system, so-called, for making turn shoes by machinery, is meeting with great success. There are six separate operations, all performed by machine. First the sole is tacked to the last; second, assembled; third, stitched by turn stitcher; fourth, trimmed; fifth, turned; sixth, beat out and smoothed up.

The writer has seen this system used, and was very much impressed with it, not only as to the quality of work but the speed. With the exception of the stitcher, these machines are very sim-

ple, and little or no trouble should be had in teaching operators to run them. Two factories where the writer has seen this system used are the Raymond Shoe Co., Raymond, N. H., and the Lunn & Sweet Shoe Co. of Auburn, Me. It is understood that several Haverhill firms are also using it.

THE COST MAN.

An Essential Element in Successful Shoe Manufacturing.

The cost man for shoe factory use is fast becoming a necessity. The more progressive firms have realized this for some few years and have made this position a feature as much so, as they have the supervision of the several departments.

The writer agrees with Mr. C. P. Lawrence when he says that if one hundred samples are made, that one hundred cost sheets should also be made. Cost each shoe by itself. This is the only accurate way. When this is done, then the cost man has access to the figured cost of each shoe made, and can base his reports on the same. This work does not require a college man, a knowledge of the different branches of shoemaking, and ability to figure, are the essential points.

Many people are apt to confuse the cost man with the credit man, and there is a world of difference between these two positions.

The credit man is only required where shoes are sold direct to the retailer, while the cost man should be a fixture with all firms, who should discover leaks in their business before it is too late to stop them.

To make a line of samples, figured to cost so much per pair is no guarantee that the case work will be produced at these figures, unless the actual cost of production, when the shoes are actually made, is figured each week.

The writer does not believe that the cost man should have authority to criticise the foreman; this should be done through the superintendent if harmony is to prevail.

Lasting Room

How Counters Affect the Fit of Uppers

Counters play an important part in the fit of the uppers much more than is generally credited to them. When uppers come tight over the last, in many instances, the fault is with the counters. While visiting a factory recently the writer overheard a conversation between the lasting and cutting room foremen that eventually served to prove that the counters are responsible for uppers not coming over to a large extent. The shoes in question were machine cut, both outsides and linings, also many cases had been lasted previously to the case in question, cut as this case was, and on the same last. The stitching room seams and laps were right as far as could be determined. When these two foremen had settled the question of right seams and laps, the writer butted in and asked if the innersole was of the same weight as usual, and if the counter really conformed to the shape of the last. The innersole was declared to be right, but on taking the upper from the last, it was found that the counter neither hugged the last at the shank or set within one-quarter of an inch of the last at the top. The counter used was of the moulded variety and very stiff.

Regardless of the fact that this counter did not hug the last at the shank, the mere fact of it standing off one-quarter of an inch at the top of the heel was enough to draw it back at the toe, to the extent that it could not come over, and the proportion of lost leather at the toe would be far greater than at the heel, as the entire bottom lines of the upper were thrown out.

To prove this, a counter was placed in this shoe that did fit the last and the upper came over without trouble. Although it was

really a tight fitting pattern, but that is the way patterns should be, if a good job of lasting is to be had. When there is plenty of stock to come over, the laster will not be as likely to get the upper down to the wood as he will if it is a snug fit. At the same time it is quite possible to overdo this by having the uppers come just a little too small, which will result in torn uppers. Tips with pieces torn out by the pulling-over machines are a source of trouble in many factories, and according to the writer's observations a great deal of this may be avoided if the operator is careful to see that the jaws of his machine take hold of the box toe material and linings instead of just the tip.

HEELS.

Who Ever Heard of Varnish Being Applied to Heels Prior to Scouring?

In Brockton a regular wood varnish was also used as a filler for heels. Once dry, the heel was passed over the scouring wheel in the usual manner and the varnish, having penetrated the leather, served to gloss up the heel edge and at the same time acted as a "mordant" for the blacking. The heels were all uniform in finish and resembled the composition heels in hardness, except that the lifts showed plainly, as the varnish was thin and transparent.

It is said that heels are liable to show reddish spots, due to the extra hardness of some of the lifts. This troublesome feature was not apparent, as the blacking once evenly applied, produced an edge always uniform and that would stay set, the blacking being retained by the adhesive nature of the varnish.

In another factory the writer saw heels that were built too low

for the shoes, the forepart of the shoes being too heavy for the correct balance of the heel. It seems that the heels were intended for a light forepart of a single sole shoe and not for a shoe with a double sole. Two top lifts had to be applied and that was a costly procedure, although it made the heel far superior as to appearance and wearing qualities.

At the heeling machine I noticed that the heels would spread out around the heel seat of the shoe to quite an extent under the pressure of the machine. I was tempted to ask about the limit of pressure that could be applied. The foreman said: "I advise to apply as much pressure as the work will stand." It would seem to be the correct rule, as the heel will then fit all around the shoe quite snugly and the cement and the heel nails would also hold more firmly.

HISTORY REPEATS IN SHOE STYLES.

The knob-toe, high-toe and bulldog toe have had their day, and until history repeats itself, these three styles will gradually drop out of sight.

It is a well-known fact that style in shoes repeats. Fifteen years ago the blucher style began to boom and lasted about ten years, when back to its own came the button shoe again.

Some twenty odd years ago the side lace was popular; then for the past twenty years it dropped out of sight, only to be featured at the present time again. The present lines of samples, taken as a whole, show a decided falling off of the button shoe. Three-quarter and seamless vamps are losing ground, and the circular vamp coming back again. This is perhaps more noticeable on men's lines than on women's. Fancy lace row, stitching, perforating, and pinking are seen only on lines that depend on a flashy appearance for their sale.

I recently saw a pair of men's bal shoes that were made with a gun metal vamp and a Russia calf top, and strange as it may

seem, the effect was not at all displeasing to the eye.

The high price of leather has forced upon the market many cloth top shoes, and as the writer views the situation, these shoes will have a long run, even as they did over twenty years ago.

Twenty years ago the foxed oxford ran largely to cloth tops, and the present sample lines show that history repeats itself in the shoe industry.

Russia calf and colored kid are running a poor second to shoes made of black leathers.

The price of bronze kid has been a drawback to this leather becoming popular, and the same may be said of champagne kid. Kangaroo, kid, gun metal, and patent leathers have the call at the present time.

NEW LOUIS HEEL BREAST TRIMMER.

A machine which is attracting a great deal of attention in factories where it has been installed is a Louis heel breast trimmer, which, it is claimed, will trim from seven hundred and fifty to one thousand pairs of heels per day, ready for the first sanding.

This machine cuts from the top piece down to the shank, allowing the breast trimming after heel trimming, as there is no possibility of chipping the corners. The machine uses from a three-quarter inch to an inch cutter and shapes the breast according to the template used.

The uniformity of the work produced does away with the necessity of hand knifing or rough scouring, which operations are necessary where shoes are breast-ed or trimmed from the side. The heel breast only requires fine scouring to be ready for the ink.

The safety of the machine in use is a strong point in its favor, as well as the saving in labor. The finish which is given to the heel next to the sole is of a kind that cannot be duplicated by hand.

This machine is one of several up-to-date specialties put out by this concern, among them being a belt heel breast scourer and burnisher which is already in quite general use.

Is Grooved Welt



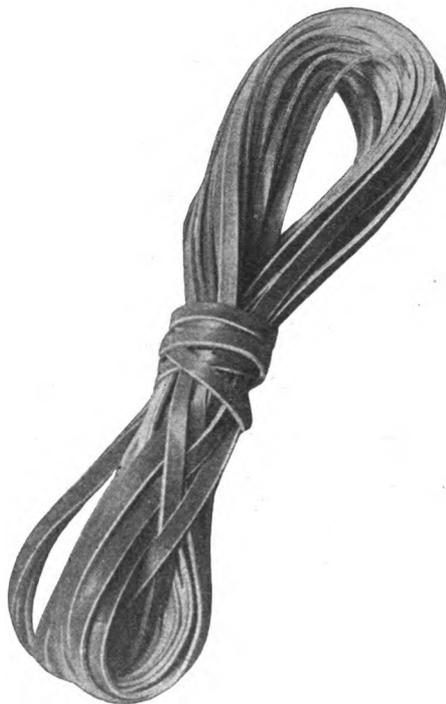
For an answer, we respectfully submit the

In the month of July, 1913, we introduced
Goodyear welting "**already grooved at** no
production has **increased steadily**, until M
yards, an average of 117,000 yards per day
—Of this volume **98.2%** was grooved

Brockton

BROCKTON

Getting a Success ?



the following for your consideration :---

roduced to the trade the feature of buying
to **additional cost.**" From that date our
March, 1915 showed shipments of 3,159,000
ay for the 27 business days of the month.
and welting

Rand Co.

- - MASS.

The Milwaukee Message.

Shoe Factory Gleanings.

—April has not been a month of showers, as is usually the case, and the general rubber trade has suffered accordingly. The outlook is not quite as bright as one would wish for a quick start in the activities in the shoemaking line, but when it starts slow it sometimes hangs on well at the end of the season, and makes up in the end for the uncertainty of the beginning.

—One of the busy factories in Milwaukee today is that of the Wrench & Herman Shoe Co., and Mr. Wrench is a very busy man, as he has the general supervision of the factory, besides doing all the buying, but has surrounded himself with a good reliable set of foremen, and they are all on the job all the time, so it relieves him of a great amount of care, and gives him time to visit the markets of both Milwaukee and Chicago. This firm is now making over 500 pairs of medium heavy shoes per day, and have a capacity of 800 pairs when driven to it.

—Mr. Richard Koebner, a member of the foreign trade committee of the Milwaukee Merchants and Manufacturers' Association, returned to this city last Saturday after several weeks spent in touring the West Indies, investigating the conditions and gathering information regarding the possibilities for the smaller merchant or manufacturer to open up business with this section of the world.

The large firms have already established a good business there, and Mr. Koebner believes there is every opportunity for the smaller firm who goes after the business right. He is very much impressed with the conditions he found there,

and the evident desire of the native merchants for goods made in America. He believes a good method to adopt would be for several small firms to unite and put one man down there to represent their different lines, making a mutual affair of it, and by co-operation get the business that is there.

—What will retailers do with old styles of shoes if changes continue to be as radical in the future as they have been during the past nine months?

There has been some sound advice given to the retailers recently by some of the leading men in the business as to the disposition of these fancy stocks, so that they will not be left at the close of the season with what might prove to be a "White Elephant" on their hands. Novelties are good sellers if you are fortunate enough to move them, but how utterly useless they are for profit, when the fad changes, and they go "out." Conservative buying, and quick action on sales, is about the best remedy, and any merchant should be cautious about getting loaded up with a big stock of freaks. Better lose a few sales than have a bunch left over. A store recently opened, showing a line of goods to sell from 98 cents to \$1.98, tells its own story, and somewhere in the country some unfortunates are wondering just why they went bankrupt.

—Mr. Felix Gagnon has been spending the week in Milwaukee and Chicago, getting stock and machinery for his new factory at Webster, Wis. They will make a line of loose-nailed shoes, and will start operations as soon as possible after installing the machinery.

BORAX

—FOR THE—
Shoe Factory

BORAX USED IN THE WATER FOR DAMPENING THE SOLE
MAKES THE SOLE FLEXIBLE, PREVENTS CHIPPING OF
THE EDGES, AND MAKES A SMOOTH, VELVETY FINISH.

**WRITE PACIFIC COAST BORAX COMPANY,
100 William Street, NEW YORK, FOR RECEIPT**

—Mr. Ogden, of the Ogden Shoe Co., and Mr. William Seaman, were in the Chicago market during the past week, purchasing supplies for their new factory. It is rumored that they have secured Mr. Fred Lee, formerly with the J. P. Smith Shoe Co., Chicago, to start, and run their cutting room. Mr. Lee is a thorough cutting room foreman, and is well acquainted with the line they expect to make.

—The Bradley & Metcalf Co. have finished inventory and repairing, and will start their cutters in a few days for the summer run.

—Mr. D. C. Girard, of the Union Special Machine Co. force, is in town to assist Mr. Otto Hinderer, who has not been in good health for some time, and the increasing business of the company here requires more than one man most of the time to look after it. Mr. Girard was for some time connected with the Toronto (Can.) office of the Union Special Machine Co., and later went to the Chicago office. He has already made many friends with the Milwaukee trade, and likes the town as well as the town likes him. Mr. Hinderer spent the week at the Chicago headquarters of the company, but will return to his duties here within a short time.

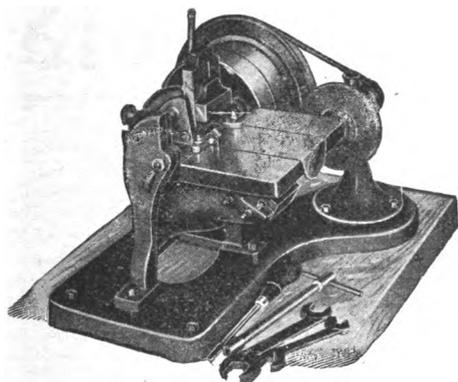
—Mr. Joe Goldbach, for several

years with the American Hide & Leather Co., with headquarters in the Milwaukee tannery, of the company, is now handling the Fred Rueping leathers, and has his office in the Caswell Block.

—The freak shoe seems to have come back, if it ever got very far away, for the millinery work seen on some of the men's shoes in the shop windows is certainly along the "song and dance" line, and the shapes are being talked about, also, among the men who want a shoe that fits their foot. One gentleman remarked that he never could get the same last twice, and it took all of his time and most of his patience to break in shoes, and added that in the future he was going to have custom-made shoes only, as long as he could afford it, and should at once get a last fitted for his feet, and stick to it. There are many more of the same mind, and the custom shoe is coming back as sure as fate for those who can afford them, and at the price they can be made now, and the extra comfort they give, they are not so very expensive after all.

More common sense in shape of lasts and less freakishness would help a whole lot, and feet would be better dressed and far more comfortable than when cramped up in some of the modern affairs dubbed shoes.

HEEL LIP CUTTING MACHINE



*For Cutting Out
the Lip at the
Breast of the Heel*

*Capacity 8,000 to
10,000 pairs daily*

- No excessive pressure at breast of heel.
- No breaking of heel at breast caused by excessive pressure when pressing lip.
- No impression left on the shank of shoe after the heel is breasted.
- By cutting out the lip on this machine you will remove all the difficulties which you are now having caused by compressing the lip.

W. J. YOUNG MACHINERY CO., Lynn, Mass., U.S.A.

Manufacturers of the Most Complete Line of Counter and Heel Making Machinery

Gimson & Co., Leicester, Eng. Agents
Rep. by Nollische-Werke Co., Weissenfels, Germany

WRITE FOR
ILLUSTRATED
BOOKLET

Process Patented January 12, 1904
Patented January 12, 1915

Process Patented August 19, 1913
Patented January 12, 1915



VULCO-UNIT

BOX TOE

The Vulco-Unit System is supplanting all other box toe methods. From every standpoint it is the most economical system ever invented.

Its thorough practicability is proven by the fact that it has attained an output far beyond that ever reached by any other box toe.

BECKWITH BOX TOE COMPANY

108 Lincoln Street, Boston, Mass.

G. W. KIBBY & CO.
Chicago - - St. Louis

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INVISIBLE EYELETS

We are now prepared to accept orders for Samson, Perfection and Universal Eyeletting Machines to be altered to use our device for inserting "Invisible" eyelets at one operation after undertrimming.

Terms: \$100.00 per machine for alterations.

United Shoe Machinery Company

EYELETING DEPARTMENT

205 Lincoln Street,

BOSTON, MASS.

New Patents This Week.

Description and Claims Made for Them.

The patents issued during the current week are listed below with a brief description of the claims made for each. Anyone interested in procuring further information regarding them may secure it through the office of American Shoemaking.

WATERPROOF SHOE, No. 1,136,819—To Charles M. Lenker; designed to make the joints intermediate the sole and the upper waterproof by the insertion of waterproof material between the upper and the canvas lining of the upper and between the insole and outer sole.

REPAIR COUNTER FOR SHOES, No. 1,136,764—To John Wilhelm Bodeen; composed of a stiff leather counter and an insole member of bendable leather projecting forward a short distance from the counter, thus making it easy to secure it to the bottom of the shoe. Designed to replace worn counters in shoes.

WATERPROOF SHOE, No. 1,136,799—To Samuel J. Harris; which has a bottom waterproof layer covering the underside of the insole, an upper waterproof layer covering the inside surface of the upper leathers, a waterproof joint in the channel of the insole connecting the above and a waterproof layer between the welt and sole.

HAND BUTTON ATTACHING Tool, No. 1,136,518—To William E. Elliott and Dwight S. Cole; which comprises a pivoted jaw having an opening near its pivot to receive a spring and a slot in the end to receive the eye of a button which holds the button firmly.

SLIPPER, No. 1,136,474—To Ida F. McCamish; designed for funeral shoes or slippers and having a soft elastic sole fitted and secured to the upper. A non-elastic insole is secured to the soft sole by a central longitudinal line of stitching for a part of the length of the soft sole.

INSTEP ARCH SUPPORT, No. 1,136,443—To William M. School; made of spongy vulcanized rubber, molded for general conformity with the under surface of the foot and extending from the ball of the foot to the heel.

INSTEP ARCH SUPPORT, No. 1,136,442—To William M. School; which provides for a depressed bead running lengthwise of the metallic plate of the arch support which is filled with a body of metal more ductile and less brittle than the material of which the plate is made, thus preventing breaking or cracking.

BUTTONHOLE CUTTING and Sewing Machine, No. 1,136,388—To

Edward B. Allen; in which the cork-clap closing means, the buttonhole cutting mechanism and the stitch forming mechanism may be differently timed to produce buttonholes in which the slit is cut either before or after the stitching operation.

MACHINE FOR USE IN the Manufacture of welt shoes No. 1,136,222—To William Fowler; which aims to obviate the defects caused by the bulging out of the in seam around the toe part of a welt shoe and is done by pushing back the bulged out in seam and bringing the line of the in seam in conformity with the original line of the shoulder of the insole.

PIECED OUTER SOLE, No. 1,136,253—To Charles H. Merrow; which consists of a forepart, shank and incomplete heel portion of a single piece of wear resisting material and a terminal heel which completes the heel seat made of any material adapted for holding the nails. These are attached to each other by staple shaped metallic connecting members.

HEEL PLATE, No. 1,136,112—To Jonas Fecko; comprising a heel plate with spikes that can be easily attached and detached from the heel of a boot or shoe.

MACHINE FOR INSERTING Fastenings, No. 1,136,095—To Thomas Briggs; which provides for a puncturing tool or a nail driving tool and means for mounting the tool and adjusting and retaining it in position against the various stresses incident to the operation.

CUTTING MACHINE, No. 1,136,193—To Erastus E. Winkley; the object of which is to provide a machine whereby rubber shoe soles or other articles may be rapidly and accurately cut without the services of a skilled operator.

MILWAUKEE BOX TOE CO.

140 Reed Street

MILWAUKEE, WIS.

Licensed Manufacturers of

**Beckwith's Vulco Unit
Felt Moulded Box Toes**

**For UNITED WELT and
STITCH-DOWN SHOES**

ASK FOR SAMPLES

Auburn Maine Events.

From Our Own Correspondent.

—Farrington Abbott, general superintendent at the Cushman-Hollis Co., attended the annual banquet of his class, Bowdoin, 1903, at Portland, on April 23rd.

—Harry G. McMurray, formerly of this city, has accepted a position with the W. H. McElwain Shoe Co. at their Derryfield (N. H.) factory.

—P. B. Russell, of the Ault-Williamson Co. of Ellsworth, Me., made a short stop in this city on his return from the Boston market. Mr. Russell expressed himself to the writer as being under deep obligation to American Shoemaking for courtesies extended and quick assistance rendered in the procuring of a stitching room foreman, W. G. Schriber of Reading, Mass., returning with him.

—Harry Burroughs, purchasing agent for three years past with the Lunn & Sweet Shoe Co., retired on April 30th. He is succeeded by L. N. Philpot, formerly with the Sears-Roebuck Co. of Springvale, Me.

—Chas. H. Wilber, representing the Brockton Heel Co., called on the trade the first of the week.

—Miss Katherine Smith, of Lynn, is demonstrating the A. C. Lawrence Leather Co.'s method of brush repairing on patent tips at the Lunn & Sweet Shoe Co. plant.

—The last article of Mr. Lawrence, relating to "Packing Rooms," was of much interest to those foremen directly connected with that department. The reference to the cost of tip or patent leather repairing in particular should be noted. There are few factories in the country where the cost he mentioned, viz., three-quarters of a cent per pair, is equalled. That this is the

fact, however, is very true, and those manufacturers who are paying more for straight tip repairing would do well to read thoroughly the article itself and investigate the truth of the matter to their own gain. It is a fact well known to many that this cost is exceeded in many places from 200 to 500 per cent. There has and always will be the old argument of quality on this line of work, regardless of cost. Yet a number of factories, where the price mentioned has been in existence for a long period, have fewer returns and as good, or better, quality than those paying the larger percentage for this work. If Bro. Lawrence's articles do nothing more than reduce the cost of production, as they surely will if read thoroughly, studied carefully and applied systematically, those who have enjoyed their publication feel that much good has been accomplished by them.

THE RETURN OF KID LEATHER.

Blue kid leather shoes are shown in stores in New York which handle fine footwear for women. It is said that they will sell well in the summer time.

Putty and champagne kid shoes are still in good style. Much putty and champagne kid is used for tops of patent leather vamp shoes.

The production of colored kid leather seems to pay the tanners. At all events a shoe manufacturer says that he is paying 40 cents a foot for colored kid. For black kid of about the same wearing qualities, he pays 22 cents.

Black mat kid shoes promise to sell well in the fall and winter lines.

Millimeter Gauge for Measuring Sole Leather

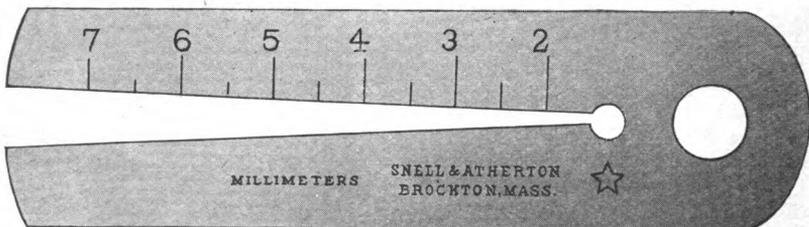


Fig. 24M

Graduated in Millimeters on one side and 48ths of an inch on the other side.

75c Each

SNELL & ATHERTON Inc., BROCKTON, MASS.

YET ANOTHER ARMY BOOT.

Responding to the difficulties as expressed by the manufacturers in finding sufficient heavy sole leather of the army type at anything like a reasonable price, and also with a view to keeping down the accumulations of light sole leather, the war office have issued the specifications for a new boot with a two-ply sole. The new boot, which is called Standard Pattern No. 4, is to conform in every respect to specification A.C.D.-770, except as regards the soles. These are to be built up of two light substances, first quality soles, cut from butts or bends of good English tannage—"English hemlock not required." Both soles to be evenly fleshed, solutioned together with rubber inset, then dampened and well rolled. They are then to be billed from the flesh side with a length of bill equal to the whole substance, and attached to the upper in the usual manner. This is all very good, as far as it goes, and the liberty to use up light English sole leather will be very welcome to the manufacturers, but perhaps not to the ordinary boot buyer later on, as we shall endeavor to show. Now follows a strange thing. The specification says, "Both chrome and vegetable tanned are allowed as two-ply of the same material or one-ply of vegetable and one chrome. Has such a boot been made up? And is it possible to unite a chrome sole with a vegetable one by means of a rubber cement? We always understood that rubber solution or cement had no affinity to any greasy or wax-like substance. It is assumed that the bills will hold if the cement gives way, but it must be borne in mind that if it should the outer sole will slip off its wedge-shaped bills as soon as the burned points are worn away. Our doubts about the cement and the chrome may be unfounded—we trust they are—but we feel it incumbent upon us to express them. It would probably be advisable in this type of twin-sole shoe to revert to the old system of billing—clinch the bills on the inner and not outer side. The grain of the undersole is to be next to the flesh of the upper one—the whole forming a possibly excellent boot for men in training and for the better-weather which is coming—or, at least, we hope so. Why, however, semi-chrome upper leathers of a good type and well stuffed are still barred we know not. Their employment would remove many difficulties and tend to ease the market. Have the powers that be satisfied themselves that in setting their faces so thoroughly against this material they have not committed another error? They cannot possibly know everything, and again they are faced with conditions now that they never experienced before, and the adoption

of this material—and there is much of it to be had—would not be regarded as a form of surrender or an admission of an ill-considered judgment. Now as to the effects of the use of these lighter leathers upon the ordinary trade when it returns to its normal conditions. It was thought that by that time there would be such an accumulation of light leather upon the market that prices must slump, and that boots would be sure to be cheaper. But many calculations and anticipations go astray. Part of the situation of the future will depend upon the success or otherwise of this new boot, which, by reason of its composition, means that for every single pair of boots two pairs of light soles are consumed. The case as regards the lighter upper leather remains much the same, although backing these in the same way may have to be resorted to. Then, again, there is, we believe, a desire to use more vegetable-tanned leather, which would bring us back to something near the first proposition; indeed, so much so that it is quite unsafe to prophesy, except to this extent, that ordinary boots for ordinary people are not likely to be cheaper, but, on the other hand, possibly and probably dearer.—London Boot and Shoe Trades Journal.

Moulded Sandpaper

to fit all kinds of wheels and rolls.

WE ALSO SUPPLY SAND-PAPER FOR

**The Buzzell Tip Scourer
Buzzell Buffer
Buzzell Heel Breast
Scourer and
other machines.**

OUR METHOD OF RECOVERING ROLLS AND WHEELS is a guarantee of satisfaction. Our work has stood the test for a generation.

**J. G. BUZZELL & CO.
Shoe Machinery and Factory
Supplies
102 High St. - Boston, Mass.**

Brockton and South Shore.

Trade, Notes, Personals, Etc.

—Edward Chandler succeeds Jas. Fleming as foreman of the No. 1 and No. 2 treeing rooms of the W. L. Douglas Shoe Co.

—Charles T. Tirrell, foreman of the heeling department at the No. 1 and No. 2 factories of the W. L. Douglas Shoe Co. in Brockton, passed away at his home in the Campello section of the city last Sunday. He had been in the employ of the Douglas company for many years. He leaves a wife, mother, daughter, and two grandchildren. He was fifty four years of age and was a member of Electric Lodge of Odd Fellows.

—Mrs. F. F. Field, wife of Fred F. Field Co. of Brockton, has purchased the valuable summer home of ex-Gov. Douglas at Monument Beach, consisting of a fine cottage, garden, beach property, boat house and work-shop. Mr. Douglas has purchased a new summer home at Marion, across Buzzards Bay from Monument Beach.

—L. O. Hoag, of New York, has been placed in charge of a new stock room on Duane street for the Emerson Shoe Co. of Rockland.

—The Churchill & Alden Co., C. A. Eaton Co., George E. Keith Co., P. B. Keith Shoe Co., and the M. A. Packard Co., all of Brockton, have joined the Chamber of Commerce of the United States of America.

—A new retail shoe store has been opened at Portland, Ore., by the Regal Shoe Co. of Whitman.

—Whitman & Keith, of Brockton have added H. W. Gibberd, of Chicago, to their list of salesmen. He will cover Missouri, Nebraska, Kansas and Oklahoma.

—The Woodard & Wright Last Co. of Brockton have made plans to erect a \$3,000 garage, to be thoroughly fireproof, so as to accommodate the ten automobiles used by their plant.

—One new member was admitted and one application for membership was received at the last meeting of the Brockton Association of Superintendents and Foremen. Robert L. Williams, of the W. L. Douglas Shoe Co. plant, was put in charge of all of the advertising in the rooms of the association.

—James Fleming has resigned as foreman of the treeing room at the No. 1 and No. 2 treeing rooms of the W. L. Douglas Shoe Co. factory in Brockton. He was formerly general inspector at the E. E. Taylor Co. plant in the same city.

—The T. D. Barry Co. have started on a new schedule, running seven hours a day.

—Joseph L. Wright, for many

years foreman of the dressing room at the E. E. Taylor Co. plant in Brockton, has resigned to accept a similar position with Walton & Co. of Derry, N. H.

—Shoe shipments last week from Brockton showed a big falling off, partly accounted for by the holiday, and several of the larger factories working only four days in the week. The total shipment was 6107 cases, the smallest weekly record for seven years. From shipping points they were forwarded as follows: Brockton Centre, 1942 cases; Montello, 2820 cases; Campello, 1345 cases. The total shipments to date amount to 205,839 cases.

—W. J. McLean, superintendent of the Hart Shoe Co. of Fredericton, N. B., was a visitor at the W. L. Douglas Shoe Co. plant last week. He was formerly a resident of Brockton and for many years was master mechanic at the Douglas factories. He reports that the European war has curtailed their output somewhat.

—James Mackedon has resigned as foreman of the dressing room at the factory of the T. D. Barry Co. in Brockton, to accept a similar position at the factory of the A. J. Bates Co. in Webster.

DEATH OF CLARENCE ALLEN.

Clarence Allen, salesman for the Columbia Counter Co. of Boston, died after a brief illness of bronchial pneumonia at his home in Dorchester, Mass., on Friday, April 23. He is survived by a widow and five children. Mr. Allen was well known in the trade and he leaves a large circle of social and business friends who sincerely mourn his death.

COMING FROM ITALY.

Ira Vaughan, of Dungan, Hood & Co., Philadelphia tanners of kid leather, who has been abroad since last May, is expected back in Philadelphia shortly. He will spend a while in this country and then will go back to Europe. Mr. Vaughan spent some time in Germany and then went to Italy.

AGOOS KID MFG. CO.

H. B. Wendling, for some time superintendent of the Martin-Beadenkopf Co., Wilmington, Del., and recently with A. J. Foster Co., Boston, has taken a position with the Agoos Kid Mfg. Co., manufacturers of standard kid, Wilmington, Del., and Boston. Mr. Wendling will have charge of the raw stock department and will divide his time between the factory and the Boston store.

Industrial Information

New Enterprises and Changes in the Trade

ABINGTON, MASS.

The WHITE-DALEY COUNTER CO. have incorporated with a capital stock of \$50,000. The directors are W. B. White, who is president; Charles H. Daley, treasurer, and A. F. White.

SALEM, MASS.

Another leather factory is contemplated on Pierpont street, as the KRAUSS-MILLETT CO. have asked for a permit to erect such a building.

HAVERHILL, MASS.

Voluntary petitions in bankruptcy were filed in the United States District Court by the NEW ENGLAND INNERSOLE CO., manufacturers of inner soles, of this city. The liabilities are \$18,000 and the assets \$512.

PORTLAND, ORE.

E. W. SIMMONS, who has been operating a factory at Chehalis, Wash., for four years, has closed details with the new Chamber of Commerce for the moving of his establishment to this city.

WINCHENDON, MASS.

The report that the tannery of the GREEN & HICKEY LEATHER CO., on River street was to be closed, has been emphatically denied by the firm and they report their slogan is "Business as Usual." All their old employes will be retained and the business carried on, on the same schedule as previously.

MILWAUKEE, WIS.

CONRAD BROTHERS, tanners at 632 Commerce street, have sold their business to the CONRAD BROTHERS TANNING CO., a new corporation with a capital stock of \$750,000. The incorporators are William Conrad, Anna S., and Frank A. Krehl.

ST. LOUIS, MO.

Three Massachusetts creditors

filed an involuntary petition of bankruptcy against the firm of J. G. BRANDT SHOE CO. of 616 Washington avenue, recently. The creditors are Thomas G. Plant Shoe Co., Commonwealth Shoe & Leather Co., Boston, and the C. H. Alden Co. of Abington, Mass. Byron F. Babbitt was appointed receiver.

SOUTH BOSTON, MASS.

Fire completely destroyed the five story wooden factory building at the corner of L and East First streets on April 24, resulting in a loss estimated at \$150,000. The fire was discovered by Morris Cohen, president of the BOSTON MAT LEATHER CO. one of the concerns occupying the building.

MANHATTAN, N. Y.

A certificate of incorporation has been filed by the LEATHER WEAR CO. of America, this city. The capital stock is named as \$10,000, with Herman Blum and J. Carl Becher incorporators.

CHELSEA, MASS.

The shoe factory of the BARTELS & THELAN CO., on Webster avenue, is to be re-opened for business after May 1st. The company has been shut down for several months and the manufacturing has been done in Reading, Mass., where they moved a part of their machinery.

NEWARK, N. J.

Following a series of explosions, a fire, which did damage estimated at \$2,000, started in the factory of the ESSEX LEATHER MFG. Co., at 129 Tyler street.

HAVERHILL, MASS.

The HARTMAN SHOE CO., of 37 Wingate street, have taken over the old C. M. Hoyt factory, adjoining their own. The Boston office of the firm is moving from 137 Lincoln street to Room 206, 183 Essex street.

GALLOONS Cotton, Mercerized, Silk, Herringbone and Grosgrain Weaves

3, 3½, 4 Ligne, in Black and all Predominating Colors

This Stock is Now on Hand

We have paid particular attention to the uniformity of these goods and can guarantee that they will fit your binders.

J. LEVY SONS

CINCINNATI, OHIO, U.S.A.

Western Selling Agents

PLYMOUTH RUBBER CO.
CANTON, MASS.

CRAVENETTE CO.
U.S.A.

Books on Shoe Manufacturing

"MANUAL OF SHOEMAKING," by W. H. Dooley, explains in simple language the various processes of shoemaking, giving technical names for the various parts of the shoe and the processes of production. An invaluable book to beginners in shoemaking. Price \$1.50 and postage.

"ORGANIZING A SHOE FACTORY," by Frederick L. Small. A small, concise readable book, the only one of its kind ever published on the organization of a shoe manufacturing business. Price \$5.00 postpaid.

"SHORT HISTORY OF AMERICAN SHOEMAKING," by Fred A. Gannon. Old and new methods, development of machinery and factory systems. About 100 pages, illustrated. Price \$1.00 postpaid.

"BOOT AND SHOE PATTERNS," by C. B. Hatfield. A book on designing, cutting and grading. Illustrated, 150 pages. \$2.50 postpaid.

"THE BUILDING OF A SHOE," compiled by Fred Hammond Nichols. Thirty chapters by different writers of experience. 150 pages. \$2.00 postpaid.

"MANUFACTURE OF BOOTS AND SHOES," by F. Y. Golding of England. A text book of useful knowledge on all the processes of manufacturing shoes; 300 pages, illustrated. \$3.00 postpaid.

"BOOT AND SHOE PATTERN CUTTING AND CLICKING," by Paul N. Hasluck of England. A comprehensive treatise on English methods with many engravings and diagrams. 160 pages. \$1.00 postpaid.

"BOOT AND SHOE MAKING," by John Bedford Leno of London, Eng. A practical handbook of Measurement, Last-fitting, Cutting-out, Closing and Making. 225 pages, illustrated. Price \$1.00 postpaid.

"BEARDS' FINISHERS' GUIDE BOOK," by A. Beards. A handbook on dressings, stains, blacking, waxes, etc. Price \$5.00 postpaid.

"SHOE AND LEATHER LEXICON." An illustrated glossary of trade and technical terms relating to Shoes, also Leather and other Shoe Materials and allied commodities. 40 cents postpaid.

"THE SOLDIER'S FOOT AND THE MILITARY SHOE," by E. L. Munson. Conclusions resulting from investigation by Army Shoe Board. 150 pages. \$1.50 postpaid.

"MECHANICAL HANDLING OF MATERIAL," by G. F. Zimmer, containing 542 figures, diagrams, full-page and folding plates. Discusses the Continuous Handling of Material, Intermittent Handling of Material, Unloading and Loading Appliances; 533 pp. Price \$10.00

"TECHNISCHES WOERTERBUCH FUER DIE LEDERINDUSTRIE," compiled by Ferdinand Kohl. A technical dictionary of the leather trades in German, English and French. 184 pages. Price \$1.50 postpaid.

"MOTION STUDY," by Frank B. Gilbreth. A method for increasing the efficiency of the workman; 44 ill.; 139 pp. Price \$2.00.

"PATENTS, AND HOW TO MAKE MONEY OUT OF THEM," by W. B. Hutchinson and J. A. E. Criswell; 238 pp. Price \$1.25.

American Shoemaking Publishing Co.

683 Atlantic Avenue

Boston, Mass.

Lynn and the North Shore.

Trade Notes, Personals, Etc.

—A. E. Little & Co., Lynn shoe manufacturers, announce that the Sorosis Annex, which they conducted for several years as a club house for women employes, has been closed. The Annex is to be re-opened in the near future as a club house for visitors to the Sorosis factories in Lynn.

—Frank E. Colton, who was salesman for Faunce & Spinney, Lynn shoe manufacturers, has joined with George E. Coffin of the Coffin Shoe Co. The name of the Coffin Co. has been changed to Coffin-Colton Co. The factory has been moved from State street to Box Court. The firm is making women's welt shoes in popular grades. Mr. Coffin is superintendent of the factory and Mr. Colton is in charge of the sales department.

—Arthur C. Lewis and Wallace E. Wright have dissolved the partnership in several concerns in which they were interested in Lynn and in New Durham, N. H. Mr. Lewis has retired from Lewis, Wright & Co., makers of cut stock; from the Basler Machinery Co., and the Lynn Re-tanning Co., all of Lynn. He has formed the firm of A. C. Lewis & Co., and this firm will carry on the cut stock business at 729 Washington street, Lynn. Mr. Wallace has taken over the machinery business. He will carry on the Basler Machine Co. of Lynn and the Gould Knife Co. of New Durham, N. H. He will give his attention especially to a new machine for tempering soles.

—The Shribman Leather Co., makers of cut soles and shoe stock, have moved from Marblehead to a factory on Park street, Beverly.

—Lyons & Hershenson, Lynn, dealers in leather and trimmings,

have taken a factory on Webster street, Peabody, and have begun to tan calf leather.

—The Verza Leather Co. has taken the factory on the corner of Walnut and Wallis streets, Peabody, and has begun to finish India kid and sheep leather. It is also finishing all kinds of leather for the shoe trade. Louis Verza, formerly of Odell, Verza Co., Salem, is head of the new company.

—Cass & Daley, Salem shoe manufacturers, have voted to increase their capital stock from \$250,000 to \$500,000. They also have arranged to have calf leather made for their shoe factories in a tannery at Whitefield, N. H.

—The Merrow Machine Co., Salem, is having an addition, 90 feet long, built onto its factory. It is to increase its output of leather working machinery. It is also to handle pulleys, shafting, belting and other transmission machinery.

—Prof. Elihu Thompson, of the General Electric Co., Lynn, is making a study of the wireless transmission of power.

—In the bowling contest of the Industrial League at Brockton, the H. & H. Blacking Co. team won the season's championship. Among the shoe concerns who were represented in the Industrial League were the Walk-Over Co. team and the Kelley-Buckley team. The close of the season will be celebrated by a banquet at the Revere House, Boston, on May 1st.

—Don't get so anxious to branch out, to bore with a big auger, that you forget you are in business to make money.

Will you take the word of prominent Shoe Manufacturers who made 10 Million Box Toes in 1914, using

TRADE **DURLACQUE** MARK
ABSOLUTELY WATERPROOF AND ACID PROOF
BOX TOE GUM

This record speaks for itself. The information is yours for the asking.

WRITE FOR WORKING SAMPLE

Cleanly, Uniform, Economical and Most Durable Gum on the Market.

DURLACQUE MFG. CO.
ST. LOUIS - - - MO.

Haverhill Happenings.

Trade Notes, Personals, Etc.

—Mr. E. Morphy, formerly foreman for Liberty & Durgin, Hale street, has resigned his position and has gone back to the Lunn & Sweet Shoe Co. of Auburn, Me., which firm he left when he came to Haverhill, and he will resume his former position. Mr. Morphy ended his duties on April 22nd. His former place at Liberty & Durgin's is now occupied by Mr. Melonson, who is at present foreman of the heeling and finishing room, his position to be practically general foreman, having charge of the shoes from the stitching to the packing room.

—Mr. Joseph Gouin, formerly lasting room foreman for Knipe Bros., Ward Hill, has accepted a similar position with the Cassaboom Shoe Co. at Amesbury, Mass. He will have charge of the making room also.

—John Morton, of the U. S. M. Co. of Boston, was a visitor in Haverhill this week. Mr. Morton has charge of the fitting room department of the Boston office.

—Jack McCarthy, salesman of the U. S. M. Co., is home at Haverhill after a successful business trip through the West and South. He reports that business conditions are hopeful. His special line is on findings, awls and needles; not only on shoes, but on textiles as well. He was formerly of the Haverhill staff of salesmen previous to his promotion.

—The Haverhill Association of Superintendents and Foremen held their regular meeting on Friday evening of last week. President W. W. Parks presided. The committee on banquets made partial reports that were accepted as progressive. Their annual banquet proved to be one of the most successful ever held, and exceeded the expectations of the association. Each committee was extended congratulations upon their success in carrying out the wishes of the association.

Attention will now be given to their special shoes which are to be made, and are in process of manufacture. The reports will soon be made, as each committee on each separate shoe is eager and anxious to contribute their share to the success of a venture that has never been tried out by any other body of superintendents and foremen.

—The Hartman Shoe Co., who recently bought out the former C. H. Hoyt Co., or rather rented the factory when this company made shoes, will in addition to making

their McKay and turn shoes in their own factory, add a salesroom also, where their shoes can be shown to the buyers, and will devote a certain portion of their plant for this purpose.

—Haverhill still retains her activity in the shoe business, and is rushing on special lines and keeping up on regulars. Judging from observation Haverhill is the busiest shoe centre on the map. The McKay factories are working to their full capacity, except in rare cases, and the turned shops are continuing busy. Some are making special novelties. The Liberty & Durgin Co. are making special shoes of nubuck uppers, with elk soles.

—The Newbury Shoe Co., the Emerson-Pennington Co., the Rud-dock Shoe Co. and Ira J. Webster are very busy firms. The McKay line especially seems to have gotten back to their stride, giving assurance of the success of Haverhill in the shoe line.

—Ross H. Schagen, of Haverhill, connected with the early shoe trade of Haverhill, was seen by the writer and is hale and vigorous. He started in the shoe trade in 1867 and continued so up to 1904. He was in charge of the old-time teams that once did the work of that day, later working at the trade. He was a capable man in any department, whether in charge or at the bench. He views the improved modern ways as good, being progressive.

Mr. Schagen was for years a familiar figure in the factories of Haverhill up to his retirement and is a welcome visitor when in town.

He was a veteran of the Civil War, serving in the United States navy from 1861 to 1865. At present, he resides in the suburbs on a farm, occasionally doing a little shoe repairing by hand and bids fair to enjoy many years of activity.

FOREIGN TRADE OPPORTUNITIES.

(Addresses may be obtained by addressing the file number care of Bureau of Foreign and Domestic Commerce, Washington, D. C., 752 Oliver Building, Boston, Mass., or any of its branch offices. Boots and shoes, etc., No. 16456.

—A wholesale merchant in East Africa informs an American consular officer that he wishes to receive catalogues of cheap grades of boots and shoes. Prices, discounts, etc., should be given so that orders may be

placed immediately. Correspondence may be in English.

Shoes, No. 16443.—One of the commercial agents of the Bureau of Foreign and Domestic Commerce in Central America transmits the name and address of a business man who desires to correspond with American manufacturers of shoes. The shoes are to be made plain, without trade-mark or name; to be wrapped in paper, with number, etc., attached by tag. No boxes. The shoes should be of "light stock" and "southern shapes" and styles. Prices should be quoted f. o. b. New York, New Orleans, or Mobile. Correspondence may be in English.

EXETER (N. H.) NOTES.

—John A. Towle, president of Gale Bros., Inc., while on a business trip to the South since three weeks ago, was taken sick with tonsillitis and confined to his room for a couple of weeks, but is reported to be on the road to recovery at the time of going to press.

—It is reported upon what is considered authority that there will soon be a new shoe industry in our village. The two-story building on Rockingham street, recently vacated by the Exeter Umbrella Company, is being put in readiness by the owner, Augustus Young, for a firm from Amesbury, Mass., who, it is stated, desires to locate here and manufacture a medium grade of ladies' shoes. The company requires some changes in the building; the installation of an automatic sprinkler system, an elevator and minor changes which the owner will make, and a five-year lease will be taken. The company, if all plans work out as is now expected, will employ upwards of one hundred hands and will give employment to Exeter workmen so far as possible.

—Business at the Gale Bros., Inc., plant can only be reported as fair. For the past three weeks they have

operated upon a five day a week schedule only, and then some departments not on full time.

—At the C. S. Bates plant, business is slowing up, but it is reported it is near their semi-annual inventory, which accounts for their slowing down.

—E. V. Kerr & Co. of Newfield, N. H., who do a small business in manufacturing custom shoes, are soon to remove to Dover, N. H., and start a repairing and novelty shop, making custom shoes, putting on new bows, buttons, and also resoling shoes with a new process that they claim great improvements on.

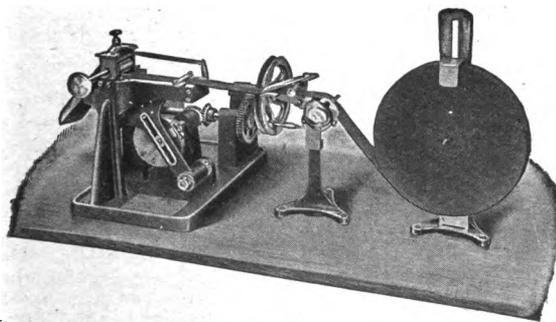
NEWARK, N. J.

—The Cerf Shoe Company, of 586 Cookman avenue, Asbury Park, has incorporated with a capital stock of \$5,000, for the purpose of manufacturing boots, shoes, etc. The incorporators are Joe Cerf, Harry Banker and Beatrice G. Cerf.

—Felter & Co., Inc., manufacturers of women's and children's shoes at Eighth avenue and High street, reports that business is good at the present time.

—Thomas Cort, Inc., shoe manufacturer at South Twentieth street and Fourteenth avenue, reports that his factory is very busy. For a while after the European war began there was some trouble getting hides, Mr. Cort says, but a supply of leather was laid in as fast as it was possible to get it, until there was enough on hand to hold the firm for some time.

—The Lustral Leather Company, manufacturers of shoe leather, at Grove street and Maple avenue, Elizabeth, N. J., who used Russian hides largely before the war in Europe began, had some difficulty in getting a sufficient supply from their former source, so are now switching over to native hides. Harry Hopkinson, of the firm, has invented a clip for holding hides to the drying frames.



SHAWMUT STAY & TAPE CUTTING MACHINE

Used for Bows and Labels

Cuts any Length from 1-16 to 12 in. and up to 2 in. wide and cuts 200 pieces per minute.

Makers of Special Shoe Machinery.

All inquiries gladly answered

Manufactured by
SHAWMUT MACHINERY COMPANY
 82 LINCOLN ST., BOSTON, MASS.

In and About St. Louis.

(From Our Special Correspondent)

—Chas. E. Ross, superintendent of the American Gentleman factory of the Hamilton-Brown Shoe Co., has returned from a ten days' business trip in the East. He visited all the principal shoe factory centers making men's high grade shoes.

—A leather buyer from one of the large shoe manufacturing firms returned to St. Louis from Chicago recently and, in speaking of Chicago's prosperity parade, said: "Come on, prosperity," was the slogan of Chicago's attack on Gloom Monday, when 75,000 to 100,000 participated in the prosperity parade.

In the line of march, representative floats from almost all of Chicago's industrial interests, showing the many business lines and side lines that engage the 2,000,000 persons in the second largest city in the country.

Owing to the desire of every ward marching club to turn out in large numbers, the committee was forced to hold down the foot delegations, and only representative bodies were able to procure places. No political banners were allowed. He said the shoe manufacturing industry was represented.

"The conditions of the shoe business is a fairly accurate barometer of prosperity. When hard times come shoe manufacturers are the first to feel it, and a growth in orders generally is a sure sign that things are on the mend.

"I have read forecasts of enormous immigration figures to follow the close of the war. To my mind these predictions will hardly be borne out for the reason there will be such a great demand for labor in the warring countries.

More than 70 per cent of the business done by shoe manufacturers and wholesalers is in the cotton growing states of the South. The fact that United States cotton ships are held up by the Allies has in a measure decreased the price of cotton or at least kept the price from advancing as it would have done.

Since it affects the shoe industry in no small degree, most of the manufacturers have urged the congressmen in their respective districts to register their protest and interest the Secretary of State in the matter.

News was received the first of the week that two ships, Montenegro and Veneiro, were leased and that other ships loaded with thousands of bales would probably be in the course of a week.

Senator Smith of Georgia is working in conjunction with Secretary of

State Bryan and all the United States ambassadors and consuls in the foreign countries, and there is very little doubt a market can be early reached for all the cotton the South can raise for two years at least, and at a much better price than has been received for some time. All this, of course, will be especially beneficial to St. Louis shoe manufacturers, who perhaps are the most interested next to the planters and local merchants.

—The resignation of Albert Theis as second vice-president of the Brown Shoe Co. became public recently.

Mr Theis said recently: "I have been with the company twenty-two years and think I have been here about long enough." He will leave the company about June 1, and afterward will engage in some other line of business.

George Warren Brown, the president, said no internal discord existed in the company, and that only the most cordial relations prevail between Theis and the other officials of the company.

Mr. Theis has been active in the study of the foreign trade field in recent years and has directed the promotion of over-sea commerce for his company.

He declined to state specifically his plans for the future, but they are supposed to provide for his continuance as a promoter of sales in the foreign trade field.

SOUTH FRAMINGHAM, MASS.

—The R. H. Long Shoe Co. have been, and are, at the present time, running very steady. This firm has made in addition to their line of men's and women's welts, a line of army supplies for the foreign armies, such as knapsacks, cartridge belts, and belts, which has kept them very busy. The Long Co. operates over 100 retail stores, which guarantees this firm a very steady business.

MANCHESTER (N. H.) NOTES.

—The shoe business in this city has been very quiet for the past few months, with the exception of the W. H. McElwain Shoe Co., who were fortunate in securing orders for foreign army shoes.

—The H. B. Reed Shoe Co. has been very slack, as have been the C. P. Crafts Co., George R. Jones Co., W. H. Griffin, and the Kimball Shoe Co.

—The F. M. Hoyt Co. has had a successful run and expect conditions good for the future.



TRADE WANTS



MANUFACTURERS and SUPERINTENDENTS can usually obtain very satisfactory foreman and workmen for various departments through this department. Advertisements listed under "Help Wanted" and "Position Wanted" are printed at the rate of 2 1-2 cents per word for one week; 5 cents per word for two weeks; 6 cents per word for three weeks; 7 cents per word for four weeks.

Advertisements to appear in this department must be in this office by Thursday morning to insure publication.

HELP WANTED.

WANTED—Young man experienced in figuring cost, especially upper cutting and sole cutting reports. State salary expected. Must have references in first letter. Address C. Gotzian & Co., St. Paul, Minn.

"PATTERN MAKER WANTED"

A thoroughly experienced man who understands "cutting models," width grading, and can work in making room when necessary. Good, steady position to right man. Address Mr. J. M. Kenyon, care of Endicott, Johnson & Co., Lestershire, N. Y.

WANTED — Experienced shoe finding salesman. State experience and salary. Address S. S. M. Co., 620 Essex St., Lawrence, Mass.

WANTED—Experienced office man who is a good correspondent. Only those with previous experience in the shoe line need answer. Excellent prospects. Address 3609-G, care of American Shoemaking.

WANTED—Assistant superintendent on welts and stitchdowns. Only those who are fully capable and can show actual results need answer. Give references. Confidential Address 3610-G, care of American Shoemaking.

POSITIONS WANTED.

MR. MANUFACTURER:

Are you looking for a man in your factory that can either take charge of the manufacturing end or step in and do your bookkeeping, having had years of experience in all branches? I have been some eighteen (18) years in the business and feel that I would like to associate myself with some large concern.

I am at liberty to go anywhere and at any time, and can furnish best of references. Address 1821, care of American Shoemaking, Boston, Mass.

POSITION WANTED as superintendent or assistant superintendent, or would accept position as bottoming room foreman. Experienced on women's, misses' and children's welts, turns and stitch-down, both eastern and western. Also familiar with the Rex turn system; will go anywhere; references. Address 2310, care of American Shoemaking.

POSITION WANTED as office manager; capable of taking full charge of financial or manufacturing end of office, or both; 10 years' experience in cost work; able to install cost system. Any shoe manufacturer requiring capable man may find this of interest. Address 2309, care of American Shoemaking.

POSITION WANTED—Shoe factory accountant experienced on correspondence, credit costs, etc. Take full charge; details and references upon application. Address 625, care of American Shoemaking.

YOUNG MAN experienced in bookkeeping and office work desires to take up cost work in a shoe factory and would gladly work for a small salary for the privilege of learning this in some good reliable place. Address 2007, care of American Shoemaking.

TREEING and Packing Room foreman with Canadian and Western experience on men's and women's Goodyear welts desires position. Can repair all machines, and teach help. Address 1618, care of American Shoemaking.

AN EXPERT CUTTER on ladies' shoes desires position as cutter, instructor of cutting leather, or shoe sorting. Has had extensive experience in this line and can give valuable service. Fifteen years' Lynn training. Highest of references as to ability. Strictly reliable. Will go anywhere. Address 1927 care of American Shoemaking.

POSITION WANTED — Stitching room foreman, 35 years of age, experienced on all grades, is now open for a position, and one who is also a first-class machinist and competent to teach green help. References. Address 404, care of American Shoemaking.

POSITION WANTED as foreman of making room by a thoroughly practical shoemaker with experience as foreman in New England factories on McKays, turns and welts. Best of references. Address 1704, care of American Shoemaking.

MR. MANUFACTURER—Do you want a man with 10 years' experience in making room on welts and McKays, as foreman or quality man. Abundant references. Address 710, care of American Shoemaking.

MR. MANUFACTURER: Can you use a practical superintendent on welts or McKays? Eastern and western experience. Up to date in all details of manufacturing and can produce snappy lines at close figures. Will locate anywhere. Address 1320, care of American Shoemaking.

POSITION WANTED by an experienced edge trimmer; has run Goodyear stitchee, Heel Trimmer, Slugger and Wire Grip machines. Would accept a position as working foreman or assistant. Address 229, care of American Shoemaking.

POSITION WANTED by experienced finishing, treeing and packing room foreman on all kinds of medium and fine shoes. Can furnish satisfactory proof to organize or manage room and produce results. References as to ability and character. Address 323, care of American Shoemaking.

POSITION WANTED by experienced treeing, dressing and packing room foreman with Eastern and Western experience. Medium and fine grade shoes. Will go anywhere. References. Address 1322, care of American Shoemaking.

POSITION WANTED by sole leather room foreman, experienced on women's, misses' and children's McKays, welts and turns; thoroughly understands cutting, sorting and stock fitting. Can operate and repair all machines in this department. Address 822, care of American Shoemaking.

POSITION WANTED as foreman of treeing and packing room by young man with best experience. If you are not getting quantity and quality, you should. I believe I can help you as I have others. Address 321, care of American Shoemaking.

POSITION WANTED as assistant superintendent, quality man or as foreman of making room. Practical experience from lasting to packing. Address 1321, care of American Shoemaking.

POSITION WANTED as cutting or stitching room foreman, or assistant superintendent. Ten years in executive positions on both men's and women's work. Is an expert on upper leather, experienced buyer and has exceptional executive ability; desires to locate with a progressive firm; position of more importance than salary. Willing to go anywhere. Address 316, care of American Shoemaking.

Among the new products which have been brought out this spring by Ferd Thompson & Co., of Rockland, Mass., are a "Nubrite" edge ink, which is made in both two and one-set and produces an extraordinarily high finish. It is already in successful use in a South Shore district, as well as in Lynn and the Central West.

Another product which is attracting attention is a quick finish sediment bottom stain, which is made in a variety of colors and produces a clear uniform finish on any kind of leather. While it shows the grain clearly, it effectually covers any imperfections, water stains or spots on the soles.

Trademarks or other designs which were formerly used only on high grade shoes on account of the cost, can now be applied to any grade, as the matter of expense is a variable one depending upon the judgment of the manufacturer.

The Kemgo process, which has been developed during the last three years, has made it possible to emboss at an expense for silver or colors of from 5 cents to \$2.50 per thousand impressions, the latter being the cost for gold. When used on the Universal embossing machine the work is rapidly done and a clear permanent impression results.

Over three hundred and fifty of these machines have been installed in shoe factories during the last three years.

—Suit has been entered by Calef, Butler & Haseltine against the Munsey Shank Co. of Lynn, for infringement of the Calef patent and process of making shoes covered by patent No. 1,110,885, and issued September, 15 1914. The process deals with a special method of manufacturing shoes and is especially adapted for turn work.

**LET US FIT
YOUR SAMPLES
WITH
CRAWFORD
ARCH
SUPPORTING
SHANKS**

Send us the insoles and we will see that they are properly fitted without charge and promptly returned to you. Shoe retailers are deeply interested in this shank. The best and most reliable yet devised. Locked to insole, cannot wear through outsole.

United Shoe Machinery Co.

Shank Department

205 Lincoln Street, - Boston

Are Your Costs Right?

You cannot be sure of this unless you have a simple, accurate, complete system of Cost Accounting.

Is Your Organization Efficient?

If not, you are losing opportunity to add to your profit and to successfully meet competition.

You can get accurate costs and efficient organization by applying the information contained in Frederick L. Small's Book

Comprehensive Accounting Methods

Manufacturers who have read the book pronounce it thoroughly practical and helpful. One of them says:

"Dear Mr. Small:—

The manuscript of your "Treatise on Shoe Manufacturing Accounting" I have read with pleasure and profit, and I believe it will prove of assistance to shoe manufacturers, accountants and cost men.

It seems to me that any accountant of ordinary ability, with a knowledge of the shoe business and the assistance of your book, could install an accounting and cost system that would give excellent results.

Yours sincerely,
Geo. H. Warfield,
c-o The Preston B. Keith Shoe Co."

WRITE FOR PRICE

American Shoemaking Publishing Company

683 Atlantic Avenue

BOSTON

MASS.

RED LETTER LIST



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Rapid Eyeletter, Gang Eyeletter, Automatic Perforator, Universal Skiver, Peerless Folder, Improved Tip Press, Economy Fold Cementer, Duplex Fold Cementer, Automatic Scourer, Rapid Paster Button Sewing Machine, Rapid Inker, Eyelets of All Kinds, Shoe Buttons.

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ADAMS CUTTING DIES

Guaranteed to Cut Straight
Fit Patterns Perfectly
and Stand Up Better
than any Dies made.

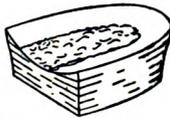


Successor to A. M. HOWE
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Worcester, Mass.

JOHN J. ADAMS,

Heels and Heel MACHINERY

Pieced Nail-less Heels
Our Specialty.



Campello Nail-less Heel Co.

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SHOE BUTTONS

**Strong — Uniform
Good Finish**

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Factory and Office: BEVERLY, MASS.

“SHOE FACTORY BUYERS’ GUIDE”

A list of firms selling shoe factory Supplies, classified according to the product.
3 1-4x6 1-4. 230 pages. Should be in the hands of every buyer in the Shoe Factory.

Sent free to new subscribers to American Shoemaking.

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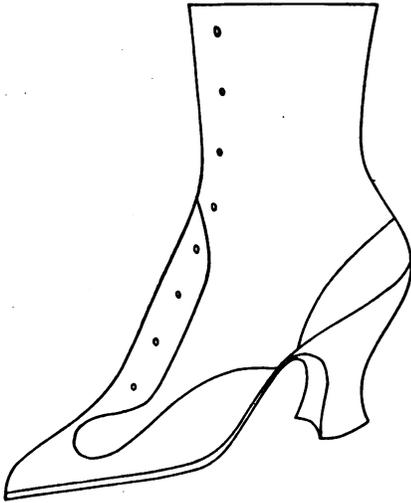
Save money in the packing room
Make tip repairing easy.

Keep fair-stitching and edges clean

NOVELTY SELLING CO.

67 Essex Building, Boston, Mass.

100's Of New Designs For Fall Of 1915



Will be submitted for the approval of those manufacturers who subscribe to our special styles service.

Your individual requirements confidentially considered and special designs submitted for your exclusive use.

A WIECHMAN NOVELTY LACE BOOT

ASK FOR OUR PLAN

WIECHMAN PATTERN COMPANY

POWER BUILDING

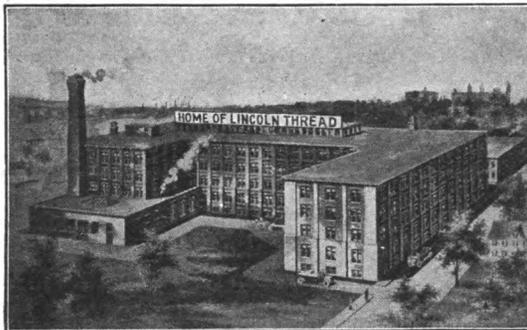
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OHIO

THREADS

COTTON AND LINEN

"Quality Lingers After Price is Forgotten"



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Lincoln Beacon Allston Faneuil Kan-Ka IbeX

BRANDS OF LINEN

Premier World West End Puritan Boot Carpet

H. E. LOCKE & CO.

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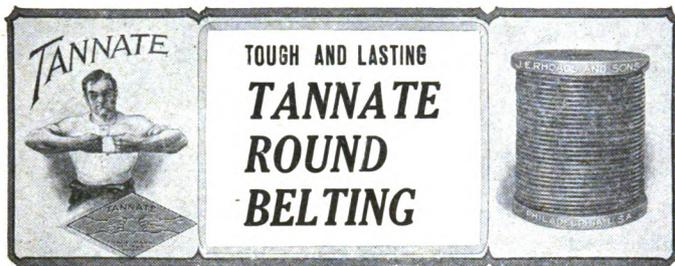
AMS

AMERICAN SHOEMAKING

THE RED BOOK

Volume LV No. 6

May 8, 1915



It Saves You Stops

In a Pennsylvania shoe factory where they have used Tannate for years they speak of it in high terms, and say it is the only belt they ever had to stand on their button-hole machine.

The reason for its toughness lies partly in the superior hides used, but chiefly in our method of tanning. Its long life is further enhanced by its grip which permits comparatively easy drives.

In a shoe factory at Lynn, Mass., a Tannate belt lasted four times as long as any other they had used.

Tannate costs less per year because it lasts so long. It increases your output.

Be sure you get the genuine Tannate, with our registered trademark as shown above.

J. E. RHOADS & SONS

PHILADELPHIA
10 N. Third Street

NEW YORK
120 Beekman Street

CHICAGO
340 W. Randolph Street

FACTORY AND TANNERY, WILMINGTON, DEL.

PUBLISHED EVERY SATURDAY

AMERICAN SHOEMAKING PUBLISHING CO.

683 Atlantic Avenue, Boston, Mass.

REECE BUTTON HOLE MACHINERY

IS THE STANDARD OF THE WORLD

IN USE EVERYWHERE

When you want Button Hole Machinery that gives the speediest and best finished work at the minimum of labor cost, remember

REECE

50% faster than any other button hole machinery on the market.

The Reece Button Hole Machine
The Reece Button Hole Finishing Machine
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The Reece Button Hole Marking Machine

Branch Offices and Salesrooms in All Large Centres

The Reece Button Hole Machine Co.

OFFICE AND WORKS

500-514 Harrison Avenue

Boston, Mass.

GROOVED and BEVELLED

Goodyear Welting

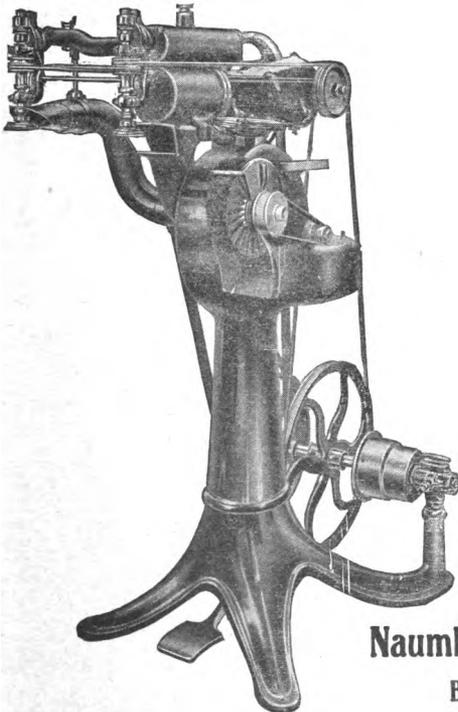
LABOR SAVING---NO WASTE

Flexible McKay Welting and Stitch Down

J. FRANK HAYES

Belvidere - - - New Jersey

ABSOLUTELY ESSENTIAL FOR PERFECT FINISH



THE NEW TWIN-HEAD
NAUMKEAG

Permits use of two abra-
sive grits. Air cooled
pads prevent burning.
Fitted with cleaning brush
and blower.

THREE IMPORTANT OPERATIONS
ONE HANDLING

WRITE US

Naumkeag Buffing Machine Co.

BEVERLY, MASSACHUSETTS

Best Results in the Lasting Room,

no matter what system of lasting
you employ, are secured by using

Standard Waterproof Box Toe Gum

The efficiency of the "Unit System"
of lasting is greatly increased by
its use. Largest and most success-
ful manufacturers are satisfied
with the results secured from the
use of Standard Waterproof Gum.

*Tell us the conditions in your fac-
tory and we will tell you how to
use this gum with any system of
lasting.*

STANDARD STAIN & BLACKING CO.

DANIEL F. SHARKEY, Manager.

LYNN, MASS.

CINCINNATI, OHIO

MONTREAL, CANADA

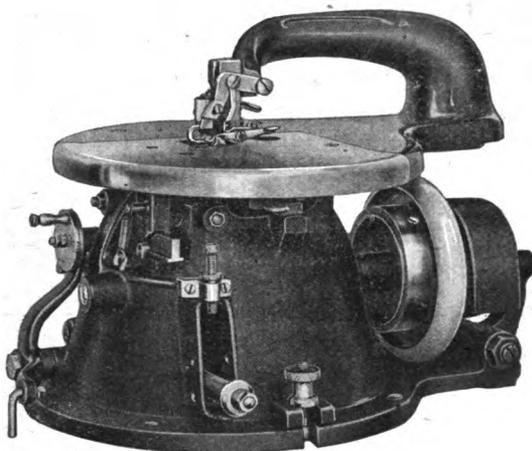
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703-705-707 Lafontaine St., East, Montreal

THIS MACHINE

is now the universal standard
for folding all parts of
shoe uppers.

Makers of
the
finest
Grade
Shoes
are
among
its
satisfied
users.



Turns
over
seams
and
back
stays.
Makes
perfect
blucher
corners.

Rapid Hand Method Folding Machine — Model B

Five of the largest manufacturers have adopted it exclusively, using a total of 62 machines.

Do not the above facts warrant a 30 day trial order?

P. R. GLASS COMPANY

205 LINCOLN ST., BOSTON



Bottoms of shoes that are finished with

CYCLONE BLEACH and **MAGIC STAIN**
Heels that are finished with our famous **BLACK DIAMOND HEEL BLACKING** and edges that are finished with our **KING EDGE STAIN** produce the best results and give satisfaction to manufacturer and consumer.



CYCLONE BLEACH

Is the only effective preparation that will REMOVE THOSE GLUCOSE SPOTS, waterstains and all other discolorations from soles and give perfect results in finishing.

Made in a variety of combinations, making it possible to produce Oak or Union effects on red leather, and a variety of other tints, including pure white on any kind of sole leather.

MAGIC STAIN

Works in Harmony with Cyclone Bleach, producing a hard, smooth, clean bright finish. Used as single or double brush stain and made in a variety of colors.

Try a Sample Gallon Now!

BOSTON LEATHER STAIN CO.

109 PURCHASE ST., BOSTON, MASS.

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Dolliver & Brother, 619-621 Mission Street, San Francisco, Cal.

The Louis G. Freeman Company 210-12-14 East 9th Street, Cincinnati, Ohio

American Shoemaking

"THE RED BOOK"

AN ILLUSTRATED WEEKLY MAGAZINE OF
INDUSTRIAL LIFE AND THINGS PRACTICAL

AMERICAN SHOEMAKING is an illustrated weekly magazine of industrial life and things practical in the world of shoemaking, dealing with its mechanics, methods, systems, its technical features and historical facts—a record of the doings in the field of operating shoemaking—a forum of opinion and discussion for shoe manufacturers, superintendents, foremen, students, and those interested in the shoemaker's art and his field of operations.

SUBSCRIPTION PRICE—\$2.00 a year, postpaid, in the United States, Canada, Mexico, Cuba, Hawaiian and Philippine Islands. To England and Australia, 12s. 6d. Germany, 13m., France, 16f., or the equivalent of these sums

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683 Atlantic Avenue, 212 Essex Street, BOSTON

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... BY THE USE OF ...

Duplex Eyeletting Machine

IS

\$17.36

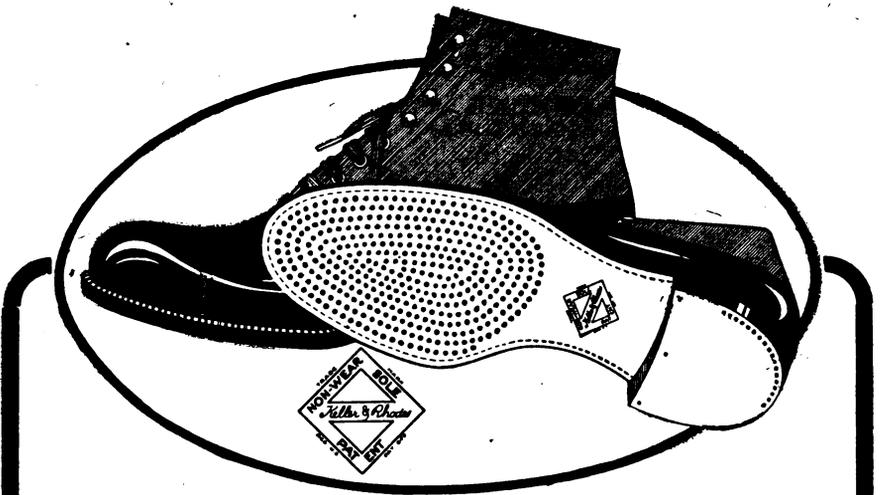
PER MILLION EYELETS USED.

United Shoe Machinery Company

EYELETING DEPARTMENT

205 LINCOLN STREET

BOSTON.



THE KELLER-RHODES NON - WEAR PROCESS

increases the wearing qualities of any grade of sole leather,—
“outwears three untreated soles.” Proved in many actual
wearing tests throughout the past nine months.

Adopted by many of the largest shoe manufacturers in the
country. Shoe and department stores have stocked and are
selling shoes of all grades with the Keller-Rhodes Non-Wear
Sole.

The Keller-Rhodes process consists in plugging the wearing
surface of the sole with a heavy wax-soaked hemp cord, lock-
looped in the center of the leather with a six-ply knot.

We are now in position to arrange for the installation of the
machine specially built for this process. Invented, (patent
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Write at once for our representative to call with full par-
ticulars. Factory installations of machines made in the order
of the receipt of application.

Process simple. No highly skilled labor needed.

REDUCES YOUR SOLE LEATHER BILLS.

**Increases Profits
for the Manufacturer and Dealer**

THE KELLER-RHODES COMPANY

222 S. Ninth Street

Philadelphia, U. S. A.

AMERICAN SHOEMAKING

PUBLISHED EVERY SATURDAY

A Weekly Journal for

PRACTICAL MEN IN SHOE FACTORIES

IT is the purpose of *American Shoemaking* to render to all its advertisers impartially the best possible service both through the columns of the magazine and by supplying other special information.

We cannot solicit orders for one of our patrons without doing an injustice to others in the same line. Our advertising patronage is not based on what our solicitors can personally do for you, but on the merits of *American Shoemaking* because of its world-wide circulation.

Published Every Saturday in the Essex Bldg, 683 Atlantic Ave., and 212 Essex St., Boston, U.S.A.
\$2.00 per Year, Foreign, \$3.00; Sample Copy, 5 cents. Conducted by RUPERT B. ROGERS

Entered at the Boston Postoffice as 2nd Class Mail matter:

Volume LV.

MAY 8, 1915

Number 6

ARGENTINE BUSINESS.

John H. Allen, writing from Buenos Aires, where he is resident manager for the National City Bank of New York, takes an optimistic view of the business situation in the Argentine Republic. He states that crops are excellent and that there is a corresponding increase in business activity.

Regarding the hide and skin situation, Mr. Allen says:

"Hides have experienced a falling off in price as compared to the figures of last November and December, at which time they sold for about 35 per cent higher than prior to the outbreak of hostilities in Europe. At the present time they have dropped to about 12-15 per cent above the prices prior to the war. The increase in values has applied only to the high grade, or what are known as the frigorifico hides, the lower grades having ruled at about 5 per cent above the usual figure. Shipments to the United States during the last four months have been greater than to all other countries combined, and while the American importers have bought the larger quantities, it may be of interest to note that Swedish merchants paid the highest prices for their imports; Sweden's being nearer the seat of war undoubtedly made

the demand greater there than in the United States at the time when rush orders for shoes and saddles were being given.

Sheepskins have been purchased extensively by New England dealers who secured from the British Government large contracts for sheepskin coats for the use of the English army in Europe. In spite of these heavy purchases, the price of sheepskins has not increased to an appreciable extent over that of previous years.

Meat exportations should steadily increase in spite of the fact that the home production of Great Britain remains steady and that she is importing frozen meat to a large extent from her provinces. The increase of population in Great Britain as well as in the United States will increase the demand for meat and this industry should prove in time to be of far greater importance to the Argentine than it is at present. It is no doubt true that the supply of cattle in this Republic is considerably less than it was one, two or five years ago, and the herds have been too greatly depleted, but this is a condition which will adjust itself very quickly for the simple reason that the raising of cattle is an easy and profitable occupation, coupled with the fact that there is sufficient grazing land and an abundance of alfalfa for fattening purposes."

Referring to other South American countries, he states that conditions are generally improving, although Paraguay continues to experience great depression with such a falling off of imports as to cause a shortage in the national treasury.

THE RIGHT TO WORK.

Germany, among the nations of the world, is the only one that has recognized the inherent right of the individual to at least sufficient employment to sustain decent living and, in its application of this principle, it is perhaps the most socialistic government in the world. That is to say, socialistic from the autocratic standpoint rather than the democratic, practically all the affairs into which the government enters being dictated or controlled through the influence of the Kaiser and his advisors rather than through the instrumentality of the people themselves. Not only does the government see to it that employment is generally furnished to all those willing to work, but unemployment insurance must be carried by all workers.

As showing the effect of such legislation, the percentage of unemployed labor in 1908 was 28.1 in Massachusetts and New York combined, 10.96 in Denmark, 9.5 in France, 5.9 in Belgium, and only 2.9 in Germany. Other countries have much to learn from Germany, although the method of reaching the results achieved in that country would be quite different in a democracy.

ANOTHER COMPLIMENT FOR THE AMERICAN SHOE.

While our manufacturers are worrying over the possibility of foreign competition, it appears that we are not alone in this position, but that the American shoe is a cause for some apprehension on the part of manufacturers in other countries.

Word comes from Argentina that the Association of Shoe Manufacturers and United Shoe Workers' Union recently held a monster demonstration in order to induce the government to

place prohibitive duties on foreign-made shoes in order to protect their home industry, and as an indication of their displeasure at the inroads made by the American shoe, the marchers hissed an American shoe store when passing by it.

DEVELOPMENT OF FOREIGN TRADE.

A special committee of the Boston Chamber of Commerce is taking up a systematic investigation of the possibilities of foreign trade for New England with the hope of outlining a co-operative plan whereby the Chamber of Commerce can work with Federal and State Departments in furthering demand for American goods abroad.

It has taken the imperative demands created by the war to bring home to many of our manufacturers the opportunities which are wide open for them in foreign lands, and it is particularly encouraging to note that the subject of export trade is now being seriously considered by many firms who heretofore have entirely neglected this opportunity.

Higher wage rates in European countries which necessarily follow the shortage of labor created by the war, together with the fact that the United States will, if the war continues for a considerable period, become the financial centre of the world, will make possible a tremendous extension of export business in nearly all lines of manufacture.

THAT TRADE BALANCE.

If the anticipated trade balance in favor of the United States, including the amount of war orders and the amount of money usually expended by tourists abroad, amounting to two billion dollars, as estimated by the experts, were to be equally divided among all citizens, it would amount to the sum of about one hundred dollars per family. As this is about four times the amount ever before derived from such sources, it must give a tremendous impetus to prosperity in this country.

Factory Hodge Podge

Miscellaneous Notes About Sundry Topics That Interest Practical Men

POWDERED SOLE SOFTENER.

A new preparation for tempering and softening sole leather which comes in powdered form is now available. Three pounds of this material makes fifty gallons of solution, which the inventors claim will temper five thousand pairs of soles at a much reduced cost. It leaves the leather flexible and plump and of good appearance. The directions for working are very simple and the inventor of this material is anxious to send free samples to anyone interested.

COTTON BELTING FOR SOLES.

It is reported that a firm in Atlanta, Ga., has made a pair of shoes without the use of leather, the material being cotton with the one exception, that of the heel, which is of rubber. The feature of this new shoe is the sole, which is of cotton belting. This cotton belting has been thoroughly tested for wearing quality and has proved to be equal, and in many instances, superior to leather. The writer has seen shoes that have the cotton belting for the outersole, and has talked with men who have worn them, and in each instance favorable reports were made regarding the comfort and wearing quality. To a person not familiar with cotton belting, this assertion may seem a little far fetched, but investigation will bear out the writer's statements.

SOLE PATTERN AREAS.

Pattern areas may be made on inner and outer sole patterns, as well as on upper patterns. The writer knows that this is being done successfully and is of great assistance in getting at the cost in the sole leather room, and will be found to be of assistance in working up the leather closely. As closer track may be kept of the

cutters as to the number of pairs that should be cut from a certain number of pounds.

TAKING CARE OF THE WASTE.

The baling press is fast becoming a part of the up-to-date factory equipment, as it saves its cost many times over. Every shoe factory has a large amount of waste paper, which is usually sent to the boiler room, but when a baling press is installed, this waste paper has a cash value and is an item well worth saving. Upper and sole leather pieces can be easily baled, and when baled, instead of put into bags, it takes up less room in the storehouse. Cloth rags may also be baled.

COSTS OF FITTING.

To fit a boy's foxed blucher shoe which wholesales for about \$1.65, requires twenty-five operations, when tops, vamps and foxings are doubled, foxings perforated and vamping done two rows spaced. The cost of fitting depends somewhat on the locality of the factory in relation to labor conditions, but should not exceed eight cents per pair for fitting, not including skiving. This same shoe made button will cost one cent per pair more, not foxed button, but seamless vamp style. The writer has often wondered why the makers of this line do not use the three-quarter vamp instead of the seamless one, as the gain in cutting figures will more than offset the extra cost of fitting. The extra cost of fitting is simply one extra seam to close and stay, costing one-half cent per pair to do both operations, while the saving in leather will be about one and one-quarter cents per pair; this includes the extra cost of cutting.

The lock vamp pattern is an expensive one to use for this

price shoe; the close heel pattern will cut to better advantage, owing to the grade of leather that must be used in a shoe to sell at the price quoted. Pattern makers agree that the close heel pattern will fit better than the lock pattern, and when the three-quarter style is used it is possible to get better quality, better figures and better fit, all at less cost.

MAKING AND FINISHING. **Brief Notes About Things Seen And Heard.**

Turns and McKays are being made together by many Haverhill firms. Separate making rooms are necessary when this is done, but the turn making room requires but little room compared to that for McKays. The new string system for making turns has further reduced the space necessary for this line, as well as lowering the cost of manufacture. The writer has visited several factories where this new system is in use and finds that it is giving good satisfaction from the three essential standpoints—quality, quantity and cost. The McKay welt is another shoe that is fast meeting with favor. This shoe has all the outward appearance of a welt, while the cost is considerably less.

Damaged uppers on welt shoes caused by the anchor tacks may be avoided if the spaces on the racks are partitioned off. This may be done by using boards on the racks, marked off in spaces of the right width, to hold a shoe, then sawed nearly through and a piece of cardboard shaped like a flat counter glued into the groove. This will prevent the shoes from rubbing against one another when placed on the rack.

SIMPLIFYING MACHINES.

It is interesting to note that generally speaking, makers of new machines are following the types of machines used in American shoe factories for the last

twenty years. This means that operators of machines will be able to operate one make of machine as well as another and the shoe manufacturer will not be forced to teach operators. Another interesting point is the simplifying machine. The saying that "making a machine more complicated and larger, means larger returns in machine parts," would seem to be a forgotten rule. This helps both shoe manufacturer and operator and incidentally the machine maker who will not have to have an army of machine agents on the road. Efficient, simplified shoe machines do not call for a multitude of agents, and the machines that cost most to keep in repairs, or even in adjusted order, is the most costly machine for the shoe manufacturer. The time is coming when the machine agents, the greater number of them, will be selling shoes instead of machine parts.

HOW DOES HE KNOW?

In a very recent issue of a trade journal the writer noticed an article regarding the chances of advancement of foremen. One statement in this article was to the effect that the writer knows of one foreman who has held his present position for a number of years; but that there was a prop behind this man. Just what this prop was the writer did not say, but he did say that some day this prop would fall and the man would fall. Let us look at this from a reasonable view. A man who has held a foreman's position for a number of years, as the writer says, will sooner or later fall when the prop which is holding up gives way, and in conclusion the writer asks who will pick him up? The present writer would like to ask what better recommendation can any foreman give than that he has been with a firm for a number of years? Also, how does this writer know that in this man's room there are no ideas originated by him? Space writers on trade journals do not, as a rule, write editorials.



Shoemaking Experiences and Observations

A Superintendent and His
Duties.

By Mr. C. P. Lawrence

Article XVIII.

NOTE:—A short time ago I received a letter from a manufacturer in the Middle West, asking me to define the duties of a superintendent, and in complying with this request, I fully realize that different locations and factories have different methods, and in those several locations and factories a greater or lesser degree of knowledge is required and responsibility given. It would be impossible to define the many duties of a superintendent in one article. It would require a number of such to do the subject full justice. In a very brief way I will touch upon a few of the more important duties, as I see them.

I have also received from different sections of the country since my article appeared in the "American Shoemaking," many personal letters, and from those I am led to believe my efforts have not been in vain. I have also received a few that, in a friendly way, took exceptions to my views and methods. I wish at this time to very kindly thank all for their many kind words, and for drawing the mantle of charity so lightly around me. In the next articles, under the title of "In Wrong & Company," which will appear in May and June, will be a true history of a firm that wasted their large capi-

tal through poor organization, changeable methods, and no well-defined policy. No article will be exaggerated; the truthful history will suffice.

The duties of a superintendent vary according to locations in which he is in, and there are a number of different grades of superintendents. It is a misleading word, and many are led to think that just because a man is given the title, or assumes, the title of superintendent, he is the manager of the plant, though in reality he may be just a department superintendent; or he may be in charge of a part of the plant, from the lasting to packing. He is styled superintendent, yet another is in charge of the cutting and fitting, and he is also called superintendent. Many of those department superintendents are called in the West, head foremen. They all superintend; so does the foreman of any department; and for that reason I say it is a misleading word.

The man who aspires to become a full-fledged superintendent has many obstacles to overcome; has many duties to perform, and to succeed, must have a technical knowledge of manufacturing, costs, style, leather, lasts, patterns, and should be a good buyer. He should not be satisfied to be a follower; he should be a

leader. Not only should he possess that knowledge that will cause all in his employ to look up to him as such but to succeed, he should be able to create new styles, new methods, to improve his merchandise, and be able to produce shoes at cost. One may be able to build beautiful, attractive shoes, but if they are priced wrong, they are worthless, as far as trade winners are concerned. To illustrate, if you are building the shoe for the retail trade, and want to show a shoe to the merchant that he can sell for \$2.50, you should keep in mind at all times his margin of profit, and as it costs him from 25 to 33 per cent to do business, there is a limit that he can pay for his shoes. He is willing to pay \$1.75 and will, on a pinch, go to \$1.85, but he stops there. What good is it to waste your time to build one for \$1.875 or \$1.90? He may tell you it is a good shoe, but he can't use it, as it is not good enough to sell for \$3.00; for that reason it is a dead one.

A good superintendent must know something about costing shoes, and what the merchant can sell, and if he lacks this knowledge, will never become a phenomenal success until he acquires it. If you have been chosen to be a full-fledged superintendent, and are given charge from cellar to attic, a great honor has been conferred upon you. Great confidence has been reposed in you, and you have a great duty to perform. It is the highest degree of confidence that a manufacturer can place in one. See to it that that confidence is not misplaced.

It is the superintendent's duty, first to see that his organization is right, to know that his lieutenants are men that are willing to carry out his instructions, to see to it that those lieutenants are good on quantity, quality, and cost, that those foremen are able to build shoes at all times that look the price. Foremen that make good shoes one week and poor shoes the following week, are no good and should be let out. He should see that all fore-

men and operators are in on time. He should spend part of each day looking over shoes in each department; see all letters of complaint from the trade, look over all return shoes, and pass credit on same. I consider it his duties to produce all new style, select lasts and patterns, and have sufficient number of models made to show the salesmen when they meet to discuss and build samples for the next season. He should thoroughly understand cost, that he can explain to the salesmen in an intelligent manner why he can or cannot build certain grades. He should thoroughly understand the section of the country the samples are to be shown in. He should be able to explain to his salesmen why certain grades of stock are so peculiarly adapted for the trade in certain sections of the country, as those men must go out feeling that they have the strongest line in the world. Those men must see it, feel it, breathe it and talk it, if you are to get the best results in them, and the superintendent is the man to do this. They must have confidence in him or they will fail.

He should know that his shoes are properly figured; should see to it that all operations that are to be performed are accounted for in his cost sheet, should see to it that the overhead expense is not figured on too small a production, as that will send up the cost of the shoe and put it out of the race, should see to it that it is not figured on too high a production, as that will cause a loss, and losing money is not conducive to good business.

He should watch his labor report and see that departments that show a loss are quickly whipped back into line. Should the cause be found to be under-production that can be materially helped, if he spends some time in the losing department, and studies such changes that will reduce the week workers and non-producers, and reduce the organization to a working basis.

He should adopt a system that would not make it easy for op-

erators to get easy money, and there will be some that will get it if you don't watch out. In my articles that are to start in May, I shall show how a firm was robbed by operators from \$5.00 to \$150. Those same operators, to escape prosecution, are paying back to the firm, in weekly instalments today, some of the easy money that never could have been gotten had the firm a system to catch men of this type.

(To be continued)

GOOD RESULTS IN BOTTOM-ING.

Not long ago, I noticed an article in American Shoemaking relative to the "Importance of Bottoming," in which the writer states that if a shoe has a poor bottom it is a poor shoe. I contend that if a shoe has a poor innersole, poorly fitted and wrongly channeled, and a poor welt pig skin, it is a poor shoe.

First of all the inner sole should be a little heavier, then the inseam should be one-eighth inch farther in so that there will be a clearance of one-eighth inch between the outer and inseam, to make a flexible bottom and give ample room for the outer sole stitcher to stitch the inseam, especially around the toe.

To overcome the extreme narrow welt around the toe in both men's and ladies' shoes, fit the innersole one-sixteenth of an inch shorter than the last at the toe and one-thirty-second of an inch shorter than the last on the inner side.

Since this party has trouble with counters and box toes, I would advise him to try shaving the counters as usual on the flesh side, except for that part of the counter which goes under the heel, which should be shaved on the grain side. The crimping will then be from the bevel, making it very much smoother, stronger and stiffer, and the outer edge of same bevel will bear against the heel seat, making a tight heel and almost displacing the split lift of the heel. The box toe is also shaved on the flesh side, except that portion of it which

goes under the bottom, this being shaved on the grain side.

Pig skin should never be used for counters or boxes, as it is too brittle, and a welt should not be channeled for the outer sole seam. For men's shoes the stitches should not be more than eight nor less than six to the inch, and for ladies' shoes, not more than nine nor less than seven.

ONE WORD ON LASTING.

Work performed twice over at lasting means a great step toward perfection.

Work performed twice over at edge setting,—sole and heel edges—means the same thing.

Work gone over a second time at edge and heel trimming also helps toward perfection.

But, in all things, there is a just limit. Overdoing is as bad as not doing enough.

For example: Too much friction will burn out the wax in the finish, and then the gloss is gone. It is the same with all operations, excepting lasting.

Lasting calls for a thorough stretching of the vamp, not only to the lines of the last, but also upon the lines of the last.

By this the writer means that once the vamp is down on the wood, the shoe, for all that, is not lasted as the word properly implies.

Lasting means taking the stretch out of the leather. You may differ with this opinion if you are lasting cheap grade shoes and, in that case, I respect your opinion.

I am speaking of first-class lasting on first-class goods.

Lasters of cheap grade shoes are quickly known to lasters of high grade shoes.

They do not start the same way and do not finish the same way, and the final results are accordingly far from alike.

There are many ways to do anything, but there is only one best way, and the best way is none too good.

Old-time shoemakers had the best way in nearly all the operations—but we discarded those best ways for speedier ways.

Medium Price Welt Shoes

Selecting the Stock — Quickest Methods of Making—The Tanager and the Shoe Manufacturer —Finishing and Edge Setting —The Situation and the Remedy.

“The medium price welt shoe, for both men and women, is the coming shoe, and do not forget this in all your experiments.” The foregoing words were spoken by the manager of one of the largest machinery concerns in the trade, to one of its inventors, not very long ago.

This article will deal with the \$2.50 and the \$3.00 men's welt shoe. We will make the shoe from the start to a limited stage and also attend to the distribution end of it.

The stock is selected. The vamp is of the same quality as the \$3.50 shoe, and that is to be the best part of the whole shoe. The lining should also be as serviceable as in the ordinary \$3.50 shoe.

Some one may object right here, but we must remember that every operation, even at lasting, must necessarily be performed by machine, so the vamp and the lining must be strong enough to withstand the strain of the lasting machines.

On the other hand, the vamp must stand for resoling. The writer has found out that nearly all medium grade welt shoes are weak at the vamp, so that resoling is hardly worth while.

Economize all you please on the top of the upper, but better still have no top. Push the low shoe all you can.

In the writer's opinion, after speaking on this subject with some of the largest manufacturers of men's shoes in the States, shoe manufacturers should get together to educate the public on the advantages of the low shoe.

This would mean more profit for all shoe manufacturers.

Style of Upper and Last

I believe the blucher to be the best style for this grade, as it is the best fitting and the easiest to fit in the stitching room and the easiest to last, when you know how to last it, and how to choose the last best adapted to that style of vamp.

The medium price welt shoes should be made on standard style lasts, as the uppers must fit correctly to the lines of the last. Changing style of last means too much outlay of capital on both, lasts and patterns.

In fact, what do we see in most of those factories making that grade of shoes today? As a general rule, we see one style pattern for a half-dozen different lasts.

Now we must all agree, on the well-known fact, that it is mostly workmanship that sells the medium and cheap grade shoe. The lasting operation being the starting point, it is imperative that it be well performed and, therefore, any upper to be lasted right through by machine, must fit the last reasonably well, even on the “dead fit.”

A certain manufacturer knew all those facts, but figured out that it would be more economical to last all his medium grade welt shoes by hand. He cheapened the vamp, forced one pattern on several different styles of lasts, and he made “bats.”

The last may be a high toed one and still offer no serious difficulty to the laster. But if you try the high toe, with extreme swing, you will get into all kinds of trouble at lasting, especially if operating bed machines.

Here is an important point:—

Which machine should be used; the Consolidated or the bed?

If the writer should say the bed machine, many of the readers would object, the Consolidated being so much speedier. Nevertheless, that is the only machine for lasting toes and heels as they should be lasted, and this applies to the lowest grade and to the highest grade, at least on men's welt shoes.

The straight last, medium toe, is the most suitable, as it allows quick lasting and turns out the best looking shoe. As to findings, —put in the steam box toe—the houlded counter of cheap grade, but apply a thin coating of shellac outside and inside, evenly spread all over.

The "gem insole," low substance, is the best, provided the low pointed needle is used at the welt sewing machine. It is the best because it produces a stronger seam and a flat seam, so that the bottom requires little filling.

Have all the insoles tacked on the last and the toes of the last chalked, prior to assembling. Temper the tips of the vamps for the next day's work, unless you are steaming the toes at the toe lasting operation.

The crowner is a valuable man on the medium grade shoe, and he should be a first-class laster and should naturally be gifted with taste and a good eye.

Train all machine operators not to look the work over once the operation is completed.

It is surprising to note the time saved by such a method. Operators who are willing to try, will in a few days be able to discover defects in the operation, during the time of performing the operation. This habit of looking the work over, after the termination of the operation emanates from the natural fear that abideth in man and is a form of nervousness.

Provide for quick transportation from rack to machine and from machine to rack.

Detachable shelves have been tried out to some extent in shoe factories of the South Shore. The main objection was in the weight,

as each shelf supported six pairs of shoes with the lasts in the shoes. It is up to the machine operators to say whether or not the time thereby saved more than compensates for the extra work of lifting six pairs of shoes at a time from the rack to the machine and back again.

It seems that this was not objected to at the sanding machine, as wire netting at the bottom of the shelf, enabled the bottom of the shoes to dry quickly, preparatory to the sanding operation.

Experiments on quickest methods have shown that much more efficiency is possible by subdividing the work.

To illustrate, shoes will be lasted quicker when one assembles; another pulls over; a third performs the side lasting operation, and finally a fourth operator wipes in the toes and the heels. Still we hear much said in favor of a machine that would last the entire shoe at one setting. It remains to be seen what such a machine would actually do towards saving time.

The shoe manufacturing trade, generally speaking, is well equipped with machinery, but quite deficient in proper methods and systems, and it appears that the smaller the concern happens to be, the worse off it is in this direction.

If a tanner entered the shoe business and specialized in making the kind of leather needed for the medium price welt shoe, he would, I believe, prove very successful.

A tanner has already entered the shoemaking field with the superintendent of a large shoe concern, who had previously resigned. The object of this combination of tanner and shoemaker was not to make medium grade welt shoes. But I never saw a better combination for the advancement of that particular shoe factory. It is the old story, if you buy right, your profits will come out right.

In that case the shoe manufacturer was bound to buy right and provided he knew how to cut right, success was assured.

In finishing the low price shoe, it does not pay to economize too much at that stage of manufacture, as proper finishing means so much for the selling of the shoe.

Taking into consideration the sole and the heel edge, "Hide-ite" heels will, I believe, finish most beautifully, and it is the ideal heel for any grade of shoe, but especially for the low price welt shoe.

The sole edge will be set quickly and well with the rotary edge setting machine, as the revolving tool lays the nap of the leather all in one direction from start to finish.

The kind of sole leather necessarily used in the medium grade shoe calls for this setting of the nap in one direction only.

Distribution of cheap grade shoes is far in advance of distribution of high grade shoes.

Cheap grade shoes are generally shipped to large jobbing houses, who supply long chains of stores that are controlled by men who understand the need of the people today.

We do not want cheap, but medium grade shoes, that can be bought at a reasonable price and will give reasonable wear; that kind is rather scarce today, and the cheap grade costly at any price, is being forced upon us.

It is a fact that many retailers (you know them), are getting shoes made according to their own specifications by shoe manufacturers all over the United States.

These shoes are oftentimes comparable, at least in appearance, to shoes selling for at least one dollar per pair and are being readily bought by the unsuspecting public.

Some of the people are getting wise, but their pocketbook does not permit them to invest in high priced shoes, and even the three dollar and a half shoe is today in the realm of high priced shoes. In the writer's opinion.

This is the situation and the medium grade welt shoe is the remedy. It can be made at a profit, provided the correct methods and systems are followed.

RUBBER FOR EVERY-DAY SHOES.

A notable feature of the present development of the shoe trade is the large increase in the use of rubber for shoes for street wear, and work wear, as well as for play wear.

One of the newest kinds of rubber sole shoes is intended to take the place of the common types of work shoes, such as are worn by farmers, masons, carpenters, teamsters, structural iron workers and other men who must have strong, durable footwear. These shoes are made with uppers of auto duck and with-soles of a new kind of rubber. The duck is the same as that which is used in auto tires. Each thread of it is made of five or more strands of cotton, closely twisted together. It is stronger than is ordinary canvas. It resists wear like leather. When used in work shops, it is colored brown, like russet leather shoes.

This upper is pulled over a last by hand, or by a machine. The last is the same as that which is used in making United States army shoes. The counters and the box toes are of fibre, and are indestructible.

The sole and the heel are of red rubber. They are as light as leather. They will not slip on the sidewalk any more than leather. These soles are sewed on to the shoes by the union lock-stitch machine. The bottom is both durable and flexible.

The insole of these shoes is of heavy duck. It is covered with leather. So the bottom of the foot rests on a real leather insole. This is the only piece of leather in the shoes.

It is claimed that these shoes will outwear leather shoes. They retail at a low price. It looks as if they were a stout barrier between working people and wooden shoes in the days when leather will become a luxury.

Rubber is also much used in street shoes and in play shoes. The rubber sole oxford has been common for summer wear by men and women. The sneaker pump is a new sort of a shoe that has become popular among young wo-

men. It is shaped something like a pump. But it has a sneaker sole. A common style sneaker sole has a spring heel. The new styles have a low flat heel. The arch is shaped and the shoes are much better looking than are the flat shanked rubber soled shoes. A large sale of sneaker pumps is expected in 1915.

An improvement in rubber sole shoes, which is quite promising, has been devised by a shoe manufacturer. He skived the edge of the rubber sole so that he may put a welt on to the top and to the bottom of the sole. Then he stitches with the lock-stitch machine through both the welts, and through the sole between them. He can stitch a rubber sole by this method as finely as he can stitch a leather sole shoe. The stitches will not cut the rubber and pull out. More than that, he can fit the rubber sole to a high arch last and can even put a high Louis heel on to the shoe. It is expected that this method of attaching rubber soles will have a tendency to make rubber sole shoes popular among women for street wear.

Another improvement in the rubber sole shoe is coming from a new process of vulcanizing soles to shoes. The vulcanizing is done in an air-tight compartment. Into this compartment carbon dioxide gas is forced. Then a uniform heat and pressure is maintained for a certain length of time. The rubber compound is greatly toughened. The joints are made as strong as though the boot was made of one piece.

Increase in the production of rubber also is likely to lead to more common making of rubber sole shoes. It is said that in the not distant future, rubber will sell at about 50 cents a pound, and that the big yields of crude rubber from the plantations will keep rubber down to the above mentioned low price. Rubber soles are waterproof and, as made today, are light and springy. Because of their quality, and also because of the improvements that are being made in them and in the methods of attaching them to shoes, there is likely to be continued increase in the making of rubber soled footwear.

SAWING SOLE LEATHER.

The writer was in a place where sole leather was sawed instead of being cut with a hand knife. A fine flexible saw was arranged with a high frame so as to allow the blade to go well into the leather. This blade saw could be turned at different angles to permit the operator to saw around curves. It is surprising to see how quickly sole leather can be cut dry and exactly to the predetermined lines. The side of leather was first clamped in rigid position and the saw next applied with most excellent result. The writer was told that the saw called for no sharpening and the one in use had seen constant service for over three months.

It is well to apply a little grease to the blade when sawing through sticky leather. This goes to prove that the band saw may have something to do in sole leather departments in the future. It is advantageous to buy sides if they can be stripped quickly and accurately. The saw allows the operator to dodge bad spots and permits a clear view of the whole side while operating.

OVERHEAD LIGHT.

The so-called saw-toothed roof is being placed on many factories, especially where the clicking machine is used.

When this style roof is provided, the machines may be bunched in the middle of the floor, and good light made sure of, even better than when they are placed beside a window. When machines are placed back to back beside windows, unless every other operator is left handed, one man must work at a disadvantage, either by getting poor light or by doing work with his left hand, which would be more natural for the right one.

There is no advantage in placing machines back to back and, furthermore, when this is done, it brings both pulleys together and often causes both machines to be stopped when one needs to be repaired. Less talking among the workmen will be done when the machines are all faced one way.

Shoe and Leather Exhibits at the Panama-Pacific International Exposition

The shoe, leather and fur trades which are largely represented at the Panama-Pacific International Exposition.

To boil down and condense has been the task in the Manufactures Palace. As a result there will not be as many working exhibits as there otherwise would be in the building. The shoe and leather interests have been allotted 12,000 square feet of space. The following classifications have been adopted as regards furs and skins, fur clothing, leather, boots and shoes and coming under Group 82.

Class 430.—Furs and skins, dressed and tanned.

Class 431.—Fur clothing, caps, hats, hoods, gloves, boots, etc.

Class 432.—Fur mats and robes; fur trimmings.

Class 433.—Leather in every variety—tanned, curried, enameled, patent leather, wash leather, etc.

Class 434.—Machines for cutting and preparing parts of boots or shoes; machines for sewing boots or shoes; machines for lasting, pegging, nailing, screwing.

Class 435.—Boots and shoes for men, women and children; boots, booties, shoes, slippers, pumps, overshoes, soles, accessories, etc.; gaiters.

Class 436.—Military and naval campaign footwear.

Class 437.—Gloves made of skins.

One of the main features in connection with the entire line of exhibits of leather goods is the attention which has been given to the manufacturers not having local representatives, who are naturally placed at a disadvantage in arranging, installing and maintaining a representative exhibit particularly in the matter of expense and which would deter a great many from going to the trouble of arranging an exhibit, unless some special attention were given them. A unique plan has been worked out by Chas. H. Green, the chief of the Manufactures and Varied Industries palaces.

There is a collective shoe exhibit made up of numerous exhibits from manufacturers who do not feel equal to the task of getting up and maintaining an individual exhibit in a manner which would attract close attention in an exposition where there are thousands of other exhibits to draw the eye of the visitor. Large glass show cases, each capable of displaying in a neat and effective manner from 75 to 100 samples, have been placed at the disposal of the shoe interests and are

distinct from the individual exhibits which will be made. These displays will receive the same consideration from the International jury when the exhibits are being passed on for award, as the individual exhibit and will enjoy every benefit accruing to the larger exhibits. The fact that they will be viewed by from ten to twelve million visitors during the exposition period, should make it an attractive proposition to the manufacturer who has no headquarters near San Francisco. The expense of exhibiting in this section is but a nominal sum to cover the cost of installation and upkeep during the exposition. Those manufacturers who have taken advantage of this plan are Laird-Schober & Co., Philadelphia; Edwin Clapp & Sons, East Weymouth, Mass.; Theo. Bergman Shoe Mfg. Co., Portland, Ore.; and Johansen Bros., St. Louis, Mo.

A. J. & J. R. COOK, San Francisco.

This firm represents Carl E. Schmidt & Co., Detroit, Mich.; Fred Reuping Leather Co., Fond du Lac, Wis.; Northwestern Leather Co., Boston; and the Lackawanna Leather Co., Hackettstown, N. J. This is a collective exhibit with the various companies participating.

Schmidt & Company display black and colored calfskins for men's and ladies' shoes.

The Reuping Company shows a full line of black and colored calfskins and black and colored side upper leathers for men's and ladies' shoes.

The Northwestern exhibit displays black and colored side upper leathers for men's shoes.

The Lackawanna exhibit is a striking display of the varied colored leathers used in upholstering work. This company also makes a showing of cowhides.

UNITED STATES LEATHER COMPANY, New York.

A complete showing is made of the sole leathers tanned by the company in its 80 odd tanneries and will be one of the finest exhibits in the building. The builders and decorators were brought from Buffalo especially for the work, and they have produced one of the finest booths to be found at the exposition.

PFISTER & VOGEL, Milwaukee.

This large firm of tanners and carriers of leathers for shoes, gloves, harness and sole leathers from calfskins and cowhides, will
(Continued on page 234)

Lynn and the North Shore.

Trade Notes, Personals, Etc.

—Another new plan for graded price lists has come up in Lynn. It is of general interest, for it may be applied to any shoe manufacturing community. It provides for the grading of prices according to the sizes of shoes made. There would be one price for women's shoes, another for misses, a third for children's and a fourth for infants'. Likewise, there would be special price lists graded for men's shoes, for boys' shoes, for youths' shoes, and for children's shoes. It is claimed that such price lists, if adopted in Lynn, would encourage the making of shoes for men, boys and youths in Lynn, and also would revive the making of misses' and children's shoes. It also is claimed that this sort of a price list would overcome the familiar objections to graded price lists, said objections coming from shoe workers who declare that graded price lists give manufacturers a chance to slip first grade shoes through the factory on second grade tags. There would be no chances for deception in the making of shoes that were graded according to sizes, because any shoemaker could tell the size and the grade of a shoe at first glance.

—Fibre counters are commonly used in Lynn shoes nowadays. Buyers accept them just as they accept heels of leatherboard. The standard fibre counters are guaranteed to outwear the shoes. If one of them should give out the buyer gets not only a new counter, but a new pair of shoes. When a buyer raises a question about the counters, that guarantee usually satisfies him.

—A new line of summer shoes, made in Lynn, has vamps and quarters of Panama cloth, with kid tips and trimmings, and an elk sole with a natural grain finish. The shoes are very light in weight and have the appearance of being very summerish.

—Everett Dunbar, veteran shoemaker of Lynn, recalls that in 1858, shoemakers bottomed brogans for 12 cents a pair. Five men worked together in his father's shop. They bottomed 40 pairs a day and called

it a good day's work. They received \$4.80 for their work. Their pay was less than \$1 a day. Usually it was paid in an order on the grocery store, and was exchanged for a bag of meal, a jug of molasses and other necessities. Then a kettle of hasty pudding and some molasses to spread over it was a common meal among shoe workers. The work was hard. The shoes were big, ranging from 8's to 13's in sizes. Shoemakers commonly worked from sunrise to sunset. All the work was done by hand. The materials for the shoes were fetched in a wagon from the shoe factory to the shop at home, and were returned after they were made up. The shoe workers did this.

—It has lately been observed that Lynn and the North Shore district make up one of the very important machinery manufacturing districts in the country. The total volume of the machinery business runs up to about \$50,000,000 a year. The North Shore district leads in the production of machinery for the leather, the shoe stock and the shoe industry. It is also a foremost place for the production of electric machinery. Many of the electric machines are for use in shoe and leather factories. The shoe machinery is made in Beverly and Lynn, the leather working machinery in Peabody and Salem, and the shoe stock and the electric machinery in Lynn.

—The use of kid leather is increasing in Lynn factories. Some of the new styles in women's shoes are of patent kid, or mat kid, with dull leather tops. Some novelty styles in summer shoes are of canvas, or Panama cloth, with kid leather tips, saddle straps, lace stays and heel foxings. Among the colors of kid leather that are being used are sand, putty, fawn, grey and blue.

—"Whitewash" shoes are coming for another run. They are of white canvas and of white buck leather. They are called "whitewash" shoes, because they can be washed white about as easily as black shoes may be blacked black.



LESSEN THE COST OF ATTACHING

PAT'D MESH PLATE, FACTORY SHAPE

"VELVET" Rubber Heels

Especially designed for attaching in the regular way on your heeling machines

WRITE FOR
SPECIAL PRICES

F. W. WHITCHER, CO.

DEPT. A. BOSTON, MASSACHUSETTS

New Patents This Week.

Description and Claims Made for Them.

Following is a list of the patents issued during the current week, further information regarding which may be had through the office of American Shoemaking.

RUBBER SOLE, No. 1,137,724—To Francis Boyle; which consists of a tread of firm, tough and unyielding rubber capable of holding the thread, or other fastenings, and a backing of more or less yielding and elastic rubber.

SOLE MOLDING MACHINE, No. 1,137,633—To Rawson A. Kelley; which embodies improved means for automatically feeding a stack of soles successively into position between the molds whereby the operation of the machine is rendered more rapid and the molding of the soles more accurate and uniform.

METHOD OF PREPARING Outsoles. No. 1,137,618—To John J. Heys; the object of which is to mold the outsole to the desired shape before the skiving operation. By accurately placing the unskived sole between the molds, the exact ball line can be located and thus place the line of demarcation that gives snap and character to the shoe. After molding the sole can be reduced to the desired thickness by shanking out.

TACK PULLING MACHINE, No. 1,137,608—To John B. Hadaway; which will act with certainty to engage the lasting tacs and remove them from the shoe, also to eject the tack from the tack pulling device after it has been removed from the shoe.

INSOLE, No. 1,137,092—To Columbus A. Sharp; the special feature of which is to provide an insole with opposing elevation which is so arranged as to coact in resisting "roll" of the foot to one side or the other. Undulations extending throughout the length of the insole tend to form a support for the foot.

APPARATUS FOR USE IN Manufacturing Leggings, No. 1,137,087—To Morris Rosenwasser; which is adapted to give shape to a tubular blank by the application of pressure interiorly of the tube, the apparatus having an expanding former with relatively movable sections. Provision is made for the guidance of a knife whereby the blank after it has been shaped may be properly trimmed to size and slitted prior to its removal from the former.

HEEL BUILDING MACHINE, No.

1,137,041—To Ira J. Webster; the object of which is to produce a heel assembling machine which will automatically cement and then collect the different lifts which are designed to make up a single heel and deliver them, already assembled, to the heel form.

SHOEMAKING MACHINE, No. 1,137,125—To Edward Erickson; which relates especially to the breasting of heels, and provides a knife actuating mechanism for this operation with a minimum of resistance thereto by the work and for producing a breast face which will so smooth as to require little or no further finishing.

SOLE FOR SHOES, No. 1,137,159—To Leroy E. Meyer; with improved construction for attaching the sole to the upper of the shoe. While the main body of the sole is one undivided piece, the edges are provided with an upper attaching portion, the under side of which is provided with a strip of rubber connected as by vulcanizing frictionary fabric and a stitch covering portion.

LOCK STITCH SEWING Machine, No. 1,137,198—To Edward Erickson; designed for sewing heavy materials, and is of such a character as to enable repair work to be done on shoes where it is desired to continue the seam well along the shank toward the heel of the shoe, or start sewing close to the heel.

WELT SHOE, No. 1,137,270—To Frank W. Merrick; which is so constructed as to bear a resemblance structurally to shoes of the Goodyear welt type in that it has a welt which is attached by means of an in seam to an upper and an insole and to which an outer sole is attached by means of an outseam. This invention simplifies the operations of manufacture, reduces the number of operations and dispenses with all occasion for the employment of certain machines at present used in manufacturing Goodyear welt shoes.

INNERSOLE AND METHOD of Making the Same, No. 1,137,282—To Jesse V. Poole; which consists of providing a rib consisting of a flexible strip with an interior stiffening member and in attaching it to a flat innersole body at the same time and in continuation of the procedure by which the rib is assembled and formed.

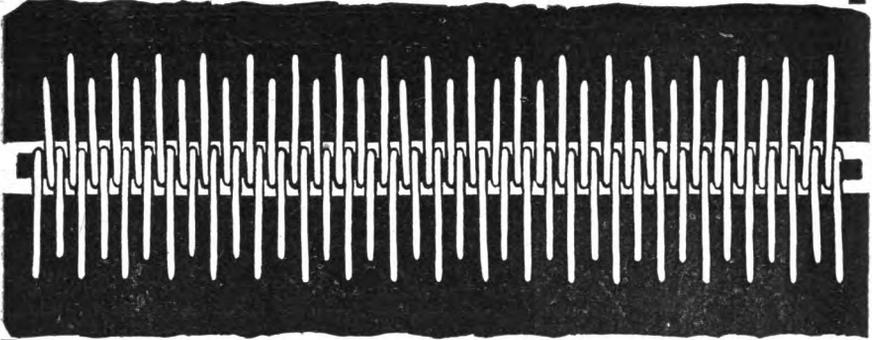
SHOE, No. 1,137,423—To George H. Rice; relating to that class of shoes made with a flexible upper

"Clipper" Belt Lacer

TRADE MARK

LACES IN THREE MINUTES

**MAKES A DURABLE, FLEXIBLE LACING
FLUSH WITH THE BELT ON BOTH SIDES**



Each Hook will stand a pulling strain of over 50 pounds. Equal to more than 350 pounds per inch of belt. Lacer complete with one box each No. 4 and 5 hooks **\$17.75**

Sent anywhere in America on Thirty Days FREE TRIAL. Write today to the

Clipper Belt Lacer Company
1006 Front Ave., N.W. Grand Rapids, Michigan

and having a sole from a non-flexible material, the sole, however, being rendered flexible in this case by forming the sole of sections and placing a peculiar shaped joint between said sections.

ARCH FOR SHOES, No. 1,137,387—To Wilmer Dunbar; formed of material sufficiently rigid to maintain the arch of the foot, yet possessing resilient cushioning, sanitary and non-slipping characteristics.

BELT DRESSING, No. 1,137,450—To Anthony G. Baevich; a liquid dressing suitable to be applied on belts used with pulleys for power transmission for machinery by being applied to the surface that engages the pulleys. Claimed to increase adhesive power, reducing slippage of belt, and increase belt efficiency.

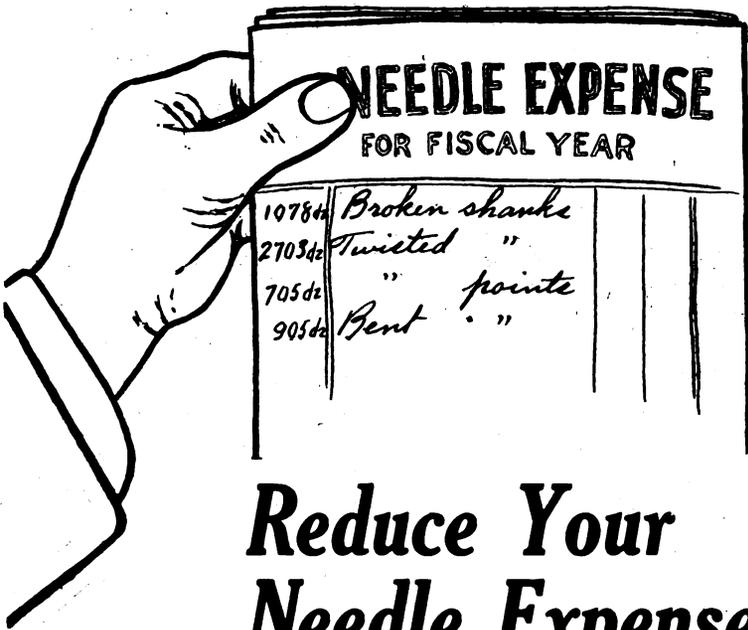
LAST, No. 1,137,421—To Joseph Horace Pope; having sole retaining prongs fastened by screws into the bottom of the last and mounted for movement into operative or inoperative position, which are capable of maintaining the last and a sole placed thereon from a relative movement parallel to the surface of the last bottom.

HEEL ATTACHING MACHINE, No. 1,137,476—To John E. Glidden;

in which the nail drivers are made to act as awls for forming openings for the nails and upon the upward stroke of the drivers the nails are fed to the heel ready for the downward driving movement of the drivers.

TACKING MECHANISM, No. 1,137,565—To Orrell Ashton; a machine having in combination a driver, a tack block and automatic means for operating the driver to insert a tack from the tack block into the work and for moving the block inwardly over the work during the operation of driving the tack into the work.

GRIPPER, No. 1,137,566; and a Machine for Use in the Manufacture of Boots and Shoes, No. 1,137,564—To Orrell Ashton; an important feature of which consists in provisions for adjustment of the toe lasting means to the shoe after the upper pulling operation and prior to the automatic operation of the lasting means, with grippers for engaging the upper, power operated means for moving the last into the upper and a manually operated device adapted for manipulation while the upper is under strain for moving the last downwardly after the actuation of the power operated means.



Reduce Your Needle Expense

If there is anything in which you cannot afford to overlook quality, it is in your needles. The best needle you can find is the cheapest.

The Excelsior King McKay Needle

is the recognized needle of quality everywhere. Be sure to specify this brand in your needle orders.

S. M. Supplies Company
121 Beach Street Boston, Mass.

The Milwaukee Message.

Shoe Factory Gleanings.

—May 1st, instead of finding the shoe factories of this section starting up to full time, and a full force sees them closing down for a few weeks to take inventory, and make repairs, but they are all expecting to start up during the month, and that the summer run will be long, and profitable, is predicted.

—The F. Mayer Boot & Shoe Co. will take inventory this week and make whatever repairs are necessary, and then expect to start on full time.

—The Nunn & Bush Shoe Co. closed for sixteen days to take inventory, and make some changes, as they are going to introduce a lined shoe to their trade, and have got to change some to make a place for it. This is the first real shut-down this firm has ever had since starting in business some three years ago, and the rest will be welcomed by the firm and help alike.

—The Amazeen Shoe Co. is always busy, and make a fine line of women's shoes for the retail trade, and while they are never heard from very much, their shoes are called for by those who want a good article and a satisfactory fit.

—Koener & Marsh are doing their usual steady business in infants' shoes, and always keep the wheels revolving in their busy little plant. Mr. Marsh always has time to listen to the many salesmen who call on him, though he has full charge of the office end of the business, while Mr. Koerner looks after the details of the factory.

—The Beaver Dam factory of the Weyenberg Shoe Co., recently started, is now making 800 pairs of shoes a day, and is a credit to the hustling activity of Manager P. W. Hurlihy, who has made record time in moving, and starting the plant. The help being mostly natives and not used to shoe factory details, makes the effort all the more creditable.

—Mr. C. J. Simes, of C. J. Simes & Co., was a visitor to the Beaver Dam plant of the Weyenberg Shoe Co. last week and reports it a model.

—Mr. Frank L. LaPoint, of the C. J. Simes & Co. repair force, was in the Chicago territory all week in the interest of the home office.

—The twine factory at the State Penitentiary, Waupau, has been put in charge of Mr. William N. Fitzgerald, formerly president of the Fitzgerald, Phelos & Fargo Shoe Co., this city. There has been considerable controversy over this

plant, as it was not making money for the state, and Gov. Phillip ordered it closed until he could find a man competent to manage it in a proper manner, and finally requested Mr. Fitzgerald to assume charge. They will employ about 90 convicts and run the factory on two shifts, twenty-four hours a day, to make up lost time, and it is expected that the talk that the Governor closed it in the interest of the twine trust will now be stopped.

—Mr. Robert Ackerman, Jr., who took charge of the management of the factory of the Jung Shoe Co., at Sheboygan, about a month ago, has now got the plant in good running order, and is working five days per week. They have been quite busy since the 1st of the year, but will take the Saturday holiday for a while.

—The Twigg Shoe Co. is running on the five-day schedule, while the Columbia Shoe Co. is on full time.

—The Racine Shoe Co. is closed for two weeks to take inventory and make repairs. This is the first time this factory has been closed since the business depression, and it is not on account of business that they do this at this time.

—The J. Miller Shoe Co. is busy, as usual, and don't know anything about hard times.

—Flebing, Fox & Heliker are closed for two or three weeks to take inventory and make repairs, and will be well under way before the month is over.

—Mr. A. W. Rich, president of the Rich Shoe Co., this city, has returned from a six weeks' trip through the West, accompanied by Mrs. Rich. He is well pleased with the prospects for better business through that section, and his power of observation is far ahead of the ordinary layman, so that when he sees conditions improving they must be doing so.

—Mr. August H. Vogel has been in Boston attending the convention of National Association of Tanners.

—Mr. Al. Engle, of the John R. Evans Co. office, St. Louis, has been spending the last few days in and around the Milwaukee section.

—Mr. Louis B. Garland is at the Pfister & Vogel plant for a few days while attending to his trade in Milwaukee.

—Racine has reason to be proud of her shoe factories, for they run steady and make good shoes, and trouble is never heard of there.

—The Badger State Shoe Co., of Madison, Wis., is running on a

1200 pair day basis, turning out their regular line of misses' and children's shoes, slippers and sandals.

The E. B. L. Shoe Mfg. Co. are now located in their new home on Clinton street, and have plenty of good light and air, with room enough to more than double the output of the old factory.

(Continued from page 228) make an extensive showing of their goods. There is a large display made of the various velour kids used in shoes and the famous Peevee kid. There is also included in the exhibit, a full line of trunk and suitcase leathers manufactured by the Eagle Tanning Works of Whitehall, Mich., and also a full line of furniture and automobile leathers manufactured by the Ottawa Leather Co., of Grand Haven, Mich.

LEGALLET & HELLWIG, San Francisco.

This firm which operates a tannery in San Francisco will show a full line of glove and art leathers made from sheep skins.

GEO. E. KEITH CO., Campello, Mass.

The makers of the Walkover shoe

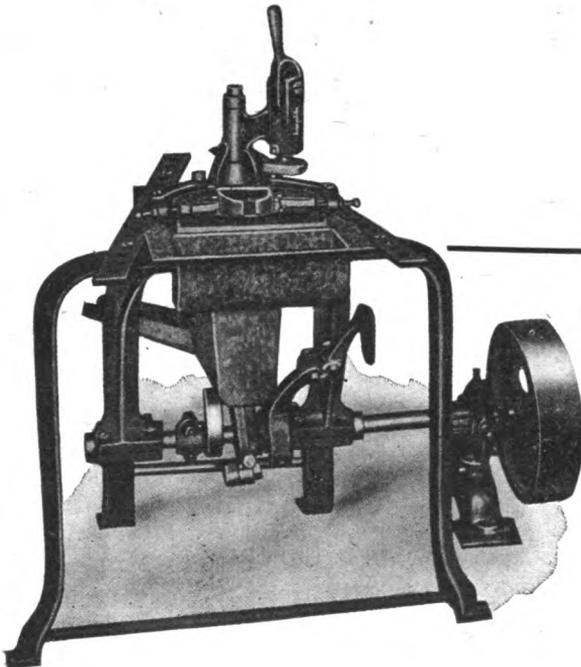
will have one of the finest displays of finished goods at the exposition. Over 400 samples of men's and ladies' fine shoes will be displayed in glass showcases. The booth is covered with a glass dome, above which is a life-size figure of the company's trademark.

NEW MARBLEHEAD FIRM.

Sparrell, Vickerey & Bragdon, Inc., Marblehead, Mass. was recently formed to make children's turn shoes. The firm is made up as follows: George E. Sparrell, formerly of Parker, Sparrell Co., Marblehead; W. P. Vickery, formerly of Vickery Bros., Marblehead, and C. E. Bragdon, who was formerly in the shoe business with his father. The concern has taken the Stevens factory, Marblehead, and it is getting out samples of turn shoes.

NEW LYNN CONCERN.

Wells, Odell Novelty Co. has taken space in the factory at 186 Market street, Lynn, Mass., and it will make in it novelties of leather, paper and cloth. F. C. Odell, Lynn, is president; S. S. Wells, Lynn, is treasurer, and Henry A. Goodwin, of the Salem Shoe Stock Co., is director.



HEEL BUILDING MACHINE

A perfect machine suitable for building heels of all kinds, either men's or women's, from whole or pieced lifts. Used by practically every heel manufacturer in the United States.

W. J. YOUNG MACHINERY CO., LYNN, MASS.

—REPRESENTED BY—

Gimson & Company, Ltd., Leicester,
English Agents

Nollesche-Werke Company,
Weissenfels, on Saale, Germany

WRITE FOR ILLUSTRATED BOOKLET

Auburn Maine Events.

From Our Own Correspondent.

—Plans are being prepared for an extension of the emergency hospital at the Lunn & Sweet Shoe Co. factory. While they are not as yet specific, they will probably include the addition of two more rooms, or wards, which will segregate the sexes, having one room for each. The department is under the supervision of Miss Lenora Chaplain, and while in operation but a short period, has more than proven its worth and efficiency. Minor cases that would result in lost time of a few hours, or perhaps a day, to some percentage of the operatives, are so well ministered to that loss of time from this cause has been brought to a minimum, if not entirely eliminated. This attention to the physical condition of the employes is being appreciated by them and is only one of the few applications of "scientific management" in operation with this company, which is productive of good to employer and employe alike. In fact, every executive with the concern has been instructed so thoroughly that the condition of employes is of first consideration in producing quality that all are enthusiastic for a perfect physical condition of their department, both as to the health of their employes and their environment in the space allotted.

—A source of much annoyance to manufacturers in this city in the past few weeks has come from the conditions prevailing in our city across the river, in the unlawful sale of malt and spirituous liquor. This is perhaps the more noticeable from the fact that for some few years back tipping and drunkenness among the shoe operatives has been at such a low percentage that it was unnoticeable and seldom, if ever, interfered with a foreman to the extent that production would suffer a set-back.

—Ralph M. Cameron, foreman of the stitching room at the No. 1 factory of the Lunn & Sweet Shoe Co., is wearing a proud smile over the arrival of a ten-pound boy on April 27th. Ralph says the boy looks promising enough to call "Johnnie Walker," but has not as yet decided upon a baptismal name.

—The first game of the season in the shop baseball league is scheduled for May 15th, between the Lunn & Sweet Shoe Co., and the Cushman-Hollis Co. teams, at the "Three A" Park.

—Mr. I. H. Chute, representing the Markem Machine Co. of Boston,

was a recent visitor to the Auburn factories. The Markem Company has a large number of power numbering, carton markers and embossing machines in the different factories here.

—E. W. Morphy has returned to the Lunn & Sweet Shoe Co. forces, from the Liberty & Durgin Co. of Haverhill, and is again in charge of the turn lusting in the No. 2 factory.

—There was much talk early in the year of there being a demand made of the Maine Legislature for an investigation of the Auburn Shoe Manufacturers' Association as regarding the maintenance of a "black list," or the abetting of the same, by the Superintendents and Foremen's Association of Auburn, to the detriment of those employes who had come into disfavor in some one factory. H. A. Chesley, an agent of a labor union of Lynn, came to Auburn and consulted with some few of the disgruntled ones, and a morning paper in a neighboring city gave the movement much prominent attention. However, the legislature has met and adjourned and naught has come of it. Another sitting of this august tribunal will not be held for two years, so the members of the two associations have another respite before they need worry over a summons before this body. The question has been raised as to just why the movement was abandoned, and the obvious answer lies wholly in the fact that the relations existing between the manufacturers and the operatives are such that should the entire body of shoe operatives in this city appear at such a hearing, their testimony would be with those who have done so much to make Auburn a peaceful community, a city of happy homes, and industrially busy every week in the year. This effort toward industrial disturbances died a natural death, as all will in any community where the manufacturers will maintain the democratic spirit fostered by the Auburn Manufacturers in their attitude toward those whom they employ. It is doubtful if a country-wide search will find a community where so many men or women have been in the continuous employ of one concern for long periods, as will be found in the city of Auburn. A thing of itself always conducive to content and peace, and a counter-irritant to disturbance and strife.

Perfect Heel Breasts

on all styles of vertically breasted heels regardless of shape of shank are assured to users of the—

UNIVERSAL

HEEL BREAST

SCOURER

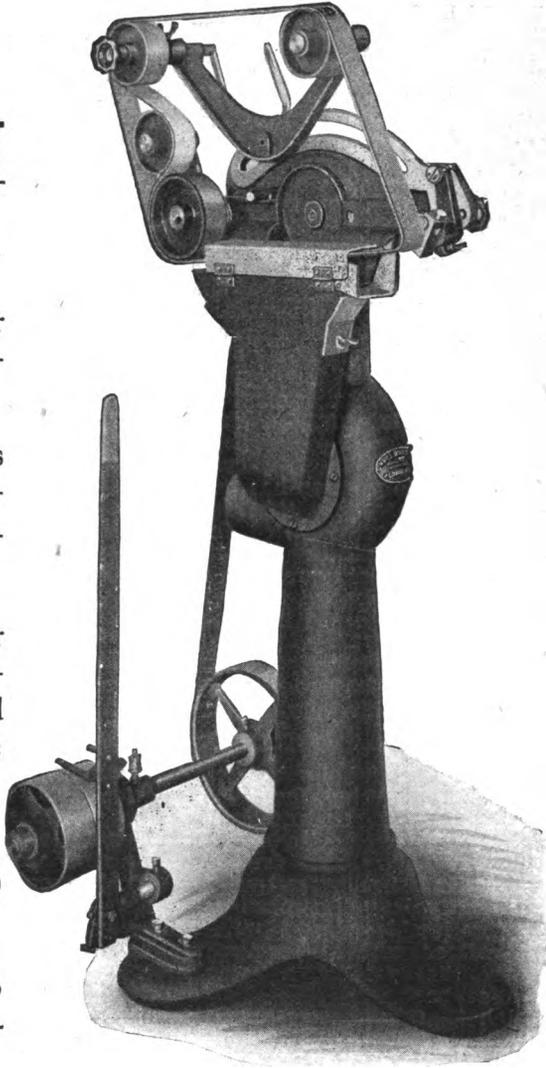
Costs less for abrasive material.

Improves quality and Increases quantity of work.

Adapted for scouring Kidney, spool and all extreme styles.

One belt scours from 500 to 1000 heels.

Simple to learn and operate.



The Louis G. Freeman Company

CINCINNATI

OHIO

EASTERN REPRESENTATIVES

The Markem Machine Co.,

Boston, Mass.

WESTERN REPRESENTATIVES

The Manufacturers Supplies Co.,

St. Louis, Mo.

Industrial Information

New Enterprises and Changes in the Trade

BOSTON, MASS.

The **SAMUEL BROWN LEATHER COMPANY** have organized with offices at 100 South street, this city, to deal in upper leather for the shoe manufacturing trade.

MILWAUKEE, WIS.

A concern has been incorporated here looking toward the increased use of wooden soled shoes and is known as the **MILWAUKEE WOODEN SHOE MFG. CO.** As soon as proper models are perfected and the machinery installed, work will commence. The incorporators are Me. Wosgaard, Svend Peterson and Knud F. Johnson. The sole is made of hard wood, so treated as to be impervious to moisture, and is fitted with a groove into which the leather of the upper is tightly drawn by means of a wire fastened down by staples.

CHICAGO, ILL.

CHARLES E. REED & CO., manufacturers of shoe machinery, have moved their offices from 219 S. Clinton street to 11 S. Desplaines street.

FORT MADISON, IA.

It is said that the factory of the **FORT MADISON SHOE CO.**, which was destroyed by fire recently, with a loss of \$20,000, is to be rebuilt immediately. As this is the only industry of the kind in the town, this news will be welcomed by the inhabitants.

BROCKTON, MASS.

A fire of unknown origin swept through the three story factory at Montello and Ward street, May 1, causing losses estimated at \$10,000. The building was occupied by **GIGUERE & THOMAS**, shoe manufacturers; **F. S. HILL CO.**, and **C. S. POPE**, cut soles.

LYNN, MASS.

The **SPARRELL, VICKERY & BRAGDON CO.** have commenced the manufacture of shoes in the Stevens factory on Sewall street, and are to turn out about twenty cases of shoes per day. Samples have been made and many orders received. They manufacture a line of children's shoes.

LYNN, MASS.

William Clooney has succeeded to the business of the **GEO. O. KENNEY SHOE CO.** of 11 Rand street, this city. This concern are manufacturers of women's, misses' and children's McKay shoes.

BALTIMORE, MD.

A new shoe manufacturing concern is to be located at 513 West Franklin street and will occupy the entire second floor. Jacob N.

Schwander is the proprietor of the new industry, and will manufacture infants' soft sole shoes, and later a gymnasium shoe.

HAVERHILL, MASS.

The **BRADLEY COMPANY**, recently organized for the manufacture of shoes, is specializing on the manufacture of women's comfort shoes.

MALDEN, MASS.

The business and the plant of the **MIDDLESEX LAST CO.** has been taken over by **TAYLOR & LANDER**, last makers, and the plant is to be completely remodeled for the manufacture of a men's and women's last.

PHILADELPHIA, PA.

A fire in the factory building at 56 No. 2nd street, resulted in a loss of about \$40,000, and did considerable damage to the property of the **GUARANTEE COMFORT SHOE CO.** and the **WEBB SHOE CO.**, two of the concerns located in this building.

NEW LYNN FIRM.

Merrill-Eigner Co. have begun to make shoes at 505 Washington street, Lynn, Mass. The firm is made up of George D. Merrill and Lewis Eigner. Mr. Merrill has been making shoes in Lynn for 20 years. Mr. Eigner is new in the shoe trade.

TO PROMOTE BUSINESS.

Marblehead, Mass., is making more than \$1,000,000 worth of shoes a year. Citizens are to form a Chamber of Commerce to promote the shoe trade of the town.

BIG LAST FACTORY.

A big last factory is being built by Fred W. Stuart, last manufacturer, Beverly, Mass. It is of reinforced concrete, one story high, 125 by 125 feet.

WATCHES CHICAGO STYLES.

A Lynn shoe manufacturer says that Chicago now produces a number of the best selling new styles in footwear and that it is necessary to watch Chicago styles in footwear very closely.

—J. Levy Sons, of Cincinnati, O., are acting as western selling agents for the Plymouth Rubber Co. of Canton, Mass., and the Cravenette Co. of New York City. This concern is closely in touch with the shoe manufacturing trade of the Central and Western States.

Brockton and South Shore.

Trade, Notes, Personals, Etc.

—John P. Meade, business agent of the Mixed Union of Brockton, has been elected a delegate to the next annual convention of the Boot and Shoe Workers' Union.

—Timothy O'Connell, formerly assistant foreman in the Nos. 3 and 4 dressing rooms of the W. L. Douglas Shoe Co., has taken another position in the same room.

—In the bankruptcy case of W. B. May Shoe Co. of Bridgewater, Joseph C. Keith has been appointed trustee.

—The corporation reports show that the Kelley-Buckley Co. of Brockton have assets of \$279,153.73.

—William S. Brainard and Mrs. Aroline A. Fletcher were united in marriage last Sunday by Rev. Geo. Boise Titus, of the Baptist Church. Mr. Brainard is foreman of the George A. Carter stock factory in Brockton.

—The Stetson Shoe Co. of South Weymouth are building an addition to their factory.

—M. N. Arnold, head of the M. N. Arnold Co. of North Abington, was re-elected president of the 12th Mass. Regiment at the annual meeting last Friday. This is the old Fletcher-Webster regiment, for whom the Grand Army Post in Brockton is named. Fletcher Webster was the son of Daniel Webster.

—Shoe shipments from Brockton last week amounted to 6,861 cases, forwarded from shipping points as follows: Brockton Centre, 2221 cases; Montello, 3376 cases; Campello, 1264 cases. The total for the month of April was 31,944 cases, and for the year to date amounts to 212,700 cases, which is 58,433 cases less than for the first eighteen weeks in 1914.

—The engagement is announced of Miss Margaret Bigelow Pierce and Mr. Harry H. Williams of Brockton. Mr. Williams is manager of the executive offices of the Geo. E. Keith Co. of Campello. He was quite prominent in the political, social and fraternal life of the city, having been a member of the Common Council for four terms, serving the last term as president of that body. He is prominent in the Masonic bodies of the city and a leading member of the Laymen's Club of the Unity Church.

—At the last meeting of the Brockton Association of Superintendents and Foremen, held last Friday evening, one new member was admitted and one new application was received. Arrangements were made for a stereopticon lec-

ture at the next meeting by a representative of the Sewing Machine Supplies Co.

—The A. J. Bates Co. of Webster have secured the services of Fred Allison, as foreman of their finishing room. He was formerly with the Churchill & Alden Co. of Brockton.

—A. A. Belcher has resigned as foreman of the finishing room at the Augusta (Me.) factory of the C. A. Eaton Co., to accept a similar position with the Commonwealth Shoe & Leather Co. of Whitman.

—The T. D. Barry Co. of Brockton are to start on a seven-hour schedule, running six days a week.

—Edward Raymond is to represent the Peerless Machinery Co. in New England. He has been for several years in the employ of the Emerson Shoe Co. of Rockland.

—The W. L. Douglas Shoe Co. of Brockton, who have been running five days a week for the past month, will start their cutters on full time soon. This will mean that the whole plant will be running on full time about the middle of May.

—Frank S. Farnum, of the Churchill & Alden Co., who is president of the Teacher-Parent Association of the Huntington School in Brockton, presided at the dedication of the addition and public hall of the school last Wednesday evening, and gave a very interesting history of the school and its buildings since 1747.

—O. E. Hough & Co. selling agents, located at 86 Essex street, Boston, are showing to the shoe manufacturing trade a wide range of fancy colored corkscrews manufactured by the Leominster Worsted Co. These goods are made especially for women's and misses' boots in the popular priced grades, and buyers are showing great interest in the line for the coming fall season.

PAPER BOX MACHINERY FOR SALE

A complete plant for making shoe cartons having a daily capacity of from 6,000 to 7,000 boxes.

This Machinery is now working

To be sold at a very low price for quick sale and on reasonable terms.

For description of plant and prices, address

FRED M. WILSON

597 Stanley Ave., Columbus, O.

Haverhill Happenings.

Trade Notes, Personals, Etc.

—William Dagness, the well-known lasting room foreman, has accepted a position as foreman for Hilliard & Tabor of Haverhill, and will have charge of both the Good-year and McKay women's line. Mr. Dagness assumed charge Saturday, May 1st, leaving the position with the F. E. Leavitt Co. He succeeds Mr. Howe, who resigned and will go to Montreal, Can., where he has accepted a position with the Ames-Holden-McCreedy, Ltd., as superintendent of their women's factory.

—Geo. Lackie, fitting room foreman at Burley & Stevens' factory, Newburyport, severed his connection with that firm on Saturday of last week and will probably go to New York, where he has had some good offers of similar positions. At the present time his former place will be looked after by his former assistant, under the supervision of Supt. Charles P. Lawrence.

—Frank Groder, formerly in charge of the cutting room of the Field-Lumbert Co., Lowell, has resigned his position to accept the position as cutting room foreman of Knipe Bros., Ward Hill, assuming charge this week and succeeding Mr. Harlow, who recently resigned.

—It is rumored that when the fitting up of the new factory at Exeter, N. H., is completed, it will be occupied by the Cassaboom Shoe Co. of Amesbury.

—The Haverhill Association of Superintendents and Foremen transacted routine business at their regular meeting last Friday evening. The committees on special shoes made no specific report. The most important feature was under the remarks for the good of the association, Daniel Donavan and David Byers offering remarks on features that were interesting and beneficial

to the interests of all. W. W. Parks presided.

—On Tuesday, April 27th, the factories on upper Washington street were stopped by the breaking of the main belt of the Kennedy Power plant, which supplies power for the factories, the break occurring at 7.20 a. m. Repairs were made and employes went back to work in the afternoon. The break affected the whole line from Washington Square to the railroad bridge.

—The local shoe situation remains good with business increasing in a substantial way. The McKay manufacturers are the ones most benefited.

—The Alfred Kimball Co., South Lawrence, have closed down for a short time, taking account of stock in the finishing and packing rooms, which will be soon completed, after which the firm will start up briskly, as it is said this firm has plenty of orders. This firm has always managed to be a busy factory for many years, generally running to full capacity the year round, and, no doubt, the precedent established by this firm will be maintained in the future.

—The Haverhill Shoe Baseball League will not start their schedule of games until May 15th, when the season will be opened in an ostentatious manner by a parade of the several teams, with music. The same teams as last year will continue in the league, which were as follows: Witherell & Dobbins, J. H. Winchell Co., F. M. Hodgdon, Geo. B. Leavitt, H. E. Guptill, Chas. H. Fox. The personnel of some of the teams may be changed some, but a fine line-up is reported by each team, and the usual interest is manifested by the different shop crews.

"MADE IN AMERICA"

CORKSCREWS

A complete line of FANCY COLORS and BLACKS, in popular priced grades, especially woven for Women's and Misses' boots, manufactured by the Leominster Worsted Co.

ASK TO SEE No. 2010

O. E. HOUGH & COMPANY

SELLING AGENTS

86 Essex Street, - - Boston, Mass.

In and About St. Louis.

(From Our Special Correspondent)

—Quite a few of the wealthy shoe manufacturers of St. Louis are interested in business enterprises, many of them foreign to shoemaking.

Since the European conflict has been going on, some have identified themselves with concerns manufacturing cartridge belts, knapsacks, ammunition bags, canteen bags and things of like nature. These are investments made by private parties and are separate and apart from the shoe business. It has been reported on good authority that some have invested in flour and shared liberally in the profits of the \$6,000,000 worth that has been exported since Jan. 1st. Likewise it is said some shared in the profits of the \$10,000,000 worth of horses that were purchased for the foreign armies.

—Some of the shoe manufacturers report a substantial gain for April, others report a loss. The greatest loss in sales as compared with the same period a year ago, was given to the public in the local daily papers by the Peters Shoe Co. Their shipments in April, 1914, was \$30,737.19; shipments in April, 1915, \$498,724.25; loss reported, \$32,012.94.

The Friedman-Shelby Shoe Co. shipments for April, 1914, \$220,674.73; April, 1915, \$194,224.52; loss reported, \$26,450.21.

The Roberts, Johnson & Rand Shoe Co. shipments for April, 1914, \$740,290.82; April, 1915, \$733,312.97; loss reported, \$16,977.85.

Other shoe manufacturers refused to give figures for publication. All the officers that were interviewed of the firms that reported a loss said their loss for the month was made in the first and second week of April. The last two weeks showed decided improvements in the business situation.

The early return of a normal capacity output in the factories of local shoe manufacturing concerns was predicted by officials of the various shoe houses in St. Louis, who have watched the increasing activity in business the last few months.

Virtually, all of the factories here, many of which were closed several months ago, and all of which had their working forces materially reduced during the recent business depression, are now operating and constantly increasing their forces. Sales

and shipments in the business are increasing, and more men are being put to work in the various plants every day.

Frank C. Rand, vice-president of the International Shoe Company, which closed several of its 23 plants and curtailed the output of all of them by cutting down the working force, declared Wednesday of last week that conditions at present are such that he and other officers of his company are "imbibing quite a little optimism."

"We now have as many people in our factories as we had at this time last year," said Mr. Rand, "and you know we didn't begin to feel the business strain until after August. We are now enjoying constantly increasing sales and our mail orders, which came from unsolicited trade, are very large. We are gradually increasing our working force and are making from 6,000 to 7,000 more pairs of shoes a day than we were thirty days ago. Business, I am sure, is in better condition right now than it has been at any time since last August.

"We are increasing our output and the shipments are growing larger with the passing of each day."

—W. H. Montague, advertising manager of the Hamilton-Brown Shoe Co., which closed all of its factories for a period of about two months, after cutting down the force to a few workmen in each factory, said all the factories are being operated now with about 65 per cent of the capacity force employed. A month ago only 30 per cent of the capacity force was at work.

"Last fall we were forced to close our factories," said Mr. Montague, "but since the re-opening we have been constantly increasing all of them. Our business in the Cotton States, which fell off surprisingly last year, is being steadily increased now and our shipments are very large. Credits in the South are at present in better shape than they have been for some time, and this accounts in a great measure for the big shipments we are now making.

"Business is not yet in such shape that we are entirely satisfied with the amount we are doing, but we are all optimistic and the outlook is rosier than it has been at any time during the last year.

—N. J. Denny, of the Pell Last Co. of Cincinnati, is in St. Louis after orders for the latest styles in lasts.

VULCO-UNIT BOX TOE

**BECKWITH
BOX TOES**



Process Pat.
Jan. 12, 1904
Patented
Jan. 12, 1915

Process Pat.
Aug. 19, 1913
Patented
Jan. 12, 1915

*Most Economical for the
Shoe Manufacturer
Most Satisfactory to the
Wearer*

BECKWITH BOX TOE COMPANY

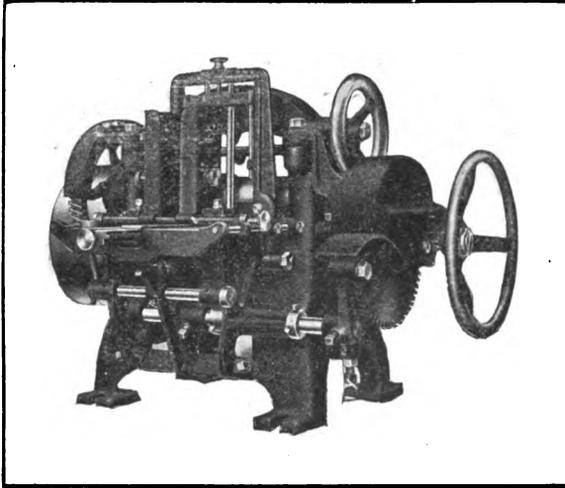
108 Lincoln Street, - BOSTON, MASS.

G. W. KIBBY & CO.
Chicago St. Louis

GEO. A. SPRINGMEIER
Cincinnati, Ohio

Champion Heel Lift Skiving Machine

MODEL A



This machine can be used in performing several important operations in connection with the preparation of heel lifts, bevel lifts, and horseshoe rands. It can be adjusted to skive, on any desired bevel, leather which can afterwards be died out into wedge heel lifts; to scallop out the center of heel lifts so that no rand is required, or to skive at a bevel the inside of leather-board or leather horseshoe rands.

As shown in the illustration, the machine is provided with a magazine, the blanks being automatically fed to the machine, each revolution of the rolls cutting a piece.

The machine is of the most substantial construction throughout, and its speed is only limited by the ability of the operator to keep the magazine filled.

United Shoe Machinery Co.

GENERAL DEPARTMENT

Boston, - - Massachusetts



TRADE WANTS



MANUFACTURERS and SUPERINTENDENTS can usually obtain very satisfactory foreman and workmen for various departments through this department.

Advertisements listed under "Help Wanted" and "Position Wanted" are printed at the rate of 2 1-2 cents per word for one week; 5 cents per word for two weeks; 6 cents per word for three weeks; 7 cents per word for four weeks.

Advertisements to appear in this department must be in this office by Thursday morning to insure publication.

HELP WANTED.

WANTED—Experienced foreman for cutting room on ladies' fine shoes; good salary, state age, experience and references. Address 4810-S, care of American Shoemaking.

WANTED—First-class sole leather room foreman. Not under 30 years of age; men's work. References required in first letter. Address 5026-W, care of American Shoemaking.

WANTED — Experienced shoe finding salesman. State experience and salary. Address S. S. M. Co., 620 Essex St., Lawrence, Mass.

WANTED—Experienced office man who is a good correspondent. Only those with previous experience in the shoe line need answer. Excellent prospects. Address 3609-G, care of American Shoemaking.

WANTED—Assistant superintendent on welts and stitchdowns. Only those who are fully capable and can show actual results need answer. Give references. Confidential. Address 3610-G, care of American Shoemaking.

POSITIONS WANTED.

SUPERINTENDENT with thorough knowledge of men's fine shoemaking, capable of bringing a line up to a high standard of style, snap and good shoemaking in an economical manner, is open for a position. Successful eastern and western experience with successful firms. Address 1930, care of American Shoemaking.

FOREMAN of making and finishing room desires a position; 15 years' experience; can run all machines and give all employes a helping hand. Will go anywhere. References. Address 324, care of American Shoemaking.

MR. MANUFACTURER:

Are you looking for a man in your factory that can either take charge of the manufacturing end or step in and do your bookkeeping, having had years of experience in all branches? I have been some eighteen (18) years in the business and feel that I would like to associate myself with some large concern.

I am at liberty to go anywhere and at any time, and can furnish best of references. Address 1821, care of American Shoemaking, Boston, Mass.

POSITION WANTED as superintendent or assistant superintendent, or would accept position as bottoming room foreman. Experienced on women's, misses' and children's welts, turns and stitch-down, both eastern and western. Also familiar with the Rex turn system; will go anywhere; references. Address 2310, care of American Shoemaking.

POSITION WANTED as office manager; capable of taking full charge of financial or manufacturing end of office, or both; 10 years' experience in cost work; able to install cost system. Any shoe manufacturer requiring capable man may find this of interest. Address 2309, care of American Shoemaking.

POSITION WANTED—Shoe factory accountant experienced on correspondence, credit costs, etc. Take full charge; details and references upon application. Address 625, care of American Shoemaking.

YOUNG MAN experienced in bookkeeping and office work desires to take up cost work in a shoe factory and would gladly work for a small salary for the privilege of learning this in some good reliable place. Address 2007, care of American Shoemaking.

TREEING and Packing Room foreman with Canadian and Western experience on men's and women's Goodyear welts desires position. Can repair all machines, and teach help. Address 1618, care of American Shoemaking.

POSITION WANTED — Stitching room foreman, 35 years of age, experienced on all grades, is now open for a position, and one who is also a first-class machinist and competent to teach green help. References. Address 404, care of American Shoemaking.

MR. MANUFACTURER—Do you want a man with 10 years' experience in making room on welts and McKays, as foreman or quality man. Abundant references. Address 710, care of American Shoemaking.

MR. MANUFACTURER: Can you use a practical superintendent on welts or McKays? Eastern and western experience. Up to date in all details of manufacturing and can produce snappy lines at close figures. Will locate anywhere. Address 1320, care of American Shoemaking.

POSITION WANTED by an experienced edge trimmer; has run Goodyear stitcher, Heel Trimmer, Slugger and Wire Grip machines. Would accept a position as working foreman or assistant. Address 229, care of American Shoemaking.

POSITION WANTED by experienced finishing, treeing and packing room foreman on all kinds of medium and fine shoes. Can furnish satisfactory proof to organize or manage room and produce results. References as to ability and character. Address 323, care of American Shoemaking.

POSITION WANTED by experienced treeing, dressing and packing room foreman with Eastern and Western experience. Medium and fine grade shoes. Will go anywhere. References. Address 1322, care of American Shoemaking.

POSITION WANTED as foreman of treeing and packing room by young man with best experience. If you are not getting quantity and quality, you should. I believe I can help you as I have others. Address 321, care of American Shoemaking.

AN EXPERT CUTTER on ladies' shoes desires position as cutter, instructor of cutting leather, or shoe sorting. Has had extensive experience in this line and can give valuable service. Fifteen years' Lynn training. Highest of references as to ability. Strictly reliable. Will go anywhere. Address 1927 care of American Shoemaking.

POSITION WANTED by sole leather room foreman, experienced on women's, misses' and children's McKays, welts and turns; thoroughly understands cutting, sorting and stock fitting. Can operate and repair all machines in this department. Address 822, care of American Shoemaking.

POSITION WANTED as cutting or stitching room foreman, or assistant superintendent. Ten years in executive positions on both men's and women's work. Is an expert on upper leather, experienced buyer and has exceptional executive ability; desires to locate with a progressive firm; position of more importance than salary. Willing to go anywhere. Address 316, care of American Shoemaking.

WHO OWNS THESE SHOES?

The police in South Framingham, Mass., recently secured, together with other booty, two shipments of shoes which were apparently without any means of identification other than stamped on the soles of one lot, the word "Harrys," while on the sole of the other the word "Cutler." Just where the shoes were shipped from and to whom they were consigned, it is impossible to ascertain. The chief of police of South Framingham, however, would be interested in corresponding with the possible owners.

—Mr. C. L. Remington, general manager of Wm. McLean & Co., manufacturers and importers of Melbourne, Australia, is at present in the United States with a view to investigating closely methods, machinery and new developments in the shoe manufacturing and tanning fields. After a short visit with relatives at Indianapolis, Ind., he is to join their engineer, Mr. H. P. McCall, at Chicago following which they will work through all the industrial centers to the Atlantic Coast and then across to England.

—Matthew Fitzgerald, of Brockton, stitching room foreman, has accepted a position with J. & T. Bell of Montreal, Can. Mr. Fitzgerald was formerly with the Sears-Roebuck Co., in their Springvale (Me.) factory. He left Monday of this week for his new position.

—Mr. John Carney, who has been engaged with the Hartt Boot & Shoe Co., Ltd., of Fredericton, N. B., has accepted a similar position at Worcester, Mass.

—Mr. Lawrence F. Norman, a member of the firm of Norman & Bennet, shoe manufacturers at 144 High street, Boston, died of pneumonia, at his home in Newtonville, Mass., April 30th, after a short illness.

**LET US FIT
YOUR SAMPLES
WITH
CRAWFORD
ARCH
SUPPORTING
SHANKS**

Send us the insoles and we will see that they are properly fitted without charge and promptly returned to you. Shoe retailers are deeply interested in this shank. The best and most reliable yet devised. Locked to insole, cannot wear through outsole.

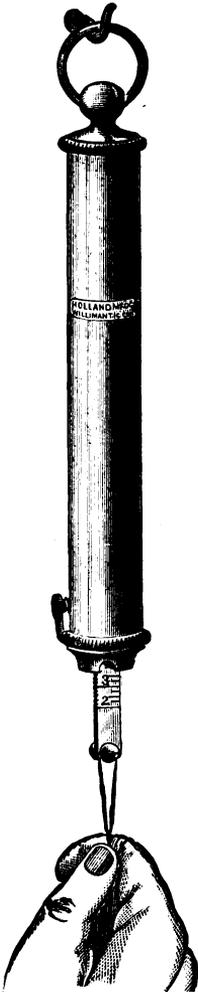
United Shoe Machinery Co.

Shank Department

205 Lincoln Street, - Boston

Upper Stitching

done with Holland's Pure Dye Stitching Silk will prevent seams ripping.



To enable judging the strength of our silk will loan silk tester with sample order, on approval.

Our Button-Hole Silk improves the Appearance of all Button Shoes.

Complete line of Shoe Shades in regular and reverse Twist, on regular and Reece spools, at all our offices.

Established 1860

HOLLAND MFG. CO.

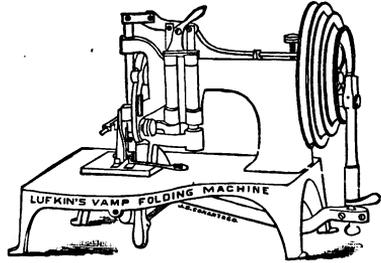
685 Broadway, N. Y.

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THE LATEST · Lufkin Folder NOW READY



Our improved No. 9 machine will fold small outside curves without snipping the edge.

This machine is the result of thirty-five years' experience and 5000 Lufkin Folders have been built. Order a new No. 9 now or send us your old one to be rebuilt.

R. H. LUFKIN

38 Chardon Street
BOSTON, - MASS.

"A Manual of Shoemaking"

By W. H. Dooley

A book of industrial information pertaining to shoe manufacturing and tanning.

Explains in simple language the various processes of shoemaking, giving technical names for the various parts of the shoe and the processes of production. An invaluable book to beginners in shoemaking.

Price \$1.50
and Postage

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683 Atlantic Avenue . . . Boston

RED LETTER LIST



PEERLESS SPECIALTIES

Rapid Eyeletter, Gang Eyeletter, Automatic Perforator, Universal Skiver, Peerless Folder, Improved Tip Press, Economy Fold Cementer, Duplex Fold Cementer, Automatic Scourer, Rapid Paster Button Sewing Machine, Rapid Inker, Eyelets of All Kinds, Shoe Buttons.

PEERLESS MACHINERY CO.

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ADAMS CUTTING DIES

Guaranteed to Cut Straight
Fit Patterns Perfectly
and Stand Up Better
than any Dies made.



JOHN J. ADAMS,

Successor to A. M. HOWE
(Established 1857)
Worcester, Mass.

Heels and Heel MACHINERY

Pieced Nail-less Heels
Our Specialty.



Campello Nail-less Heel Co.
19 TRIBOU ST. BROCKTON, MASS

SHOE BUTTONS

**Strong — Uniform
Good Finish**

HARDMAN BUTTON CO.
Factory and Office: BEVERLY, MASS.

“SHOE FACTORY BUYERS’ GUIDE”

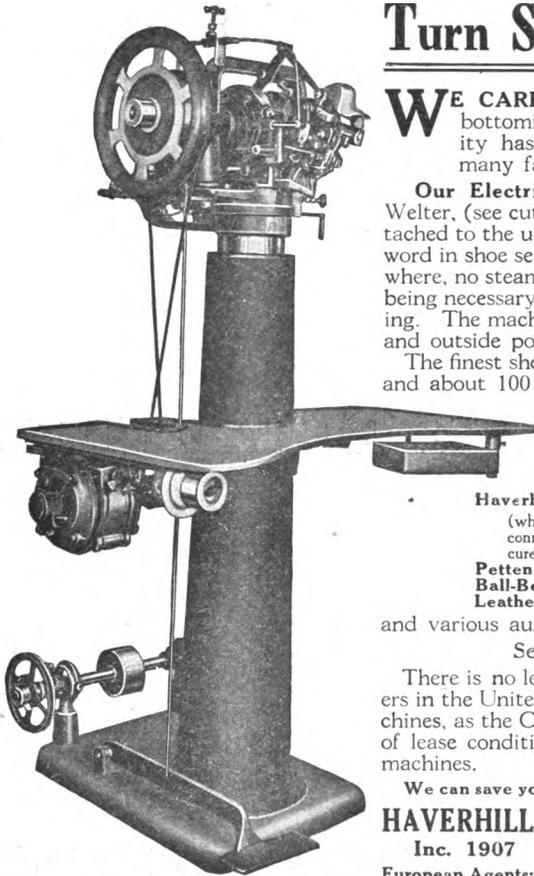
A list of firms selling shoe factory Supplies, classified according to the product.
3 1-4x6 1-4. 230 pages. Should be in the hands of every buyer in the Shoe Factory.

Sent free to new subscribers to American Shoemaking.

Novelty Edge Protectors

Save money in the packing room
Make tip repairing easy.
Keep fair-stitching and edges clean
NOVELTY SELLING CO.
67 Essex Building, Boston, Mass.

Turn Shoe Machinery



WE CARRY all machines necessary for bottoming turn shoes and their superiority has been proved by long use in many factories.

Our Electrically Heated, Turn-Sewer, or Welter, (see cut) driven by a $\frac{1}{4}$ h. p. motor attached to the under side of the table, is the last word in shoe sewing. It may be operated anywhere, no steam connection, or counter-shafting being necessary, and the cost for current is trifling. The machine is also fitted for steam heat and outside power.

The finest shoes made are being sewed on it, and about 100 are in use.

Other machines made by us, the superiority of which are well-known are the

Haverhill Turn-Sole Channeler

(which should always be used in connection with our sewer to secure the best results.)

Pettengill Heeler

Ball-Bearing Heel Trimmer
Leather Louis Heel Breaster

and various auxiliary machines.

Send for a catalogue.

There is no legal reason why any manufacturers in the United States should not use our machines, as the Clayton Act prevents enforcement of lease conditions which exclude a competitor's machines.

We can save you money and improve your results.

HAVERHILL SHOE MACHINERY CO.

Inc. 1907

HAVERHILL, MASS.

European Agents: Gimson & Co., Leicester, England

Why Spoil Shoes and Lose Orders



By trying experiments with your patent leather.

MULLEN'S PATENT LEATHER REPAIRER

Is a positive insurance that your patent leather shoes will be properly repaired and made salable at least cost and least effort.

MULLEN BROTHERS
BROCKTON, MASS.

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AMERICAN SHOEMAKING

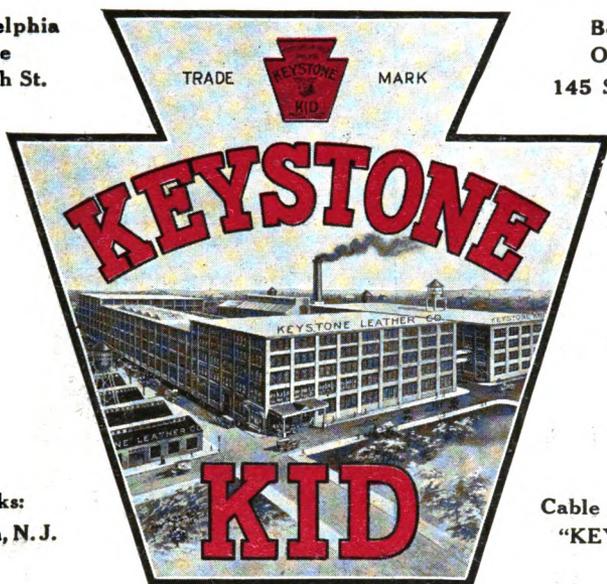
THE RED BOOK

Volume LV No. 7

May 15, 1915

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Boston
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145 South St.

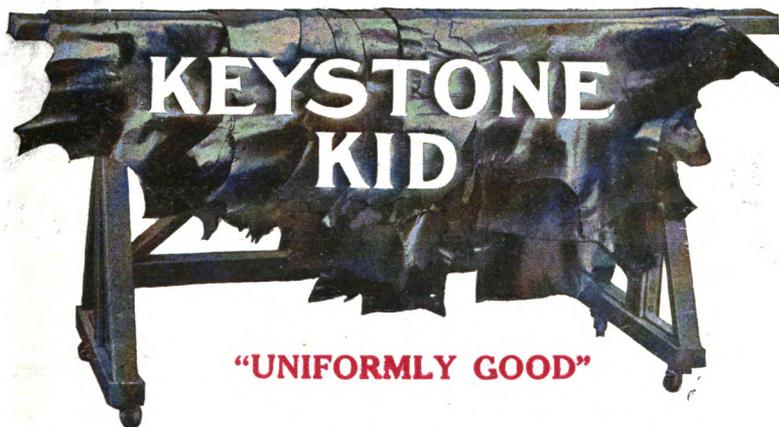


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Cable Address
"KEYKID"

KEYSTONE LEATHER CO.

PHILADELPHIA, U. S. A.



"UNIFORMLY GOOD"

PUBLISHED EVERY SATURDAY

AMERICAN SHOEMAKING PUBLISHING CO.

683 Atlantic Avenue, Boston, Mass.

Blind Eyeletting

COMPLETELY DONE IN ONE OPERATION

The Muther Method

Original, Unique

Easy of Application

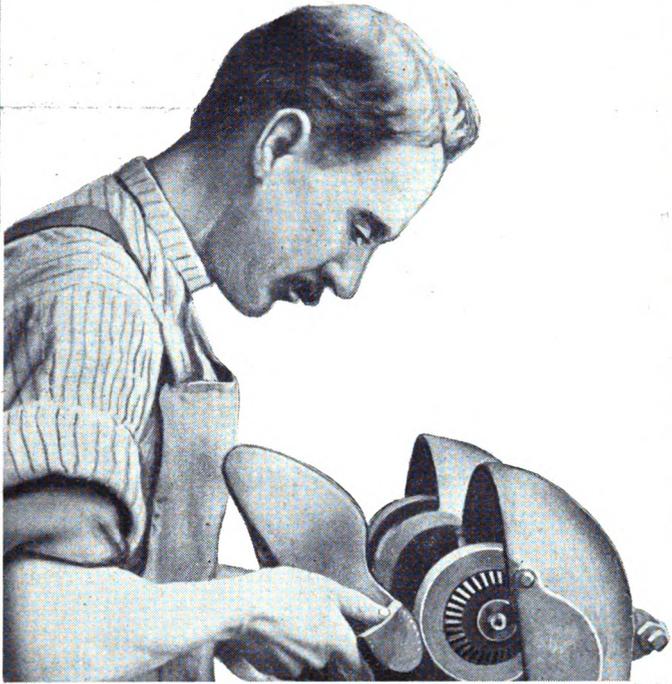
ELIMINATES ALL BENCH WORK

Done like ordinary Eyeletting after Under-trimming. Cuts your expenses of Blind Eyeletting to a small fraction. So simple you wonder you did not think of it yourself.

Write For Further Particulars.

Peerless Machinery Co.

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Production and Finish

YOU can increase the output and improve the quality—saving time and material by always using

Carborundum Paper and Cloth

In sheets, rolls, or moulded shapes for every buffing or scouring operation. Every inch of paper or cloth uniformly coated with hard, sharp, fast-cutting Carborundum grain—and the grain stays on.

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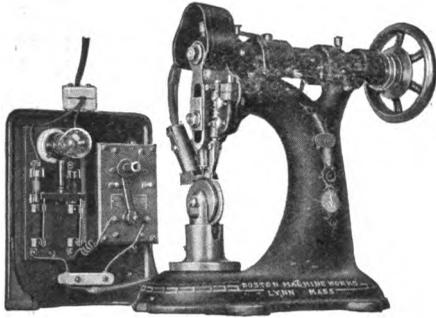
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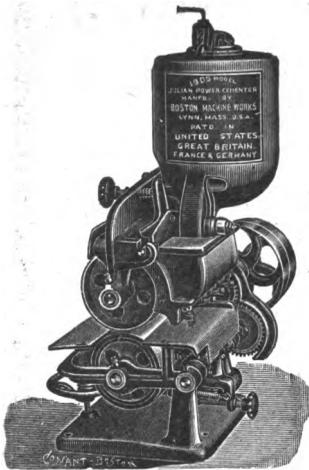
New Electric Ironing Attachment FOR Boston Power Seam Presser



Irons out cloth seams. Takes its heat from the regular light service. Includes switchboard and rheostat for regulating the heat. Capacity 150 to 200 dozen pairs daily. Greatly improves appearance of shoe. Eliminates hand work.

Attachment can be applied to any Boston Power Seam Presser.

The Best Investment you can make for the fitting room.



Julian Sole Cementer

Saves so much labor and cement that it is a recognized necessity in every perfectly equipped factory.

Boston Machine Works Company

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Two New Ones

Nubrite Edge Ink

(one and two set) makes an extraordinarily high finish. Works very easily and cannot be beaten in the quality of edge it produces.

Quick Finish Sediment Bottom Stain

effectually covers imperfections, water stains or other spots, but leaves the grain clear. This finish is the result of long study and much time spent in experimenting.

Thompson's Finishes

are giving satisfaction to progressive shoe manufacturers everywhere.

Ferd Thompson was the first to manufacture wax blackings and wax stains, and his name stands for a guarantee of reliability.

Thompson's specialties include everything in the line of blackings, waxes, stains, dressings, cleaners, etc.

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“ANTISEPTIC” INNERSOLING

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Has actually convinced shoe manufacturers
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For all grades of McKAY shoes, including
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Send for sample of our

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We make a specialty of single, double and
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BETTER SHOES FOR LESS MONEY

ARE ASSURED IF YOU USE

Universal Non-Royalty Shoe Machinery



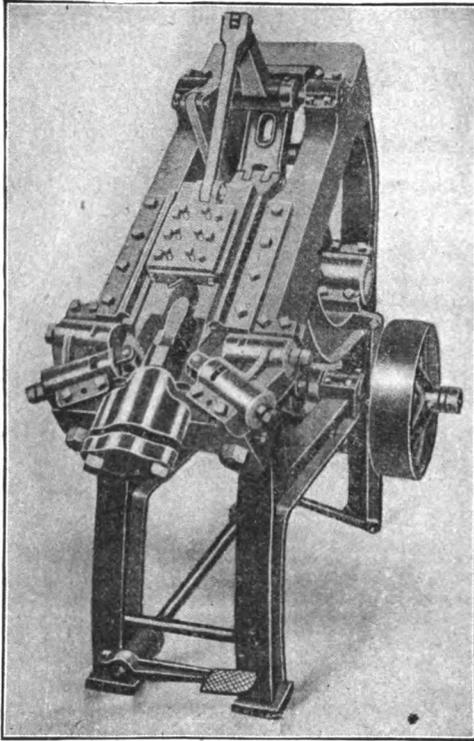
WITH this machine the insole, upper, slipsole and outsole are permanently clinched together with one operation. Because of the hook, taper and head of these fastenings you secure a much more comfortable and durable shoe, perfectly flexible — all with fewer operations and less labor cost than by the old McKay process.

With this system you do away with Royalty, wax, heat and needles. The Clincher fastenings are fifty per cent cheaper than thread. The machine has less parts, shorter motions, upkeep expense practically nothing.

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Capacity 2500 to 3500 pairs daily

Counter Moulder

A heavy and powerful machine built to stand the heavy pressure required to mould counters to the proper shape.

The moulds are easily changed and adjusted to the different qualities of the counter.

Simple in construction, it is not liable to get out of repair.

Write for circular today.

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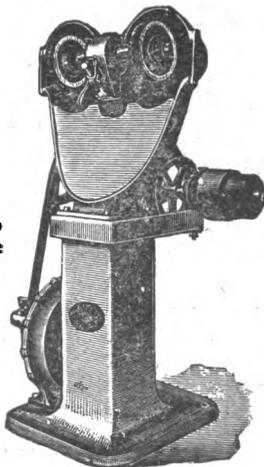
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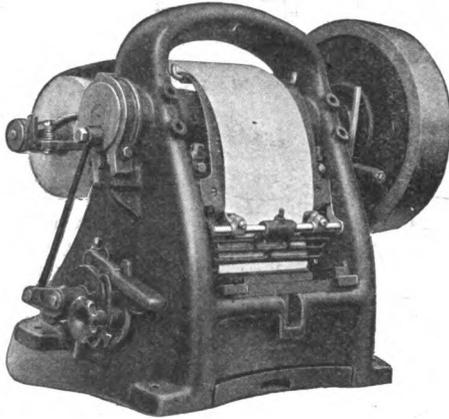
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Men's Flat Grain Counters
Our Specialty

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Weymouth, - Mass.

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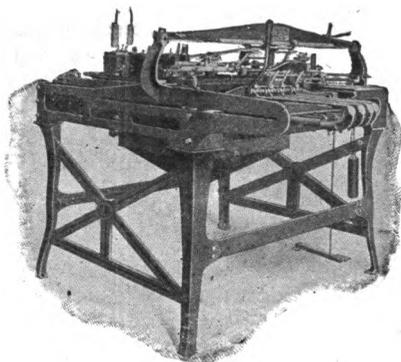
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LOOK ABROAD.

The rapid extension of our exports of leather during the past year is a gratifying evidence of the fitness of the industry to take a world lead as is the case also with boots and shoes, and in fact, many other American products. The war has served the purpose of drawing the attention of American producers to the tremendous opportunity for American products in foreign lands.

It is no time to take the petty pessimistic attitude of fear of foreign competition on either leather or shoes, when exports of both are showing phenomenal growth over any previous year in our history.

It has become a sort of obsession with many of our manufacturers to turn their backs to opportunity abroad and to magnify the small speck on the horizon in the shape of imports of materials into a huge cyclone which they are in perpetual fear will engulf their business and ruin their opportunity.

The example which is being set by one of our largest manu-

facturers, (The H. B. Endicott Co.) who is giving much attention to export business, in taking an optimistic view of the situation is one that should be followed by all members of the trade and is we are glad to say, followed by many of the large concerns.

In referring to the subject of imports of shoes Mr. Endicott is reported as saying, "I think if any country can furnish shoes more desirable in all ways, price and quality considered, than we can, that that is the place to buy shoes."

This spirit of confidence on the part of all our manufacturers in their ability to compete with the world is what is needed to give a tremendous impetus to our exports. Those firms who are assuming this attitude are the ones whose factories are busy on foreign orders.

During the past week an order is reported as booked by a Boston house for shoes for South America which will mean the operation of this factory at a capacity of six thousand pairs per

day and keep it going until the middle of July.

Meanwhile our exports continue to maintain a ratio of about fifty to one with imports. Why not make it one hundred to one by showing the kind of confidence in the American shoe that is shown by some of the leaders in the industry?

CUMBERSOME SAMPLES.

In nearly every other industry the lines of samples carried by salesmen are much less cumbersome than is the case in the shoe industry. It has heretofore been regarded as essential not only that every style of last be shown, but that many different combinations of styles in uppers made over each last be represented in the line with a complete shoe.

In other industries such as furniture, hardware, etc., few, if any, samples are carried by salesmen and the line is largely represented by finely illustrated catalogues showing the various modifications from the few samples in hand.

Such a system it would seem is just as well adapted to the shoe trade and is, we understand, being tried out by some manufacturers at the present time.

A particularly favorable plan is offered by a new company which consists in showing a line mounted on cards. These various styles can be supplied from any of the various styles of lasts represented in the line.

This system would not only reduce to a considerable extent the cost of manufacturing samples, but would also simplify the excess baggage problem and enable the salesman to show his line more expeditiously, thus reducing time and expense in covering a given territory. We have before advocated the simplification of present methods of sampling, but take this occasion to reiterate that some change should be made in order to place this department on a par with progress in other branches of the industry.

INVENTION IN ITS INFANCY.

In spite of the tremendous number of inventions taken out on devices for manufacturing shoes, it is quite conceivable that machinery development in our industry is still in its infancy. This thought is brought forcibly to mind when one scans the big list of patents issued to inventors in the boot and shoe industry every week.

LABOR.

The destruction of life in Europe must tend to create a scarcity of skilled labor after the war, with the result that wages will, without doubt, continue to advance and there will, therefore, be less occasion to cry out against the possibility of competition from "the pauper labor of Europe."

That the financing of South American countries and, therefore, of South American business is gradually coming to this country, is still further evidenced by another offering of fifty million dollars' worth of Argentine government bonds recently. It needs only a continuance of present conditions in Europe coupled with our present policy of courting the friendship of other nations, to make us the financial center of the world.

The rapid development of power shoe repair shops is, we believe, becoming a serious factor in the reduction of the consumption of shoes in the United States. It is a factor which will have to be increasingly considered as the adoption of improved machinery and methods of repairing footwear are more widely and generally adopted. Inventive genius is finding a new field of work in developing machines and devices for this department of the shoe industry and the finished product of the repair shop is now at such a standard that the rehabilitated shoe often compares favorably with the new product.



Shoemaking Experiences and Observations

A Superintendent and His
Duties.

By Mr. C. P. Lawrence

Article XVIII.

It should be the superintendent's duty to carefully study the payroll; to become acquainted with the employes' duties, that, should he see some boy or girl on a minor operation drawing a wage that looks suspicious, he will be in a position to save his firm a loss that might go on indefinitely.

He should watch the production sheet as there comes a shipping date, and it is a great help to your firm and to the merchants to ship all orders complete. When these duties are neglected, it is a common thing to see your storehouse filled with uncompleted orders. I have seen dozens of orders waiting for one lot to come to complete orders. This is due largely to lack of system, and it hurts. Lack of system, however, always hurts. I strongly recommend a rushing department if the volume is large enough. There should be a head to this department, and tracers enough to properly put the shoe through the factory on time. One man for cutting and fitting, one for last-ing and bottoming, and one to carry the shoe through to the packing room. They should meet once a day with the head of this department, and he should have them report the progress of cases that were given them the day previously. And he should show

on his tracing sheet for each tracer, how far each lot has moved for the day. The head rusher should know all the hard worked lasts entering on the rush sheet, the hour when each lot was given out to be lasted, and if welts or turns, what time those lasts can be pulled and followers substituted. This will enable the tracers to get rush work through on time, and will save hundreds of dollars in lasts. This is a very important department in all factories, but especially in the large ones, as uncompleted orders pile up fast, and you will be cramped for room if you cannot ship. Give this department your full support, as they are working for your interest. Instruct tracers to have all foremen report to you if they don't properly move rush work.

Here is a system that will bring results if you do your duty. Have the tracers give to the foremen who are late on rush work, an order in writing, and send you the duplicate, to report to you; thus:—Mr. Slow, report to the superintendent why case No. — is not moving in your department. And when the foreman brings you this slip, give him to understand that rush work must move, and if he does not come to see you, you have the duplicate. Send for him. You then have him on

a double count, for not reporting to you, and for being late on rush work.

I think it is the duty of a superintendent to know something about lasts. He should not allow the style man to change the heel seats or his lasts, as that means trouble with counters. Standardize the heel seat of the last and it will save carrying a long line of counters.

All lasts should be tried on a number of model feet to see just how your shoes look and fit. It is a good idea to give to a few of your employes a few shoes, asking them to come to your office weekly that you may observe how the shoes stand up. If they do not hold the shape, make up your mind something is wrong, and that your shoes will not please the trade.

The greatest duty of all is to know that your shoes are priced right, and that all the material is accounted for that goes into the shoe, and above all, to see to it that all operations performed are figured in the labor cost. Do not fool yourself. If a shoe shows a loss, you should know it, and if the firm decides to let it out as a leader, showing a loss, you are in a position to call the sample in or raise the price, if the sales are large enough to show a material loss.

The superintendent should see to it that all work is kept up to standard at all times watching the shoes of all new customers, personally inspecting those shoes as the first shoes will have to pass a close and hypocritical inspection by the merchant, and if they are to win his confidence, they must come up to his expectation.

I consider he must be a good letter-writer able to write good meaty letters, as he will be surely tried at times with complaints that are sure to come from the trade, and with those dealers that are looking for a little extra profit much depends on your letters appealing to their sense of fairness. They have the shoes and you want them to keep them, and at

the same time, want to retain their good-will, and if you acquire the great habit of writing just what you would say if it was a personal interview, many times you win.

It is a wonderful trait to be able to get the best there is in a foreman, and unless you acquire that art, you will never be considered a world-beater. No foremen are perfect. I consider it a good rule to put all the good qualities that the foremen have on one side of the scale, and all the bad ones on the other side, and as long as his good qualities keep the bad ones up, he wins with me. Don't be a changer. The best shoes are made by men that know the line, and to know it you must grow up with it. I consider it an excellent idea to tell your foremen that their work looks good, if it pleases you. Be quick to compliment them and quick to censure them, if occasion arises.

There cannot be two masters in a factory and get the best results there are in men. If the foremen see they can step over you, there will be some that will try it. When this happens, you are slated to go, and you owe it to yourself to die game. Discharge the man that lowers your dignity by consulting the firm. They will both think more of you.

I make it a point to go through the factory twice each day on a tour of inspection, and on these trips, try to see a quantity of shoes in each department that I may know the work is kept up to standard. There will be days when you don't feel like finding fault, and make it a point on such days not to look at shoes. This will prevent foremen and operators from thinking you are letting up on quality. They generally know where the poor shoes are, and if you find them and pass them up, they will say you are getting easy.

Don't forget that you are spending your employers' money, and it is their right and your duty to let them know how their

money is spent. Anything that causes a loss to the value of a mill, tell them about it. Don't let them find it out from other sources, which may shake their confidence in you. Conduct yourself that those you are over will respect you and your knowledge of shoes, and give to the firm the best you have, and the best will come back to you.

(To be continued)

NEW INSOLE MATERIAL.

A new product which is being shown in several lines of samples this season is a combination felt, canvas and buckram insole for McKay shoes. It is claimed for this product, which also contains a layer of gutta percha, thus making it waterproof, that it has a breaking strength double that of leather of the same thickness, while the cost is much below the price of the leather insole, running in women's shoes at about 3 cents, and in men's from four to five.

The layer of felt acts as a cushion in which the McKay stitch is embodied, thus leaving, it is claimed, a smoother insole than is possible where leather or other substitutes are employed.

Manufacturers who may object to its use owing to its flexibility and the supposed difficulty of handling it in the lasting operation can readily overcome any difficulty of this kind by inserting a small piece of fibreboard at the toe and heel if there is any liability of insole buckling.

For welt shoes the same company is showing a specially prepared waterproof felt which can be channeled and reinforced either by the Gem or Economy systems.

For women's shoes in a two and one-half or three iron, which is ample weight, it produces an insole much cheaper than the reinforced leather insole. Such an insole for women's shoes costs in the neighborhood of six cents and in men's insoles about eight cents.

The material is put up in strips of any desired width so that

soles may be cut without loss of material. It is claimed for this product that, while cheaper than the leather reinforced insole, it is superior to it, as it runs absolutely uniform and always retains its flexibility and never cracks or becomes hard, as is frequently the case with leather. It is, of course, much lighter in weight and appears particularly desirable for use in light flexible shoes, although it is sufficiently strong for any grade of men's or women's welts.

HOLDING THE SHOE TO THE MACHINE.

Frequently we read articles as to the proper way to hold a shoe up to a machine. As yet no writer has gone into detail regarding the correct angles and degrees for this. For instance, in sewing a McKay-sewed shoe, a writer attempted to say just how the shoe should be held as the operator moved the horn of the machine, but neglected to state in scientific terms the angles and degrees. Furthermore, as he carried his article along, confused the McKay and welt shoe to a considerable extent, leaving the reader very much in doubt as to whether he knew that a McKay-sewed shoe is not rough-rounded or not.

This writer drew a distinction between himself and a novice. The novice looks at each shoe after outside stitching, as he terms it, while old hands merely shape an awl for the work to be done, puts it into the machine, looks at the first shoe stitched, then looks at no others. It is then just a matter of intellect, experience and instinct combined without optical proof that determines that the work is properly done.

Instinct is something usually attributed to animals, or the lower orders of life; still to this writer this instinct is evidently developed to a remarkable degree, when he can by merely shaping an awl do the outsole stitching with the calm self-assurance that it must be right because "I did it."

The Leather Buyers vs. the Foremen

How the Position of Each is Affected by the Attitude of the Other

Some cutting room foremen, those who keep in touch with the market, know just about the price leather is worth as soon as they examine it.

Many others, although they may not be as keen to determine the market price of stock, are capable of instructing their cutters to get all the stock that is fit for the desired quality of shoes, under the patterns.

The writer has been in positions to learn many of the reasons that the manufacturer or the upper leather buyers try to keep the actual prices they pay for stock, a secret from foremen. Secrecy in this matter is often very convenient to shield the upper leather buyer who has made a "poor buy," by purchasing a lot of stock which really is inferior to previous invoices, but, from which the cutting room foreman is supposed to cut shoes of the same good quality as of previous invoices.

The result of a "poor buy" is usually blamed on the cutting room foreman, but he gets no redress. If he is an expert judge of upper leather and knows that a "poor buy" was the cause of a bill of goods "cutting high," no matter of how courageous a nature he may be possessed, he will get himself "in wrong" with the buyer (who usually has quite a pull with the firm, if he dares to state the fact that a "poor buy" had been made.

Many times a member of the firm does the buying and "gets stuck." In this instance the buyer then hates most terribly to have the other members of the firm know that he showed a lack of judgment, so high costs are blamed to cutting room and the cutting room foreman does not dare mention the facts of the case to the other members of the

firm, because he knows that it would be his finish very soon.

If the buyer continues at intervals to make "poor buys," and at the same time keep himself "covered up," the foreman of the cutting room "is blamed" by the other members, if he is "not able to get the quality at figures."

A firm in this position does not feel that they can honestly give this foreman a high recommendation as to ability, so away he goes and is obliged to suffer because somebody "higher up" was shelded.

A buyer of upper leather may have been buying in the past a regular 21-cent grade of stock and suddenly there comes a rise of 2 cents. In order that his books will not show a buying loss, also to make himself good with the firm, he very foolishly thinks he is gaining a couple of cents on the other manufacturers by continuing to purchase 21-cent stock, which in reality is the 19-cent stock, plus increase.

Where these conditions prevail in a factory, is just where the cutting room foreman's hands are tied if he is not "up" on the market conditions.

In an instance of this kind the buyer will go to the office, secure the bill and prove to the foreman that the stock cost 21 cents as usual, and try to make the foreman believe the fault lies with the cutters in not cutting it judiciously.

Instances of this kind tend to substantiate the often mentioned fact that too many men neglect to read or keep in touch with information relating to their special line.

A man may think he could read a dozen consecutive copies of the several trade journals and not be able to discover anything

new that would be of any advantage to him, but he is mistaken, because many active older men and many bright young men are repeatedly writing suggestions of merit.

It is a very learned man who can read all the trade journals during a life-time and never read anything that he had not already thought of or known before. Such a man should command an enormous salary.

Manufacturers are justified in keeping the price of upper leather from the cutters.

In past years it was quite a common practice to put the price per foot of the stock on the cutters' slips. This practice, after continuing for years, proved in some ways to be a bad one.

One reason, if a manufacturer had been purchasing a certain standard grade of stock for 21 cents by buying in small quantity, the dealer might fix up a deal whereby the manufacturer might, by purchasing the entire output or an enormous amount of same grade, for perhaps 19 cents. Under this condition it might be advisable not to put the price on the cutters' slips, because it is a fact that many cutters observing that the stock is marked at a lower price will imagine it is a cheaper grade and also imagine they see a few more scratches and imperfections than in the past, so will let their imagination go too far and become discouraged, knowing they will be expected to show the same quality shoe at the same old figures that prevailed when the same stock cost one cent more per foot.

Some manufacturers are continually asking that the shoes be cut cheaper. In many cases they cannot find anyone who can get them any cheaper, but continue to nag so as to keep the cutting room manager digging, but a competent man will not stand this because he knows the shoes are being cut at the lowest possible figures, and he finally becomes tired of these methods and leaves for a place where it is known when the limit of cheapness in cutting is reached.

A new foreman takes his place but is unable to do any better, or perhaps not as well, so he is fired, and soon this concern gets the name of keeping a foreman but a short time, and finally is obliged to take second-rate men because of this reputation.

Some of the smaller concerns and a few of the large ones make it a practice to nag a man they know to be quite competent.

They do not want to pay him more salary so continually try to find anything to nag about to keep him down and make him think he is not any too good a fit in the place. The mere fact that men have been released from a number of factories does not signify that they all were incompetent. Neither does it signify competence on the part of men who remain a number of years in one place. Some less competent men remain in one place a long time because the management is one with which it is easy to get along with.

A young foreman with but a few years' experience and many old ones with many years of experience may profit by continuing to read and listen to every word regarding their trade which may be discussed.

THE QUALITY MAN.

A few years ago the quality man was practically unheard of; but, at the present time we not only find a superintendent of quality, but also a superintendent of production as well. The quality man's position is one that calls for a thorough knowledge of shoemaking, and an eye quick to notice defective work. It often happens that the apparent cause is not the real cause, which makes it necessary that the quality man should have had long training, and he should be competent to make the necessary suggestions that will assist the several foremen to overcome faulty shoemaking. Some firms employ an inspector in each department, who are held responsible for the quality, but this is expensive and will not show the results that

can be had if one thorough shoemaker oversees this part. In a large factory it might be necessary for the quality man to have an assistant. One does not expect that the quality man will see every shoe as it goes through the several operations, but he will see a few pairs of nearly every case. When the workmen and foremen realize that there is a quality man on the job who really knows his business, it serves to keep them on their toes. The foreman who really enjoys, or rather rejoices, when a quality man is installed, is the packing room man.

Many pennywise firms look to the packing room foreman to act as quality man. To be sure, a packing room man acquires an eye for the finished shoe, but how many of them can trace a fault back to the original source of the trouble. Mismatched tips are not always the fault of the pull-over.

Vamps cut up or down will cause long or short tips. Tip stitchers can easily change the length of tips, also so can the one who marks the vamp for the tip-stitching. All of this, however, is no excuse for the lasting room man to allow them to leave his department and, when a quality man is employed, the real cause of this fault is discovered before the shoes reach the packing room. It is natural for the cutting and stitching room men to argue that long or short tips are not their fault. Linings are another part that when they are full, tight or short, may be the fault of cutting, stitching or lasting, and it requires expert knowledge to locate where to place the blame. Wherever there is a fault there is also a remedy, so why not employ a person whose practical knowledge will enable them to find the fault and suggest the remedy. The value of the shoes that are returned or held subject to discounted prices, owing to poor quality discovered by the buyer, will take care of the quality man's salary about twice over.

This fact has been proved in a number of instances. Quality

men of the calibre described in this article are not plentiful and when found by the progressive firm who realize their worth are paid a salary that insures their staying on the job.

ARRANGING UPPERS FOR LASTING.

When the sheet system is used, the case numbers usually run in rotation, which is a decided help to the various departments for making sure of working on the right day's work. The usual method of taking care of the uppers in the lasting room is to hang them to rods which are fastened to the ceiling. But the writer has frequently noticed that when the uppers are received from the stitching room they are simply hung up on these rods, regardless of the case numbers, which means a lot of unnecessary handling to find a certain case.

It surely would not take a great deal of time to arrange the cases so that the numbers would be in rotation.

The same idea would be useful for the stock boxes. To know just where to find any part with the least amount of handling, is the first step toward efficiency.

EMPLOYMENT DEPARTMENT

Some of our largest firms have what they call their employment bureau, which does away with calling the foreman away from his department whenever an applicant applies for work. The usual method employed where this system is used is to take an applicant's name, age, length of experience on work applied for, and firms worked for; then as the foremen require more hands these cards will tell the story as well as it would be to have taken the foreman's time in talking to the applicant. Still, the writer has heard several foremen declare that they would not work where they could not hire their own help, but these men do not seem to understand that they have the privilege of letting the person go if their work is not satisfactory.

An English Letter

How an American Foreman Views Factory Conditions

Leicester, Eng.,
April 17, 1915.

Gentlemen:

The present situation in England is a peculiar one, and no doubt it would take an abler pen than mine to describe it. Doubtless there are many work hands in the States who think that under present conditions England is just the place for them to make money.

There are many work hands in the United States I would just like to have, but they must remember that conditions here are not what they are there. I can readily say that an American shoemaker would not stand for it. Why? Simply because the trade unions here restrict the output to a certain extent. Of course, there may be faults on both sides, but the truth is, that the laborers in England do not work up to the limit, but only to the limit of the trade and that is why shoemakers from the States would never understand the situation.

Help is scarce, extremely scarce. Even old men who have retired from the game are eagerly sought after, if only to fill a minor position and youths, boys and girls are at a premium,—almost impossible to be had at any price. Result,—a big increase in wages for this class of help. Wages are nowhere in proportion as in the States.

It was always an easy matter to fill places before the war, but now it is entirely different. Hang on, if any way possible, to what you have got; that is the cry now.

It is with mixed feeling that I enter the factory each morning, for you never can tell what may have happened during the night. I enter the factory wondering if the operators of the various machines will be on hand, as usually at night meetings are held in various places for recruits, and young men are leaving their machines

and good positions to join the army.

Last week several thousand soldiers marched through the town on their way to the front and, after the army had passed through the town, it was said that between seven and eight hundred young men had joined their forces.

Up to the present time we have lost 56 men from the factory where I am employed, and besides this, 20 have been rejected



GEO. H. BANKS

as unfit. No matter how large the factory, when fifty men are taken away, especially those on important machines, it means a large item. However, we are overcoming the difficulties and are doing our best to keep the flag flying.

When the soldiers were marching through the town, thousands lined the streets and the cry, "Come back again" was frequently heard. "We will come back after it is over," they would yell back. But as I saw them march past, I felt that many of them would never come back. War is a cruel thing and, although it has made big inroads on various trades, you hear very little, if any, complaining.

Leicester is now in darkness, liable to have an air raid, so people are warned as to what to do.

There are a few factories making army boots, but only a few, and I understand they are sorry they ever tackled the job, as labor is a very important item in Northampton and Kettering. The help in those towns are used to heavy work, while Leicester has never been noted for heavy grade shoes and, of course, it takes time to educate the laborer to change from light shoes to heavy army boots and generally the victim or sufferer is the product.

A little later I would be pleased to send you information regarding different methods, but under present conditions our efforts are directed toward keeping the factory going some way.

However, there is one thing which I like, and that is the calm way in which the people here take things, whether good news or bad. No excitement prevails. Everybody is confident of victory, but how long the war will last no one can predict.

GEO. H. BANKS.

AN ENGINEER'S REPORT ON A PLANT THAT RAN DOWN.

Some extracts from the report of an industrial engineer, who recently examined a certain manufacturing plant in a New England town, will make mighty valuable reading to shoe men who want to know why a manufacturing enterprise may go to seed, and how it may be built up again:

"I found," said the engineer's report, "that the buildings were of old style, and that the power system was wasteful. The machinery represented the gradual accumulations of years. It was not even set up to best advantage. Transmission of power was wasteful and poor, and upkeep and replacement of parts had been neglected. Altogether its efficiency was way below standard.

"I had been told that the plant had a fine organization of superintendent and foremen. I found that few of the foremen were capable men. A number of them were super-annuated. Owing to a

false idea of economy, no assistant foremen were put into the shop. So there were no young men trained to take the place of the old men. I found that the average age of the employes was high, and that many men had passed their prime, and that some were almost incapacitated. So, of course, the average productive capacity was low.

"Perhaps my greatest problem was with the superintendent himself. I liked him; but I found that I could not accomplish much through him. He was over 70, and his conception of the duties of a superintendent were very old-fashioned. It was impossible to instill energy, punctuality and exactness in the foremen and the workmen through him. Procrastination was his common habit. His subordinates did not respect his authority. Indeed, in some departments they ran the shop, and fixed what they thought was a fair day's work.

"I found that in some departments the wages were too high, while in other departments they were too low. Readjustments had to come, and with them trouble was bound to come. The workmen had been held down too long. The agitators had begun to appear among them, and the legislature was beginning to enact legislation that struck right at conditions in the factory.

"The accounting department of the factory could furnish very little real data of the costs of labor or the costs of manufacturing. The superintendent never had thought that such costs were important. Indeed, he could not direct the factory from his desk. He was in the workrooms most of the time, as a sort of a general supervisor. The office methods were old-fashioned, and many of the records were of no material value. More than that, the office force was held responsible for the packing and shipping of the product."

Such was the run-down condition of the plant, according to the engineer's report. The means of remedying the situation have been worked out only in part to

the present time, and of what has been done, an abstract from the engineer's report shows.

First, new and modern machinery was ordered. The superintendent said it would be an easy matter to get enough help to run the machinery; but it turned out that he could not make good his assertion. Help was scarce about the factory, and the new machines laid idle, waiting for somebody to come along and run them. Then 178 workers, mostly immigrant workers, were brought from Boston. Of these only 100 turned out to be desirable workmen. They had to be trained to do the work. This training was expensive, especially in the damage done to goods by green hands. Probably it cost \$20,000 to get those 100 workers prepared to do good work in the factory.

The next step was to get a new superintendent. There was not a man in the shop that was worthy of promotion to the position of superintendent. So a young man, of valuable experience, was put into the shop, with the position of assistant superintendent. He began to put things on a modern basis. The help balked at being hauled out of the rut. They went on a strike. The foremen supported not the assistant superintendent, but the workmen. There was a lot of petty politics, especially in the handling of the police, in fighting the strike. Finally, the workmen went back to the shop. The assistant superintendent went back to the shop, too. He is winning his fight to introduce modern methods in the mill. The elderly superintendent is retained for the present.

The engineer's report then deals with the necessity of the directors of the company backing up the assistant superintendent in the introduction of modern methods into the workrooms. It predicts that if the modern methods can be carried out in full, that the plant will be turned from a rundown, wasteful manufacturing establishment into a first-class profitable establishment.

COST OF CRIPPLE CUTTER.

Cripple pieces and pieces left out of cases should be charged to the upper leather account. There is a tendency to overlook this item in many cutting rooms, it being regarded as a small item, not worth considering, but when an account is kept, it will surprise some firms to know that this account runs high up into the hundreds of dollars.

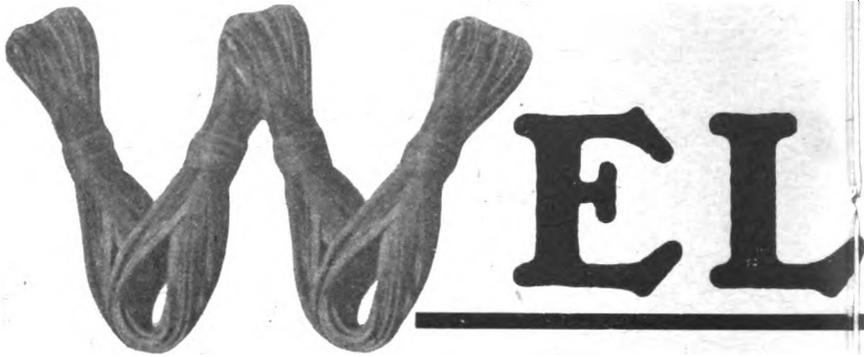
Nearly all factories employ a cripple cutter, and in many instances this cutter spends half of his time on cripples. His time alone will amount to several hundred dollars a year, and the amount of leather that he will use will exceed the value of his time about twice over. The cripple account in a factory making 150 dozen pairs a day will be in the neighborhood of \$2,000 for one year.

This may appear large, but when strict account is kept of this item it will be seen that the writer is very near right.

The cripple account will vary to a considerable extent, according to the grade of shoes made, and the cheaper the grade, the higher will this item be, owing to cheaper grades of leather being used and an inferior class of help employed, both of which will cause many cripples.

—The relations between employer and employes are becoming closer and friendlier each year and there is a much better understanding between them than formerly. The walls that have separated them in the past are getting thinner and thinner, and a much better feeling prevails. Employers should learn the value of creating a cheerful, hopeful atmosphere in their factories, which is conducive to a much higher efficiency.

—Wrinkle difficulties in the making of shoes with cloth tops are being eliminated in many factories by using the Booth shaper. With this and a hot iron, the wrinkles are removed and the shape of the shoe retained.

The word "WEL" is displayed in a large, bold, serif font. The letter 'W' is formed by three coils of rope, with the ends of the rope extending outwards. The letters 'E' and 'L' are solid black. A horizontal line is positioned below the 'E' and 'L'.

That's OUR Business—All
factory space is devoted to
of just one product—WELT

And it is for that very reason
introduce "GROOVED WELT
pioneers and originators of the

Not a side line or a by-product

Brockton Ropes

BROCKTON, MASS.

TING

of our time, attention and
the constant improvement
TING.

reason that we are able to
TING" to the trade as the
the service.

duct—*Welting is Our Business*

and Company

MASS., U. S. A.

PATENT MEDICINES as a class are now pretty thoroughly discredited. Among them were a number of curealls, to be used for every conceivable disorder, and which often did stop all pain by the swift and effective means of killing the heroic but misguided patient.

In the shoe-making industry conditions vary as widely as does illness among humanity, and the **Blanchard Pattern Co.** would no more think of recommending one single style for all shoe factories than a good doctor would consider prescribing one medicine for all ailments.

Every **Blanchard Pattern** is selected and made right for a particular purpose.

Frederick E. Blanchard
129 EAST GAY STREET COLUMBUS, O.

JAMES BROPHY, Pres.

JOHN M. BROPHY, Treas

John M. Brophy Co.

MANUFACTURERS OF

**All-Leather
Counters**

=====
Guaranteed
to Outwear
the Shoe ::
=====

55 Grove Street, Salem, Mass.

Brockton and South Shore.

Trade, Notes, Personals, Etc.

—Last Saturday afternoon, at the home of the bride's parents, Mr. and Mrs. William S. Packard, Miss Pearl Alida Packard and Charles Thurston Hudson were united in marriage by the Rev. Dr. J. Stanley Durkee. Mr. Hudson is assistant manager of the order department at the plant of the George E. Keith Co. in Brockton.

—Shoe shipments from Brockton last week amounted to 7069 cases, forwarded from shipping points as follows: Brockton Centre, 2114 cases; Montello, 3510 cases; Campello, 1445 cases. The total shipments to date are 219,769 cases; for the same number of weeks last year it was 280,241 cases, a falling off of 61,472 cases for 1915.

—The Preston B. Keith Shoe Co. of Brockton have put on the market a men's side lace shoe, designed by their superintendent, Merton E. Hayward. This style of shoe has been put on the market several times by makers of women's shoes, but it has never been tried on men's work, until the P. B. Keith Co. put it on the market.

—Last Friday evening of last week, at the meeting of the Brockton Association of Superintendents and Foremen, Francis Bowan gave a very interesting lecture on carborundum and its uses.

—The F. M. Shaw & Son Co. show assets of \$491,854.82.

—The Rockland factory of Rice & Hutchins is to increase its output to 6,000 pairs of shoes per day. They have been making between 4,000 and 5,000 pairs per day. Orders for the better grades of Goodyear welt shoes for the South American trade will keep them busy until about the middle of July.

—Last Monday evening Calvin R. Barrett was elected city clerk of Brockton, to succeed C. Frank Packard, who recently resigned. Mr. Barrett was elected on the fifty-third ballot, after the the joint city council had been in session three evenings. He is a native of Brooklyn, N. Y. When twenty-four years of age he came to Brockton and has been a resident for thirty years. For fourteen years he was superintendent of the Packard & Field factory, and for fourteen years he was Brockton manager for the Farnsworth-Hoyt Co.; and for the past two years has been salesman for Julius Kallman, leather dealers of Boston. He is senior warden of St. Pauls Episcopal Church and a prominent member of all the Masonic bodies in this city.

—William B. Nash, for the past ten years accountant in the cost de-

partment at the George E. Keith Co. plant in Brockton, was elected treasurer of the Campello Co-operative Bank, to succeed Warren T. Copeland, who has held the position for the past thirty years. Mr. Nash is the youngest bank treasurer in the city, being only twenty-nine years of age.

—At the annual meeting of the Wales Home Corporation of Brockton, held last week, Horace A. Keith, head of the Brockton Webbing Co., was re-elected president. This home is for aged women, and was the gift of Daniel W. Field, head of the Field-Lumbert Co. of this city.

—Last week Francis E. Shaw, of the F. M. Shaw & Son Co., retired from active work in the corporation. The business was started by Mr. Shaw's father, F. M. Shaw, in 1877, and in 1879 Francis E. Shaw was taken in and the firm was named F. M. Shaw & Son. In 1907 the corporation was formed with F. E. Shaw as president, E. L. Shaw as treasurer, and H. F. Bryant as secretary. Mr. Bryant succeeds Mr. Shaw as president, and E. L. Shaw continues as treasurer. It is incorporated for \$100,000, but they have assets of \$500,000. Mr. Shaw will continue as general manager of the Brockton Fireproof Storage Co., with a big plant on North Montello street.

TO VISIT U. S. M. CO. PLANT.

The Massachusetts State Board of Trade will meet in Beverly, Mass., May 26th, and will visit the plant of the United Shoe Machinery Co.

SHOE CONTRACTORS.

The A. & B. Co. have started a shoe shop at 65 Mulberry street, Lynn. The firm is made up of A. E. O'Mearo and C. A. Brown, both of whom are experienced in the Lynn shoe trade. The company is to make shoes on contract.

PAPER BOX MACHINERY FOR SALE

A complete plant for making shoe cartons having a daily capacity of from 6,000 to 7,000 boxes.

This Machinery is now working

To be sold at a very low price for quick sale and on reasonable terms.

For description of plant and prices, address

FRED M. WILSON
597 Stanley Ave., Columbus, O.

Lynn and the North Shore.

Trade Notes, Personals, Etc.

—The small firms of Lynn and vicinity are said to be doing a very good business this year. Some of them keep running right along, even when the shoe trade is dull and the big shops are not doing much of anything. It is said that a man running a small shop in Lynn, and making five cases of shoes a day, can get a living from his enterprise; and that a man making ten cases of shoes can get a living and a profit beside. Only a practical shoemaker can run one of these small shops, for he must run a machine himself, and work around the shop, bracing up the weak points everywhere. Often his profit is what he earns by running machines, plus what he can make by personally supervising his business and economizing in the small details.

—The Edgemakers' Union of Lynn has voted to arbitrate the strike which is called at the factory of A. M. Creighton. The executive board instructed the edgemakers to return to work, pending arbitration. The State Board of Arbitration made an inquiry into conditions at the Creighton factory. Mr. Creighton declared in a hearing before Mr. Howland, chairman of the board, that he would not open his shop in Lynn unless his employees agreed to arbitrate all disputes. He stood for this as a matter of principle.

—Frank C. Stuart, Lynn, leather dealer, has purchased the stock of leather in the tannery of the United Leather Co. at Wilmington, Del. He will have it moved to his store in Lynn. Mr. Stuart bought the leather in the Boston store of the United Co. a while ago. By the transaction he has gained possession of several thousand dozen kid skins in black and colors.

—A case of sample lasts from the factory of F. W. Stuart & Co., Beverly, was on the Lusitania when it went down. They were consigned to Liverpool. It is understood that they were to be forwarded to Russia.

—A new kind of a rubber and leather heel is being made and used by E. W. Burt & Co., Lynn shoe manufacturers. The heel is of leather. The part of the top lift where the wear comes is cut off with a die, and a piece of rubber is put in to its place. The rubber is screwed in firmly in position. In walking, the rubber strikes first on the side-walk and takes away the jar in walking. When the piece of rubber is worn, it may be easily replaced.

—India leather splits, with a patent finish, are used for making tips

of women's shoes in some shops. The leather is light and flexible and it is comparatively cheap. It is worked into the shoes easily, without cracking, and it makes a nice, light tip.

—Thomas Welch, of the Welch Shoe Co., Lynn, has gone on a trip among the big cities of the South and West. He has with him samples of fall styles, also of white shoes for summer wear.

MILWAUKEE BOX TOE CO.

140 Reed Street

MILWAUKEE, WIS.

Licensed Manufacturers of

**Beckwith's Vulco Unit
Felt Moulded Box Toes**

**For UNITED WELT and
STITCH - DOWN SHOES**

ASK FOR SAMPLES

Information Wanted

WANTED— To find someone who has steamed or heated, previous to August, 1909, toes, when pulling over or lasting with box toe gum or any preparation for making a box toe on felt or any absorbent material for the toe plug.

Address 3107

**Care of American
Shoemaking**

New Patents This Week.

Description and Claims Made for Them.

PATENTS ISSUED.

Listed below are the patents issued during the current week, together with a brief description of the claims made for each. Should further information be desired, it can be obtained through the office of American Shoemaking.

METHOD OF MAKING and Incorporating Stiffening Pieces in the Forepart of Boots and Shoes, No. 1,137,850—To Richard P. Elliott; the object of which is to produce a stiffening piece for a box toe which is not affected by moisture or be a degree of heat which might be injurious to the upper of the shoe, and further, to provide for heating it to soften it after it is incorporated in the upper without injuring the upper.

POWER TRANSMISSION Apparatus, No. 1,138,094—To Chauncey N. Dutton; the object of which is to provide an apparatus which shall automatically adjust its power delivery torque so that it may receive power from a rapidly running engine or shaft and automatically adjust its delivery speed inversely and its delivery torque directly proportional thereto.

COUNTER MOLDING MACHINE, No. 1,138,123—To Roswell A. Lancey; which consists of two side molds and a center mold in which the counter is pressed into shape. During this operation a wiper passes over the surfaces of the three molds and presses over a projecting flange. The molds are provided with heating means.

PUTTEE, No. 1,138,152—To Edouard Saubestre; which has a body portion with an opening between the two vertical edges, and a strap near the bottom adapted to be passed around the legging and looped through the top of the legging to fasten with a buckle at the side.

LOW CUT SHOES, No. 1,138,164—To Carlton L. Whitcomb. The chief object of this invention is to cause the sides of the upper to fit snugly to the foot, which is accomplished by a yielding retainer confining pocket.

SHOEMAKER'S JACK, No. 1,138,383—To Claus Jensen; which consists of a jack having in combination a standard, a post secured to it for rotary and oscillatory movements, and strap and adjustable means for regulating the tension of the strap. The toe support comprises a revolvable bar terminating at its upper end in a concave head.

METHOD OF MAKING SHOES, No. 1,138,426—and **SHOE**, No. 1,138,425—To Edward O. Teague; the object of which is to construct

a shoe of the McKay lasted type in which the welt will be accurately positioned on the lasted upper and neatly attached. A metallic fastener seam for attaching the sole, and means for reinforcing the seam, whereby pulling through of the fastener heads is prevented, is provided.

PROCESS FOR THE Production of Boots and Shoes, No. 1,138,444—To Giovanni Battista Binetti; which deals with a method whereby the lower edge of the upper leather is turned outward in such a manner that the said edge is drawn in to form the sewing seam between the outer and inner sole.

SHOE, No. 1,138,473—To William Chas. Henry Polden Hedgecock and Florence Amy Hedgecock; which provides holding means for preventing the shoe slipping up and down on the heel. This consists of a rubber tubing encased in velvet or other suitable material having an edge portion adapted to be sewn or attached to the top inside edge of the shoe.

SHOE, No. 1,138,557—To Frank Gustavson; the purpose of which is to provide a suitable perforated inner sole and air containing filling and cushion for a shoe or boot.

METHOD FOR USE in the Manufacture of Boots and Shoes, No. 1,138,585—and **APPARATUS** for Use in the Manufacture of Boots and Shoes, No. 1,138,584—to Pearl J. Wentworth; the principal feature of which is a method for manipulating portions of the upper materials at the heel seat and adjacent thereto, whereby the welt sewing operation is accomplished in an accurate and effective manner with better results than formerly.

METALLIC SHOE COUNTER, No. 1,138,912—To Benjamin F. McCoy; with sufficient flexibility combined with the necessary rigidity to enable it to be fitted to the shoe on the last and lasted by machine.

FEEDING MECHANISM for Overseaming Cup-feed Machines, No. 1,137,784—To Lansing Onderdonk; the object of which is to provide a feed device in which the outer feed member is operated from above, so as to leave an unobstructed space below the engaging point of the two feed cups.

ARCH SUPPORTING SHOE, No. 1,137,807—To John F. Teehan; which consists of a band of flexible material which is affixed at one end to the sole at the juncture of the upper with the outer side and after extending transversely across the inner sole below the arch is attached to the upper at a point considerably above the insole.

The Nichols Evening and Grading Machine

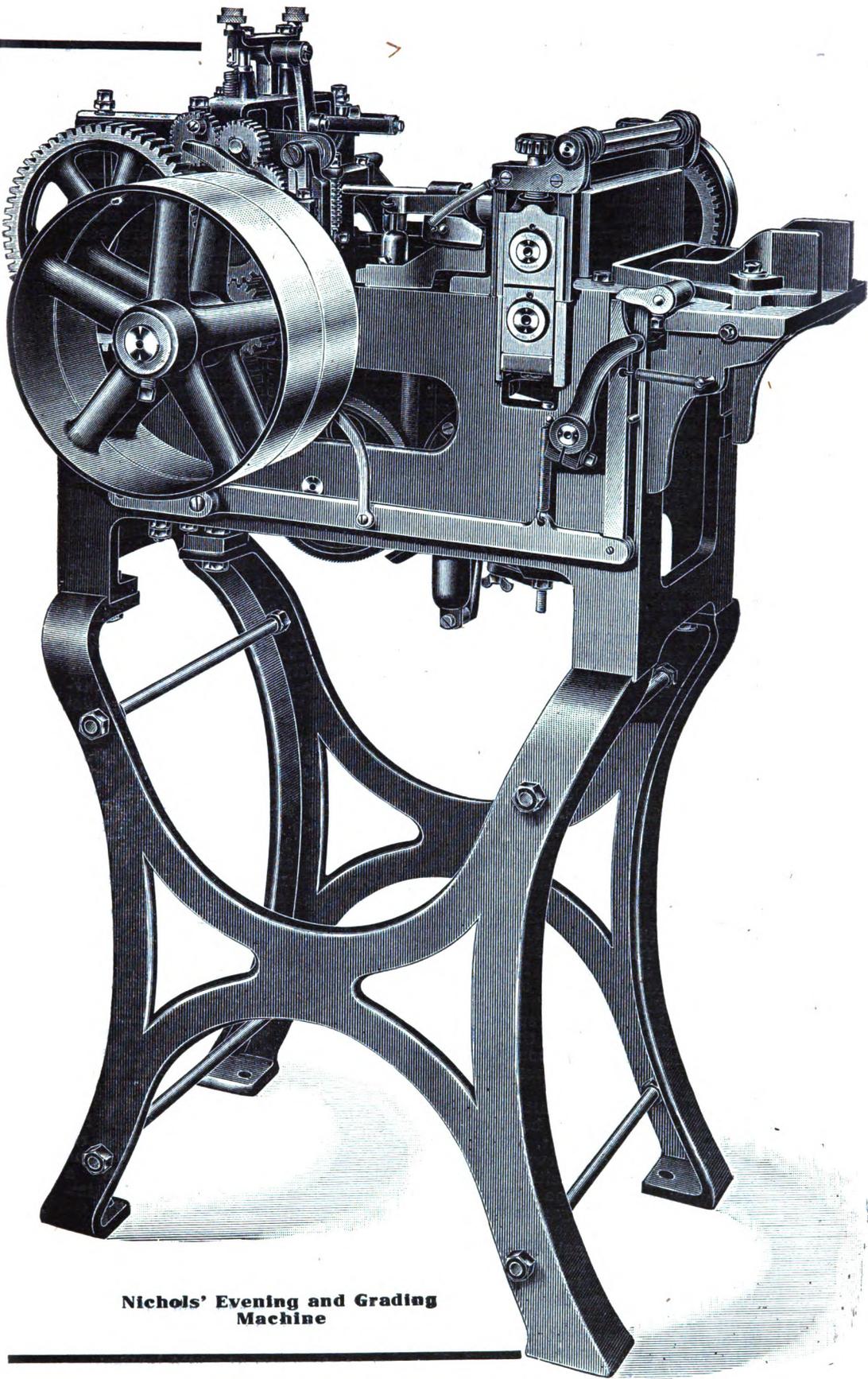
☞ Gives uniformity of edge.

☞ Improves the condition for the marrying of soles and leather.

☞ Stamps the true substance on every sole to prevent mistakes when fitting up, and saves waste of material.

**BRITISH UNITED SHOE
MACHINERY CO., Ltd.**

LEICESTER, ENGLAND



**Nichols' Evening and Grading
Machine**

Auburn Maine Events.

From Our Own Correspondent.

—The regular monthly banquet and meeting of the executives at the Lunn & Sweet Shoe Co. plant was held Thursday evening, May 6th, in the salesroom at the factory. The banquet was served promptly at six o'clock and the entertainment was furnished by the Lunn & Sweet male quartette, assisted by Miss Margaret Ramsey and the orchestra, Mr. Malcolm Taylor, of the No. 2 packing room, being chairman of the committee. The program selected was entirely of Scotch songs and were delightfully rendered and were pleasingly received, from the opening chorus, "Gems from Harry Lauder," to the finale, "Auld Lang Syne." The meeting following was presided over by R. M. Lunn, of the firm, and papers read by John H. Bolger, Walter R. Holmes and Chas. H. Nichols. Mr. Bolger took for his subject "The Lasting of a Welt Shoe," and together with a practical demonstration of hand lasting, gave a most interesting talk. Comparing the old hand method to the present U. S. M. Co. method, as performed by the No. 5 bed lasting machine, to the decided advantage of the latter, particularly as regards uniformity of heel and toe. Walter R. Holmes occupied the next half hour with a well constructed discourse regarding the hiring of proper help for the position to be filled, and gave very interesting quotations from high authorities, showing the advisability of studying and knowing the psychical element attending the study of human nature, to the extent of judging an applicant from a personal interview. Mr. Holmes was followed by Chas. H. Nichols, with a paper on "How to Handle Help," which held the attention of all present from the opening lines to the closing paragraph. The next monthly meeting will be held the first Thursday in June.

—Mr. Harry L. Whittredge, for several years at the head of the "in-stock" department, with the Radcliffe Shoe Co., Norway, Me., has assumed the same position with the Ault-Williamson Shoe Co., Ellsworth, Me., and began his duties May 1st.

—The old National No. 1 factory at Lewiston has been sold during the past week to Mr. Brownstein of Lewiston. The further use of the building, rumor says, will be a construction of tenement houses, and still from other sources comes the rumor that a new stock company

will be formed for the manufacture of shoes, principally canvas shoes, by men who have heretofore been connected with different shoe concerns in the two cities. Mr. Brownstein is uncommunicative and at present does not know just what use will be made of the building. The structure was built about thirty-five years ago by Chas. Gay, and has been almost continually occupied since that time. The last lessee was the Bartels & Thelan Co. of Chelsea, Mass. The factory is in good condition and has a capacity of approximately 4,000 pairs per day.

—E. W. Morphy has leased a bungalow in the Perryville district of Auburn and will move his family here from Haverhill during the coming week.

—Frank J. Weston, for some years past with the Thos. G. Plant Co., Roxbury, Mass., in charge of the despatch department, has affiliated himself with the Lunn & Sweet Shoe Co. forces and will have the responsibility of keeping a full stock in the "in-stock" department, having entire charge of the planning department.

—Mr. and Mrs. Ralph M. Lunn and Mr. and Mrs. Alfred J. Sweet entertained a party of friends at a dinner-dance Saturday evening, May 8, in the attractive salesroom at the Lunn & Sweet Shoe Co. factory. Individual tables were laid and dinner served at six-thirty o'clock. The salesroom and offices were beautifully decorated with white and pink carnations and lilacs. Music was furnished by the Lunn & Sweet orchestra and dancing followed the dinner. About fifty enjoyed this most excellent social function which was pronounced one of the best of the season.

—John T. Whalen, of the S. & F. Blacking Co. of Boston, visited the buyers in town the first of last week.

—Miss Eva Wyman, forelady of the No. 1 stitching room of the Lunn & Sweet Shoe Co., was a recent guest of Mr. and Mrs. Eugene Codere, at Hallowell, Me., for a week-end trip. Mr. Codere improves in health slowly.

BIG RUN ON WHITE SHOES.

T. J. Kiley & Co., Lynn, Mass., turns over its factory in the spring time to the production of white shoes exclusively. This spring it is making more white shoes than ever. All of them are of white leather.

The Milwaukee Message.

Shoe Factory Gleanings.

—While accidents in the automobile world have been having quite a run in this city since the "Jitney" became a factor in the traffic life of the city, it has never been the fate of the many persons engaged in the shoe industry to become mixed up in any of them, but this week it hit us hard, and two serious accidents have occurred, and nothing short of a miracle is responsible for the escape of both gentlemen.

Mr. William J. Muckle, superintendent of the Rich Shoe Co., was going home in his new machine on Thursday evening of last week when he was struck by an empty car going at a terrific clip on the street railway, smashing his automobile, and narrowly escaped killing him. He was taken to his home, which was nearby, and doctors were summoned, but he was so badly bruised that they had to let him lay quiet, as a touch was a torture. At this writing they think there are no bones broken, and no serious internal injuries, but it will be several days before he can stand a complete examination. At last reports he was resting quietly, and has no fever of any kind. This is the first time he has been unable to attend to business from sickness for thirty-five years, which is a good record, and one seldom heard of in any business.

The second accident occurred on last Saturday, when Mr. Chas. Gardner, a well-known cutter in the employ of the F. Mayer Boot & Shoe Co., was thrown over an embankment by his machine becoming unmanageable through the breaking of the steering gear, and taking a header of 125 feet. Mr. Gardner managed to get clear of the debris and climbed to the top of the bank, when he was assisted to the emergency hospital, where it was found

no bones were broken, and after being treated for the bruises, which were numerous, he was allowed to go to his home.

—The regular meeting of the Milwaukee Association of Shoe Factory Superintendents and Foremen was held on the evening of May 7th, but the members were not in the humor for much business, as the news of the accident to their president threw gloom over the assemblage, as it was not known at that time just how serious he was hurt. The regular business was transacted and Vice-president Schaffer presided. The regular custom of this association was voted on, sending the usual compliment to any member sick or disabled, and every member present expressed himself as anxious for the speedy recovery of President Muckle.

—The shoe business in this section has not improved much during the past week, and the big shop of the Albert H. Weinbrenner Co. is about the busiest in town, and they are getting back to their usual gait, which is a boon to the many hundred employes who have been on short time so long.

—Luedke, Schaeffer & Buttles are to take a short shutdown for changes and necessary repairs. This is the first time since starting their business that they have closed completely, which is a good record for a new firm.

—The two publications of which Elbert Hubbard was the head, namely, the Fra, and Philistine, are much read among the shoemaking fraternity in Milwaukee, and it is a cause of deep sorrow and regret to all the readers of his publications that he was among the lost in the passenger list of the ill-fated Lus-

Millimeter Gauge for Measuring Sole Leather

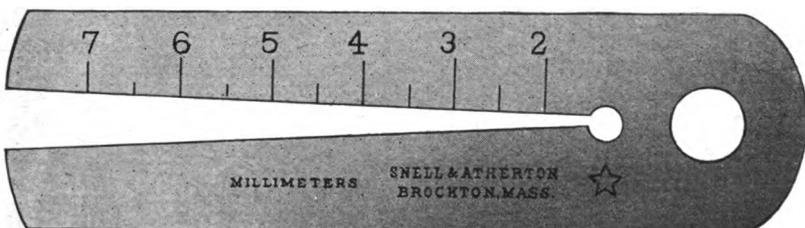


Fig. 24M

Graduated in Millimeters on one side and 48ths of an inch on the other side.

75c Each

SNELL & ATHERTON Inc., BROCKTON, MASS.

tania. Being in a class by himself, his stepping out from the world of letters will be felt for a long time, as there is no writer in this day who can take his place or even get near it, and the remarks heard in the places where the men who read and admired his works congregate, are all the same tone, which is genuine sorrow and regret at his untimely taking off. Peace be with him.

—Modern business methods seem to be changing some things to the right about, as it were, and one of them is the difference between the salesman and order taker, according to a well-known local buyer. Remarking on the affairs of the day this week, he expressed himself as believing the time had gone by when a salesman could unload most anything on to a buyer on account of association sake, or because he was a good fellow, and that future business was going to be carried on in a conservative manner, and that the buyer would do most of the talking, while the salesman would simply show his goods and set down his orders as the buyer gave them to him. His idea was that the "hot air" period was nearing its end, and that judgment and knowtivity on the part of the buyer were the coming essential attributes, and thereby facilitate business, besides saving a lot of money in a season. Efficiency in the buying end is as good an asset as in the working end, and everything points to the coming application of efficiency to every nook and corner of every progressive business, and the buyer has got to look to his position as carefully as the man at the machine, or bench, which is nothing more than right. He did not mean that a salesman must be a dummy, but that he should let the goods be selected by the man who had to use them, and that "Sunny Jim" methods were taboo.

—John M. Brophy Co. of Salem, Mass., are doing a very good export business at the present time. Large shipments of all-leather counters are being sent to England each week and the demand for them is constantly increasing.

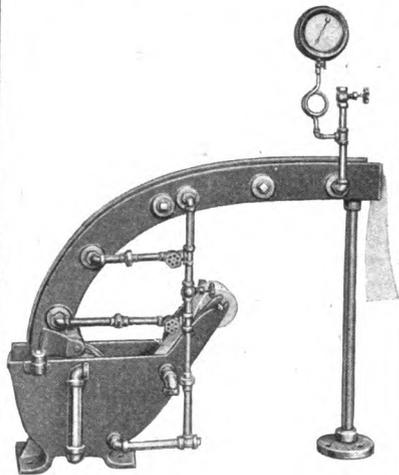
James Brophy, president of the corporation, and son of Mr. John M. Brophy, reports that he cannot fill all his orders in this territory.

This concern makes a moulded counter specially adapted for use in many of the English shoes, and its counterpart has been used by English merchants for years, formerly made by P. Creedon & Co. of Salem, who were burnt out in the Salem fire and with whom Mr. John M. Brophy was formerly a partner. The latter concern is a Massachusetts corporation, with James Brophy president and John M. Brophy treasurer.

WHEN YOU USE Clifton Gem Duck



with the
Clifton Machine



You are Assured of

Perfect Gem Inner Soles



Write us for information regarding the Clifton Process.

Clifton Mfg. Company

65 Brookside Ave.
BOSTON - U. S. A.

Haverhill Happenings.

Trade Notes, Personals, Etc.

—The Haverhill Association of Superintendents and Foremen held their regular meeting Friday evening of last week, which was a most interesting and important one. It was well attended, and after the usual business was transacted under the reports of committees, the matter of special shoes was brought up by one of the committees.

Daniel Donovan presented a pair of shoes all made for the inspection of the judges and members of the association. They were Polish boots, turned made entirely by the new process by machinery of the new turned system of the United Shoe Machinery Co., and they were gotten up at the price of \$1.85. The shoes were inspected from all standpoints of shoemaking. While excelling in appearance, in perfect lines of workmanship and quality of stock, the price was doubted by many critics, and a thorough explanation by Mr. Donovan was necessary. By showing all present the price of material and explaining fully the cost of each operation, all were convinced. Mr. Donovan received much praise for his effort.

The other special committees delegated to the same effort in producing this certain \$1.85 turned boot, made no report, but it is assumed that their effort will also be good, and this friendly rivalry is keen as to the winner of the prize in securing the order, as the best shoe for the money will secure that result.

—Friends of Timothy Crowley, of the general department of the U. S. M. Co. on lasts and forms, will be pleased to learn of the improvement in his condition, having undergone a serious operation at the hospital. He is recovering rapidly and it is hoped he will soon be able to resume his duties.—

—Shoe business conditions remain practically the same as last week. The volume of business is somewhat larger but not so noticeable as to call it a boom. However, the season is holding out strong. Manufacturers seem hopeful, also, of the fall trade. Salesmen that are out on the road in the West and Southwest are sending encouraging reports, while the South is rather quiet at present. They also anticipate a substantial increase, and everything points to a good business this summer and a big increase for the fall trade. Haverhill is more than holding her own on the women's lines. Its new up-to-date shoe plants, its easy shipping facilities and its clever workmen ensures for her a success from every point.

—Herman E. Smith, of the Manchester (N. H.) office of the U. S. M. Co., was a visitor in Haverhill last Saturday and spoke encouragingly of the Manchester shoe business. Mr. Smith is in charge of the Manchester office and the northern shoe towns of New Hampshire come under his territory.

—Haverhill's Shop Baseball League is making final preparations for the opening day, May 15th, when the season opens at Tener Park. Negotiations have been completed by the leasing of the park for a specified time. Haverhill fans are also eager to enjoy their sport, with the New England League team gone, and good patronage is expected, and will be continued if good ball is played.

—J. A. Tyler, of Milford, Mass., who has for many years manufactured all kinds of wooden shoe racks, is now developing a steel and wood rack. It is strongly built of lightweight steel, thoroughly reinforced and equipped with ball bearing casters.

BORAX

—FOR THE—
Shoe Factory

BORAX USED IN THE WATER FOR DAMPENING THE SOLE
MAKES THE SOLE FLEXIBLE, PREVENTS CHIPPING OF
THE EDGES, AND MAKES A SMOOTH, VELVETY FINISH.

**WRITE PACIFIC COAST BORAX COMPANY,
100 William Street, NEW YORK, FOR RECEIPT**

NEWARK, N. J.

—James A. Banister & Co., shoe manufacturers at 185 Washington street, contributed \$250 toward the \$250,000 fund which is being raised to defray the expenses of the celebration of the 250th anniversary of the founding of Newark, which will take place in 1916. John Pell & Son, Inc., last manufacturers at Tichenor and Hermon street, contributed \$50 toward the fund.

—The Newark Last Works, 109 Hamilton street, reports that business is improving with them. This company repairs and alters lasts.

—H. Hahn & Stumpf, manufacturers of shoe leather at Dey and Jersey streets, Harrison, report that there is an active demand for shoe leather at the present time.

—Salesmen for James A. Banister & Co., shoe manufacturers at 185 Washington street, have left for their respective territories with samples of fall styles. Although they have been out but a short time they are already beginning to send in good fall orders. The South is still a little quiet in a business way, and this condition is reflected in the orders received from that section, which are smaller than those received from the North, East and West.

—Plans have been completed for a new factory building by James A.

Banister & Co., shoe manufacturers at 185 Washington street, and work will be begun on the new plant in the near future. It will be located at Orange avenue and the Morris Canal. It will involve the expenditure of \$125,000. The plans call for a four-story fireproof building of reinforced concrete with steel window frames and sashes. The main building and power house will measure 158 by 274 feet. The architect and engineer in charge is Frank Hill Smith. It is expected that the new building will be ready for occupancy by November.

—Besides those noted last week in this column as being subscribers to the \$250,000 fund for the celebration of the 250th anniversary of the founding of Newark, which will take place next year, there are a number of others who have subscribed generous amounts since then. Among them are the Agatine Shoe Hook and Eyelet Co., P. Reilly & Son, George Stengel, Inc., Seton Leather Co., Stengel & Rothschild, Kaufherr & Siegel, leather manufacturers; J. Pell & Son, last manufacturers; Apex Manufacturer, the John Reilly Co., Kaufherr & Co., Ziegel, Eisman & Co., E. S. Ward & Co., Eclipse Tanning Co., Blanchard Bros. & Lane, leather manufacturers; Boyden Shoe Manufacturing Company, M. Strauss & Son, Tanners Leather Co., Radel Leather Co.

Economy Patterns

The PREMIER PATTERN COMPANY is a new organization founded on a new idea in making shoe patterns.

This new idea is that of economy for the shoemaker—economy in leather cutting.

The organization is composed of men of long experience in shoe pattern making, who saw the practical possibilities of such an idea. They developed their plans until they had achieved real economy in leather cutting, and now offer the advantages of this economy to the shoe manufacturers.

Premier Pattern Company
210-12-14 East 9th Street Cincinnati, Ohio

Industrial Information

New Enterprises and Changes in the Trade

NEEDHAM, MASS.

The four-story wooden structure of the LIONNE COMPANY, manufacturers of shoe dressings, was destroyed by fire on Sunday, May 9, with a total loss on the building estimated at between five and six thousand dollars. The loss on finished product is about \$5,000. The blaze apparently started on the second floor with an explosion.

PROVIDENCE, R. I.

The PILGRIM SHOE MACHINERY CO. is given as among the list of newly incorporated firms, having a capital stock of \$100,000. The incorporators are Nicholas S. Winsor, Harry B. Bornside and Harry F. Huestis.

LYNN, MASS.

A \$3,000 fire laid waste the three-story wooden factory of POWELL & BARRON, leather goods manufacturers at 225 Lafayette street, on Monday, May 10.

WOBURN, MASS.

The THAYER-FOSS LEATHER CO., which recently leased the T. F. Boyle factory on Green street, are to open for business on Monday, May 17, employing 500 hands.

NASHVILLE TENN.

The HENEGAR-DOOLEY SHOE CO. has been incorporated for \$100,000. Mr. Edward Henegar, I. E. Dooley, L. W. Holmes, E. L. McLemore and J. A. Johnson are the incorporators.

AUGUSTA, ME.

According to the latest reports, the raising of \$15,000 is the only obstacle in the way of the location of the LEWIS A. CROSSETT shoe manufacturing concern in this city. The conditions involved are the purchase of a site of land on Williams street on the east side of the Kenne-

bec River, 300 x 320 feet, and the erection of a building 250 x 44 feet, four stories high.

LYNN, MASS.

The reorganization of FAUNCE & SPINNEY, shoe manufacturers, under the auspices of Alexander E. Little and George E. Noyes of Manchester, N. H., has recently been effected and the company will now be styled FAUNCE & SPINNEY, Inc. It is understood that except in a nominal way the reorganization marks the withdrawal of the Spinney family from the shoe business. George P. Faunce is president; Arthur L. Howland, vice-president; Frank C. Spinney, treasurer; Arthur P. Currier, assistant treasurer; H. M. Cushman, clerk; Harry B. Thomas, director.

GLOVERSVILLE, N. Y.

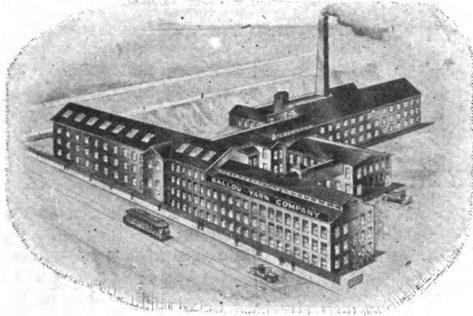
WOOD & HYDE, leather manufacturers, are to erect an addition to their present factory, which will be 65 by 67 feet along the outside edges and 25 and 31 feet deep on either wing. It will contain two stories above the basement and will be built of wood. The addition is to be used as a beam house, the extra space being needed as the firm plans to handle more skins and to produce a greater variety of leather.

ST. LOUIS, MO.

The name of the LEWIS BLIND STITCH MACHINE CO., manufacturers of stitching machines, has been changed to the ST. LOUIS FELLING MACHINE CO.

BOSTON, MASS.

The offices of the AMERICAN FELT CO., manufacturers of felt soles, will now be found at 100 Summer street, instead of at 103 Bedford street. This gives the concern added floor space.



THREAD

Cotton Shoe Threads

All Sizes, Forms, Colors
and Finishes

Manufactured by
Ballou Yarn Company
PROVIDENCE, R. I.

In and About St. Louis.

(From Our Special Correspondent)

—It has been rumored for the past three weeks that one of the large shoe manufacturing firms of this city has entered into a contract with a firm to furnish them ink dyes, wax, etc., at a certain figure and another firm has a contract to furnish them dressings at a certain figure. There was little attention paid to the rumor at first, but when salesmen failed to get orders, inquiries were made and the salesmen were told that the firm wanted to "concentrate their business."

It does not make any difference how successful the firm has been or how prosperous it is now, if this policy is followed any length of time it will soon deteriorate.

—Aside from outside influences that may prove costly, is the firm really benefited itself. First, the foremen are compelled to use the inks, dyes, waxes, dressings, etc., whether they are his choice or not. If it happens to be another brand he feels like his judgment has been reflected upon by the purchasing agent, who knew absolutely nothing about it. If there is any fault found with the shoe, the weakness of human nature allows the foreman to pursue the course of the least resistance, and if it is possible an excuse will be found to put the blame on the ink, etc., whether or not it is at fault. To strengthen his contention he will refer you to the time when he was allowed a choice of what he was to use. In other words, he will say he is held responsible for something that is not of his doing or choice, and a doubt will give him the benefit; although he may be wrong his excuse is apt to stick.

Another thing that should make the proposition a subject for serious thought, why should a firm seek such a contract? It is a known fact that competition has been so keen that inks, dyes, stains, cement waxes, dressings, etc., have been sold to the manufacturers at as close a figure as a legitimate business can be maintained upon. If prices are cut, quality is cut. The firm offering the best quality will get the

trade, all or a greater portion. The firm enjoying this situation seldom, if ever, seeks such a contract; they do not need it. This being the case, a contract must be made for either one of the two following reasons:

First, because the purchasing agent must have received some price concession. This enables him to build up his department, probably at sacrifice of quality and expense of manufacturing end.

Second, the firm making the contract seeks to benefit by firm using supplies that would not receive any consideration where competition was allowed.

It was said on good authority that such a contract was desired from the Hamilton-Brown Shoe Co., but Chas. E. Ross, superintendent of the American Gentleman factory of that firm, was opposed to it, and J. T. Johnston, general manager of factories, refused to entertain such a proposition.

Competition is the life of trade and fair play demands it, and while we are in the game, let all stay until time and merit tells us who are the survival of the fittest.

—Peter Ellis, formerly of the Wertheimer-Swartz Shoe Co., where he held the position of foreman of the treeing and packing room for many years, has accepted a position with the International Shoe Co. at De Sota, Mo., where he has charge of the treeing and packing room. Mr. Ellis is a foreman with many years' experience and is well qualified for the position.

—J. T. Johnston, general manager of the Hamilton-Brown Shoe Co.'s factories of St. Louis, has returned from a business trip to Chicago.

—The business situation shows little, if any, improvement. The factories are running along at about the same capacity as they were two or three months ago. The McElroy-Sloan Shoe Co. seems to be an exception to the case, however. They are operating at nearly full capacity, and report a large gain in sales over the same period last year.

IF YOU WANT to sell Shoe Findings, Shoe Tools, or any Specialty in the Shoe Trade, let us have them.
It pays to deal with us, for we deal direct with every Shoe Manufacturer in Great Britain.

We are large buyers and quick sellers.

LIVINGSTON & DOUGHTY, Limited
American Importers **LEICESTER, ENGLAND**

—The J. E. Tilt Shoe Co. of Chicago have incorporated for \$500,000. Among the new members of the firm is Dave Tilt, who formerly was connected with the International Shoe Co. for a number of years until about two months ago, when he resigned to go in business with his brother, J. E. Tilt.

Dave Tilt is a shoemaker of many years' experience, capable, and a carefully trained executive with a reputation of getting results. In this district he is well known and left a host of friends who wish him luck in his new venture.

—The St. Louis Shoe and Leather Club has been discussing for some time whether or not a change in location would be beneficial to the club in the way of increasing membership. At the present time it is situated in the heart of the city and is inconvenient for most of the members, although there are some who favor the location, because they can drop in from down-town shopping.

—Al. Tilden, representative of the Belcher Last Co. of Stoughton, Mass., has had the nick name of "Picnic Man" for a number of years, and in keeping with the name he was appointed as a committee all by his lonesome to find a suitable place, set the time and make necessary arrangements for the annual

picnic. Bro. Tilden has made a success of several and he will do as well again, is the belief of all the members.

—A. E. Frazier, general superintendent of all the Brown Shoe Co. factories located outside of St. Louis, severed his connection with the firm recently. A rumor to this effect has been making the rounds for some time, but no verification could be obtained as to inquiries, until last week.

SALE OF TANNERY.

The Phoenix Leather Co. has sold its tannery on Walnut street, Peabody, Mass., to the Boston Mat Leather Co., whose factory at Boston was recently burned. The Phoenix Co. will continue its leather business in Haverhill. It will have its leather tanned on contract and will finish it in its own factory. It has two floors in the Arnold Building on Wingate street, Haverhill.

SHOE FIRM MOVES.

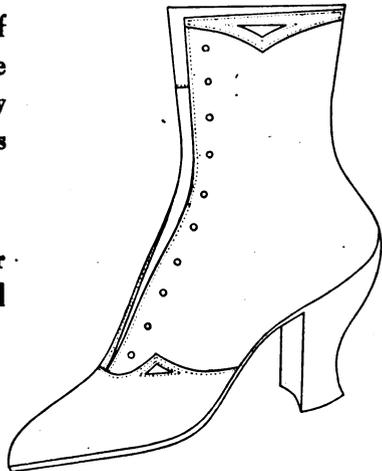
G. A. Cossaboom, makers of women's McKay shoes, has moved his business from Amesbury, Mass., to Exeter, N. H., where a five years' lease of a factory has been taken. The business was formerly carried on by Fenerty & Cossaboom, in Lynn, and was moved to Amesbury five years ago. It employs 175 persons.

OUR STYLE SERVICE

gives you a wide variety of designs to select from, the privilege of consulting at any time with our expert designers regarding pattern problems.

Compare our plan with your present system and you will want it.

We will develop your ideas and give you ours freely.



WEICHMAN PATTERN COMPANY

POWER BUILDING

CINCINNATI, OHIO

POSTAGE TO FOREIGN COUNTRIES.

The following notice has been sent out by the Bureau of Foreign and Domestic Commerce in an effort to diffuse correct information on the subject of postage:

"The Bureau would like to enlist your co-operation in its efforts to correct the short-paid postage evil in connection with American letters going to foreign countries. Numerous reports constantly reaching the Bureau from all parts of the world indicate that the practice of American business men in sending out their foreign correspondence insufficiently stamped is a factor which affects very unfavorably the natural extension of our foreign trade. In an endeavor to impress upon American commercial interests the importance of this matter, the Bureau has printed in the 'Commerce Reports,' and distributed in other ways, various articles pointing out the effect which instances of this kind have upon our business relations with foreign firms. This department has also presented the matter to the Post Office Department, which has at all times shown a spirit of interest and co-operation. The last named Department has just issued instructions to postmasters, which, supplemented with the earnest efforts of representative commercial organizations, should secure very definite results. The text of these instructions is as follows:

"As the failure properly to prepay letters for foreign countries appears to be the result in many cases of an erroneous impression as to the application of the United States domestic rate, postmasters should adopt all measures practicable to give notice to the public that the only destinations to which the two-cent letter rate applies are Canada, Cuba, Mexico, Republic of Panama, the Canal Zone, Bahamas, Barbadoes, British Honduras, Leeward Islands, Newfoundland, Germany (by direct steamers only), England, Scotland, Wales, Ireland and the City of Shanghai, China; and that TO ALL

OTHER PLACES the rate is five cents for the first ounce or fraction of an ounce, and three cents for each additional ounce or fraction of an ounce, which must be fully prepaid or the letters become liable on delivery to a charge of double the amount of the deficient postage."

A NEW REMEDY FOR LEAKY ROOFS.

One of the petty annoyances in the factory repair line is that of spasmodic leaks, which frequently cause considerable damage to merchandise and in some cases endanger the health of employees. There is a preparation on the market, put up by the Frank E. Fitts Mfg. & Supply Co. of Boston, known as "Fitts-Tite," which is very efficacious as a first aid to the injured roof.

This roof covering is a plastic asbestos compound and is very quickly and easily applied to the roof with an ordinary roof trowel, forming a single sheet roof coating without laps or seams, and also filling up all exposed cracks.

This preparation is put up in quantities from 5 lb. packages to barrel lots of 550 lbs., and is always ready for instant use.

Its application is extended to all kinds of roof repairs and waterproofing purposes. It is claimed that Fitts-Tite will recover old tin, iron, felt, canvas, gravel, or cement roofs, both the flat and the sloping types.

MARLBORO, MASS.

—The Curtis and Middlesex factories of Rice & Hutchins are running overtime so as to get that large army order out on time. They have until July, to get it out. It calls for one million pairs of army shoes for the Russian army.

—The C. J. O'Keefe Shoe Co. factory is not running on full capacity, but are running four days a week. C. J. O'Keefe started on the road last Monday with a line of new samples, which they expect will bring large orders.

GALLOONS

Cotton, Mercerized, Silk, Herringbone and Grosgrain Weaves

3, 3½, 4 Ligne, in Black and all Predominating Colors

This Stock is Now on Hand

We have paid particular attention to the uniformity of these goods and can guarantee that they will fit your binders.

PLYMOUTH
RUBBER CO.
CANTON, MASS.

J. LEVY SONS

CINCINNATI, O., U.S.A.
Western Selling Agents

CRAVENETTE CO.
U.S.A.

EXETER (N. H.) NOTES.

—William Peaslee, general manager of Gale Bros., Inc., is this season enjoying the pleasure of a new 1915 Chandler "6" car.

—Fred T. Connors and Mrs. Connors were recent visitors here. Mr. Connors was for some time foreman of Chas. S. Bates' stitching room, but now holds a similar position with Geo. B. Leavitt & Co. at Haverhill.

—Frank Tucker, of this town, who for the past few months has been foreman of the Cassaboom Shoe Co., Amesbury, Mass., has resigned his position and entered the employ of the Reece Buttonhole Machine Co. of Boston.

—John A. Towle, president of Gale Bros., Inc., is able to be back at his duties after his recent illness.

—Frank W. Tucker, well known among the shoe trade, has the sympathy of his many friends in the loss of his wife, who passed away at her home on Lincoln street, on April 29th, in her 43rd year. Death was due from cancer, which two years ago compelled an operation. Her family name was McDougale and she was born in Nova Scotia, May 6, 1872. Besides her husband she leaves two sons and a daughter, and several brothers and sisters. Interment was in the Exeter Cemetery.

—In our letter in the May 1st issue, we stated upon what we considered authority that a new shoe industry would soon locate in this village and manufacture shoes, and largely through the efforts of our Board of Trade, the C. A. Cassaboom Shoe Co. of Amesbury, Mass., have taken a five years' lease of the new Augustus Young factory and will at once establish their business here. It is stated the company, when in full operation, will employ 175 hands, and have a payroll of \$2,000 per week. It is expected the new industry will prove of material benefit to our town.

LYNCHBURG, VA.

—Mr. Chas. Park, of Philadelphia U. S. M. Co. office, visited us last week with the same old smile.

—Mr. Goss, of the Dayton Last Co., was here with a line of snappy lasts.

—Mr. Phillippi, of the Barbour Linen Thread Co., stayed here over Sunday.

—We are glad to hear that our old-time friend Richards, who went to Clark Bros., St. Stephens, N. B., is to be married soon, to a young lady in St. Louis, where he was located before going to Canada.

—All local shoe factories are going along strong at the present time, and it looks as if it would continue so for some time.

—An old-time friend James Goode, blew into town the other day, and outside of a few gray hairs, he looks the same as he did 40 years ago.

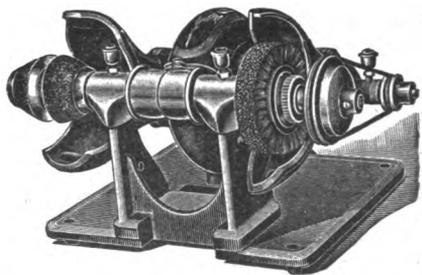
—Col. King, head of the welt department of the U. S. M. Co., of Boston, gave us a visit this week and was delighted to see the work improving so much.

—Mr. Ballard, general superintendent of the Craddock-Terry Co., has gone to Washington, D. C., to show up a few new samples.

—Mr. Eddins, of the O. A. Miller Treering Machine Co. of Brockton, stopped over a day and said that business was bad all over the United States.

—Among the visitors to the Hill City were Mr. Chas. Jones, of the Perley R. Glass Folding Machine Co.; Mr. McKeegan, of the Brainard & Armstrong Co.; Mr. Evans, of the Burke Glazed Kid Co.; Mr. Chas. Evans, of Gardner & Beardsley; Mr. Al. F. Helstrom, of the Monarch Blacking & Stain Co. of Lynn; Mr. Nick Mathey, of the Geo. Wood Cement Co., who has just been promoted to sales manager of his concern; Billy Torsney, of the Union Special Machine Co., and Mr. Sack, of the Richardson Silk Co.

THE BUZZELL TIP BUFFER



**J. G. Buzzell & Co., 102 High St.
BOSTON, MASS.**

If Interested Write Us

ITALIAN MARKET FOR SHOE FINDINGS.

(Consul Samuel H. Shank, Palermo, Feb. 20.)

In the city of Palermo there are four shoe factories which together have a daily output of about 700 pairs of shoes. There are also numerous shoemakers, and it is estimated that the production of shoes amounts to nearly 2,000 pairs a day.

One of the largest factories is fully equipped with American machinery. This factory employs about 50 men and 15 women and produces 200 pairs of shoes daily. The wages paid the men are \$0.77 to \$1.35 per day, and the women receive \$0.38 to \$0.57. The selling price at the factory is \$0.87 for women's shoes and \$1.04 for men's.

Most of the findings have been purchased from Germany, France, and England, but supplies from these sources have been curtailed, and there is at present a good opportunity for American manufacturers to get a start here. Nails and thread have been furnished by the American company supplying the machines. Most of the leather for uppers has come from Germany, while France has supplied the leather and canvas for linings and some patent leather and chamois. Italy has furnished most of the kid and some leather as well as the wax. Buttons, eyelets, hooks, fasteners, glue, and polishes have come from Germany. Lasts were supplied by England and Germany.

Firms wishing to enter this market should submit samples and prices to this consulate, where they will be shown to interested persons. (A list of the price and duty on the various findings may be obtained from the Bureau of Foreign and Domestic Commerce).

ODD WAY OF MAKING SHOES.

In a Lynn factory, welt shoes for misses and children are made in an unusual way. The uppers and the welt are sewed on a Puritan machine. Then the shoes are lasted. The toe tacks are driven through the welt and the upper into the leather insole. Then the outsole is sewed on with a Goodyear lock-stitch machine.

UNSPRINKLED FACTORIES.

About a score of leather factories in the North Shore district are without any automatic sprinklers. The rates of insurance on leather factories have lately been increased. So some owners of unsprinkled factories find that they must pay twice as much for insurance as a year ago.

"A Manual of Shoemaking"

By W. H. Dooley

A book of industrial information pertaining to shoe manufacturing and tanning.

Explains in simple language the various processes of shoemaking, giving technical names for the various parts of the shoe and the processes of production. An invaluable book to beginners in shoemaking.

Price \$1.50
and Postage

American Shoemaking

683 Atlantic Avenue - - Boston

Hotel Cumberland

NEW YORK

Broadway at 54th St.

Near 50th St. Subway and 53rd St. Elevated



Broadway Cars
from Grand
Central Depot
7th Ave. cars
from
Pennsylvania
Station

New and
Fireproof

Strictly
First-class

Rates Reasonable

\$2.50 with Bath and Up

Send for Booklet

10 Minutes Walk to Forty Theatres

H. P. STIMSON



TRADE WANTS



MANUFACTURERS and SUPERINTENDENTS can usually obtain very satisfactory foreman and workmen for various departments through this department.

Advertisements listed under "Help Wanted" and "Position Wanted" are printed at the rate of 2 1-2 cents per word for one week; 5 cents per word for two weeks; 6 cents per word for three weeks; 7 cents per word for four weeks.

Advertisements to appear in this department must be in this office by Thursday morning to insure publication.

HELP WANTED.

WANTED—A high grade fitting room machinist, who can handle Singer, U. S., and W. & W. Machines in large factory making women's medium grade shoes. None but high grade, sober, competent men need apply. Address 3302-D, care of American Shoemaking.

WANTED—Forelady wanted in factory making 500 pairs of children's shoes. Address 3611-G, care of American Shoemaking.

WANTED — Experienced shoe finding salesman. State experience and salary. Address S. S. M. Co., 620 Essex St., Lawrence, Mass.

POSITIONS WANTED.

POSITION WANTED by capable cutting room foreman, or assistant foreman, or charge of stock room. Have had 15 years' experience; full charge of cutting room and buying supplies for some, on women's and misses' medium grade shoes. Address 105, care of American Shoemaking.

SUPERINTENDENT with thorough knowledge of men's fine shoemaking, capable of bringing a line up to a high standard of style, snap and good shoemaking in an economical manner, is open for a position. Successful eastern and western experience with successful firms. Address 1930, care of American Shoemaking.

POSITION WANTED as office manager; capable of taking full charge of financial or manufacturing end of office, or both; 10 years' experience in cost work; able to install cost system. Any shoe manufacturer requiring capable man may find this of interest. Address 2309, care of American Shoemaking.

MR. MANUFACTURER:

Are you looking for a man in your factory that can either take charge of the manufacturing end or step in and do your bookkeeping, having had years of experience in all branches? I have been some eighteen (18) years in the business and feel that I would like to associate myself with some large concern.

I am at liberty to go anywhere and at any time, and can furnish best of references. Address 1821, care of American Shoemaking, Boston, Mass.

POSITION WANTED as superintendent or assistant superintendent, or would accept position as bottoming room foreman. Experienced on women's, misses' and children's welts, turns and stitch-down, both eastern and western. Also familiar with the Rex turn system; will go anywhere; references. Address 2310, care of American Shoemaking.

FOREMAN of making and finishing room desires a position; 15 years' experience; can run all machines and give all employes a helping hand. Will go anywhere. References. Address 324, care of American Shoemaking.

POSITION WANTED—Shoe factory accountant experienced on correspondence, credit costs, etc. Take full charge; details and references upon application. Address 625, care of American Shoemaking.

YOUNG MAN experienced in bookkeeping and office work desires to take up cost work in a shoe factory and would gladly work for a small salary for the privilege of learning this in some good reliable place. Address 2007, care of American Shoemaking.

TREEING and Packing Room foreman with Canadian and Western experience on men's and women's Goodyear welts desires position. Can repair all machines, and teach help. Address 1618, care of American Shoemaking.

POSITION WANTED — **Stitching room foreman**, 35 years of age, experienced on all grades, is now open for a position, and one who is also a first-class machinist and competent to teach green help. References. Address 404, care of American Shoemaking.

MR. MANUFACTURER—Do you want a man with 10 years' experience in making room on welts and McKays, as foreman or quality man. Abundant references. Address 710, care of American Shoemaking.

MR. MANUFACTURER: Can you use a practical superintendent on welts or McKays? Eastern and western experience. Up to date in all details of manufacturing and can produce snappy lines at close figures. Will locate anywhere. Address 1320, care of American Shoemaking.

POSITION WANTED by an experienced edge trimmer; has run Goodyear stitcher, Heel Trimmer, Slugger and Wire Grip machines. Would accept a position as working foreman or assistant. Address 229, care of American Shoemaking.

POSITION WANTED by experienced finishing, treeing and packing room foreman on all kinds of medium and fine shoes. Can furnish satisfactory proof to organize or manage room and produce results. References as to ability and character. Address 323, care of American Shoemaking.

POSITION WANTED by experienced treeing, dressing and packing room foreman with Eastern and Western experience. Medium and fine grade shoes. Will go anywhere. References. Address 1322, care of American Shoemaking.

AN EXPERT CUTTER on ladies' shoes desires position as cutter, instructor of cutting leather, or shoe sorting. Has had extensive experience in this line and can give valuable service. Fifteen years' Lynn training. Highest of references as to ability. Strictly reliable. Will go anywhere. Address 1927 care of American Shoemaking.

POSITION WANTED by sole leather room foreman, experienced on women's, misses' and children's McKays, welts and turns; thoroughly understands cutting, sorting and stock fitting. Can operate and repair all machines in this department. Address 822, care of American Shoemaking.

POSITION WANTED as cutting or stitching room foreman, or assistant superintendent. Ten years in executive positions on both men's and women's work. Is an expert on upper leather, experienced buyer and has exceptional executive ability; desires to locate with a progressive firm; position of more importance than salary. Willing to go anywhere. Address 316, care of American Shoemaking.

FOREIGN TRADE OPPORTUNITIES.

(Addresses may be obtained by addressing the file number care of Bureau of Foreign and Domestic Commerce, Washington, D. C., 752 Oliver Building, Boston, Mass., or any of its branch offices.

Leather, No. 16655.—The manager of a boot and shoe store in Spain informs an American consular officer that he desires an agency for the sale of box calf and patent leather in that country.

Shoes, No. 16649.—The commercial agent of the Bureau of Foreign and Domestic Commerce in Atlanta reports that a firm in Egypt desires to establish commercial relations with American manufacturers of shoes.

Leather, No. 16558.—A business man in Argentina informs an American consular officer that he desires to be placed in communication with American exporters of calf leather for shoes, with a view to representing on a commission. Correspondence should be conducted in Spanish.

Boot and shoe felt, No. 16572.—An American consular officer in France reports the name of a business man in his district who desires to enter into commercial relations with American manufacturers of boot and shoe felt. Samples of the felt may be examined at the Bureau of Foreign and Domestic Commerce or its branch offices. Prices should be quoted c. i. f. destination. Correspondence is preferred in French.

Leather, skins, etc., No. 16629.—A firm in Italy has requested an American consular officer to place him in communication with American dealers and exporters of leather, hides and skins, etc. References are given. Correspondence should be in Italian or French.

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ARCH
SUPPORTING
SHANKS**

Send us the insoles and we will see that they are properly fitted without charge and promptly returned to you. Shoe retailers are deeply interested in this shank. The best and most reliable yet devised. Locked to insole, cannot wear through outsole.

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Shank Department

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Terms: \$100.00 per machine for alterations.

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Is a positive insurance that your patent leather shoes will be properly repaired and made salable at least cost and least effort.

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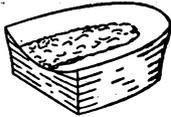
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Pieced Nail-less Heels
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Save money in the packing room
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Heel Work.



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AMERICAN SHOEMAKING

THE RED BOOK

Volume LV No. 8

May 22, 1915

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Why Spoil Shoes and Lose Orders



By trying experiments with your patent leather.

MULLEN'S PATENT LEATHER REPAIRER

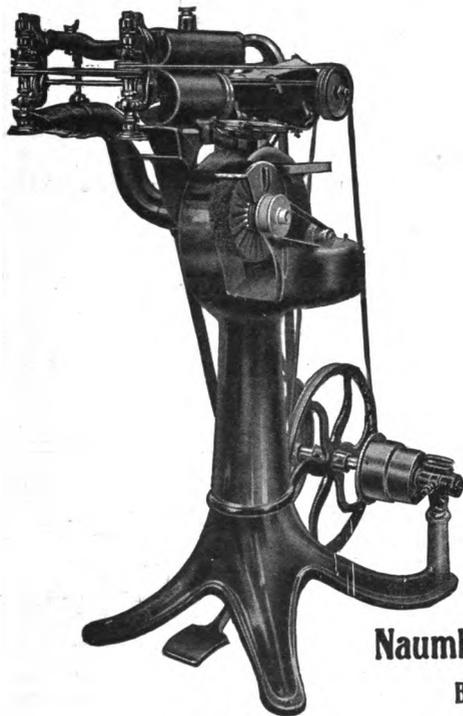
Is a positive insurance that your patent leather shoes will be properly repaired and made salable at least cost and least effort.

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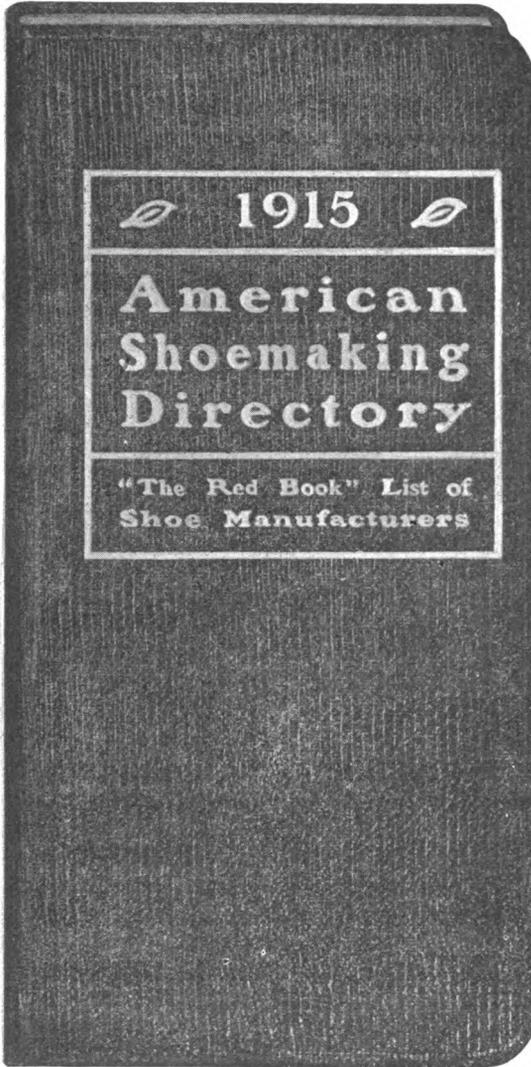
Especially adapted to work on the PURITAN FAIRSTICH MACHINES. Only the very best materials are used in the manufacture of this lubricator, it being the aim of the manufacturer to make this lubricator the best article for the purpose that long experience and knowledge of the requirements of this class of work could produce.

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A specially prepared lubricator for use on high speed machines where a perfectly lubricated thread is essential for high grade work. Allows the thread to pass through the eye of the needle with perfect freedom. Guaranteed not to stain the most delicate of fabrics.

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TWELFTH ORIGINAL EDITION
Directory of Shoe Manufacturers
FOR 1915



**IMPORTANT
 REVISED EDITION**

Containing all the features of our previous directories. An exceptionally large number of changes have occurred during the past year including many new firms, firms out of business, changes in buyers and superintendents, capacity, etc.

A necessary book if you wish to follow all possible customers.

The only Concise directory published.

Accurate, Complete, Handy.

**THIS DIRECTORY
 CONTAINS**

Names and location of boot and shoe manufacturers in the United States and Canada.

Lines of goods each firm manufactures, as men's, boys', youths', women's, misses', children's, infants', etc.

Class of goods, as McKays, turns, welts, Standard screw, pegged, nailed, sandals, felt goods, leggings, etc.

Trade each firm sells whether jobbers or retailers.

Names of superintendents.

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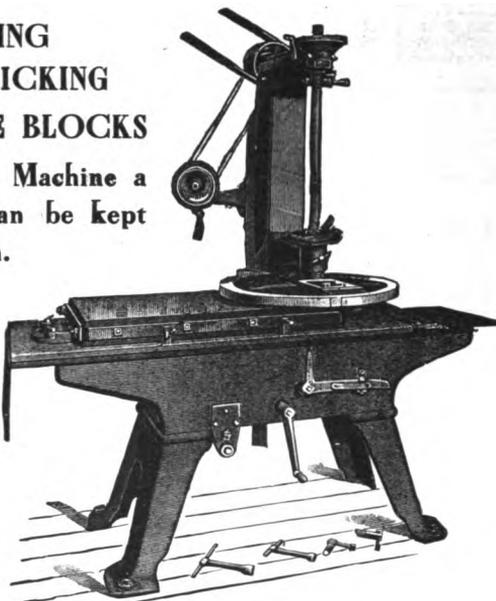
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No. 0 or 4 feet, especially designed for cutting room.

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PUBLISHED EVERY SATURDAY

A Weekly Journal for
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We cannot solicit orders for one of our patrons without doing an injustice to others in the same line. Our advertising patronage is not based on what our solicitors can personally do for you, but on the merits of **American Shoemaking** because of its world-wide circulation.

Published Every Saturday in the Essex Bldg, 683 Atlantic Ave., and 212 Essex St., Boston, U.S.A.
\$2.00 per Year, Foreign, \$3.00; Sample Copy, 5 cents. Conducted by **HENRY H. ROGERS**

Entered at the Boston Postoffice as 2nd Class Mail matter:

Volume LV.

MAY 22, 1915

Number 8

SHOCKING, IF TRUE..

Ever since orders for European army shoes have been accepted by American manufacturers, persistent rumors have been in circulation that goods have not been up to sample or as represented to be when sold. The daily press under date of May 17 published a despatch purporting to come from Paris which says:

"An unfortunate situation has arisen with regard to granting contracts to American manufacturers owing to the failure of even the big houses to deliver goods up to sample. Several important American contracts have been cancelled.

"Two cases in point were the delivery of a monthly consignment of 50,000 pairs of boots below sample—the soldiers tore the footwear into strips — and 200,000 pairs of socks delivered and found to be of 30 per cent wool and 70 per cent cotton, while the contract called for the reverse.

"Of the 25 of the largest American houses with which the

French government is doing business only one has a record of never falling below sample. The worst deliveries are those of boots, socks and underwear. The deliveries of cloth are much better."

Now of all times, American manufacturers should be and, we believe, are, in the main on their mettle to show European buyers that American products, and especially boots and shoes, are the best in the world.

Now of all periods in our history, when the door of opportunity is wide open for our exports, is indeed an inopportune time to attempt to force upon the buyer goods of quality below samples.

If the exigencies of the times make it imperative that some such goods be accepted by our customers abroad, it should not be forgotten that the incident will be remembered by them and American prestige and American trade will surely suffer when the troublous times are over.

THE LEATHER SITUATION.

Reports from the Chamber of Commerce of the United States at Berlin in referring to the leather situation say:

"There is hardly another raw material which has so increased in price as leather. This has its cause in the fact that the import of leather has almost ceased, while on the other hand all available supplies are required for army equipment.

"Although Germany exports skins and leather to a certain extent, these exports do not by far compare with the volume of imports.

"The German imports of cow and buffalo hides amounted in 1913 to 80 million dollars as against 63 million dollars in 1912 and 52 million dollars in 1911. This compares with the German exports of 20 million dollars in 1913, 18 million dollars in 1912 and 15 million dollars in 1911.

"Although these exports have stopped, the war has enormously increased the home demand, and to such an extent that leather is selling today with an increase of 100 per cent of the price before the war.

"The War Leather Company formed under the auspices of the Ministry of War has as its object the collection, proper distribution and utilization of all leather in order to safeguard the demand of the army and navy.

"To judge from all appearances, an ample supply is assured, although strictest economy is insisted upon."

CULTIVATING FRENCH TRADE.

The American Chamber of Commerce at Paris gives some valuable advice as to methods to be pursued in cultivating French trade. Among other matters they call attention to the fact that French merchants object to buying f. o. b. American ports and export trade is greatly facilitated by quoting prices c. i. f.

French ports or with the duty included delivered on the premises of the customer.

This has long been the custom that other countries have adopted, and if our merchants persist in quoting f. o. b. American ports, they are immediately at a disadvantage in securing business. In their report the Chamber also points out the necessity of catering to local tests in the matter of styles and of addressing all communications in the French language.

TIPS OR BONUSSES.

It is reported that Wisconsin shoe manufacturers are somewhat worried over the anti-tipping law which may, it is claimed, be applied to the principle of bonusses adopted in some factories.

While we have not read the text of the bill, it hardly seems possible that a bonus system, which requires the rendering of certain additional service to secure the bonus, can in any way be considered as in the nature of a tip, inasmuch as the service is not variable in quantity according to the whim of the manufacturer, but is a regular offer open to all employes.

—The terrible loss of life through the destruction of the Steamship Lusitania has been brought home to members of the shoe and leather trade by the record of almost a score of deaths among its members and their families. Owing to the large interest in American shoes and leather for export, there was an unusual number of travelers connected with the industry on the ill-fated ship.

—Nothing that has heretofore been invented in connection with Louis heel shoes will, we believe, add so much to the popularity of this style as the addition of the rubber top lift. It makes of the wood Louis heel what is substantially a cushion heel and adds tremendously to the comfort of the shoes to which it is applied.



In Wrong & Co.

**Why "In Wrong & Company"
Were Forced to Retire From
the Business World.**

By Mr. C. P. Lawrence

Article XIX.

NOTE: This article and others that are to follow will be the true history of a firm that was launched on the business world with ample capital to do a large and prosperous business. Style of firm and location withheld.

"In Wrong" grew up in the comb business, and had made a name and place for himself in the industrial world. His combs were pronounced by all in a class by themselves. He succeeded beyond the dreams of friends and competitors. His merchandise had a ready sale and was sought by merchants in this and other countries in a comparatively few years. He was called the leader in the comb world. With success came wealth. All looked upon him as a capitalist. He took chances and became a promoter; was ever ready to finance an enterprise that had the right men behind it. He was called a good sport by those who knew him.

Combs are made from animals' horns, and horns, like hides, are a by-product, and as Mr. "In Wrong" had made a phenomenal success in using by-products, it looked to be a simple proposition to make a name, fame, and greater wealth by becoming a shoe manufacturer, and as shoes are made from by-products, he would still be working along the lines that had brought success. A way opened up for him to close out

his business at a figure that showed he had been a successful manufacturer.

The way was now open for him to apply the knowledge of using by-products to shoes, which had become the dream of his life. He would become a shoe manufacturer, and he did. Those often false and flattering reports of sudden rise in the shoe world that in the distance so attract our admiration disappear the moment they are within our reach, and those reports, which are often true, of manufacturers making a fortune in a comparatively short time disappeared almost at the start of "In Wrong & Company."

Nothing gives any concern the prestige in the industrial world like capital, and "In Wrong" was quick to see this, and provided for it. In a short time a partnership was formed with a friend, which brought ample capital to do a successful and prosperous business beyond the wildest dreams of many of our smaller, though successful, manufacturers.

"In Wrong & Company" was the style of the new firm that was launched on the business world. A firm with ample capital to do a large and prosperous business. Men at the head that were veterans in the business world. Men who had made a large fortune in their walks of

life, who were looked up to and respected for their fine and keen business methods. Those men knew no such a word as failure until they embarked in the shoe world. (They know there is such a word now, however). Friends, old and new, assured them of success. Merchants wished them "God speed"; banks sought their business, and offered them a long line of credit, which was not needed. A fine plant was practically given them, and an equipment second to none was installed, in a city that was noted for low-priced labor. Many looked upon them as winners, while others that knew "In Wrong," were skeptical, as he was spoken of by some as being a plunger and a changer, but it was generally thought that they would win and place a name in the shoe world, and they would have made a phenomenal success had they started right.

All men that have succeeded, whether in the shoe world or other lines of business, had a well-defined policy mapped out, had thoroughly and intelligently thought out to a good logical conclusion the standard of quality that must be reached and maintained, a mode of procedure that must not be changed until a thorough trial has been given. Those firms that have succeeded were slow to change. Those firms that have and are succeeding are not living in the present. They are laying plans that will guide their house through the troublesome times, like the present, and as far as possible, perpetuate the firm's name for years to come. The present was planned often a year ago. "In Wrong & Company" did nothing of the kind, and they made a failure, and others that pursue the same methods, must.

The question is often asked today, "Why did 'In Wrong & Company' make such a poor showing, lose such a large amount of money, and retire from the business world?" It is the old, old story, — poor management,

poor organization, changeable methods, no knowledge of cost, no standard of quality, no selling organization to dispose of the merchandise, and no well-defined plans worked out. Little or no thought was given to the organization — or possibly intelligent thought. It seemed to be enough to know that a man was cheap. That was his greatest asset. A manager was found to look after the plant, who was chosen largely with one thought as to his fitness for the position. He was acknowledged even by the firm to know little about shoes, but they could find plenty of men to make shoes, and he would see that they made them; but how could a man, that knew little about building shoes, keep the quality up if he could not see style, tone and snap? He could not, and did not. They then conceived the idea of a superintendent to help him. He would start them right. A superintendent could surely be gotten for \$1500 a year, and they found one.

Later on they paid less, as they thought it poor economy to waste their money on men that spent their time walking around the the factory. He produced nothing; neither did the foremen; and for that reason they must all work cheap. There was one thing, however, they were quite sure the manager could do, and that was figure shoes, and that was the one thing he could not do, but they were satisfied, and that was enough, until a friend that made a similar line told them they could not build the shoes at the price they were selling them for.

It was shown later that those shoes showed a loss of ten cents a pair.; 41 feet of vamp stock was figured in the shoe, whereas it took 48 feet. Soles were figured two cents a pair less than could be purchased for their grade of work. A labor estimate was placed on the shoes four cents a pair less than was ever reached. Manufacturing and su-

pervision expenses were figured on a much higher production than ever was reached. In fact, so high that at times this expense alone showed a loss of ten cents a pair.

Salesmen were on the road with a line of samples, while poor and unsatisfactory, yet with prices that were so attractive that jobbers were willing to take a chance, with the assurance from the salesman that the firm and organization were right. The management was poor, but the organization was worse. But, what could be expected from a superintendent at a salary that good foremen often are loathe to consider. Those men knew nothing of cost; little or nothing about leather. Though they knew it; the manager did not; yet he thought he knew, which made it bad for him and worse for his firm. The foremen, while some were good, it counted for nothing, however, for they saw the manager knew little and the superintendent less about style, tone, and good shoemaking, and as the chain is no stronger than the weakest link, they gradually dropped to the plane of their brother foremen, and the good foremen were, therefore, no better than those that never should have been employed.

Everything now being ready, the big show started, and it was some show. Shoes were started into the factory without any thought given to the fitness of the material that went into them. Stock was cut into vamps that should have been cut into tongues or thrown into the scrap box. No uniformity of weight or grade was asked for or expected. Some vamps were as light as bee's wings, while the mates were good L.H. weight. No thought was given to the selection of tips. It seemed to be the rule "get the tip where you can," and I contend that tips should be taken from the best part of the skin, but those shoes were sold at a low price, and it was generally thought by the superintendent, manager and firm, that if shoes were sold at a low price,

the jobbers had no good grounds to find fault. What could be expected for \$1.17. "In Wrong & Company" know today just what those jobbers did expect, for they got them all back. So does that first famous organization, as they were all discharged within thirty days. While they did stay, they made a record for themselves that will long be remembered by "In Wrong & Company," salesmen, jobbers, and the employes as well.

Quarters were cut into the shoes from material that would not stand up while being fitted. A low grade of cabs, and sheep was cut into the shoes, while a medium grade was shown in the samples. "Cut everything in" was the instructions given the cutters.

And it has been my experience that you don't have to discharge a cutter to make him understand that is what you want him to do. He will cut them as poor as you will take them, but when he is given to understand that all must be cut in, he is happy. A little thing like stock cutting off in the fitting room was quickly remedied by the foreman and appreciated by the management and firm. He showed them something they did not know. He basted them. They would not cut off then, would they? Then all agreed that short stitches were a dangerous thing, as it must weaken the stock to put in twenty stitches to the inch, and it was found that none cut off with eight stitches, therefore, eight stitches to the inch was just what "In Wrong & Company" wanted but they were the only ones that did want them. All came back, and they tried to sell them as floor goods, and their attention was again called to the fitting. They felt doubly sure that they made a mistake in not discharging Mr. Eight Stitches at an earlier date.

But we are not through with the cutting department yet. Forty-one feet was figured to cut the vamps, and the foreman knew that he could not do it, but to

acknowledge it would mean a new man in his place, and this man was trying to hold his position. He had a strangler's hold on it, and did not want to let go. It was not necessary to send the cutters' slip to the office to have them figured. He could do it, and did. The management quite agreed with him that he was the one to do it, and the cutting room was the place for it to be done. Not hard for a foreman to get down to figures and hold his position if he had not been with a changeable house, was it? The foreman received the stock, put up the jobs, figured the cutters' reports and made money for the firm (on paper only). All reports were filed in the cutting room. All bills for stock are properly checked up for footage. They paid for nothing they did not get, but no bin cards were kept, and for that reason none but the foreman could tell (and he did not) the amount of stock left on any grade. When it was gone he got more. No checking up of the amount given out and the number of pairs produced to see if it was a money maker or loser. If the manager knew that such a thing ought to be done, and neglected it, it was little short of criminal.

Stock was sorted, not so much to put the grades where they belong, but to sort and throw out all skins that would show a loss in cutting. This man would go through a bundle and throw out all loose grain, flank skins that were full of grub holes, or with extra large pockets. All were put in a bin where they would do him no harm, but help him hold his position a few weeks longer. This department was a great loser, as will be shown in the next article. This department changed foremen six times in 18 months, and those bins of culls grew under each foreman. No department in the factory needs attention so much as does the cutting department. No department in this factory was more neglected.

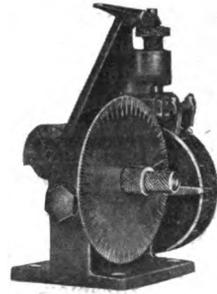
(To be continued)

WELT MEASURING MACHINE.

For a long time it has been the custom in the large shoe factories to verify the measurements of upper leather and this need for the elimination of possible errors has spread to other departments.

A machine has now been invented for measuring welting. This machine is set up between the roll of welting and the welt grooving machine and is pulled through by the operation of the groover. It measures up to one thousand yards in yards, feet and inches.

Welting generally comes in rolls of about thirty-five yards and with this new machine, it is a very simple and inexpensive means of verifying the measurement. The inventor claims that



the saving to the manufacturer is sure to be important enough to many times equal the expense of the machine.

We illustrate this new invention and if any of our readers are interested in knowing the name of the manufacturer of this machine, a letter to American Shoemaking will bring full particulars.

—The usual oil can used around outsole stitching machines has to be refilled three times in a ten hour day's work. With the old style Goodyear machine once a day was sufficient. However, do not economize on oil, but get the best. But this goes to show the additional cost of operating so-called up-to-date machines, for high grade machine oil sells rather high.

Mechanical Cutting of Shoes

The Scientific Cutter Less in Evidence Than Formerly

Cutters are the most sensitive men that I have found in the whole shoe industry, and sometimes are the most jealous, but a contented crew can make more money, and will do more work, than the opposite.

An article appearing in the issue of American Shoemaking of Nov. 7th, 1914, has attracted some attention among the cutters who have read it, and the question is often asked how to beat it. We do not know where the writer of the article learned his "lesson," but it has been the experience of the present writer that he has had it drummed into him from a boy, that he was cutting up money all the time he was using up whole stock, whether sheep skins for trimmings, or side, and calf skins for shoes. Every good cutter knows that he is responsible for gains or losses, providing the allowances are right and the really scientific cutter knows whether his allowances are right or not after he has cut a few sides or skins.

One great trouble today with the cutting rooms of the country is, that they are in one great game to deceive the cutters and some go so far as to have two sets of figures, one of which never goes out of the office, where the real gain or loss is known, and the other goes to the cutting room, where the men are kept in constant worry about figures which are impossible to get near.

The piece price systems are the only ones that determine the real cost of cutting, of course, but it also has a tendency toward extravagant cutting on the part of many of the cutters. Our correspondent is very near correct when he says there are only about one in ten cutters today who are really expert, or have the faculty of imparting to others what they know. I doubt if there are that many, and again it is a question if those we are trying

to instruct are always capable of absorbing the information we try to instill. There is too much bluff today in the cutting rooms of this country, and the really good cutters are passing fast. If the true conditions could be published about many of our cutting rooms they would make some good reading, but the half was never told, nor will it ever be. Bullying will never make a cutter try. Fear is the worst element any manufacturer can mix with his business.

Cutters are the most sensitive men that I have found in the whole shoe industry, and sometimes are the most jealous, but a contented crew can make more money, and will do more work, than the opposite, and there is more need of diplomacy in a cutting room than in any other room in the shop. Every cutter knows when he takes out a lot of shoes to cut, that he is expected to get every possible cut he can out of that lot of stock, and to cut it to figures, also cut the best shoe possible out of that grade of stock, and if he knows his business he will go after it without any drive or bullying from the firm or foreman. If he don't feel quite sure of himself he will ask the foreman to show him, and then the foreman, if he knows his end, will stay with him for a few minutes until he sees that the man is going right, and will look over his work a few times during the day and make any suggestions necessary to help him. A man so handled will generally come along well, but we have seen many foremen, when asked to show a cutter a point, swell up and holler out so that several can hear him:

"If ye don't know how to cut shoes, what the 'ell are yer here for. Get out." It is a pretty safe bet that not many more men will bother that foreman about how to cut shoes for several days.

Yet he holds his job with the firm, as they say he can handle his help so well, and that they are all afraid of him. Fear has no place in any well conducted business, but respect is a big asset. The advent of young men, and even girls, into the cutting rooms of today has made the mechanical side of the trade possible, and has destroyed the real scientific side of the business, and unless it is stopped, it will kill it entirely.

Not long ago we heard an old cutter remark that he would rather see his son in his coffin than see him try to learn to be a shoe cutter, and the man was not sore at any point, but the conditions as he had seen them had got to that state where it was extremely disagreeable for him, and he knew how to cut all kinds of shoes, so he preferred to see his son adopt some other trade to earn his living.

If we have to pay cutters three dollars a day and more, and then have an expert to stand over them at probably a salary of twenty-five to thirty dollars per week; would it not be cheaper to take a little pains, and hire experts in the first place, thereby reducing the overhead. The Roman method of recent years has reduced the question to a serious point, and the sooner firms and foremen get together, and agree to treat their cutters like human beings, as was the case several years ago, and raise the dignity of cutting up to the high plane it should occupy, the sooner we will find better men trying to learn the trade, and the whole thing, though there may be several different methods, as there is so great a variety of footwear, but good old horse sense should be the foundation to build on, and let the impossible figuration of the cost man blend into the actual condition, and quit the

hire and fire policy.

Make your cutters feel they are a part of your business, and never impose impossible conditions upon them. It will pay to try it.

NEW METHOD OF SAMPLING. Reduces Cost and Saves Time.

A Haverhill concern has devised a new method for manufacturers, jobbers and retailers to show lines of sample goods, the idea being to largely eliminate the carrying of heavy sample trunks on the part of manufacturers' and jobbers' salesmen and also to enable retailers to show their customers various patterns of shoes without actually carrying the whole line in stock.

The method consists in making a complete drawing of the shoe desired, to be shown, and then drafting from it patterns, and cutting and fitting a shoe from the actual materials required to properly show it. The finished upper is then mounted on specially prepared handsome cards. When completed a perfect picture, giving the exact lines of the shoes, is shown.

The cost, of course, of preparing such samples, is only about one-third that of making samples in the regular way. The system is supplied by the company who has devised it or may be installed by the manufacturer himself, but, of course, the cards used must be those supplied by the company controlling the system.

The method does not cut out shoe samples entirely, but enables the salesman to carry one shoe on each last to show the last and workmanship, and then all combinations of materials in the upper can be shown by the "Simplex" samples.

It is claimed that in export trade samples of this kind will also eliminate duties. In the retail store it would also be possible for retailers, who do not want to stock certain kinds of shoes to have on hand, these sample cards and forward the order after his customer has selected the style desired.

CUSTOM MEASURING AND SHOEMAKING.

In the Feb. 6th issue of American Shoemaking a party asked the question how to take a correct measure of the foot in order to make a custom-made shoe. There are many ways of taking measures as there are of making shoes. The writer of this article has made custom boots and shoes for a great many years and very seldom had a misfit; but it would be a difficult thing to tell a person how to take a measure and assure him of a good fit.

Taking measures and fitting lasts to the feet is more of a task than most people think. In the first place one must be capable of studying the foot, and by looking at the old shoe know what is best, and how to make a shoe that will give comfort.

I always measure the foot by taking the outlines first. Have the party stand in stocking feet on a sheet of paper; go around the foot with a pencil, then measure through heel; next the instep, then the waist, ball, small ankle and around top of ankle.

To get right height, measure from bottom of heel, say 6 inches up, or whatever height is wanted. That I considered the most simple and best method, although everyone cannot insure a perfect fit. You can draw the tape too tight or you can have it too loose. Some lasts want to be fitted under the measure and others want to be right to the measure, according to the kind and quality of the upper. All this must be learned by experience.

I have a friend that started custom shoemaking some time ago and had worked at shoemaking all his life, but in the factory he even had been a foreman of the making room. I dropped in to see him shortly after he started and I never saw a man more elated. He had lots of friends and belonged to several good societies, and he felt sure he had struck it rich. He told me he had 18 pairs of shoes to make then, and he had only been started two weeks. I felt sorry for him when I saw his method.

He had all the up-to-date tools, even for measuring the feet.

I knew it would not do for me to advise him, as he thought he knew all there was to know, because he had new devices for measuring and could not fail. I left him and did not see him again for about three months. One day I happened near his place and thought I would drop in to see how he was getting along. I never saw such a change in a man in such a short time. I asked him what was the matter and he pointed to a shelf with about 40 pairs of shoes, and they represented \$10 and \$12 a pair. He said: "I am finishing up; I have sold out." He lost about \$10000 in four months.

That was a case where it would have been better for him if he had not had so many friends.

A PERSONALLY CONDUCTED SHOP.

A correspondent of American Shoemaking had a pleasant talk the other day with a man who is running a small shop. He talked about his work in a good and workmanlike manner. He took pride in it; but he wasn't vain about it; nor did he pose, as a captain of industry. He didn't even mention that he was successful. He just told what he did and how he did it.

He begins the day by getting round at seven o'clock in the morning, with his men, and he works with his men until the day's work is done. He says that he finds that the men like to have him work with them, and that by working together they have all learned to pull together. If anything goes wrong, a man is quick to call it to his attention, because he is nearby. Or, if he wants to make a change, or an improvement, he can readily point it out to the man affected, because he knows him and can show him how. He says that this co-operation between employer and employe is the best sort of co-operation, and also that it beats the best supervision and the best scientific management that can be had. He knows about scientific management, for he

was a foreman in a big shop, when a system was introduced.

He says that he supposes he could have a bigger shop, for his business sometimes taxes the capacity of his present shop. But he doubts if he could have a better shop. He feels that if he should secure a bigger shop that he would lose the close control that he has over his business and the close personal relations that he enjoys with his employes. He believes that he gets the best results by concentrating his efforts in one small shop, which he can well handle rather than in spreading them out over a big shop.

While he gives his attention so much to his own shop, yet he is always watchful of what is going on in other shops, particularly of improvements in manufacturing methods and in product. He says with some regret that he cannot take his thoughts off his factory when he locks the door at night, as some people tell him to do. But he allows that this is due chiefly to the interest that he takes in his business, for it is a pleasure to him to think of a good day's work well done, and to think of a good day's work on the morrow.

A FEW WORDS ABOUT STITCHING UPPERS.

There is a wide range of workmanship and of costs in stitching uppers. A cheap pair of shoes may be stitched in a cheap way at a cost of less than a dime. But a real fine pair of shoes may be stitched at a cost of a quarter of a dollar, and it is said that on some especially fine shoes the costs of stitching the uppers have run up to 45 cents. There was mighty good and thorough workmanship at the latter price. An average cost for stitching uppers of popular grades of women's shoes is said to run from twelve to fifteen cents.

It is likely that there will be some important changes in the stitching of uppers in the next few years. There are signs of some decided improvements in stitching room machinery. The stitching room systems are being improved, too. It is noticeable

that the contract stitching shop is not flourishing in some shoe centres, and that manufacturers are doing more stitching in their own factories. This is particularly true among makers of women's fashionable shoes. They find that to make the styles in uppers that fashion demands, such as the military tops, with stays and trimmings, that they must keep close control of their stitching room work. So they do it in their own shops, where they have it under their thumbs.

It is likely that there will be a grading up of stitching rooms in the next few years, and that some dingy dull rooms, with careless, poorly paid help, will give way to some finely appointed shops, with first-class mechanical equipment, and skilled, well paid stitchers.

The superintendent of a Lynn factory observes that men are more punctual than are women in getting to work on time in the morning. He says that as a general rule he has no fault to find with the way in which Lynn shoemakers get to work on time in the morning.

—Some pretty fine figuring of costs of manufacturing are done in one large Lynn factory. The shoes are figured department by department. An allowance is made for a general profit on the shoes. Then it is expected that each department shall show a profit on its individual costs. This method serves to keep down the manufacturing costs in each department.

—In some of the best factories in the North Shore district the machines are covered with cotton sheeting when the day's work is done. The covering keeps the dust out of the machines.

—Will anyone show me the advantages of making a heavy bottomed shoe, with an upper stitched at the vamp seam with a single row of stitching? Some of the army shoes made in Europe are made that way. Where is the three-needle vamp-er?

STITCHING ROOM.

Rubber cement evaporates very quickly when exposed to the air, and should not be kept in open tins. The cost of cans to hold cement is not high when compared to the cost of cement.

The stitching room foreman should have the final word to say regarding which is the better cement to use, for when this is left entirely to the purchasing department it often means paying twice to have parts folded. Buttons, eyelets and hooks are as often seen on the floor as anywhere else, and in many factories the waste of these three articles must run up into many dollars a year. A habit some stitchers have of pulling five or ten inches of thread through the needle before starting to stitch, is a mighty wasteful thing to do, as well as being wholly unnecessary.

A machine should, when not in use, have a piece of leather under the needle. The writer knows one foreman who makes it a point to see that this is done every night. In a factory where for some time there had been quite a little friction between the cutting and stitching rooms over short cases, the superintendent found two eyelet boxes full of damaged parts in the drawers under the machines.

A MODEL LASTING ROOM.

The model lasting room is noticed on account of arrangement of the various machines, being placed in such a manner as to cause the least amount of handling.

The lasting department, with the machines properly placed, need take up but very little room. An excellent example of this may be seen in the December 19th issue of American Shoemaking, fully illustrated and explained. The readers who failed to give this system thoughtful consideration, I would advise to hunt up this back number and read the article, as the ideas contained therein are not only new, but proved as being thoroughly practical, not only as a labor saver, but also as a method of saving on machines and space.

TRAINING YOUNG MEN IN MODERN METHODS.

It is said that one large concern of the North Shore district has set aside a sum of money, in its annual appropriations, to be spent for sending some of its young men to leading manufacturing plants of the country for the purpose of studying their methods. The company pays the entire expenses of the trip. It requires that the young men who are sent out on the trip make a complete and detailed report of what they saw in the factories which they studied. The purpose of these trips is to train the young men in modern manufacturing methods, and also to add to the stock of knowledge of manufacturing methods which the managers of the plant possess. It is quite likely that a good many shoe firms would find this idea worth while.

TAR OR WAX TO REINFORCE THE SOLE THREAD?

—Is tar better than wax to reinforce and protect the sole thread? The writer is tempted to ask this question since reading about Germans using tar in place of wax for the purpose of outsole stitching. It is said that the tar is applied to the strands prior to twisting same into one thread, to make sure that the tar is inside as well as outside of the thread, which is the proper way; whether tar or wax be applied. The writer does not believe that anything else but first grade wax should be used. Some years ago machine agents experimented in different factories with divers materials to take the place of wax, but without success. The writer is now speaking of sewing by machine, as in sewing by hand, tar may be better. Tar at a sewing machine would be out of the question, as wax now is giving all the trouble we can possibly stand.

—The man who allows himself to be satisfied with his business will not be satisfied long, because the man who takes the satisfied attitude will see his business go back.

YULCO-UNI

PROCESS PATENT JAN. 12, 1904

PROCESS PATENT AUG. 19, 1913

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**FIRST IN
SERVICE**

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**BECKWITH
BOX TOE**



AGENT
G. W. Kibby & Co.
 CHICAGO ST. LOUIS

Adopted by the most progressive shoe

BECKWITH BOX TOE

AT BOX TOE

PATENT JAN. 12, 1915

PATENT JAN. 12, 1915

WITH TOES



FIRST IN ECONOMY

AGENT

Geo. A. Springmeier
CINCINNATI

manufacturers throughout the country

COMPANY

108 LINCOLN ST.
BOSTON, MASS.

New Patents This Week.

Description and Claims Made for Them.

PATENTS ISSUED.

Following is a list of the patents issued during the current week, together with a brief description of each. Should anyone desire further information regarding them, it may be obtained through the office of American Shoemaking.

SKIVING MACHINE, No. 1,138,645—To Newell V. Dyer; which makes it possible to skive both a narrow and a wide scarf on the same piece of leather on the same machine with one handling of the piece and without changing the gage between the operations.

DANCING OLOG, No. 1,138,684—To Charles D. Neely; referring especially to the sounding device which consists of a metal plate having on its inner side a recess covered with a metallic plate in which is a loose disk adapted to come in contact with opposite walls of the recess to produce a sound.

WORK SUPPORT, No. 1,138,710—To Erastus E. Winkley. The principal object of which is to provide means, arranged in fixed relation to a definite point on the machine whose relation to the tool during the operation of the machine is known, for locating the work in a selected starting position relative to the tool.

HOLD-DOWN, No. 1,138,855—To Fred Ellis; for lasting machines comprising a foot plate formed to present a narrow innersole engaging face and constructed and arranged to concentrate the pressure of the foot plate along a narrow line immediately inside the channel lip of a welt shoe innersole.

HOLD-DOWN, No. 1,138,856—To Harry M. Hart; which provides a hold-down fingers having a toe plate which will automatically adapt itself to various shapes of toes and which, by the act of bringing it into operative position upon the shoe and against the rear face of the innersole rib is caused automatically to assume the shape required by the contour of the rib being treated.

ATTACHMENT FOR EDGE Setting Machine, No. 1,138,884—To Raoul J. B. Monchamp; an efficient device for use in connection with edge setting machines for burnishing purposes.

HEELING MACHINE, No. 1,138,948—To John E. Glidden; in which the movement of the nailing die to compress the heel is made independent of the heel attaching movement of the driver block, although a

single actuator may be employed for controlling both movements.

PROCESS FOR Manufacturing Welted Boots and Shoes Without Lasting, No. 1,138,961—To Ewald Langenohl; which dispenses with the use of lasts and which consists in securing a welt around the entire margin of an unsoled upper blank prior to the shaping of the upper. Pressure is applied to the interior and exterior of the toe and heel portions of the upper to shape the parts and the sole applied.

SHOE CONSTRUCTION, No. 1,139,014—To Augustus H. Buttles; the purpose of which is to construct a shoe in which portions or all of the soles are formed of an inexpensive flexible material, practically waterproof and which will withstand hard wear and usage.

HEEL SEAT ROUNDING and Randing Mechanism, No. 1,139,025—To Louis G. Freeman; which provides a randing attachment for randing off the peripheral top portion of the heel seat as desired at the same time that this portion of the sole is rounded and cut down to shape by the heel seat rounding cutter.

COLLAPSIBLE LAST, No. 1,139,040—To Walter A. Krentler; an important feature of which is that the hinge members constitute interlocking devices to aid in taking up the torsional twist and strain brought thereon.

MOCCASIN, No. 1,139,153—To Willard S. Bass; in which the vamp and toe pieces are united by a peculiar lap seam stronger and neater and more waterproof than the usual hand or butt seam.

FOOT GEAR, No. 1,139,197—To Ernest A. Llewellyn and John R. Briggs; the object of which is to provide a seam construction between the top and bottom portions of an upper (particularly moccasins) which shall not rip or retain the moisture. The meeting edges are beveled and united, then a flap is folded down over the seam and secured by a waterproof cement.

HEELING MACHINE, No. 1,139,199—To Thomas Lund; the objects of which are to reorganize and improve the construction of ban clamps for heel machines.

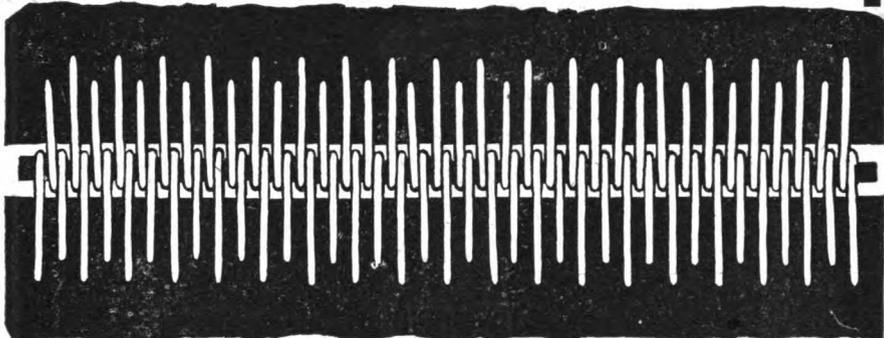
HEEL GUARD FOR BOOTS or Shoes, No. 1,139,220—To Edward C. Pond; which consists of an inner steel plate conformed to the shape of the heel portion and an outer plate of non-corrosive metal, hard rubber, or other material adapted to

"Clipper" Belt Lacer

TRADE MARK

LACES IN THREE MINUTES

**MAKES A DURABLE, FLEXIBLE LACING
FLUSH WITH THE BELT ON BOTH SIDES**



Each Hook will stand a pulling strain of over 50 pounds. Equal to more than 350 pounds per inch of belt. Lacer complete with one box each No. 4 and 5 hooks **\$17.75**

Sent anywhere in America on Thirty Days FREE TRIAL. Write today to the

Clipper Belt Lacer Company
1006 Front Ave., N.W. Grand Rapids, Michigan

be worn outside the shoe to prevent injury to the foot.

HEEL GRIPPING and Centering Device, No. 1,139,267—To John E. Glidden; in which the heel gripping fingers are provided with blades having notched and sharpened ends to engage the side of the heel and hold it securely in position in the feeding device.

LOCK-STITCH SEWING Machine, No. 1,138,858—To Edward Erickson; in which the action of the stitch forming mechanism is obtained direct from the operating power.

WELT STRIP, No. 1,139,403—To Oscar C. Davis; in which the top and bottom layers of rubber are interlocked with the interposed reinforcing strip, the latter being specially prepared with formations for that purpose so that the reinforcing strip is not exposed in trimming the shank portions.

SHOE HEEL, No. 1,139,417 — To Louis Frank Hering; one of the chief objects of which is to provide a cushion heel including a pair of telescoping members having a coil spring interposed between them.

EYELET SEWING MACHINE, No. 1,139,437—To Donald Noble; which has improved means for giving to

the stitch forming mechanism its cycle of movement for placing the overseam stitched and for reinforcing the eyelet by the employment of a suitable layer or layers of cord.

TO RELIEVE THE PRESSURE.

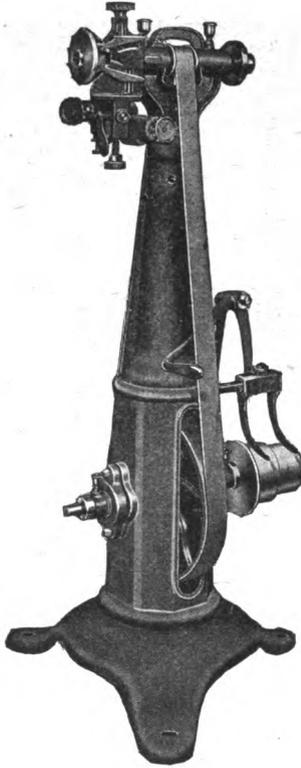


Fussy Patient—"What would you advise me to do for water on the knee?"

The Doctor—"Wear pumps, madam."—Boston Globe.

Top Piece Scolloping Machine

MODEL B.



This machine is used for scolloping the top piece at the breast after it has been attached. The operation is performed by a conical rotary cutter which conforms with the size of the top piece, the heel being automatically centered by a pair of locating jaws. It may also be specially fitted for scolloping a portion of the heel breast in addition to the top piece.

This machine is particularly desirable for the manufacture of shoes having heels with the Kidney effect or a combination of the leather Louis and modified Kidney styles.

While simple in construction, it is substantial throughout and requires but little experience to secure the best results. It adds to the style of the shoe and is used extensively on the better grades of work.

Further particulars will be gladly sent upon request.

United Shoe Machinery Company

General Department

Boston, - - - Mass.

Auburn Maine Events.

From Our Own Correspondent.

—The R. P. Hazzard Co. band of Gardiner, connected with the Hazzard Shoe Co., is creating much comment both in shoe circles and out. The band is composed of thirty-five members, all of whom are employed at the factory. Mr. Hazzard has recently presented them with new uniforms. This organization will become permanent. Mr. Hazzard has engaged W. J. Sirois, a well-known instructor and director, and it is the intention to have Mr. Sirois give his entire attention to this work to the end that at some future time this band may be as well and favorably known as a part of the R. P. Hazzard Shoe Co. as the Waltham Watch Co. band is of the American Watch Co. of Waltham, Mass.

—Ralph M. Lunn and Henry Lombard, of the Lunn & Sweet Shoe Co., are at their camp, Rangeley Lakes, for a week's fishing.

—The Field Bros. & Gross Co. factories are having their spring bull between seasons and the stocktaking will be followed by a busy fall season, which will start both factories by June 1st.

—Wilbert V. Robbins, general superintendent of the Lunn & Sweet Shoe Co., has been at St. Mary's Hospital, Lewiston, for medical treatment for the past ten days, being afflicted with neuritis.

—There is a strong sentiment in the Pine Tree Association for a pilgrimage out of the state in lieu of the annual outing, which usually occurs the last Saturday in July. The plan will be thoroughly discussed at the meeting of May 28th.

—Wm. H. Bohr has gone to Auburn, N. Y., having accepted a position with Dunn & McCarthy Co. as quality superintendent.

—The shoe shipments in Auburn attract the attention of outsiders to a great extent, from the fact that about 80 per cent of the product shipped from here is encased in corrugated cases and very few in the old-fashioned wooden boxes. This method of shipping is increasing at an alarming rate and must of necessity cut into the wooden box industry, which has always been more or less allied to the shoe trade. The

Ara Cushman Co. for many years cut, dried and manufactured their own cases. At the present time the Cushman-Hollis Co. have built their new cutting and stitching department where the old box mill stood, and that part of the work has been entirely eliminated.

—Photographer E. W. Washburn has completed the interior views of the different departments at the new Lunn & Sweet Shoe Co. factories, also the single photographs of the executives. The work has been delivered and the most expert criticism has passed upon it, declaring it the best line of interior views ever made of a shoe plant.

LOSSES IN THE SHOE AND LEATHER TRADE THROUGH THE SINKING OF THE LUSITANIA.

The loss of life incident to the sinking of the Lusitania is brought home very keenly to members of the shoe and leather trade, since many connected with the industry were among the number of those who perished.

Among them may be mentioned Mr. Paul Crompton, president of the Surpass Leather Co., Newark, N. J., who, with his family, were returning to England, their native land, to make their home there.

Mr. Henry J. Salt, who is well known as the Boston manager of the W. B. Jones Leather Co. of Philadelphia, was also among the number, being on a business trip in the interests of his concern. Mr. Salt is survived by a widow and two children, who reside in Needham, Mass.

Arthur H. Adams, the foreign representative of the United States Rubber Co., with his nineteen-year-old son, was returning to his home in London after spending several months in America on business.

Another victim of the terrible disaster was J. Harvey Page, who has had charge of the manufacturing end of the Mark Cross Company in Engton, but has made his home in London. Mr. Page was a native of Boston since affiliating himself with the Cross Company.

—Mrs. A. C. Luck and her two



LESSEN THE COST OF ATTACHING

PAT'D MESH PLATE, FACTORY SHAPE

“VELVET” Rubber Heels

Especially designed for attaching in the regular way on your healing machines

WRITE FOR SPECIAL PRICES

F. W. WHITCHER, CO.

DEPT. A. BOSTON, MASSACHUSETTS

sons were also numbered among the lost, she being on her way to join her husband, who represents the Graton & Knight Mfg. Co. of Worcester, Mass.

Charles E. Hurley, of Brockton, was also on his way to Europe, with the hope of securing a position in an English shoe factory.

Among the concerns who had shipments aboard the Lusitania were the United Shoe Machinery Co., about \$9,000 worth of machinery consigned to the British plant of the company; Grey, Clark & Engle, of 139 South street, Boston, \$500 worth of leather sides; and R. H. Long Shoe Co. of South Framingham, Mass., shoes, consigned to the British government.

NEWARK, N. J.

—Business conditions are slowly improving in Newark and vicinity, though not by any means brisk as yet. The volume of trade is a little larger than it has been during the past six months, and is gradually increasing; there is a much more optimistic feeling among business men, and money is somewhat easier, though it must be admitted that it is still hard to get. Shoe manufacturers in Newark find business very good compared with other lines.

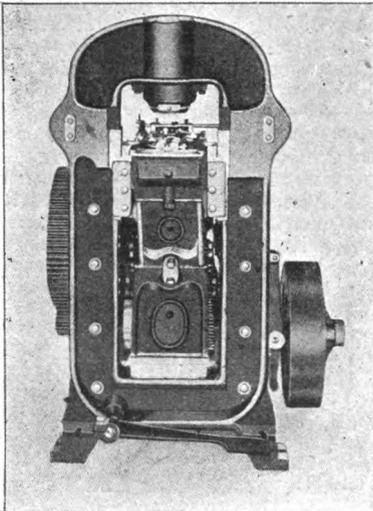
—The leather manufacturing plant of George Stengel, Inc., Weston avenue, near Frelinghausen avenue, this city, was destroyed by fire early on the morning of May 14th, the estimated loss being between \$250,000 and \$300,000. One fireman was killed and six other firemen seriously injured by the falling walls. The company had enough orders on hand to have kept the plant busy for several months. Two hundred employes were thrown out of work by the blaze. A \$6,000 order for shoe leather was ready for shipment. Defective wiring is thought to have been the cause of the fire.

—Maurice D. Kaufherr, of Kaufherr & Co., manufacturers of calf leather for shoes, 42 Garden street and 126 1-2 to 146 East Kinney street, this city, spent last week with the firm's Boston representative, Alfred R. Eales & Co., 97 High street, Boston.

LEATHER INDUSTRIES DAY.

"Leather Industries Day" at the Panama-Pacific exposition at San Francisco has been set for July 6, and preparations are being made by the New England and other shoe and leather organizations to make it a distinct feature for shoemen.

A HEEL COMPRESSOR



The Young Automatic Heel Compressor

A doubled geared, very heavy and powerful machine. For compressing heels of all sizes and grades, it meets all requirements. Easily operated. Large capacity.

Heel Building Nails

Avoid all trouble by ordering our nails.

Ask for full particulars about this machine

W. J. YOUNG MACHINERY CO.

LYNN, MASS., U. S. A.

GIMSON & CO., LEICESTER, ENGLISH AGENTS
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The Milwaukee Message.

Shoe Factory Gleanings.

—Now that the soreness has gotten out of the body of Mr. William J. Muckle, on account of his accident last week, the doctors have been able to examine him thoroughly, and find that his worst trouble is a broken hip, which they have set in a plaster cast and he will be obliged to remain in it for several weeks. The several Masonic bodies with which he is affiliated, from the Blue Lodge to the Consistory and Shrine, have remembered him with floral offerings, and the Milwaukee Association of Shoe Factory Superintendents and Foremen, of which he is president, sent him a beautiful plant to brighten his room and to let him know the esteem in which they hold him. If good wishes can assist him to a speedy recovery, he will be about his duties in a short time.

—The shoemaking situation in this city has not changed to any extent since our last letter, and while things are moving, they are not rushing, and short time and other things make the days drag and the payroll small to the help. This, of course, affects the manufacturers as well as the help, for it is a well-known fact that when a factory is running along on half time, and with a curtailed output, things cost more, and everyone loses by it.

There is nothing like a steady rush to keep the quality up and expenses down, and while we have the efficiency end well in hand in the modern factory, it cannot do the impossible, and no matter how efficient a team may be, if the work does not come around, they cannot show, and have got to be paid just the same, so that plenty of orders is about the only remedy for the case.

—Many of the shops are taking inventory and making some needed repairs, and are ready to get busy as soon as the orders come in. All are hopeful and the feeling that we are going to have good business, seems to be in the hearts of most of the men at the head, but no one will say when it will come, for it has been predicted for six months, that booms were in sight, but none have really shown up as yet.

—Operations on the foundation for the assembling plant of the Ford Automobile Co., which is to locate here, are under way, and the building will accommodate between four and five hundred men after completion, under the Ford regulations. The outcome of this innovation to Milwaukee industries is

watched with much interest, and what effect it will have upon the other large industries located within the limits of the city is a question. If it has the results shown in Detroit, it may tend to elevate the conditions surrounding the workingmen of the city, and be of great benefit to all.

—And along comes the "Lace-up-the-back" shoe, to show us that we are not out of the woods yet when it comes to freaks. We were just beginning to breathe a sigh of relief at the new styles of dress adopted by our sisters, and thought we were not to be enlisted in the "Hook me up in the Back" class this summer, but we are now obliged to stoop to assist Frances when she wishes to go on parade. Great life this, after all, and it is hard to dope out just where we poor men are going to get off in the future, unless we have the luck to get a position with income sufficient to hire a waiting and dressing maid for our life partners. Is this innovation in the ladies' shoe possible to cut from two and three-quarters feet per pair? With the new shapes and styles recently added to the lines shown in the shops, the question of feet and inches per pair and dozens seems to have been lost sight of, and the former experts who were telling us how to cut a shoe out of skins, and some air, have disappeared for a time at least, and thereby given the poor cutters a chance to get their second wind before they spring some new "system" on them.

—Mr. Felix Gagnon is pushing things as hard as possible to get his new factory into working shape, and he hopes to be making shoes before the real hot days set in. It has been stated that they were to make a line of unlined goods there, but it has been decided to make a line of good, medium, and fine welts, as the demand for this class of shoe is coming on, and the heavy unlined goods are not as popular as formerly. Mr. Gagnon has had experience in fitting up and starting several different factories, and knows just how to go about it to get results in the shortest possible time, so that he should get to running in a very few weeks.

—The Milwaukee Box Toe Co. is doing well, and Manager Fred Wagner is gratified at the success of the Vulco-Unit box toe, which he is getting out. Under the present conditions of the trade, it is a source of extreme satisfaction for a man to adopt something new and see it forge ahead.

Brockton and South Shore.

Trade, Notes, Personals, Etc.

—Last Tuesday evening Mr. and Mrs. Arthur E. Jackson, of Abington, celebrated their golden wedding anniversary. During the past fifty years Mr. Jackson has held the position of foreman in several of the local factories and others in the South Shore shoe district. For twenty years he was foreman of the finishing room at the factory of the Churchill & Alden Co. in Campello, but he is now employed as a wax maker at the H. & H. Blacking Co. in Brockton. He is a prominent member of the First Universalist Church, of which he is a deacon and chairman of the board of directors.

—James Conley has resigned as foreman of the dressing room at the Manchester (N. H.) factory of the W. H. McElwain Co., to accept a position as foreman of the No. 1 and No. 2 treeing rooms of the W. L. Douglas Shoe Co. of Brockton. He was at one time foreman of the dressing room at the Churchill & Alden Co.

—The A. J. Bates Co. of Webster have secured the services of William Price of Brockton, who recently resigned his position with the Diamond Shoe Co. of that city.

—Harry E. Carleton has accepted a position as assistant foreman at the Slater & Morrill factory in South Braintree. He was formerly with the George E. Keith Co. in Campello.

—Leon Farrington has accepted a position as foreman of the sole leather room at the factory of Keith & Pratt in Middleboro. He recently resigned his position at the factory of Leonard, Shaw & Dean of Middleboro.

—Edward Jones, formerly foreman of the treeing room at the Brockton factory of the A. E. Little Co., has accepted a position as foreman of the dressing room at the Killory-Corcoran Shoe Co. in Brock-

ton. This firm recently started in business.

—At the last meeting of the Brockton Association of Superintendents and Foremen, held last Friday evening, one new member was admitted and one application for membership was received.

—Shoe shipments last week from Brockton amounted to 7675 cases, forwarded from shipping points as follows: Brockton Centre, 1999 cases; South End, 1740 cases; North End, 3936 cases. The total amount to date is 227,444 cases, which is 61,926 cases less than for the same number of weeks last year.

NEEDS MORE ROOM.

J. T. Hopkins & Sons, of Salem, Mass., shoe manufacturers, are very busy on McKay shoes for misses and children, and they are thinking of building an addition to their shop.

SHOEMAKERS TO ENLIST.

William Finch and Harry Jones, two shoe cutters, who have worked in Lynn shoe factories for several years, have sailed for their old homes in England, with the intention of enlisting in the English army. Mr. Finch's wife was drowned in the sinking of the Lusitania. She worked in a stitching room in a Lynn factory, and was returning to her home in England on the Lusitania.

—Mr. P. F. Guerin has resigned his position as foreman with the W. L. Douglas Shoe Co. of Brockton. Mr. Guerin was formerly assistant superintendent with the Slater Shoe Co., of Montreal, Can., and is now open for a position.

—Geo. W. Chubbuck has accepted a position as foreman of the treeing and packing room with the Columbia Shoe Co., Richmond, Va., and entered upon his new duties this week.

"MADE IN AMERICA"

CORKSCREWS

A complete line of FANCY COLORS and BLACKS, in popular priced grades, especially woven for Women's and Misses' boots, manufactured by the Leominster Worsted Co.

ASK TO SEE No. 2010

O. E. HOUGH & COMPANY

SELLING AGENTS

86 Essex Street, - - Boston, Mass.

LEATHER for HARD WEAR



LEATHER FOR HARD WEAR. A tanner's most useful work is to make leather that will resist snow and water during hard outdoor wear, then dry out soft and comfortable, last long under the toughest conditions. We make 21 storm and hard wear tannages, adapted for \$3.00 to \$12.00 shoes.

AMERICAN HIDE & LEATHER CO.

NEW YORK

BOSTON

CHICAGO

PLEASE SEE FURTHER PARTICULARS ON THE OPPOSITE SIDE OF THIS SHEET

AMERICAN HIDE & LEATHER CO.

THE LARGEST PRO-
DUCERS OF CALF &
SIDE UPPER LEATHER



THE FINEST TANNAGES
& FINISHES. THE BEST
SERVICE FOR BUYERS

CLASSIFICATION OF OUR PRINCIPAL LINES OF LEATHER

CALF AND VEALS, CHROME TANNED. Tan Royal, Box Calf, Box Kid, Dull Box, Box Veals, Royal Kid, Willow Calf, Ooze Calf, Nob Calf, No. 102 Box, Empire Veals, Mat Cadet Veals, Prime Empire Veals, Patent Box Calf, Cadet Kid, Cadet Calf, Mat Cadet Kid, Cadet Kid Veals, Cadet Calf Veals.

UPPER LEATHER SIDES. Bronko, Milwaukee, and Black Hawk Chrome Patent; Combination Patent, Cadet Kid Chrome Sides, Cadet Calf Chrome Sides, Combination Colored Russia Sides, Special Colored Russia Sides, Mat Royal Chrome Sides, Satin, Kangaroo Grain, Kangaroo Kid Sides.

STORM AND HARD-WEAR SIDE UPPER LEATHER. Waterproof, Black and Brown, Full-Grained Chrome;—Boris, Black and Colored, Combination Tannage;—Zulu, Black and Colored, Combination Tannage;—Bison, Black and Colored, Combination Tannage;—Ottawa, Black and Colored, Combination Tannage;—Sheboygan Calf, Black and Colors;—Peary Storm Chrome, Black and Colors;—Number 12 Storm Chrome, Colored.

SPLITS—BLACK, WAXED, FLEXIBLE, CHROME, Etc. Flesh Splits, Belt Knife Waxed Splits, Oxford Calf Union Splits, Ooze Vamp Splits, Ottawa Black and Russet Splits,—Flexible Splits and Flexible Bends for Goodyear, Gem, and McKay Innersoles;—Ooze Gusset Splits.

OTHER LINES. Mat Horse, a Chrome Topping; Bag, Case, and Fancy Leather; Collar Leather; Goodyear Welting, Black and Tan; Bark Tanned and Chrome Heeling; Pasted Stock for Counters and Innersoles; Innersoles cut from Flexible Splits.

SOLE LEATHER. Three Superior Tannages of Slaughter and Dry Hide Hemlock Sole in Sides, Bends, Shoulders and Bellies.

AMERICAN HIDE & LEATHER CO.

OFFICES AND STORES

NEW YORK BOSTON CHICAGO ST. LOUIS CINCINNATI

CALF AND SIDE UPPER LEATHER TANNERIES:

Lowell, Danvers, Chicago (3), Milwaukee, Sheboygan, Ballston Spa, Curwensville, Woburn (3)

SOLE LEATHER TANNERIES:

Munising, Michigan; Manistee, Michigan; Merrill, Wisconsin

SHOE STOCK PLANT:

Binghamton, New York.

Industrial Information

New Enterprises and Changes in the Trade

PORTSMOUTH, N. H.

The **BAKER-CARPENTER SHOE CO.**, of this city, are cleaning up their shoe business and will soon be finished. It is rumored that Oscar Widder will succeed the firm and manufacture shoes under the name of the **WIDDER SHOE CO.** Mr. Widder was formerly of the firm of Widder Bros., who operated the present plant, succeeding the Roland Baker Co., the firm retiring being followed in business by the Baker-Carpenter Co., the present owners.

HAVERHILL, MASS.

Jack Currier, former superintendent of the F. M. Hodgdon factory of this city, has started in to manufacture shoes with William Davis, under the name of **DAVIS & CURRIER.** They have started in the former plant of Boin & Cerat on Wingate street, and at present are making shoes on contract. This firm intends to make a medium grade of turned shoes, a comfort line. Mr. Currier, with his experience and ability, so well shown here during his connection with various firms, should be a strong asset toward the success of this enterprise. Mr. Davis is also experienced in the making of shoes as a worker and as a superintendent and foreman.

MERRIMAC, MASS.

It is stated that the **MERRIMACK SHOE CO.** of this place has changed hands and has been taken over by a Haverhill firm who will straighten out the plant and do business. The rumor is that Mr. Costas of Gardner Block has taken it over and plans to start things right way. Mr. Costas is a manufacturer of women's turn shoes, also making some McKay work by contracting shops.

GRAND HAVEN, MICH.

It is understood that a consolida-

tion of the **OTTAWA LEATHER CO.** and the **EAGLE TANNING WORKS** will be effected shortly, the new corporation being known as the **EAGLE-OTTAWA CO.** William Hatton, who has been the general manager of the Ottawa Co. for the past five years, will be president and general manager of the new corporation with an office in Chicago.

SALEM, MASS.

It was reported recently that the **KRAUS-MILLET CO.** were to erect a factory for the making of finishes for patent leather, but according to later developments it now seems that they cannot obtain the permit to build because of the fact that the factory was to be located in the residential section and the neighbors objected.

PALMYRA, PA.

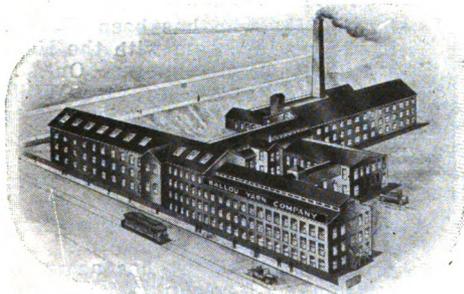
D. A. Kreider, who for several years has been secretary and treasurer of **W. L. KREIDER SONS MFG. CO.**, shoe manufacturers, has disposed of his interest in that concern to W. H. Erb and A. B. Longnecker. The latter gentleman was formerly with the A. S. Kreider Shoe Co. at Elizabethville, Pa.

LYNN, MASS.

The **FLEXI BOTTOM FILLER CO.** filed incorporation papers on May 10th for the purpose of manufacturing and dealing in a special filler for bottoms or soles of shoes and footwear, and also for manufacturing and dealing in shoe findings. The incorporators are Daniel O. Picard of Revere, Ernest E. Libby of Lynn, and John B. Landy of Salem.

MONTREAL, CAN.

The **EAGLE SHOE CO.** are to add a line of women's good grade McKay shoes to their output of men's and women's welts and women's turns.



THREAD

Cotton
Shoe **Threads**

All Sizes, Forms, Colors
and Finishes

Manufactured by

Ballou Yarn Company

PROVIDENCE, R. I.

Lynn and the North Shore.

Trade Notes, Personals, Etc.

—The shoe trade is turning abruptly from millinery styles in women's footwear to staple styles. Retailers even are sending back to the factories the extreme millinery styles, which they fear will not sell. There is no doubt but what manufacturers will turn about and sell their shoes to the sample shoe stores at about one-quarter of the cost of manufacturing, and that the sample shoe stores will retail them at \$1.00 or \$2.00 per pair less than the regular retail prices. There are some manufacturers who think that retailers are making a bad mistake by not pushing millinery styles, for they think that when warm weather sets in there will be a brisk demand for novelty shoes.

—A number of firms in Lynn and along the North Shore are selling a good many shoes to the mail order houses. The business of these houses has increased rapidly since the parcel post system went into effect. One New York concern, that used to sell \$500,000 worth of shoes by mail, sold \$2,500,000 worth last year, and expects to sell \$5,000,000 worth this year. A Chicago concern is credited with selling at least \$6,000,000 worth of shoes by mail. It employs 125 women just to pack shoes for shipment by post to customers. It is expected that the parcel post business will increase rapidly. The government fosters it. The postmaster-general would like to authorize the shipment of goods by parcel post, the postage to be collected at the other end. This would save the mail order houses the expenses of prepaying postage. A bill before Congress provides for the issuing of fractional paper currency, in denominations of dimes and quarters, the currency to be known as parcel post currency. Several North Shore firms are getting a pretty good volume of orders from the mail order houses at the present time.

—When Perry Newhall started the cut sole business in Lynn in about 1850, he being the first man in the business in this country, he cut all his soles with a knife. A few years later David Knox of Lynn made the beam dinking machine for cutting sole leather. It is said that a new machine for sawing soles has been made, but it has not appeared in Lynn shops as yet.

—On a smoking train going from Lynn to Boston the other day, there were 32 salesmen returning from regular trips among Lynn shoe factories. A pool was made of them and it was found that the 32 of

them had sold 95 dozen skins during the day. The total value of the skins was about \$1,000. The profit on them was not big enough to pay the traveling expenses of the 32 salesmen for the day.

—The Watson Shoe Co., Lynn, makers of popular grades of welt shoes for women, are to add a line of McKay shoes to their product, and are having McKay machinery put into their workrooms.

—The annual picnic of the tanners and leather trades salesmen of the North Shore district will take place at Lynnfield in June. Col. William Armstrong and others are now making plans for it.

—The George W. Herrick Shoe Co., Lynn, is one of the oldest shoe manufacturing firms in the country. It was established by George W. Herrick, who is now 86 years old and who is still interested in the shoe trade. He began to make shoes when he was 13 years of age, and he started in business in a small way when he was a young man. The affairs of his firm are now carried on by his sons, Frank and George W. The former is superintendent of the factory and the latter is in charge of the sales department. Some of the employes have been with the firm for a long time. William H. Chadwell has been foreman of the making room for 25 years, and Ellen Murphy has had charge of the stitching room for 18 years. The firm makes 2500 pairs of women's shoes daily, welts and McKays in popular grades.

—The fire at the Lionne Co. factory at Needham Heights, Mass., recently did not, we understand, materially affect the manufacturing department, as the fire was confined to the laboratory and storage rooms. The company states that there will, consequently, be no delay in filling orders.

—Mr. George Heiber, of Rochester, N. H., who has been employed in the cutting room with the Hewetson Shoe Co., Brampton, Ont., has resigned his position; also William Butt of Lynn, who has been acting as foreman of the sole leather room.

—Zotique Aubry has resigned his position as bottoming room foreman with the Kingsbury Footwear Co., of Montreal, Can., to take a position at the bench.

—Michael Dorsey has accepted a position as foreman of the cutting room at the Wingate Shoe Co., Haverhill, succeeding Joseph Burke, who is now employed at the C. K. Fox factory of that city.

Haverhill Happenings.

Trade Notes, Personals, Etc.

—The Haverhill Association of Superintendents and Foremen held their regular meeting Friday evening, of last week, transacting ordinary business. The committees on special shoes made only an informal report. No shoes have been shown as yet in competition with the shoes made up by D. C. Donavan, but will be shown later.

—The new factory building on Essex and Locke streets is very near completion, and in less than a week will be ready for occupancy. The floors, windows, doors, elevators are all ready, there being only a slight finishing to complete it. An almost perfect building for manufacturing is added to Haverhill's quota of fine buildings, this latter one being a big improvement over all others in the matter of convenience, light, etc. It is stated that Hazeltine & Colby, 62 Washington street, will occupy the two upper floors, and the promoters state that they have several others negotiating for other floors, but at present will give no names. In manufacturing circles it is called an excellent proposition for out-of-town firms to locate here with all the modern conveniences at hand in the matter of stock, bottom and upper, and easy means of shipment, to say nothing of the splendid shoe workers who can be employed.

—Fred W. Kneeland, superintendent of the Brackett Co., Newburyport, had a very narrow escape from death here last Tuesday. Stepping from an east-bound train to escape the Portland express he failed to notice a shifting engine and was struck by the latter, fracturing some ribs and shoulder, and bruising him about the body. He was removed to the hospital, where medical attention was promptly given. While injuries received were not fatal, they are indeed painful.

—The sudden death by heart failure of Nathan D. Dodge, of Newburyport, at Los Angeles, Cal., early last week, has been announced. Mr. Dodge was one of the early shoe manufacturers of Newburyport, who once did an enormous shoe business, making at that time the finest grade of ladies' fine turned boots and oxfords. Afterwards a line of fine hand sewed welts and McKays was added. Later he entered in business with his brother, E. P. Dodge & Co., his brother, E. P. Dodge (long deceased) being of the firm of Dodge & Bliss, and later doing business under the name of N. D. Dodge Shoe Co., being the senior member of

the firm. He was born in Ipswich, Mass., formerly taught school previous to his connection with the shoe business, and is one of a remarkable family of shoe men, who were great benefactors to Newburyport and vicinity, and his loss to the community will be felt.

—The Shop Baseball League opened its season last Saturday with a parade of the league teams, headed by a band. Accompanied by a large crowd of loyal baseball enthusiasts they marched to Athletic Park, the former New England League grounds secured by President Driscoll, there being a hitch as to cost in rental of tools of the new Tener Park. However, Athletic Park is secured for the season. The game opened with the C. K. Fox and the F. M. Hodgdon teams contending a fine game with sharp playing, ending by the C. K. Fox team winning by a score of 6 to 2.

Another contest also took place between the Geo. B. Leavitt team, last year's champions, and the Withereil & Dobbins team, the Leavitt team being the winner by a score of 7 to 4. A record crowd attended the games, the interest shown being as good as last year. Plans are proposed to play here on all holidays through the season, with Saturday afternoons included, and it is hoped the attendance will warrant the maintenance of the league, as there is good material and strong competition between them.

BUSY SHOE FIRM.

The Martin Kelley Co., an old established shoe firm of Danvers, Mass. is shipping more shoes than a year ago. It makes boys' and youths' shoes in McKay and imitation welt styles.

PAPER BOX MACHINERY FOR SALE

A complete plant for making shoe cartons having a daily capacity of from 6,000 to 7,000 boxes.

This Machinery is now working

To be sold at a very low price for quick sale and on reasonable terms.

For description of plant and prices, address

FRED M. WILSON

597 Stanley Ave., Columbus, O.

FOREIGN TRADE OPPORTUNITIES.

(Addresses may be obtained by addressing the file number care of Bureau of Foreign and Domestic Commerce, Washington, D. C., 752 Oliver Building, Boston, Mass., or any of its branch offices.

Leather, No. 16771.—A firm of leather importers in Switzerland has requested an American consular officer to supply the names and addresses of American tanners and carriers of leather for shoes, saddlery, and military equipment, with a view to securing an exclusive agency. Prices should be quoted f. o. b. New York and also c. i. f. Genoa or Bordeaux.

Slippers and sandals, No. 16766.

—A commercial organization in Spain informs an American consular officer of a market for gymnasium slippers and sandals.

Leather and underwear, No. 16,759.—An American consular officer in Spain transmits the name and address of a firm in Greece which is in the market for leather and underwear.

Dyeing materials, No. 16760.—A business man in Africa has informed an American consular officer that he desires to import American material for dyeing principally benzine and aniline colors. It is stated that an initial order of 10 tons of benzine will be given. Quotations should be made c. i. f. destination. Correspondence should be in French.

VISITORS ENTERTAINED AT OAKWOOD CLUB.

St. Louis People are Guests of Craddock-Terry Co. at Luncheon.

At the Oakwood Country Club last week, Mr. and Mrs. W. F. McElroy, Mr. and Mrs. J. T. Dyer, and W. M. Sloan, of St. Louis, Mo., were entertained at an informal luncheon by the Craddock-Terry Co. Among those present at this function were nearly all of the officers of the Craddock-Terry Co. and George D. Witt Shoe Co. and their wives, the party consisting of about twenty-five.

Messrs. McElroy, Dyer and Sloan are in charge of the western branch of the Craddock-Terry Co. in St. Louis, and were in Lynchburg last week for the purpose of visiting the local factories and lining out samples for the next season.

The visitors expressed themselves as being pleased with conditions in Lynchburg, and bring encouraging reports from St. Louis, the factories there showing a gain in shipments each month since the first of the year, over the corresponding periods of last year.

"A Manual of Shoemaking"

By W. H. Dooley

A book of industrial information pertaining to shoe manufacturing and tanning.

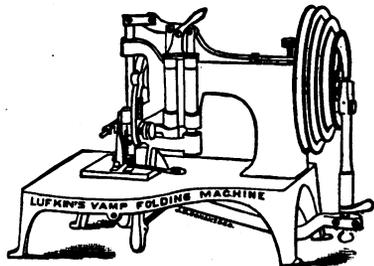
Explains in simple language the various processes of shoemaking, giving technical names for the various parts of the shoe and the processes of production. An invaluable book to beginners in shoemaking.

Price \$1.50
and Postage

American Shoemaking
683 Atlantic Avenue - Boston

HAVE YOUR Lufkin Folder REBUILT

and save money over cost of a new machine.



Old-style machines rebuilt with No. 9 improvements will fold small outside curves without snipping the edge. This machine will do all kinds of work better than, or equal to, any machine on the market. Parts for old machines always on hand.

R. H. LUFKIN

38 Chardon Street
BOSTON, MASS.

Lynchburg, Va.

Shoe Factory News

—Mr. and Mrs. Sloan, Mr. McElroy and Mr. Dyer have been visiting Lynchburg looking over new models and samples.

—Don Moore, foreman of Jefferson street cutting room has an addition to his family; a baby girl weighing five pounds.

—Word received from Nelson Roberts, now with Clark Bros., Ltd., St. Stephens, N. B., reports business good.

—The Y. M. C. A. Island opened Saturday, May 8, with the usual athletic events, such as jumping, running contests, baseball, tennis, etc. It was very well attended. There were two ball games, the Rivermont team defeating the Hasbeens by a score of 10 to 7; and the Southland factory team won from the West End factory by a 7 to 4 victory.

—E. E. Smith has the auto fever and has one on the way, which will arrive next week. All the boys are waiting to take a chance.

—Fred Smith, finishing room foreman at the West End factory, has started a nice garden. He says it is cheaper living on a farm than otherwise.

—The West End factory closed down for inventory last week and will start up on or about May 24th.

—“Bob” Bryant was operated on recently but is now getting along fine.

—E. E. Smith, cutting room foreman at the West End factory, has the poultry fever and has gone over to his farm to live with the chickens for a while.

SHOE PLANT CLOSES EARLIER THIS YEAR.

Instead of suspending the operations of their factories for the usual summer shut-down during the first part of July this year, the Craddock-Terry Co. has decided to close the West End and Southland plants earlier in order that they can be prepared to take care of the fall business, which will begin to accumulate about the time the shut-down would be made under the former arrangement.

The Jefferson street plant is still being operated and may not close for some time yet on account of the business on hand. The other two factories have already shut down.

Shipments during the month of April exceeded the same month last year by about eight per cent, and the manufacturers are expecting to show a gain this month, in view of the fact that general business conditions are improving throughout the territory in which Lynchburg

concerns do the biggest amount of business.

Indications now are that all of the Lynchburg plants will be kept busy for the remainder of the year making shoes to take care of the demand now being made upon this market.

—Among the visitors at the Hill City was Mr. Pelly, of the F. M. Page Co. of Boston.

—Mr. J. C. Greenlay, superintendent of the West End factory, will spend his vacation in Philadelphia, Boston and New York.

—Mr. Frank Fritz, superintendent of the Southland factory, is to spend a little time in New Jersey.

—The Southland factory team defeated the West End team in the first baseball game of the season last Saturday afternoon, by a score of 3 to 0. It was a very interesting game at that, although the West End team had a crippled infield.

—Mr. Rodman Gilman, foreman of the making room of the West End factory, has gone home for a week at North Abington, Mass., and will be back on the 24th of the month, when the factory will start up again.

—Mr. Ed. Ramsey, assistant foreman of the making room of the West End factory, will spend a week at his old home in Roanoke, with his father and mother.

—Mr. H. C. Alton, foreman of the treeing and packing department of the West End factory, will spend the week in Bedford City and surrounding country, shooting squirrels.

—Mr. Fred Smith, foreman of the finishing department of the West End factory, will spend the week in his garden and will fish some on Black Water Creek.

LYNN FIRM IN 50TH YEAR.

—J. J. Grover's Sons are now in the 50th year of their business career. The firm was started by the late James J. Grover in days when most all shoes made in Lynn were made by hand. The firm continues to make some shoes by hand, and some of its lasts are even of the same style as were the lasts that it used in the beginning. It has a national reputation for its comfort shoes.

HEAD OF CHAMBER.

Alvah P. Thompson, of the Helburn Leather Co., Salem, Mass., has been chosen president of the Salem Chamber of Commerce.

In and About St. Louis.

(From Our Special Correspondent)

—A traveling salesman who represents one of the large shoe manufacturers in Pennsylvania returned with an unusual order. He said that in the territory from which the order came, one firm had an order for rifles amounting to twenty million dollars.

—The sales managers' special train has returned from a week's trip in northern Missouri and Iowa. It visited forty-three cities and towns, which is covered by the St. Louis wholesale and manufacturing firms. The train was composed of sixty-eight sales managers from the wholesale shoe houses and manufacturers and other leading industries. It is said the trip was so successful that another will be made in the early autumn.

—All business houses, with few exceptions, report conditions normal. Some report a substantial gain over the same period a year ago, taking the shoe manufacturing and wholesale business as a whole, it is an exception.

—John A. Bush is now general manager of all the Brown Shoe Co. factories. For a number of years he had been in charge of the sole leather departments and was responsible for all the buying in those departments. The country factories were formerly in charge of A. Frazier, who resigned several weeks ago. Mr. Bush is one of the vice-presidents of the Brown Shoe Co. A general shake-up has been going on in the firm for some time.

—Tony Kaszewski, foreman of the lasting room in the White House plant of the Brown Shoe Co., has severed his connections with the firm. As a practical and technical lasting room man there are few his equal in the West. He comes from a family of shoemakers, four brothers being lasting room foremen, holding responsible positions in the largest factories, and for the best firms in the West. The four brothers grew up from almost childhood in the shoe factories. The greater part of their education they received in the public night schools. Tony has been foreman with the Brown Shoe Co. for eight years.

—Andy Horn has resigned his position as foreman of the treeing and packing room in the White House plant of the Brown Shoe Co. Andy has been with the firm continually for 14 years and has been foreman of the treeing and packing room for more than five years.

—The shoe manufacturers, jobbers, wholesalers and retailers of St. Louis held a get-together meeting

and luncheon on Wednesday of last week. This is the first of a series of trade meetings to be held by the "Buy in St. Louis League," to adjust differences between the various phrases of trade and bring about the co-operation of all interests.

—The presidents and sales managers of the manufacturing branch of the shoe industry met the heads of departments and buyers of the department stores and retail shoe houses.

The retailers explained to the manufacturers and jobbers their needs to meet the high class shoe trade of the St. Louis public. The manufacturers will meet this demand as well as manufacture shoes for the country trade. Houses desiring special shoes to be known as their individual brand, will be able to get them from the St. Louis shoe manufacturers.

Among those present were Geo. W. Brown, president of the Brown Shoe Co.; Geo. Moyer, A. H. Roblee, also of the Brown Shoe Co.; J. T. Johnston, general manager of the Hamilton-Brown Shoe Co.'s St. Louis factories; J. M. Sloan, J. E. Richey, H. S. Bunting, W. H. Montague, also of the Hamilton-Brown Shoe Co.; J. P. Jameson, H. C. Wood, of the International Shoe Co.; Harry Vinsonhaler, president of the Vinsonhaler Shoe Co. About sixty all told, attended the meeting; every shoe manufacturer being represented.

—"Bob" Simmons, assistant superintendent of the White House plant of the Brown Shoe Co., will succeed Tony Kaszewski as foreman of the lasting room.

—Paddy Costigan, foreman of the finishing room in the White House plant of the Brown Shoe Co., left the firm last Saturday. He has been connected with the firm for more than two years. Prior to this he was with the Burrow, Joines & Dyer Shoe Co. for thirteen years. Paddy, as he is known by all the foremen, has a reputation as a finisher not equalled by any in the West.

—Edw. Porter, quality man at the White House plant of the Brown Shoe Co., succeeds Andy Horn as foreman of the treeing and packing room. He also succeeds Paddy Costigan as foreman of the finishing room, having entire charge of the shoes from edge setting to shipping. The business depression has caused the firm to curtail expenses by doubling up the foremen. Several other shoe manufacturers have pursued this course as a sort of intrenchment policy.



TRADE WANTS



MANUFACTURERS and SUPERINTENDENTS can usually obtain very satisfactory foreman and workmen for various departments through this department.

Advertisements listed under "Help Wanted" and "Position Wanted" are printed at the rate of 21-2 cents per word for one week; 5 cents per word for two weeks; 6 cents per word for three weeks; 7 cents per word for four weeks.

Advertisements to appear in this department must be in this office by Thursday morning to insure publication.

HELP WANTED.

WANTED AT ONCE—Sole leather foreman for factory in Ontario making staple goods in McKay and standard screw. Must thoroughly understand the work. Address 4811-S, care of American Shoemaking.

WANTED—A line of cut soles for sale in New York and Pennsylvania, on a commission or salary basis, by one who knows the trade. Address 3108-B, care of American Shoemaking.

WANTED—A high grade fitting room machinist, who can handle Singer, U. S., and W. & W. Machines in large factory making women's medium grade shoes. None but high grade, sober, competent men need apply. Address 3302-D, care of American Shoemaking.

WANTED — Experienced shoe finding salesman. State experience and salary. Address S. S. M. Co., 620 Essex St., Lawrence, Mass.

POSITIONS WANTED.

AN EXPERT fitting room machinist, 39 years of age, 10 years as machinist, desires a position either as foreman or machinist. Learned the trade right through from cutting to lasting. High grade work. Address 2008, care of American Shoemaking.

NEW YORK STATE woman desires a position as fitting room forelady; can assume entire charge of that department and produce results on any grade of shoes. Address 230, care of American Shoemaking.

SOLE LEATHER room foreman desires a position. Expert on cutting, fitting, counter making and heel building. Can install system whereby all divisions are brought under thorough control; also teach all help. Best of references; will go anywhere. Address 405, care of American Shoemaking.

POSITION WANTED as quality man or foreman of large making room; turn work. New York experience. Address 324, care of American Shoemaking.

POSITION WANTED by capable cutting room foreman, or assistant foreman, or charge of stock room. Have had 15 years' experience; full charge of cutting room and buying supplies for some, on women's and misses' medium grade shoes. Address 105, care of American Shoemaking.

SUPERINTENDENT with thorough knowledge of men's fine shoemaking, capable of bringing a line up to a high standard of style, snap and good shoemaking in an economical manner, is open for a position. Successful eastern and western experience with successful firms. Address 1930, care of American Shoemaking.

POSITION WANTED as office manager; capable of taking full charge of financial or manufacturing end of office, or both; 10 years' experience in cost work; able to install cost system. Any shoe manufacturer requiring capable man may find this of interest. Address 2309, care of American Shoemaking.

MR. MANUFACTURER:

Are you looking for a man in your factory that can either take charge of the manufacturing end or step in and do your bookkeeping, having had years of experience in all branches? I have been some eighteen (18) years in the business and feel that I would like to associate myself with some large concern.

I am at liberty to go anywhere and at any time, and can furnish best of references. Address 1821, care of American Shoemaking, Boston, Mass.

POSITION WANTED as superintendent or assistant superintendent, or would accept position as bottoming room foreman. Experienced on women's, misses' and children's welts, turns and stitch-down, both eastern and western. Also familiar with the Rex turn system; will go anywhere; references. Address 2310, care of American Shoemaking.

FOREMAN of making and finishing room desires a position; 15 years' experience; can run all machines and give all employes a helping hand. Will go anywhere. References. Address 324, care of American Shoemaking.

POSITION WANTED—Shoe factory accountant experienced on correspondence, credit costs, etc. Take full charge; details and references upon application. Address 625, care of American Shoemaking.

YOUNG MAN experienced in bookkeeping and office work desires to take up cost work in a shoe factory and would gladly work for a small salary for the privilege of learning this in some good reliable place. Address 2007, care of American Shoemaking.

TREEING and Packing Room foreman with Canadian and Western experience on men's and women's Goodyear welts desires position. Can repair all machines, and teach help. Address 1618, care of American Shoemaking.

POSITION WANTED — Stitching room foreman, 35 years of age, experienced on all grades, is now open for a position, and one who is also a first-class machinist and competent to teach green help. References. Address 404, care of American Shoemaking.

MR. MANUFACTURER—Do you want a man with 10 years' experience in making room on welts and McKays, as foreman or quality man. Abundant references. Address 710, care of American Shoemaking.

POSITION WANTED by an experienced edge trimmer; has run Goodyear stitcher, Heel Trimmer, Slugger and Wire Grip machines. Would accept a position as working foreman or assistant. Address 229, care of American Shoemaking.

POSITION WANTED by sole leather room foreman, experienced on women's, misses' and children's McKays, welts and turns; thoroughly understands cutting, sorting and stock fitting. Can operate and repair all machines in this department. Address 822, care of American Shoemaking.

AN EXPERT CUTTER on ladies' shoes desires position as cutter, instructor of cutting leather, or shoe sorting. Has had extensive experience in this line and can give valuable service. Fifteen years' Lynn training. Highest of references as to ability. Strictly reliable. Will go anywhere. Address 1927 care of American Shoemaking.

POSITION WANTED as cutting or stitching room foreman, or assistant superintendent. Ten years in executive positions on both men's and women's work. Is an expert on upper leather, experienced buyer and has exceptional executive ability; desires to locate with a progressive firm; position of more importance than salary. Willing to go anywhere. Address 316, care of American Shoemaking.

Leather, No. 16600.—An American consular officer in Spain reports that a firm of general agents and exporters in his district desires to enter into communication with American manufacturers and dealers in glazed and dull kid leather similar to the samples which may be examined at the Bureau of Foreign and Domestic Commerce and its branch offices. Quotations and samples should be forwarded at an early date.

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By Frank B. Gilbreth, member of
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This book deals with Time
Studies, Motion Studies, Preven-
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**LET US FIT
YOUR SAMPLES
WITH
CRAWFORD
ARCH
SUPPORTING
SHANKS**

Send us the insoles and we will see that they are properly fitted without charge and promptly returned to you. Shoe retailers are deeply interested in this shank. The best and most reliable yet devised. Locked to insole, cannot wear through outsole.

United Shoe Machinery Co.

Shank Department

205 Lincoln Street, - Boston

Books on Shoe Manufacturing

"MANUAL OF SHOEMAKING," by W. H. Dooley, explains in simple language the various processes of shoemaking, giving technical names for the various parts of the shoe and the processes of production. An invaluable book to beginners in shoemaking. Price \$1.50 and postage.

"ORGANIZING A SHOE FACTORY," by Frederick L. Small. A small, concise readable book, the only one of its kind ever published on the organization of a shoe manufacturing business. Price \$5.00 postpaid.

"SHORT HISTORY OF AMERICAN SHOEMAKING," by Fred A. Gannon. Old and new methods, development of machinery and factory systems. About 100 pages, illustrated. Price \$1.00 postpaid.

"BOOT AND SHOE PATTERNS," by C. B. Hatfield. A book on designing, cutting and grading. Illustrated, 150 pages. \$2.50 postpaid.

"THE BUILDING OF A SHOE," compiled by Fred Hammond Nichols. Thirty chapters by different writers of experience. 150 pages. \$2.00 postpaid.

"MANUFACTURE OF BOOTS AND SHOES," by F. Y. Golding of England. A text book of useful knowledge on all the processes of manufacturing shoes; 300 pages, illustrated, \$3.00 postpaid.

"BOOT AND SHOE PATTERN CUTTING AND CLICKING," by Paul N. Hasluck of England. A comprehensive treatise on English methods with many engravings and diagrams. 160 pages. \$1.00 postpaid.

"BOOT AND SHOE MAKING," by John Bedford Leno of London, Eng. A practical handbook of Measurement, Last-fitting, Cutting-out, Closing and Making. 225 pages, illustrated. Price \$1.00 postpaid.

"BEARDS' FINISHERS' GUIDE BOOK," by A. Beards. A handbook on dressings, stains, blacking, waxes, etc. Price \$5.00 postpaid.

"SHOE AND LEATHER LEXICON." An illustrated glossary of trade and technical terms relating to Shoes, also Leather and other Shoe Materials and allied commodities. 40 cents postpaid.

"THE SOLDIER'S FOOT AND THE MILITARY SHOE," by E. L. Munson. Conclusions resulting from investigation by Army Shoe Board. 150 pages. \$1.50 postpaid.

"MECHANICAL HANDLING OF MATERIAL," by G. F. Zimmer, containing 542 figures, diagrams, full-page and folding plates. Discusses the Continuous Handling of Material, Intermittent Handling of Material, Unloading and Loading Appliances; 533 pp. Price \$10.00

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"MOTION STUDY," by Frank B. Gilbreth. A method for increasing the efficiency of the workman; 44 ill.; 139 pp. Price \$2.00.

"PATENTS, AND HOW TO MAKE MONEY OUT OF THEM," by W. B. Hutchinson and J. A. E. Criswell; 238 pp. Price \$1.25.

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THE RED BOOK

Volume LV No. 9

May 29, 1915

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Send us the insoles and we will see that they are properly fitted without charge and promptly returned to you. Shoe retailers are deeply interested in this shank. The best and most reliable yet devised. Locked to insole, cannot wear through outsole.

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Shank Department

205 Lincoln Street, - Boston

A NEW ONE

IN THE

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Part I—DEPARTMENT STORES

A List of "The Thousand Best" Department Stores selling shoes, including the Large General Stores.

Gives names and addresses of firms and names of Shoe Buyers in nearly all cases.

FOR EXAMPLE:

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CONTINENTAL CLOTHING HOUSE, Washington and Boylston Sts.
 C. L. Stay, buyer.
WM. FILENE'S SONS CO., Washington and Summer Sts. W. H. Leith, buyer, men's. Mr. Scates, buyer, women's. Mr. Tobey, basement, buyer.
JORDAN-MARSH CO., Washington St. Walter G. Lewis, buyer.

Part II—SHOE WHOLESALERS

A list of Shoe Jobbers with names and addresses of firms handling general lines, specialty lines, job lots, commission manufacturing agents, etc.

FOR EXAMPLE:

BALTIMORE.

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BALTIMORE BARGAIN HOUSE (mail orders), 200 W. Baltimore St. Henry W. Straus, buyer.
BALTIMORE HARRISBURG SHOE MFG. CO., 23 So. Hanover St. Mfrs. Agt.
BALTIMORE SHOE HOUSE, 113 Lombard St. Henry Abrahams, buyer. Gen.

Part III—WHOLESALE FINDINGS

A list of wholesale dealers in Shoe Findings, Shoe Store Supplies and Leather, giving names, addresses and names of Buyers.

FOR EXAMPLE:

EVANSVILLE.

EVANSVILLE LEATHER & BELTING CO., 429 Sycamore St. F. N. Hirlvershorn, buyer.
G. MEYER LEATHER CO., 212 Locust St. G. Meyer and H. J. Meyer, buyers.

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A book of industrial information pertaining to shoe manufacturing and tanning.

Explains in simple language the various processes of shoe-making, giving technical names for the various parts of the shoe and the processes of production. An invaluable book to beginners in shoe-making.

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The capacity is about double that of hand work, and the cost of blacking or stain is reduced about one-third.

Is constructed so as to practically eliminate all danger of blacking or stain touching the upper, breast of heel, surface of top piece or shank. By thus putting on the blacking or stain only where it is wanted, the expense of sandpaper and labor of removing accidental spots is obviated.

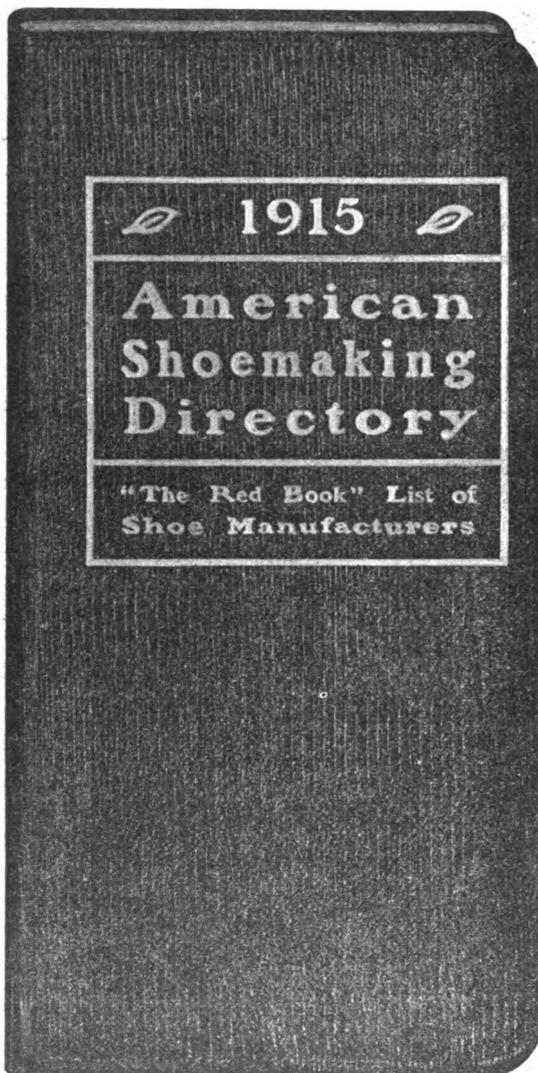
These are important considerations for the manufacturer of russet or white shoes, or shoes with light colored bottoms.

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TWELFTH ORIGINAL EDITION
Directory of Shoe Manufacturers
FOR 1915



**IMPORTANT
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A necessary book if you wish to follow all possible customers.

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Names and location of boot and shoe manufacturers in the United States and Canada.

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Class of goods, as McKays, turns, welts, Standard screw, pegged, nailed, sandals, felt goods, leggings, etc.

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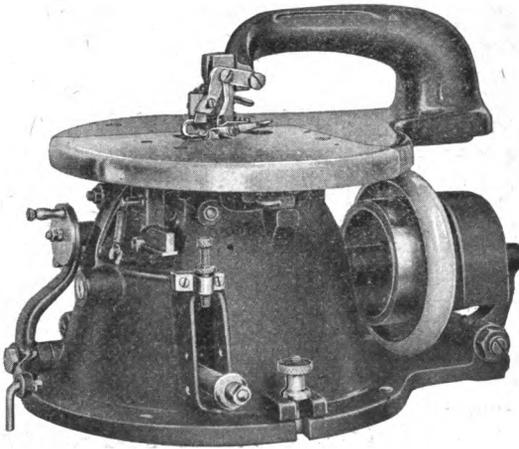
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Shoes
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We cannot solicit orders for one of our patrons without doing an injustice to others in the same line. Our advertising patronage is not based on what our solicitors can personally do for you, but on the merits of *American Shoemaking* because of its world-wide circulation.

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\$2.00 per Year, Foreign, \$3.00: Sample Copy, 5 cents. Conducted by RUPERT B. ROGERS

Entered at the Boston Postoffice as 2nd Class Mail matter:

Volume LV.

MAY 29, 1915

Number 9

VARIATION IN ARMY SHOE BIDS.

It is interesting to note in the bids for United States army shoes opened at Washington on May 19th, the variation in prices for shoes of the same specification. Under item No. 2022 of Schedule 12, calling for bids on three hundred and sixty thousand pairs of russet shoes, the prices quoted in the bids ranged from \$2.65 as a low to \$3.09 for the high price, a difference of 44 cents a pair.

While, without doubt, the margin of profit is figured somewhat differently by the various bidders, yet it is not possible that this would represent anything like a difference in prices of 44 cents between the low and the high bid. This difference can, therefore, only be accounted for by the efficiency of organization and by the productivity of the employes in the different factories in proportion to the prices paid them. It is interesting to note that the lowest bid was, as might be expected, entered by the Endicott-Johnson Co. of Endicott, N. Y., while the J. E. Tilt Shoe Co.

of Chicago furnished the top quotation.

If, as is the logical supposition, each manufacturer figured his bid on approximately the same margin of profit, comparison of the prices submitted must furnish an eye opener and incentive to investigate factory conditions on the part of some of these firms.

Again considering the figures submitted in relation to the tariff on shoes, isn't it quite evident that those bidders whose figures were from 25 cents to 44 cents a pair under others, would, in case of foreign competition, be in position to most successfully meet it? When it is considered that from ten to fifteen per cent has heretofore been the duty on footwear, it is interesting to note that the difference in bids between the high and low represents what is substantially the amount of the tariffs heretofore levied against foreign-made shoes.

If the figures submitted by the Endicott-Johnson Co. in compari-

son, with those submitted by others, are any indication of the sort of figures they are submitting to domestic buyers, it certainly fully accounts for the tremendous business that this firm has succeeded in gathering at a time when a considerable percentage of the shoe machinery of the country has been idle.

TEN PER CENT SAVED BY PHYSICAL EXAMINATION.

In a recent address before the annual convention of the National Association of Manufacturers at New York City, Eugene Lyman Fisk, M.D., director of the Hygiene Life Extension Institute of New York, brings out the fact that periodic examination of employes in a manufacturing industry invariably results in adding materially to their effectiveness as working units.

He says the chief value of the system of complete health surveys, supplemented by education in personal hygiene, lies in its total effect on the force, and in its power to raise the general level of fitness, well being and efficiency.

Speaking further, he says, "It is evident that an influence that will produce a fifty per cent saving in mortality and return thirteen dollars for every one dollar expended in life insurance will at least produce a ten per cent improvement in the physical and mental efficiency of employes.

"Assuming the figure to be conservative, it follows that the application of the system to a group of employes earning \$100,000,000 per annum would increase their productivity ten per cent, and result in a gain in earning capacity of \$10,000,000 per annum, provided the occupation were one in which the physical and mental efficiency could affect the quality and the quantity of the work turned out. This does not take into account the reduced amount of illness, death and accident, all of which have a tremendous economic and business value. Prolonged illness or death of experienced and valued

employes may mean many thousands of dollars to a concern."

BE OF USE TO EACH OTHER.

The President expressed some very happy thoughts at a recent meeting of the delegates of the Pan-American Financial Conference. We quote one paragraph which is particularly worthy of attention.

"There can be no sort of union of interest if there is a purpose of exploitation on the part of any person connected with a conference of this sort. We are not, therefore, trying to make use of each other, but we are trying to be of use to one another."

In former years it has been the fear of our South American neighbors that it was the desire of this great nation to exploit their resources and paralyze their independence and this feeling has, without doubt, in a large measure accounted for the lack of rapid growth in our exports to those countries.

There is evidence of a much better sentiment, which has been fostered during the past year, and increasing evidence that, as soon as facilities are provided for the extension of business, it will be developed rapidly, providing our leading business men will take advantage of the cordial relations which are being fostered by the government at this time.

NEED OF LEATHER ABROAD.

The Daily Consular Reports bring increasing evidence of the need of leather and shoes on the part of European countries. In a recent report under date of May 22, there were listed five inquiries for leather, shoes and tannery supplies. If our business men will co-operate with the work being done through the commerce department of the government, it would seem they can hardly fail to gather a rich harvest of orders from abroad.

—The shoe cloths for toppings which, before the war, came largely from Belgium, are now being made in American mills.



In Wrong & Co.

What Poor Organization and Changeable Methods Did for In Wrong & Company.

By Mr. C. P. Lawrence

Article XX.

NO CONCERN, I contend, can succeed in the shoe world, and I question if in any other line of business a permanent success can be made without a permanent, logical and well-defined business policy. "In Wrong & Company" lacked every genuine business policy. Those carefully planned, deep-laid methods that had brought success and wealth to others were all ignored at the start, and as a result, success was turned into failure.

Surely, here is an object lesson for all. Two delightful gentlemen, men with a keen sense of honor, ever thoughtful of others' rights, no desire to wrong man; on the contrary, their greatest desire being to help all that proved worthy. This firm was greatly wronged by men through ignorance of business methods, and lack of that knowledge that is so essential to succeed in the shoe world. I say, here is an object lesson for those manufacturers (and there are many) who fail to give proper thought in selecting their superintendents and foremen; whose first thought is the wage that must be paid. "How cheap will you work?" is often the leading question asked. Ten cents judiciously spent wonderfully improves the shoe, and five dollars a week is often the difference between a good foreman, one who will save his salary

and build shoes that will reflect credit, and the would-be foreman who fills your factory with poor shoes, disorganizes the room and sends up the cost from one to three cents a pair.

"In Wrong & Company" chose the latter type of men, and they paid the price. They were careful in selecting their cashier. Why not in their selection of a man that was to protect their cutting department? Surely, here was a department that handles the equivalent of money. It is true, poor foremen will not steal your leather, and a dishonest cashier may steal your money—which often won't hurt you as much as a poor foreman. Though honest, yet ignorant (and sometimes tricky in his methods) of the duties that are so essential for a foreman to perform if he would succeed, he often causes a firm a loss that makes the dishonest cashier look small.

I have repeatedly said that here is a department that needs your closest attention, and here is a department to which little or no intelligent thought was given; no system installed that would make it impossible for a continuous loss without the knowledge of the powers that be.

It is not my purpose in this article to install a system in this defunct concern that would have prevented losses. Those have

already been touched upon in previous articles, but I shall try to point out some of the mistakes made by the men employed whose methods did and must bring failure to all.

No foreman should be in doubt as to his position. He has troubles enough in the management of his department without worrying over the loss of his position. Assure a foreman that you like him and appreciate his efforts, and if he is a man, you get all there is in him; but when he feels that all his efforts are in vain, and he is in a firm that loves to see new faces at the head of their departments, you get just what you are entitled to, and that is little or nothing.

"In Wrong & Company" loved to see new faces, and they paid the price. The coming of each new foreman sent the firm further down the hill, and in a short time they found themselves on the toboggan, and the way well greased. Splendid gains were shown, on paper, of money made in cutting. It was perfectly safe for the foreman to show those gains, as he well knew that he would not be there to be confronted with them at the inventory, and those bins of culls continued to grow. All foremen know that in low price selections of stock many skins are found that will cause him a loss, and before he puts them up in jobs, he calls the attention of the firm or the buyer to them and they are prepared for the loss when the cutters' slips reach their desks, but when those skins are all thrown out and invoiced as good stock, you are fooling yourselves.

All cutters' slips should be figured in the office, and those that show a loss should be returned to the cutting department and an explanation required. "In Wrong & Company" neglected to do it, and they paid the price. All stock received should be given a bin number, and those numbers appear with the amount of stock given out to the cutters, and when the last job is given out, those bin cards should be

returned to the office, there to be figured, and the buyer advised as to the gains or losses on the stock in question. He will be better prepared to talk intelligently on the next lot of skin bought. "In Wrong" neglected this very important duty, and they paid the price; for it would be impossible for those bins of culls to appear under the poorest management. If this simple rule had been installed. As it was neglected, thousands of dollars' worth of stock that should have been worked up daily was thrown aside, and later, when discovered, thrown down to a grade that caused a heavy loss.

It was thought by the firm as complaints poured in on them, condemning them for their poor and unsightly shoes, that a higher grade of stock was required. They would sweeten them up by using a better grade of vamp stock and a cheaper grade of topping and bottom stock. They did, and produced shoes that would cause angels to weep to see them. With the constant changing of foremen and superintendents that was going on in all departments, and with no standard of quality set by the organization, the new recruits thought they did well to hold the standard up to where they found it, which was far below competing lines. Back those apologies of shoes came, to be sold at 33 per cent reduction. Taking into account cartage at both ends and freight both ways, the firm took about a 50 per cent loss.

It was discovered that a better shoe must be made. Shoes should be made that would stick, and as the present organization had made those that were returned, they must all go. So word was given out, "All change cars," and the new men that came were recommended by men that expected their patronage, regardless of their fitness for the position. Pump for me, and some day I will pump for you, was the method.

Things were going from bad to

worse in the cutting department. A piece price had been installed for cutting from 3 to 5 cents a pair, but as no sample number was sent to the office, and none required from the firm, it will be seen that no true gain or loss could be reached. It was thought quite sufficient to divide the payroll by the number of pairs out of the department, and if it averaged 5 cents a pair, it was thought they must have cut all high-priced work, whereas it often happened to be just the reverse. If the firm had started with a good cost man, he would have seen to it that there was a cost sheet for each sample made, and instructions given to the foreman to send to the office daily, case number, number of pairs, and sample number of all work sent out to his department. The cost man would then give credit to each department for labor performed, as shown on his cost sheet. Each shoe would then stand on its own bottom, and if a gain had been shown, it would have been a true one. "In Wrong & Company" did nothing of the kind, and they paid the price.

As the firm had ample capital, they were able to carry a large quantity of stock, and did. Many thousands of dollars' worth of gun metal was in storage at all times, and this proved to be a heavy loss for the firm. The foreman of the cutting department would go to the man in charge of the stock room and buy from him ten dozens of gun metal at 20 cents per foot. If that stock showed a loss in cutting, he would tell the store keeper that that stock cut high, and he could not afford to pay more than 18 cents, and he got it at that price. That was the method used by one of the many foremen of the cutting department to get his department down to cost. Not hard to make a showing under those conditions, was it? While this foreman remained with the firm, the cutting department showed an honest gain. He was an honest man and worked hard to make money, in his department, and it was no fault of his if the stock was a

high-cutter. He was looking out for his department, but during this time the losses went skyward in the stock department; but what was the difference—the eggs were all in one basket, and it would enable the firm to continue building a low-priced shoe, was the argument used by the powers. I think what they made on the peanut, they lost on the banana.

When establishing labor prices for the cutting room, a little thing like day help was not seriously considered. What little there was, could go into supervision, and all the day help (and there was quite a number, it was shown) went to swell the loss shown on supervision.

Still shoes came back, and the ever-changing methods continued. Foremen and superintendents were employed and discharged without a chance. Some foremen were let out on a three days' trial. Many either resigned or were discharged within a month. When a superintendent was employed, he was taught to think he must have an assistant to help him. He was given to think that he was to be with the firm forever and he should have a good man at the fabulous salary of \$25 a week to help him keep up the quality and relieve him of many of those duties that we all would like to let go of, but it generally happened that in a few weeks the superintendent was let out and the assistant took his place; then, in like manner, he must have a back stock which would in a few weeks relieve him of all responsibility, and so it went on. In eighteen months, nine superintendents, good and bad, appeared on the scene, played their little part in changing foremen, organization, and disorganizing the factory; changing styles, lasts, and patterns and spending money like drunken sailors. All seemed to know they were short-timers, and did little to improve quality. In a short time 33 per cent of all the shoes made were returned and part of those that were kept by the merchants were allowed a liberal re-

duction from the selling price before they would consent to keep them, and in most cases, the merchants could never be induced to look at the firm's line of samples again. Does it pay to continue to

change superintendents and foremen? "In Wrong & Company" will tell you "no." They paid the price.

(To be continued)

Treeing and Packing Room

Some of the Problems of This Department Discussed

Unless shoes are handled carefully previous to reaching the treers, the cost in this department is likely to be high. There have been instances in this department where the cost has exceeded the estimated profits per pair in order to send out a salable shoe. This was for no other reason than that the shoes, previous to reaching the treers, had been roughly handled. It is a poor idea to experiment very much with cleaner fluids, because of a cent or two in price per quart. Also, it is a poor policy to employ men to iron shoes that have no idea of leather as to grain and weight. A plump leather will stand a much hotter iron than will a light one. Leather that has been doubled is still light as far as the ironer is concerned. The fact that the shoe has a heavy doubler does not change the nature of the skin so far as the heat that should be used in ironing is concerned. Still the writer will venture to say that not one treeing room foreman in fifty ever gave this a thought, although they may perhaps understand that light leather will not stand the same heat as will heavy leather. However, this is easily overcome by having the tag plainly marked that the case had been doubled.

Treers, as the writer views the situation, seem to be hired more for the reason that they may be had for ten or twelve dollars a week, than for knowledge of leather and how best to treat it. The writer is not opposed to foreign labor, but does believe that on as important an operation as treeing, that at least intelligent American speaking people

should be employed, who can be taught the necessity of realizing the difference there is between the various kinds and weights of leather.

The manufacturer of high grades realizes that his shoes must be treed by an expert; so does the manufacturer of cheap ones, but it is the fellow making the medium grades, on which there is so much competition, who tries to make a saving on labor cost by hiring a cheap class of labor to do his treeing. A cheaper grade of leather may be used where experts are employed as treers, and the saving will run up into dollars faster on upper leather than on treeing.

REVOLVING LAST BINS.

The revolving last bin seems to be finding favor. It is claimed that this style takes less room than the sectional idea, and is quicker for handling lasts. Keeping lasts on the racks is, without doubt, the best method, but lack of floor space forbids this in many factories. A counter that does not hug the forepart of the heel when laying naturally on the last is liable to bulge out when the last is pulled.

At this point the operator should be careful to see that enough tacks are placed here to hold the counter tight, that the sewer can be sure of stitching through it instead of forcing it out on the edge.

This will be found especially helpful on pumps, which have a tendency to gap at this point, unless a well moulded and tightly lasted counter is used.

The Care of Leather Belting

One of the first suggestions offered is to place the belting in charge of one man, and that he be held solely and fully responsible for same.

It may be stated as a general rule that the best quality belting of correct weight and pliability adapted to the work required, will pay good dividends in lessened repairs.

(By P. W. Blair.)

To obtain the highest efficiency in power transmission has been one of the problems in any sizeable plant, and one that confronts every manufacturer. For years leather belting and gears have been the best known power transmitting agents. During the past few years many substitutes have been placed on the market. Yet in the face of the claims made for them, leather belting is still in a leading position and is likely to remain there indefinitely. It has demonstrated in the past its ability to stand more abuse and come out alive than any other means of power transmission. To promote this efficiency and economy is the object of the following suggestions upon the proper care of belting.

One of the first suggestions offered is to place the belting in charge of one man and that he be held solely and fully responsible for same, and that no repairs or alterations of any sort shall be made or any dressing applied, except by him or under his supervision. No factory is too small, or too large, that this arrangement could not be made. It insures a uniform method and treatment of the belting, one of the powerful factors in determining the efficiency and life of the leather.

It is best to place a man in charge of the belting who has a fundamental knowledge of belts and the care of same. He should be supplied with all necessary equipment for doing the ordinary repair work on belts. It should be the duty of the belt man to make a careful and systematic inspection of all belting at definite intervals.

First, to find out if the belting

is too dry. Secondly, to determine whether any laps have begun to open or any hooks worn. Thirdly, to see if the belting is too slack and is slipping badly. Fourthly, to know whether the belting is over-dry or saturated with oil. Fifth, to see if the shafting is in line or if a guide has to be used to keep the belt on the pulleys. Sixthly, to investigate the belts for wear or cause of same and remedy the evil.

When belting appears the least dry or harsh, it should be first carefully cleaned of surface dirt. This can be done by rubbing with a cloth saturated with kerosene. In bad cases accumulated dirt can be removed with a metal scraper so that a clean leather surface is obtained. This should then receive a coat of light dressing on both sides of the belt and one should be careful to use a reliable brand, as there are so many substitutes on the market, avoiding the sticky belt dressings for, if used to any extent, they do more harm than good. One of the best dressings known for dry belts is a coating of pure neats-foot oil, applied with a brush on both sides. Too much grease or oil is injurious. Mineral oils in particular rot leather rapidly, and where belting is liable to become soaked with oil, mechanical means of some kind should be adopted to overcome this, if it only accomplishes it to a certain extent. As there are cases where this is impossible, the belt should be removed and the oil extracted from time to time by packing the belt in dry whiting or sawdust for twelve or twenty-four hours. Machine oil, besides its tendency to rot leather when present in ex-

cess, gives the belt a bad frictionless surface, which leads to excessive slipping. The tightness with which the belts are put on the pulleys is of a fundamental importance. If too tight, there is a large unnecessary loss of power from excessive friction at the bearings, to say nothing of the fact that the leather is overstrained and injured. On the other hand, if too loose, the belt is liable to flop around and jump from the pulleys, particularly when working where a load is suddenly thrown on or off.

When the belts are put on and taken up under the direction of one man as suggested, the errors of too slack and too tight belting will be avoided and a uniformity of belt tension will exist throughout the factory, which can be obtained in no other way.

Of course, it is evident that the slacker a belt can be run up, to a certain point, and do its work satisfactorily, the greater the economy will be. In installing belting and taking it up consideration must be given to the fact that certain kinds of belting are affected by weather conditions. Owing to the moisture in the air, during damp weather, or where steam is present, belts are likely to fly off the pulleys when machines are reversed. Probably more belting is ruined by improperly lined shafting and pulleys than any other one thing. The belts under this condition are either kept on the pulleys by guides or rub hangers or portions of machines until a lap is started to open, thus catching the belt and tearing it or stretching it excessively on one edge. Belts so stretched will not run straight and are apt to run off the pulleys and become torn.

Shafting should be lined up twice a year to keep everything running smoothly. It may be stated as a general rule that the best quality belting of correct weight and pliability adapted to the work required, will pay good dividends in lessened repairs, also increased life to the belting and increased output of machines. The usual tendency is to employ

a single belt which is too light or a double belt which is too heavy for the work required. To secure the best results a single belt should be put on so that the grain or hair side is next to the pulleys and so the points of the laps will run against the pulleys, as the laps on the outside of a belt are liable to come apart when the points are run against the atmospheric pressure. Double belts should be put on so that the points of the laps will run with the pulleys, as both sides point in the same direction.

Covering pulleys with leather reduces the slipping of belts and also decreases the friction losses in belt-driven transmission, by making it unnecessary to run the belts so tight. It is estimated that leather covered pulleys will enable belting to transmit 25 per cent more power than pulleys with the plain iron or wood surface.

It is a fact that in the average shop where machines have been speeded up within the last few years, that very few belts wear out through legitimate wear. They are generally ruined through accident or improper attention, usually the latter.

Here are a dozen fundamentals to follow in the care of belts:

1st. Don't run double belts on pulley less than 6 inches, or triple belt on pulley less than 20 inches.

2nd. A pulley should be 25 per cent wider than the width of the belt.

3rd. Never let belt rub on shifting devices or lap step of cone pulley.

4th. Belts should run with hair face side on pulley.

5th. Outside point of splice should trail when running to avoid opening by the action of the air.

6th. Belts should sag on to pulleys and not away from them.

7th. Run up and down belts on a slant or angle.

8th. Avoid very short drives.

9th. Keep pulleys clean.

10th. Clean belts at regular intervals and apply dressing that will give the leather a soft and adherent surface.

11th. Maintain a belt record and inspect the belts periodically, so as to anticipate breakdowns.

12th. Repair them out of working hours and the result will be less cost of maintenance and longer and more efficient operation of machines.

CONVICT LABOR.

A Foreman Tells of His Experience.

The question—shall shoe manufacturers and workmen be compelled to compete with prison labor?—has for a long time been a subject for discussion, and like all other questions there is something to be said on both sides. This is not intended as an argument either for or against the contract system which now exists in several states.

We must admit, however, that manufacturers can hardly be blamed for seeking these contracts as long as they can produce shoes at a much lower cost than it would be possible to do in outside factories, and as to their ability to do this, there is no question.

The writer had charge of a stitching room in a prison in the South for nearly two years, and will say that as to quality and quantity, the work compared very favorably with the average outside factory. Some people seem to think that anything goes—that poor work is accepted, and for this reason there can be no real competition. This is not so, and if good work is not turned out, it is up to the foreman, the same as in any other factory.

It is the opinion of the writer that in this prison the contract system was a great benefit to the convicts, not only in a financial way, for many of them go out as experienced shoemakers ready to work in outside factories.

There was no attempt on the part of the firm to misuse the men in any way or to drive them to do more than they were able to do. On the contrary, every inducement was offered them to take an interest in their work. When a new man arrived in the room, he was given thirty days to learn. After this period of

time he was supposed, according to the rules, to do what is called a task. This is the amount of work agreed upon between the shoe firm and the prison officials, as a day's work, and is based on what the average man can do in from two-thirds to three-quarters of a day. The foreman should use some judgment in regard to this, as, of course, a new man cannot become expert at some of the more difficult operations in that length of time. After the task was done, the men were allowed to work for themselves at the same rate that the state received for their services. They earned sometimes as high as twenty dollars per month. Some of them had several hundred dollars to their credit, which they earned in this way. The men that matched up the work, the inspectors, and, in fact all men not on task, received a salary.

This was given them by the firm in addition to the price paid the state. Judging from these facts it is easy to see why the contract system is a benefit to the convict. To anyone interested in the cost of production, the figures given below may be interesting:

Some of the daily task in the fitting room:

- Closing, 900 pairs (one seam).
- Staying, 840 pairs, (one seam).
- Carding, 480 pairs.
- Eyeletting, 840 pairs.
- Button holes, 4320 pairs.
- Vamping, 240 pairs, blucher and flat work.
- Button sewing, 960 pairs
- Barring bluchers, 750 pairs.
- Barring polish, 1500 pairs.

DRY SOCK LINING PASTE.

There is being used in several factories a new prepared dry sock lining paste. The makers of this material claim that the expense is less than 5 cents per gallon and that the work can be perfectly done. Naturally, this saves the shipping expense of a large amount of water. Anyone interested in getting samples of this paste should write American Shoemaking for the name of the manufacturers, who will be very glad to submit samples.

In the Finishing Room

Compressing Heels—Some of the Advantages Resulting

Careless handling of shoes in the finishing room often causes a whole lot of extra work in the packing room. This is caused by splashing the heel blacking, especially on cloth, suede and velvet shoes. Blacking, when splashed on these materials, cannot be completely removed. Often the operator may use great care in applying the blacking and then allow the upper to come in contact with the wheel. The writer well remembers when the heel was finished with the black ball applied by hand.

This, of course, was expensive as compared to the present day method of using the X-pedite machine, but the old hand method certainly put on a finish that "stayed put." Heel checking was not as common when the hand method was in use; but the writer is inclined to think that much of the heel checking at the present time is due to the material used in building the heel rather than the material and methods used in finishing. When the old hand method was employed, as compact a heel was not necessary as it is at the present time, for the reason that when the black-ball was applied, it would fill in any cracks there might be in the heel with a substance that would really fill the space instead of merely glossing it over. Heels in the old days were built of whole lifts, while the present day heel is built largely of small pieces, and should these pieces not be thoroughly dry when used, they will shrink, leaving spaces that must be filled. The heel compressor is a most valuable machine in enabling the heel finisher to do good work, as it applies several tons of pressure to each heel, which forces the material into a very compact mass, making heels less liable to chip out when they are shaved.

Also, when heels are compressed, a cheaper grade of heeling

may be used. This is especially true regarding top lift stock, as the compressor is also used on top lifts.

RUBBER SOLE SHOES.

The writer has seen rubber sole shoes made in different ways. One method is to interpose a thin leather sole between the rubber sole and the insole. Another method uses a rubber sole directly against the insole, with a heavy leather lift over the heel end of the sole prior to fastening on the regular rubber heel or half heel.

The stitches have to be unusually long, so as to avoid cutting the rubber at the setting of the stitch. As a matter of fact, the stitch is not set. Do you know that it is more difficult to stitch without setting the stitch than otherwise?

To build a machine that will stitch loosely and uniformly is next to an impossibility.

The writer was posted on this matter by experts who made sewing machines for a curtain factory. It appears that a loose seam was the desirable thing in that line, and at first, those experts were under the impression that it would be a snap to make such machines.

Now, what applies to curtains applies nearly as well to rubber sole shoes. It is, of course, possible to have more tension on the thread in the case of shoes than in the case of curtains, but the fact remains that a loose stitch is wanted in both cases.

Is the rubber sole shoe doomed on this account of sole fastening? It is a serious matter for the trade, or, generally speaking, this kind of bottom is favored by the public, and when combined with a thin layer of leather next the insole, it makes an ideal shoe.

In the writer's opinion, (and he has stitched on outsole stitchers for years), the only way to

solidly fasten the rubber sole to the welt shoe would be to first stitch the leather sole to the welt in the regular way and thereafter cement the rubber sole to the bottom of the shoe, without stitching, if the sole is of high grade, or nearly pure rubber, and with an additional line of stitching, if the rubber sole is a composition of nearly everything but rubber, as some soles are that are used on cheap grade shoes.

The prevalent style of finishing edges and bottoms on rubber soles would indicate that natural finish is the vogue. In fact, even on black shoes, the white rubber sole is left in its natural state after edge and heel trimming. This is proper, as the contrast is "catchy," and the method saves much labor.

DO IT NOW!

Have a meeting of your entire executive force, at least twice a week. Have the girl who does the checking of piece work slips attend these meetings once in a while, to say how much time she wastes in going to the several departments to have errors corrected.

Decide to give a courteous hearing to all salesmen.

You know how you would feel if a buyer refused to listen to your salesmen. To set aside one or two days a week that salesmen will have a hearing is a hardship on the salesmen. Be open to conviction at all times.

Decide to thoroughly investigate a foreman's faults before deciding to make a change. Remember, even if you think a new man will install a new idea, that he must also become familiar with your methods.

The men who are capable of adjusting themselves to a new position in a week, a month, or even six months, are hard to get hold of for, as a rule, the more progressive firm has found these men and by thickness of pay envelope make them interested in their jobs, rather than in the advertisements in the trade papers.

Put on a coat of whitewash on the ceilings and walls about twice a year. Good light is essential to good shoemaking.

Dark gloomy rooms have a depressing effect on the help. It is a scientific fact. Cheer them up.

Measure a few skins out of each lot you buy. Machines, like men, are apt to get out of kilter when run too steadily.

Insist that every executive take at least one week's vacation each year and let each have a choice as to the reason, for some may like spring fishing, others fall hunting, and yet others may wish for the seashore. We all have our tastes. Personally, the writer would rather go snowshoeing than eat canvas back duck, whatever that is.

Insist that each operator read the tag that concerns the operation about to be done. This issue can be forced if proper attention is given to it. A discharge or two among the absent-minded Abners will brush the cob webs from the eyes of others. Try it.

OXFORD QUARTER LININGS.

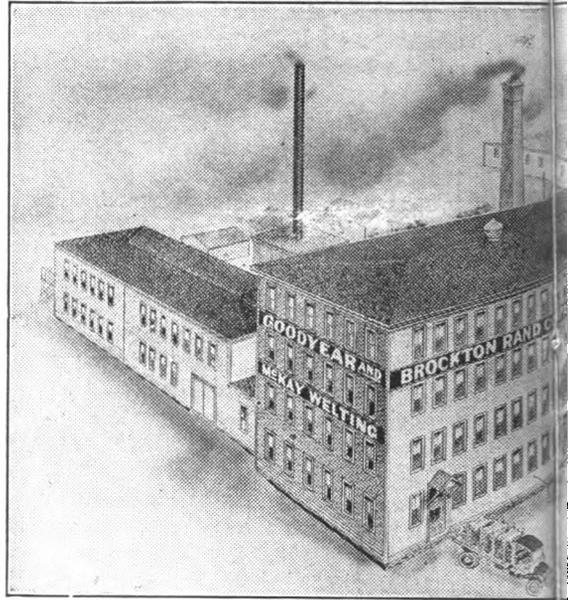
A weak point of low shoes is the inferior quality of leather lining stock used. A low cut shoe will rub at the heel more than a high cut, as it does not lace or button high enough on the foot to insure a close fit. A peculiar fact regarding ooze lining stock is that firms making high grades will use an ooze sheep, while on the medium and lower grades we find the calf split used. The only explanation for this is that the ooze sheep is perhaps more uniform in weight, but one thing is certain; the sheep leather will not compare with the calf leather for wearing quality. Regarding price of these two leathers, the calf is the cheaper.

The writer was a few years ago employed by a New England firm who made a widely advertised line of shoes, where ooze sheep was used for quarter linings on low cuts, and the greatest expense for cripples on upper stock caused in the lasting room was the torn quarter linings.

It is true that the variety of shades cannot be had in calf splits, but the writer believes that if there was a demand for a wider variety of shades on calf ooze splits, it would be met.

Quality, Service

In the Order of their



In the production and distribution of **Grooved Welt-*ing*** our organization proceeds along these lines.

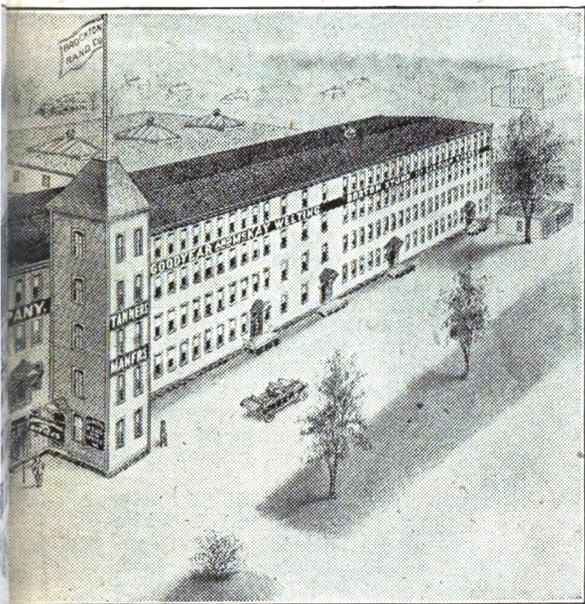
We consider **Quality** above all else as most desirable and necessary, and to this end is devoted the most elaborate and thoroughly equipped plant of its kind in the world.

We emphasize **Service** next; meaning prompt, careful fulfillment of all orders. Every requisition, whether for 1,000 yds. or a million, receives the same

Brockton Rand

Value and Price

Relative Importance



systematic care. Our facilities are large and emergency requirements can be taken care of quickly.

And, lastly, **Price** :—At all times you will find our quotations as low as is consistent with good quality. Our large production, with a proportionately small overhead expense, enables us to meet any legitimate competition.

And best of all :—It is "*Welting already grooved at no additional cost.*"

Company BROCKTON,
MASS.

New Patents This Week.

Description and Claims Made for Them.

PATENTS ISSUED.

Listed below are the patents issued during the current week with a brief statement as to the claims made for them. Further information can be procured through the office of American Shoemaking.

LAST, No. 1,140,335—To James W. McDevitt; a block last with a wooden dowel for holding the instep block in place, with improved means for preventing the dowel being driven further through its socket during various operations on the shoe, which is effected by the use of a dowel having a shank portion to fit the counterbored socket.

BUTTON AND BUTTONHOLE Marking Device, No. 1,140,304—To William S. Fredland; which comprises a machine provided with an arm on which may be clamped the button and buttonhole plaits in superposed relation. A marking device is brought down over the arm and marks the plaits by means of awls which pass through both plaits simultaneously.

SLIPPER, No. 1,140,193 — To Horace W. Shinn; which consists of a sole of leather and a one-piece upper of fabric secured to the sole by means of stitches located some distance inwardly so that a wide welt or flange is provided adjacent the upper to insure against bottom wear of the upper.

INSTEP SUPPORT, No. 1,140,159 —To William H. Horn, Jr.; which consists of an arch support including a leather sole piece, with a circular piece on the under side of the front portion to locally support the metatarsal arch, an eyelet connecting the sole piece and circular piece.

ICE CREEPER, No. 1,140,075—To Charles R. Seybert; a horse-shoe shaped ice creeper, having spikes of different lengths arranged in staggered rows around the beveled outer sides of the iron and so close to the plant of the tread of the heel of the shoe that they may be worn permanent without danger of effacing floors, etc.

SOLE CHANNELING MACHINE, No. 1,140,086—To Felix E. Valois; having in combination a vibrating knife and feed wheel so that the feeding will be done by the wheel and the knife on its backward stroke will draw back from its contact with the leather, thus gathering momentum before it begins to cut, which insures a channel of uniform depth with less pressure than formerly was the case.

ROTATABLE SHOE HEEL, No. 1,140,004—To John Schall; having the tread member of the heel rotatable relative to the upper part of the heel for the purpose of distributing the wear on the tread portion.

WEAR PLATE FOR SHOE Heels, No. 1,139,743—To Almond J. White and Frederic A. Hawley; which consists of a semi-circular body plate, cut away at the center for reducing the weight of the heel and the cost of manufacture and which can be securely fastened to the heel to prevent running over of the heel.

SOLE FASTENING and Trimming Machine, No. 1,139,727—To William Thomas Buckingham Roberts; which provides means so that the oscillating knife may be approximately perpendicular to the face of the sole in its cutting stroke; knife operating mechanism which may be adapted to all classes and sizes of

BORAX

—FOR THE—
Shoe Factory

BORAX USED IN THE WATER FOR DAMPENING THE SOLE
MAKES THE SOLE FLEXIBLE, PREVENTS CHIPPING OF
THE EDGES, AND MAKES A SMOOTH, VELVETY FINISH.

**WRITE PACIFIC COAST BORAX COMPANY,
100 William Street, NEW YORK, FOR RECEIPT**

shoes; means for adjusting the gage toward and from the knife in a direction parallel to the plane of the shoe bottom.

PROCESS OF MAKING Shoe Up-pers, No. 1,139,653—To Karl Engel. This process includes a vamp with side portions extending rearwardly to the vicinity of the heel, where they are secured to an insertion which completes the heel portion. The quarters are secured to the vamp at the ankle opening with an upward projection of the heel insertion piece secured to the quarters as a back stay.

PRESSER FOOT MECHANISM, No. 1,139,626—To Harrie A. Ballard. This provides for automatically unlocking and raising or releasing the presser foot and releasing the needle thread at the same time when the power shaft of the machine is turned in the reverse direction.

SHOE, No. 1,139,598 —To Seizi Tadakuma; which is so adapted that a new upper may be attached to the sole portion, or that the upper of vamp portion may be adjusted to fit any foot by means of lacings on either side of the upper and a flexible tongue member.

SKATING AND HOCKEY BOOT, No. 1,139,530—To Andrew Louis Johnson; in which is provided an ankle support within the boot attached to the tongue of the boot on one side and left free at the other side to embrace the ankle of the wearer.

SKIVING MACHINE, No. 1,139,480—To Harold A. Brown; which provides means of accurately determining the depth and bevel of the scarf cut in the leather and also various improvements in the cutter driving and work feeding mechanism.

UNITED STAY COMPANY PLANT COMPLETED.

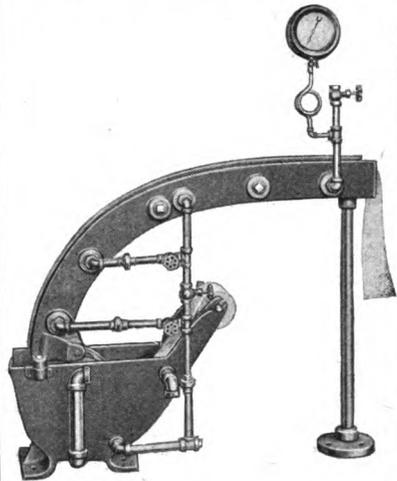
The new plant of the United Stay Company at 31 Ames street, near Kendall Square, Cambridge, Mass., is now equipped and ready to give its customers the best possible service. Work on this factory has been going on steadily since last January, and it has one of the most complete and efficient equipments for the manufacture of top facings, stays and other lines of trimmings which has ever been built.

All of the machinery has been designed under the direction of A. Waldo Rockwood, the factory manager, who has had many years of experience in the trimming trade. Mr. Arthur E. Haley, the president of the company, is personally looking after the requirements of his customers and may be seen Wednesdays and Saturdays at the company's Boston office, 59 Lincoln street.

**WHEN YOU USE
Clifton Gem Duck**



with the
Clifton Machine



You are Assured of
Perfect Gem Inner Soles



Write us for information regarding the Clifton Process.

Clifton Mfg. Company

65 Brookside Ave.
BOSTON - U. S. A.

Auburn, Maine Events.

From Our Own Correspondent.

—The Augusta (Me.) Development Co. closed a contract on Thursday, May 20, with Lewis A. Crosssett of North Abington, Mass., for the erection of a four-story brick factory, 44 x 250 feet. The contract calls for completion ready for occupancy Sept. 1st. The structure will be built in that part of the city east of the river and will be an architectural addition to the city.

—Henry H. Packard, who most buyers in this district have always associated with in cement and sandpaper, is making a fine line of fabric and kid soft sole baby shoes at his factory in Mechanics Row. Mr. Packard is placing his product in the department stores, and the immediate success which he anticipated has more than developed, and the factory is rushed to deliver orders. Mr. Packard came here with Field Bros. & Gross Co. from Brockton, and perceiving the opportunity to make this line profitably, severed his connection and started this business.

—John A. Kelly, of Philadelphia, has been at the Lunn & Sweet Shoe Co. factories during the past week demonstrating the Kelly Method of lasting plain toe patent shoes to avoid checking. Mr. Kelly was a welcome visitor to many of the foremen who knew this genial gentleman in Lynn.

—Chas. L. Bearce, who formerly had charge of the retail department at Field Bros. & Gross Co., has taken charge of the packing and treeing room with Bell Bros. Shoe Co., Mechanic Falls, Me.

—John J. Connolly, representing the Union Special Machine Co., has had a busy two weeks in town.

—The Carroll-Peabody Co. of Norway, Me., has finished stock-taking and the cutting department started on the fall season shoes on May 17th. The returns from salesmen to date indicate that this will be their largest and best season.

—Malcolm B. Taylor, of the Lunn & Sweet Shoe Co. forces, has leased "Bide-a-Wee" cottage at Lake Auburn and moved his family here from Lynn during last week.

—The Twilight Baseball League has opened with a rush. The games to date show two more for the Lunn & Sweet team, with no losses, placing them at the head of the league.

—Jas. J. Kinney, for some years with the Monroe, Packard & Linscott Co. of this city, has become associated with the Sears-Roebuck Co. at Springvale, Me., as superintendent of the cutting and fitting departments.

—The Foss-Packard Co. are holding up well in production of duplicate orders for spring trade and will experience no idle period before starting on fall orders. The salesmen have been out some few weeks and activities show that the retailers are becoming more convinced that the high grade shoe may be made as well in Auburn as elsewhere.

WORSE THAN STRIKES.

Norman L. Kelley, secretary of the Allied Peace Council of Lynn shoe workers, says in a signed letter, that there are some things in Lynn that are worse than strikes, and that one of them is the saloon.

Millimeter Gauge for Measuring Sole Leather

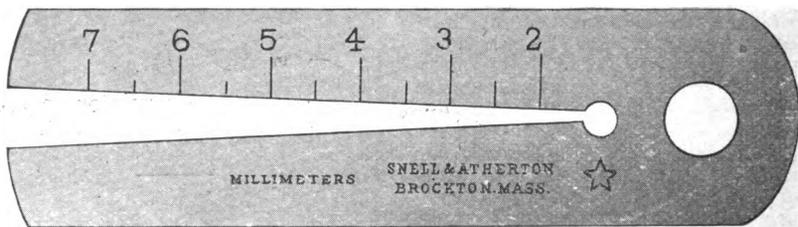


Fig. 24M.

Graduated in Millimeters on one side and 48ths of an inch on the other side.

75c Each

SNELL & ATHERTON Inc., BROCKTON, MASS.

The Milwaukee Message.

Shoe Factory Gleanings.

—When a news item to the effect that business is picking up in Milwaukee and vicinity is sent to these columns, it is not intended to mislead any who are looking towards this town for a job or position and should not be the cue for them to go to the expense of buying a ticket and making the run, only to be disappointed in the end. It is simply a statement of facts, and intended for no other purpose. The help in Milwaukee at present are not all busy at their trade, and it may be some time yet before all the factories take on their full quota, while it will be longer before they have to advertise for outsiders.

During the week just past there have been several men here seeking positions and jobs, saying they read in the papers and trade journals that business was booming, and some of them were sorry for their venture, as it took some money to make the trip and return. It is a man's privilege to go where he chooses, but he should not blame a newspaper for steering him wrong, and especially a trade paper, when it gives the news without any frills. It has been the object of this page to give the facts as near as possible, and never to mislead anyone, and it has been a matter of principle as well as pride to keep the readers posted as to the actual conditions existing in and about Milwaukee, and will continue to do so as long as the present correspondent handles it.

—The regular monthly social meeting of the Milwaukee Association of Shoe Factory Superintendents and Foremen was held on the evening of the 21st of the month, with a good attendance of the members. After the few items of business that were urgent were disposed

of, the meeting was turned over to the entertainment committee and a good time was enjoyed until midnight, which is the closing hour of these affairs, and everyone agreed they were well paid for coming down to the club. It is a fact that these social sessions have a great deal to do with the success of the organization, and it is hoped they will be more largely attended as time moves along, for those who stay away are losing a lot of good enjoyment, and as that goes to make life easier, they should take advantage of the good times offered them at these social sessions. The average attendance of the Milwaukee Association during its eighteen months of existence has been a little better than 33 per cent, and is a good showing for any organization, but it is hoped by the officers that it may be increased to at least 50 per cent by the end of the year, as it gives the men at the head of the organization more inspiration to go ahead, and work for the benefits of the association. The officers cannot do it all alone, and the presence of members is essential to the good of the order, and shows the men elected to fill the chairs that their efforts are appreciated by the men who cast the ballots. The Milwaukee association can well feel proud of its progress, and as the time for its second annual outing draws near, it is expected that the event will surpass the former one, and efforts will be made to have it the greatest affair yet given by the association.

A letter was received from the president, Mr. William J. Muckle, thanking the association for their floral remembrance, and also the many members who have called on him since his narrow escape from

GALLOONS Cotton, Mercerized, Silk, Herringbone and Grosgrain Weaves

3, 3½, 4 Ligne, in Black and all Predominating Colors

This Stock is Now on Hand

We have paid particular attention to the uniformity of these goods and can guarantee that they will fit your binders.

PLYMOUTH
RUBBER CO.
CANTON, MASS.

J. LEVY SONS
CINCINNATI, O., U.S.A.
Western Selling Agents

CRAVENETTE CO.
U.S.A.

death two weeks ago. It will be some time before he can assume his duties at the factory or in the association, but the fact that there is no danger at present existing in his condition is a matter of relief to his many friends, both in and out of the association. The inconvenience of laying in a plaster cast for several weeks is now his only hardship and time will swiftly help him out of that.

—The factory of the Wrensch & Herman Co. is closed for a week to take inventory, and Mr. Wrensch is spending a few days in the Chicago market. They will start cutting some day during the current week.

—Nunn & Bush are again under way and will be running full by June 1st, if not before.

—The Albert H. Weinbrenner & Co. factory is running full time five days a week, and nearly all the factories are working on orders for immediate delivery, which shows that goods are beginning to sell, and as usual Milwaukee will get her share of the business. The several new shoes being introduced into the several different shops show the progression of our manufacturers, and is bound to increase the output of many.

—Mr. William M. Lee, who is well known here, having been with the Weinbrenner Co. for some time, has recently accepted a position with

the Greenberg-Miller Co. of New York City, where he will have charge of the New York factory.

—Mr. Fred Lee has resigned from the foremanship of the cutting and fitting rooms of the Ogden Shoe Co. and returned to Chicago. He is succeeded by Mr. Otto Hintz, who was with the Rich Shoe Co. for several years, leaving them to go into business and returning to them again, where he has been until accepting the position with the Ogden Co.

—The leather situation is improving and many of the buyers are taking in quite a lot of stock on the present market, which indicates they have orders or expect them soon. The leather offered at present is a good cutting proposition, and shows that the tanners have been making good strides in producing a clean cutting hide, and the amount of skirts usually seen in a cutting room either in bulk or worked up into cull shoes, is a thing of the past, in a great measure, and is a step forward in the progress of shoemaking. The hides coming from the Argentine Republic are showing great improvement over those of a year ago, and can be tanned into a better grade of leather. Some of them shown recently are clear and clean, with a complete cutting surface well worked out, and with the necks and flanks fit for parts of a shoe, while they formerly went into tongues and counter pockets.

INVISIBLE EYELETS

We are now prepared to accept orders for Samson, Perfection and Universal Eyeletting Machines to be altered to use our device for inserting "Invisible" eyelets at one operation after undertrimming.

Terms: \$100.00 per machine for alterations.

United Shoe Machinery Company

EYELETING DEPARTMENT

205 Lincoln Street,

BOSTON, MASS.

A Bit of Machinery History

Some Facts About the Development of Pegging and Sewing Machines

One of the earliest machines constructed for use in manufacturing shoes was a machine for vamping uppers built by Grover & Baker in 1885. The shop at that time was located at Haymarket Square, Boston, over the city scales, and it is generally credited as being the first machine used generally for shoe work. In 1857 the Wickersham sewing machine was developed by Elmer Townsend at No. 4 Beverly street, Boston.

It was about this time that a man by the name of Gallahue invented the first pegging machine, and he was, it is believed, the first man to use the tipping or tilting jack. About this time much attention was being given to the development of inventions for use in making shoes, and in 1858 at the shop of Seeley & Linell, a machine was invented by Mr. Swindell called the "New England." It was a wax thread sewing machine. In the same year Charles Harlow built the first cast-off using a solid round needle.

While employed at the Townsend shop, L. L. Barber, who was considered the best mechanic employed there, became interested with Sturtevant in making pegging machines, using a railroad jack. The pegs were cut into strips peg wide and twelve inches long. The first machine constructed was used at Campello, Mass.; a second machine later being shipped to Hudson, Mass., at that time called Feltonville, and was operated in the factory of Frank Brigham.

About the same time, in the early part of 1857, another pegging machine was developed at the Townsend shop by John Camp. This was held in the hand, driving the peg by means of a plunger and a hand hammer. A man by the name of Wardwell, or Warfield, ran this machine, and it was he who gave Sturtevant the idea of the ribbon peg wood. Previous to this time, the peg wood had been supplied in strips of about a foot long, pointed both ways, so that looking at a strip sideways it looked like a cutting-off saw. The difficulty with this type of peg-wood was the liability that the machine would cut off a piece so that the point would not be central with the peg.

Acting upon Wardwell's advice, Sturtevant came to the Townsend shop and started the construction of a machine to cut from the log a

continuous roll of peg wood, having one edge of the strip beveled on each side.

The machine for cutting pegwood from the log was not a remarkable invention, as similar machines had already been employed for cutting veneer.

In 1859 the first Sturtevant pegging machines were built by Charles F. Harlow, and soon after Joseph Sargent conceived the idea of the "New Era" pegging machine, which is the type of machine in use today, with practically no change in the general principles of construction.

Charles F. Harlow learned his trade at the Lowell Machine Shop, at Lowell, Mass., and afterwards worked in Lawrence, Mass., and Nashua, N. H. While in the latter city he was employed by Gilles & Taylor, who built the A. B. Howe, Elias Howe and the Weed sewing machines. About 1860 he went to New York, finding employment with Alonzo Taylor, formerly of Gilles & Taylor.

Gilles & Taylor, although employing only thirty men while engaged in business together, believed they had overstocked the market with sewing machines and, therefore, dissolved. Mr. Taylor, while in New York, built in a little shop on Duane street, the Weed sewing machine for Whitney & Lyon, who later handled the work in their own shop on Mercer street, New York.

Mr. Harlow was also the inventor of the rotary shuttle, and in recent years developed the Harlow finishing machine. His brother, Philander Harlow, was the inventor of the first power driven eyelet machine, which fed the work and set the eyelets.

PAPER BOX MACHINERY FOR SALE

A complete plant for making shoe cartons having a daily capacity of from 6,000 to 7,000 boxes.

This Machinery is now working

To be sold at a very low price for quick sale and on reasonable terms.

For description of plant and prices, address

FRED M. WILSON
597 Stanley Ave., Columbus, O.

Brockton and South Shore.

Trade, Notes, Personals, Etc.

—At the last meeting of the Brockton Association of Superintendents and Foremen, held last Friday evening, one new member was elected.

—Minot H. Edson, of Whitman, has begun the manufacture of blacking and other supply material for the shoe trade. His shop on Dover street is being fitted up with the latest machinery. He will employ several hands.

—Mr. and Mrs. George N. Hubbard of Brockton observed the twenty-fifth anniversary of their wedding at their home last Saturday. Mr. Hubbard is foreman of the lasting room at the No. 1 and 2 factory of the W. L. Douglas Shoe Co.

—Shoe shipments from Brockton last week amounted to 7036 cases, forwarded from shipping points as follows: Brockton Centre, 1946 cases; Campello, 1540 cases; Montello, 3586 cases. The total shipments amount to 234,480 cases, which is 63,890 cases less than for the same number of weeks last year.

—A. G. Bowers has resigned as foreman of the gang room at the factory of the Upham Brs. Co. in Stoughton. He was formerly with the T. D. Barry Co. of Brockton. He is succeeded by James Shields, who was formerly foreman of the lasting room at the factory of the F. F. Field Co. in Brockton.

—At the home of his daughter in North Middleboro, J. Warren S. Gibbs passed away last Tuesday. He was a native of Raynham and was sixty-nine years of age. For several years he was foreman of the sole leather room at the factory of Leonard & Barrows in Middleboro. He was a member of the Congregational Church in No. Middleboro.

—At the meeting of the directors of the New England Shoe and Leather Association of Boston, held last Wednesday, Harold C. Keith, assistant treasurer of the George E. Keith Co., gave a very interesting address. His subject was "The Trade Conditions on the Pacific Coast and the Orient," with special reference to the shoe industry. John S. Kent, of the M. A. Packard Co. of Brockton, who is president of the association, presided.

—Harrison G. Beckman has resigned his position as general superintendent of the Hanan & Sons factories in Brooklyn, N. Y., to succeed Ira E. Fletcher as general super-

intendent of the four factories of the W. L. Douglas Shoe Co. in Brockton. To show the possibilities of advancement in the shoe industry it will be noted, a native a Plymouth, Mass., his position as a young man was in the factory of F. F. Emery in his native town, later working in Brockton, and at one time he was a worker at the bench in the finishing room of the W. L. Douglas Shoe Co., in which he is now to become general superintendent. Later he was superintendent of the factory now operated by Rice & Hutchins in South Braintree, then operated by D. B. Closson. Then he was superintendent of the J. S. Nelson Co. in North Grafton, and previous to going with Hanan & Sons, he was superintendent of the Leonard & Barrows factory in Middleboro. While living in Brockton he became a member of Electric Lodge of Odd Fellows, in which he still retains his membership. He is also a member of Masonic Lodge in Milford.

—Ira E. Fletcher, who last June succeeded Herbert T. Drake as general superintendent of the W. L. Douglas Shoe Co., has tendered his resignation, to take effect July 1st. Mr. Fletcher has made no plans for the future. He was at one time head foreman of all of the gang rooms at the Douglas plant, and later was superintendent of the F. M. Hoyt Shoe Co. in Manchester, N. H., resigning the latter position to take the position as general superintendent of the Douglas Co. plant.

—Alfred W. Donovan made his first speech after an illness of fourteen weeks at the annual meeting of the Brockton Chamber of Commerce. Gov. Walsh was the principal speaker, his subject being "Taxation." Mr. Donovan is a member of the E. T. Wright Co. of Rockland.

—Beginning last Wednesday, the Churchill & Alden Co. of Brockton started cutting shoes in both of their factories on the new run. In each factory, at Campello and Brockton Centre they will work nine hours per day, five days a week, until further notice.

DIES FOR ARMY SHOES.

Joseph E. Knox, the die maker of Lynn, is getting out some special dies, which are to be used in cutting leather for army shoes.

Industrial Information

New Enterprises and Changes in the Trade

HAVERHILL, MASS.

The NEW ENGLAND SHOE CO., in the Belanger Block on Wingate street, are now at work on their regular orders, having gotten out their samples some time ago. They are making a medium grade of women's patent leather and fabric shoes with an output of about fifteen dozen pairs daily. It is understood that their output will be considerably increased in the near future.

This firm is composed of men well known in the shoe and leather trade of this vicinity, Mr. John E. Sheehan having been a member of the firm of Hoyt, Sheehan & Wolf, and Mr. Patrick Mohan having been employed with Lenox & Briggs in their tannery department. The combined knowledge of both men will be a valuable asset that will assist them in their co-partnership.

PORTSMOUTH, N. H.

The rumor of the change in business of the BAKER-CARPENTER CO. has now been verified, and this firm will be succeeded by Oscar Widder, with a working capital of \$50,000, besides their factory equipment. They will manufacture lines of women's, misses, children's and growing girls' shoes, with a capacity of about 200 dozen pairs daily.

ROXBURY, MASS.

The THOMAS D. GOTSHALL SHOE CO., which was recently reported as moving into their new factory, 17 Atherton street, this place, is reported to be running on full time.

BOSTON, MASS.

It is reported that SAMUEL BROWN, who has been connected with the Whitefield Leather Co. as manager, is now conducting a sole

leather and cut stock business on his own account.

WARD HILL, MASS.

An assignment has recently been made by S. W. LAKIN & SONS CO., heel manufacturers. The liabilities are estimated at \$21,000 and assets at \$15,000.

ROCHESTER, N. Y.

The removal of the firm of MORTON & SONS CO., manufacturers of counters and soles, from the factory on Whitney street to the United Shoe Machinery Building on Mill street, has recently been made. This gives them nearly twice the factory space of their former quarters.

NEW YORK, N. Y.

MR. FRANK PESL, manufacturer of slippers, who has had factory space at 385 6th avenue, has now leased factory space at 261 West 36th street, this city.

BOSTON, MASS.

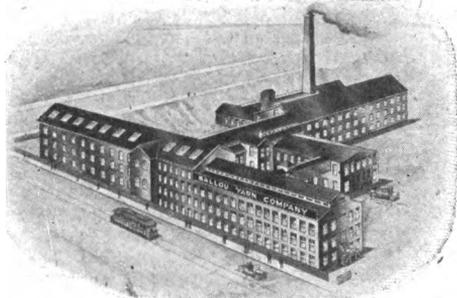
Another firm to enter the shoe supply field is that of R. A. HOOD & CO., who have offices at 207 Essex street, and carry complete lines of satins fancy silks and cloths for shoes.

SAUGUS, MASS.

The firm of H. L. POWERS & CO., toplit manufacturers, have dissolved partnership and is to be succeeded by Howard L. Powers of Cliftondale.

LYNN, MASS.

Charles Brostom has started the firm of C. BROSTOM & CO., manufacturers of shoe machinery, 587 Washington street, this city. He was formerly with the Bresnahan and the Rowen machinery companies. He is making a specialty of stock fitting machinery, particularly rebuilt channelling and lip turning machines. He also is rebuilding Smith shaving machines.



THREAD

Cotton
Shoe Threads

All Sizes, Forms, Colors
and Finishes

Manufactured by

Ballou Yarn Company

PROVIDENCE, R. I.

In, and About St. Louis.

(From Our Special Correspondent)

—The all absorbing question in shoe factory circles is the many and radical changes that have taken place within the Brown Shoe Co. The first changes were when A. Frazier general superintendent of their country factories, resigned. This was followed by the resignation of Albert Thies, secretary and vice-president, he having been with this company for twenty-two years. This was followed by the resignation of J. McDermott Scott, sales manager, then within a week came the announced policy of the firm in letters to all superintendents and foremen that hereafter they should not specify the brand of ink, dye, wax, dressing, etc. as the firm desired to "concentrate its business." It has been since learned one firm is to furnish ink, blacking, etc., and another is to furnish dressings.

After this radical departure from long established methods and customs, in which it is said that the firm only received half-hearted support from a majority of its foremen, a general factory clean-out and doubling up departments next took place in their White House plant, in which old and new foremen shared alike in their new entrenchment policy.

A special meeting of the stockholders was recently held for what purpose the public never learned until a special meeting of the board of directors announced that John A. Bush had been elected president to succeed Geo. Warren Brown, the founder of the company and its largest individual stockholder. This was a complete surprise and has afforded a subject for considerable discussion. A friend of Mr. Brown said: "He wanted to retire and enjoy some of the fortune he had accumulated." Mr. Brown is to retain his stock in the corporation and will be chairman of the board of directors.

Eugene R. McCarty, for several years manager of the cost department, was elected vice-president. He and Geo. Moyer, who recently has been elected salesmanager to succeed Albert Thies and W. F. Armstrong, who recently resigned. Mr. Armstrong retains his connection with the company as salesman and he still retains all of his stock in the corporation. He said: "There was no reason for my resignation, except a slight reorganization of the board.

—G. W. Brown, J. A. Bush, E. R. McCarty, with William Krail, secretary, and H. S. Hutchins, treasurer, constitute the officers of the com-

pany. The remaining members of the directorate include J. H. Roblee, Henry Goldman, G. E. Southwick, E. F. Shaw and Geo. Moyer.

The company's shipments for the last two months, compared with the same months of 1914, show gains for March of \$27,065.43, and for April of \$9,793.94, according to A. G. White, advertising manager.

—Mrs. A. D. Brown, one of the large stockholders in the Hamilton-Brown Shoe Co., died Tuesday, May 25th, at 6 a. m., in St. Luke's Hospital (Episcopal). She suffered recently from a tumor and was operated upon on Sunday morning previous to her death, with the hope that her life might be prolonged. Mrs. Brown was the wife of the late A. D. Brown, millionaire shoe manufacturer and founder of the Hamilton-Brown Shoe Co., who died two years ago and left an estate of \$7,300,000. Mrs. Brown is survived by one son, A. C. Brown, president of the Hamilton-Brown Shoe Co., and five daughters, Mrs. W. H. McElroy, wife of the president of the McElroy-Sloan Shoe Co.; Mrs. W. D. Collins, and the Misses Vesta R. and Ruth Brown. Another daughter, Mrs. J. E. Richey, wife of the vice-president of the Hamilton-Brown Shoe Co., died several years ago.

—The Brown Shoe Co. received a telegram from Quartermaster Aleshire of the U. S. Army, advising it that a contract for 60,000 pairs of russet shoes for the army has been awarded to it. The contract price is \$163,776, and the shoes are to be delivered as soon as possible through the arsenal distributing station.

The same company has just finished an order of 100,000 pairs of the same style shoes for the army, and 10,000 for the Old Soldiers' Home at Dayton, Ohio. It is now finishing an order for 6,000 pairs of marine shoes for the Marine Corps at Philadelphia, Pa.

President Bush said the firm has submitted a bid for 100,000 pairs of navy shoes, the bids for which will be opened June 15th.

—J. T. Johnston, general manager of the St. Louis factories of the Hamilton-Brown Shoe Co., has gone on a business trip East. He will visit the principal shoe manufacturing cities and will not be back in St. Louis before June 1st.

—A. Pease, foreman of the bottoing room in the White House plant of the Brown Shoe Co., has resigned his position.

—James Rainey will succeed A. Pease as foreman of the bottoing

room in the White House plant of the Brown Shoe Co.

—The International Shoe Co. has offered A. Pease, formerly of the Brown Shoe Co., the position as foreman of the welt making room in their Cape Girardeau factory and he has accepted.

EXETER (N. H.) NOTES.

—At no time in the past year has the outlook for business in the shoe industry looked so bright in our town as at the present. The Gale Bros., Inc., plant is running on a full-time schedule and with a good sized list of employees.

—The Chas. S. Bates factory is starting up on its new run and it is reported the outlook is good for the season.

—The plant to be occupied by the C. A. Cossaboom Shoe Co. is nearing completion and it is expected cutting will start by the 1st of June at the latest. This company also reports that the outlook is good for immediate employment to upwards of one hundred hands and with such conditions existing, is it to be wondered at that every shoe worker is "wearing the smile that won't come off"?

—F. Everett Winslow, of the Chas. S. Bates firm, has recently returned from a business trip to New York.

—The C. A. Cossaboom Company, who are locating here, are asking the town to exempt their business and capital to be invested from taxation for a term of five years, and a special town meeting will be held May 25th for that purpose. The local Board of Trade will remove the stock from Amesbury, Mass., to their plant here, and hang the main shafting for them.

—Chas. H. Wheeler, who died at Raymond, N. H., recently was for 20 years or more employed in the Gale Bros., Inc., cutting room as a sorter, and many of the old school will learn with regret of his death. Of genial disposition and a friend to all, he was always one of the first to greet one, when entering the room, with a kind word for all.

He was in his 73rd year and was a member of the Odd Fellows, the Encampment and Knight of Pythias of Haverhill, Mass. Interment was in Exeter Cemetery, beside his wife, who preceded him a few years ago. Several brothers and sisters, and a niece, with whom he made his home, are left to mourn his death.

—Quite a few of our shoe workers who are employed in Haverhill factories, are only working part time, as business is reported as very quiet in a great many of the factories there.

PERSONAL SERVICE

☞ This is the way that we are working up our business.

☞ We have been doing this for some time, and we want you to know it.

☞ We deliver everything that is to be obtained in the *Pattern Line* that is advertised—and then—some that is not.

☞ Write us also about our Style System.

WESTERN PATTERN CO.

1820 WASHINGTON AVE.

ST. LOUIS, MO.

Lynn and the North Shore.

Trade Notes, Personals, Etc.

—It is currently reported among Lynn manufacturers that shoe buyers have generally agreed not to place any orders for shoes until after June 15. The buyers have placed this ban on orders because they want to clean out the stocks of millinery and military style shoes that they now have on hand. Because the buyers are placing no orders, business is dull in the factories. Very few shoemakers are employed, and the buyers of the factories are placing few orders for leather and supplies.

—The revival of McKay shoes is once more talked about in Lynn. The prediction is freely made that on the coming run shoe buyers will order good McKay shoes in place of cheap welt shoes. They will buy McKay shoes at \$2 a pair and retail them at \$3 a pair. To make McKay shoes in Lynn in quantities appears to be a difficult task. In the first place the price for stitching McKay shoes in Lynn is ten cents a dozen. In Haverhill it is but six cents a dozen. Prices for finishing McKay shoes are higher in Lynn than in Haverhill. In country towns prices for making McKay shoes are cheaper than in Lynn or in Haverhill. It is claimed that the workmanship in the Lynn shoes is the better. But it seems that today a good many buyers are looking for low price shoes.

—It is figured that a man can start making McKay shoes in Lynn with a capital of \$1,000. The feat was done within a few years, and the firm that did it is prosperous today. Conditions are not much different today than when this firm started. If anything, they are more easy. The man who started with a capital of \$1,000 would be likely to make McKay shoes, because it ties up less money than it does to make welts. One McKay machine would stitch all the shoes he would want to make. Very likely, he would hand last them, partly because hand lasting would save the cost of fitting up a lasting room with machinery. The cutting of the uppers would be done by hand, too. The stitching of the uppers would be let on contract, very likely. The machinery companies are generally willing to help out a new firm. So are the leather and supplies companies. The main job is for the man who starts to help himself out. He must put in a lot of hard work and be a general Johnny-on-the-Spot, doing his own superintending and fixing up the small jobs around the shop, as well as selling the shoes.

—Charles Stanbon will not make his usual trip to Sweden this summer. Mr. Stanbon built up a good machinery business in Lynn and he sold out to the Thomas G. Plant Co. a few years ago. He has interests in Swedish enterprises and he usually goes to Sweden once a year to look them over; but, on account of the war, he will remain home this year.

—Zotique Beaudry has built a machine that wheels and sets and edge in a single operation. One wheel wheels the edge, while another burnishes the edge. The burnishing wheel runs against a stick of wax which it melts by frictional heat. It applies the wax to the edge of the sole. The Hamel Shoe Machinery Co. has built six of these machines and has put them into the Rice & Hutchins factories.

—The last factories of Lynn are generally quiet. It looks as if there would be few changes in the styles of lasts for the coming fall.

—The production of lace shoes for women keeps up in Lynn, and it looks as if there would be as many lace shoes as button shoes made on the fall run.

—George F. Daniels Co., Lynn, makers of children's footwear, have made an arbitration agreement with their employes.

—Barney Bloom has brought suit against the Sterling Shoe Co. of Lynn. He seeks an accounting. He declares that he formed a partnership with Louis Williams and Harry Adler, and that they control the company and refuse him his fair share of the profits.

—Ira Vaughan, of Dungan, Hood & Co., Philadelphia kid leather tanners, has returned from Germany.

SOME HIGH GRADE LEATHER.

Some pretty nice leather for insoles and box toes is made by a Peabody (Mass.) firm that has a specialty of such materials. The leather figures around 40 cents a foot, or 80 cents a pound. That gives some idea of its quality. It is made of splits taken from the best packer hides. These splits are preferred, because they are free from slaughter cuts. The splits are worked up thoroughly, and they come to the sorting room looking as fine as high grade bag leather. There is real substance to them, that is good leather, not stuffing. The splits are used for insoles and for box toes in the shoes that retail at \$8 and \$10 a pair.

Haverhill Happenings.

Trade Notes, Personals, Etc.

—William H. Hanscom, of Haverhill, former salesman for the Boston Blacking Co., in their cement line, has accepted a position with the Hedman Mfg. Co. of Boston. The machine this firm puts out is in great demand in shoe offices, as well as other mercantile establishments.

Mr. Hanscom was also formerly an agent for the U. S. M. Co., having been at one time head of the heel department of the Haverhill district, and is one of the best known traveling men in New England territory. He has the good wishes of all his former associates.

—Shoe conditions remain similar to last week. Occasionally some factories are rushing, more getting ready to take account of stock, while some are starting to increase their large business. Hazen B. Goodrich is among the latter and a large business is looked for all summer in their regular staple lines. This firm has also one of the very latest styles in novelties in the ankle watch slipper, it being a one-strap shoe with a place for a watch, similar to the wrist fad. This was brought out some time ago by Mr. Goodrich, and while a pretty novelty, will be hardly looked for as a staple line.

—In the Shop Baseball League, last Saturday afternoon, two games were played, the first between the C. K. Fox and the Geo. B. Leavitt teams; and the second between the F. M. Hodgdon and Witherell & Dobbins teams. The first contest was won by the C. K. Fox team and the second was won by the Witherell & Dobbins team. A large crowd attended the games and everybody enjoyed them.

—The Cossabcom Shoe Co. of Amesbury are packing up ready to move to their new headquarters at Exeter N. H., having finished up

their shoemaking. Nearly everything is in readiness to be shipped. Mr. Joseph Gouin, making and lasting room foreman, has severed his connection with this firm and ended his duties last week. Mr. Gouin succeeded Frank Tucker of Exeter, who is employed by the Reece Button-hole Machine Co.

—A. H. Perry of Haverhill has just completed stocktaking and will start up next week. A good business is expected for the coming summer. They started on samples on May 19th but Monday, May 24th, the regular crews were put to work. This firm has made some changes that will be a great help to them in the making of the shoe, in the matter of stock and stock tempering. They have built a room 25 by 9 feet in the center of the lasting room on the north side, to hold stock. When the outsoles come from the stock room they are put on racks in this room, which is large enough to hold 15 double racks, made especially to hold stock. There are four doors, one at each side of the room. Stock coming from the elevator is pushed in at the side and taken out at each end. This firm uses the Unit System in their lasting room. An electric mist distributor will be kept in operation, so within this room there is a certain moisture that keeps the soles in good temper without having the stock mouldy.

LEATHER NOTE

—Mr. Lewis G. Hungerford, vice-president and treasurer of the Van Dyne-Hungerford Co., manufacturers of sole leather, has just returned from a western trip with a good bunch of orders. He reports the conditions in the trade as decidedly bright and prospective of a big fall business.



The advertisement features a central illustration of a shoe with a box of Durlacque Box Toe Gum. The box is tilted and contains the following text: "Guaranteed WATERPROOF AND ACID PROOF FIRST IN EFFICIENCY RELIABILITY CLEANLINESS". The shoe is a dark-colored, lace-up style with a prominent toe patch. Below the shoe and box, the brand name "DURLACQUE" is written in large, bold, serif letters, followed by "BOX TOE GUM" in a smaller, bold, sans-serif font. To the left of the shoe is a circular seal with the letters "MC" inside. Below the main text, a short paragraph reads: "will eliminate your box toe troubles, reduce your cost and increase your quality. Sample on application." At the bottom, the manufacturer's name and location are given: "DURLACQUE MFG. CO., ST. LOUIS, MO."

will eliminate your box toe troubles, reduce your cost and increase your quality. Sample on application.

DURLACQUE MFG. CO., ST. LOUIS, MO.

FOREIGN TRADE OPPORTUNITIES.

(Addresses may be obtained by addressing the file number care of Bureau of Foreign and Domestic Commerce, Washington, D. C., 752 Oliver Building, Boston, Mass., or any of its branch offices.

Leather, boots and shoes, stationery, etc., No. 16865.—A firm in Egypt writes an American consular officer that it desires to import food products of all kinds; leather goods of all kinds; boots and shoes for men, women, and children; leather for shoes and upholstering purposes. The firm states that all of its transactions are on a cash basis. References are given.

Hardware, leather, etc. No. 16,904.—A firm in France informs an American consular officer that it wishes to correspond with American manufacturers of cut-leather pieces and builder's hardware. Prices should be stated in French currency and correspondence should be conducted in French. Reference is given.

Leather. No. 16896.—A firm in Italy informs an American consular officer that it desires to receive samples and prices of box-calf leather for shoe uppers. The firm also wishes to communicate with lard exporters. Correspondence may be conducted in English.

Leather, No. 16907.—A firm in Italy makes an urgent request for shoe leathers. Small samples and prices, etc., should be supplied at once.

Leather, No. 16902.—A firm in New York City informs the Bureau of Foreign and Domestic Commerce that it is in receipt of a letter from a business man in one of the insular possessions asking to be placed in communication with exporters of ox, calf, and kid leather for making shoes. Quotations, samples, and complete information should be sent at once. He prefers c. i. f. quotations. If prices are made f. o. b. New York, he wishes to be informed as to the freight rates and war insurance, etc. He states that payments will be made by 8-day drafts on a London bank. Correspondence should be conducted in Spanish.

Leather, No. 16947.—A firm in Persia has applied to an American consular officer for the names of exporters of box calf leather. Samples and full information are desired at once.

Thread and felt for shoes, No. 16942.—A manufacturer of shoes in France informs an American consular officer that he is having difficulty in securing thread for sewing soles of shoes. He states that he formerly paid about 96 cents per kilo for the thread. The thread is to be used in "Blake" machines. He also desires to receive offers of black and dark blue felt for shoe uppers. He

has been paying from 58 cents to \$1.35 per meter for widths of 140 to 180 centimeters. Prices, if possible, should be quoted c. i. f. Havre. Correspondence may be in English.

A DEAL IN MACHINERY.

The Haverhill Shoe Machinery Co. of Haverhill, has been bought by J. J. Sullivan, of the Hamel Shoe Machinery Co. of Lynn and Haverhill. Mr. Sullivan bought the Hamel Company and T. C. Rowen & Co., several years ago, and consolidated them as the Hamel Machinery Co. of Lynn and Haverhill. The Haverhill Co., which Mr. Sullivan has just bought, was developed by the late Charles K. Fox, who made a fortune manufacturing shoes in Haverhill.

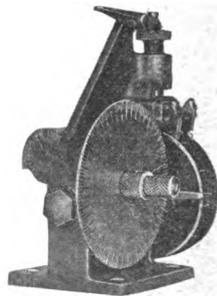
It has a well equipped machine shop and makes a specialty of machinery for turn shoes.

ARBITRATION BOARD.

An arbitration board is taking testimony in the strike of the edgemakers at the factory of A. M. Creighton Lynn, Mass., and will adjust the differences between the firm and its employes. Among the members of the board are Albert N. Blake, of the Watson Shoe Co., Arthur A. South, of Brophy Bros. Shoe Co., and William H. Murphy of James Phelan & Sons.

Welt Measuring Machine

Measures rolls of welting accurately with no additional labor. Correction savings pay for the cost of the machine many times.



This machine is set up between the roll of welting and the welt grooving machine, and is pulled through by the operation of the groover. It measures up to one thousand yards in yards, feet and inches.

Let us demonstrate this machine in your own factory.

HALL MFG. CO.
Special Machines Designed and Built
ABINGTON, MASS.



TRADE WANTS



MANUFACTURERS and SUPERINTENDENTS can usually obtain very satisfactory foreman and workmen for various departments through this department. Advertisements listed under "Help Wanted" and "Position Wanted" are printed at the rate of 2 1-2 cents per word for one week; 5 cents per word for two weeks; 6 cents per word for three weeks; 7 cents per word for four weeks.

Advertisements to appear in this department must be in this office by Thursday morning to insure publication.

HELP WANTED.

WANTED—Felt Shoe and Slipper factory superintendent. Must be thoroughly familiar with making high grade styles now on the market. This position is for a competent man, must be able to handle complete manufacturing. A good salary and percentage of profits will be given. State references and complete information first letter. All replies confidential. Address 4207-M, care of American Shoemaking.

WANTED—To purchase shoe machinery; fitting, making and finishing; also racks and other equipment suitable for men's welt shoes. Must be in good order. Address 4110, care of American Shoemaking.

WANTED AT ONCE—Sole leather foreman for factory in Ontario making staple goods in McKay and standard screw. Must thoroughly understand the work. Address 4811-S, care of American Shoemaking.

WANTED—A line of cut soles for sale in New York and Pennsylvania, on a commission or salary basis, by one who knows the trade. Address 3108-B, care of American Shoemaking.

POSITIONS WANTED.

AN EXPERT fitting room machinist, 39 years of age, 10 years as machinist, desires a position either as foreman or machinist. Learned the trade right through from cutting to lasting. High grade work. Address 2008, care of American Shoemaking.

STITCHING ROOM foreman wants position; experienced on men's, women's, misses' and boys' shoes, can teach help, and is also a machinist. Can repair Reece button hole machines; age 33 years. Good references. Address 508, care of American Shoemaking.

POSITION WANTED as foreman of finishing room by a man 38 years of age, with several years' experience as foreman on men's, boys' and youths' welts and McKays. Excellent references from former firms as a first-class man. Do you want a hustler? One that can tone up your finishing; excellent workman and instructor; can make own finishes. If desired take advantage of my services now and have an interview. Address 1930, care of American Shoemaking.

SOLE LEATHER room foreman desires a position. Expert on cutting, fitting, counter making and heel building. Can install system whereby all divisions are brought under thorough control; also teach all help. Best of references; will go anywhere. Address 405, care of American Shoemaking.

POSITION WANTED by capable cutting room foreman, or assistant foreman, or charge of stock room. Have had 15 years' experience; full charge of cutting room and buying supplies for some, on women's and misses' medium grade shoes. Address 105, care of American Shoemaking.

SUPERINTENDENT with thorough knowledge of men's fine shoemaking, capable of bringing a line up to a high standard of style, snap and good shoemaking in an economical manner, is open for a position. Successful eastern and western experience with successful firms. Address 1930, care of American Shoemaking.

POSITION WANTED as office manager; capable of taking full charge of financial or manufacturing end of office, or both; 10 years' experience in cost work; able to install cost system. Any shoe manufacturer requiring capable man may find this of interest. Address 2309, care of American Shoemaking.

NEW YORK STATE woman desires a position as fitting room forelady; can assume entire charge of that department and produce results on any grade of shoes. Address 230, care of American Shoemaking.

POSITION WANTED as quality man or foreman of large making room; turn work. New York experience. Address 324, care of American Shoemaking.

POSITION WANTED by an experienced edge trimmer; has run Goodyear stitcher, Heel Trimmer, Slugger and Wire Grip machines. Would accept a position as working foreman or assistant. Address 229, care of American Shoemaking.

FOREMAN of making and finishing room desires a position; 15 years' experience; can run all machines and give all employes a helping hand. Will go anywhere. References. Address 324, care of American Shoemaking.

YOUNG MAN experienced in bookkeeping and office work desires to take up cost work in a shoe factory and would gladly work for a small salary for the privilege of learning this in some good reliable place. Address 2007, care of American Shoemaking.

AN EXPERT CUTTER on ladies' shoes desires position as cutter, instructor of cutting leather, or shoe sorting. Has had extensive experience in this line and can give valuable service. Fifteen years' Lynn training. Highest of references as to ability. Strictly reliable. Will go anywhere. Address 1927 care of American Shoemaking.

POSITION WANTED as cutting or stitching room foreman, or assistant superintendent. Ten years in executive positions on both men's and women's work. Is an expert on upper leather, experienced buyer and has exceptional executive ability; desires to locate with a progressive firm; position of more importance than salary. Willing to go anywhere. Address 316, care of American Shoemaking.

POSITION WANTED as superintendent or assistant superintendent, or would accept position as bottoming room foreman. Experienced on women's, misses' and children's welts, turns and stitch-down, both eastern and western. Also familiar with the Rex turn system; will go anywhere; references. Address 2310, care of American Shoemaking.

MR. MANUFACTURER:

Are you looking for a man in your factory that can either take charge of the manufacturing end or step in and do your bookkeeping, having had years of experience in all branches? I have been some eighteen (18) years in the business and feel that I would like to associate myself with some large concern.

I am at liberty to go anywhere and at any time, and can furnish best of references. Address 1821, care of American Shoemaking, Boston, Mass.

FLEXITE, ANOTHER NEW BOTTOM FILLER.

A bottom filler which is in use in some Lynn factories, and to introduce which a new corporation, known as the Flexite Bottom Filler Co., has been formed, is said to possess many advantages over other similar products now on the market.

Some of the advantages claimed for it are its extreme flexibility and the fact that it does not dry out or crumble up in wear.

The filler is made of pure cork, and the adhesive contains no oils or grease, so that it will not work through the innersole.

It is claimed for it also that it goes twenty per cent further than other bottom fillers. As it is applied hot, the company supplies an especially constructed kettle for heating and preparing it for application to the shoe.

Some remarkable tests for flexibility have been made. Innersoles carrying the cork after having been applied for several weeks, could be rolled into a small roll without disturbing the filler.

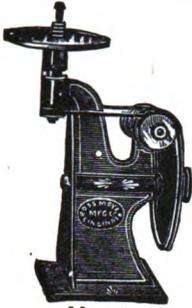
The incorporators of the Flexite Co. are E. E. Libby of Lynn, D. Picard, formerly a factory superintendent, and John Landry, also of Lynn. Their headquarters are at 855 Washington street, Lynn.

—H. J. Bangs, vice-president and treasurer of the Armstrong Leather Co. of Salem, Mass., is reported as convalescing from his sudden breakdown.

—Hermon C. MacNiel, president of the Shoe City Novelty Co. of Lynn, has left on a six weeks' business trip among the shoe factories in Canada and the United States.

He is showing to the trade a big variety of the best novel and taking effects in shoe ornaments, buckles, novelties, etc., that he has ever exhibited.

Mr. MacNiel will visit shoe factories in Baltimore, Lynchburg, Ohio, St. Louis, St. Paul, Milwaukee, Chicago, Detroit, Buffalo, Canada, Rochester, Pennsylvania and New York City. He will return about the middle of June.



Vamp Polisher.

The Ross Moyer Mfg. Co.



Hand Rounding Clamp.



HEEL.



BOTTOM.

New Method Wheels.



Heel Scouring Wheel.

CINCINNATI, O.
634 Sycamore Street.

CHICAGO, ILL.
18-20 South Market St.

BOSTON, MASS.
205 Lincoln Street.

ST. LOUIS, MO.
1423 Olive Street.



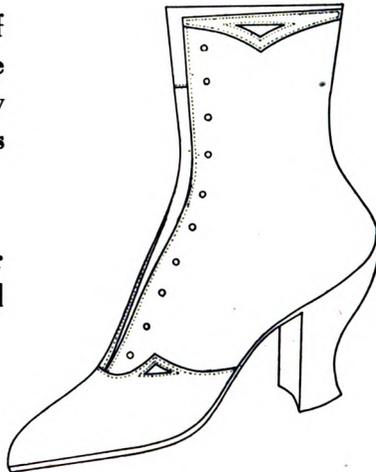
Leather Measurer.

OUR STYLE SERVICE

gives you a wide variety of designs to select from, the privilege of consulting at any time with our expert designers regarding pattern problems.

Compare our plan with your present system and you will want it.

We will develop your ideas and give you ours freely.



WEICHMAN PATTERN COMPANY

POWER BUILDING

CINCINNATI, OHIO

Books on Shoe Manufacturing

"MANUAL OF SHOEMAKING," by W. H. Dooley, explains in simple language the various processes of shoemaking, giving technical names for the various parts of the shoe and the processes of production. An invaluable book to beginners in shoemaking. Price \$1.50 and postage.

"ORGANIZING A SHOE FACTORY," by Frederick L. Small. A small, concise readable book, the only one of its kind ever published on the organization of a shoe manufacturing business. Price \$5.00 postpaid.

"SHORT HISTORY OF AMERICAN SHOEMAKING," by Fred A. Gannon. Old and new methods, development of machinery and factory systems. About 100 pages, illustrated. Price \$1.00 postpaid.

"BOOT AND SHOE PATTERNS," by C. B. Hatfield. A book on designing, cutting and grading. Illustrated, 150 pages. \$2.50 postpaid.

"THE BUILDING OF A SHOE," compiled by Fred Hammond Nichols. Thirty chapters by different writers of experience. 150 pages. \$2.00 postpaid.

"MANUFACTURE OF BOOTS AND SHOES," by F. Y. Golding of England. A text book of useful knowledge on all the processes of manufacturing shoes; 300 pages, illustrated. \$3.00 postpaid.

"BOOT AND SHOE PATTERN CUTTING AND CLICKING," by Paul N. Hasluck of England. A comprehensive treatise on English methods with many engravings and diagrams. 160 pages. \$1.00 postpaid.

"BOOT AND SHOE MAKING," by John Bedford Leno of London, Eng. A practical handbook of Measurement, Last-fitting, Cutting-out, Closing and Making. 225 pages, illustrated. Price \$1.00 postpaid.

"BEARDS' FINISHERS' GUIDE BOOK," by A. Beards. A handbook on dressings, stains, blacking, waxes, etc. Price \$5.00 postpaid.

"SHOE AND LEATHER LEXICON," An illustrated glossary of trade and technical terms relating to Shoes, also Leather and other Shoe Materials and allied commodities. 40 cents postpaid.

"THE SOLDIER'S FOOT AND THE MILITARY SHOE," by E. L. Munson. Conclusions resulting from investigation by Army Shoe Board. 150 pages. \$1.50 postpaid.

"MECHANICAL HANDLING OF MATERIAL," by G. F. Zimmer, containing 542 figures, diagrams, full-page and folding plates. Discusses the Continuous Handling of Material, Intermittent Handling of Material, Unloading and Loading Appliances; 533 pp. Price \$10.00

"TECHNISCHES WOERTERBUCH FUER DIE LEDERINDUSTRIE," compiled by Ferdinand Kohl. A technical dictionary of the leather trades in German, English and French. 184 pages. Price \$1.50 postpaid.

"MOTION STUDY," by Frank B. Gilbreth. A method for increasing the efficiency of the workman; 44 ill.; 139 pp. Price \$2.00.

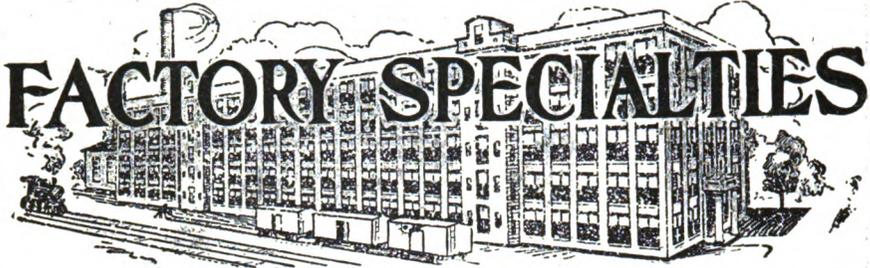
"PATENTS, AND HOW TO MAKE MONEY OUT OF THEM," by W. B. Hutchinson and J. A. E. Criswell; 238 pp. Price \$1.25.

American Shoemaking Publishing Co.

683 Atlantic Avenue

Boston, Mass.

RED LETTER LIST



PEERLESS SPECIALTIES

Rapid Eyeletter, Gang Eyeletter, Automatic Perforator, Universal Skiver, Peerless Folder, Improved Tip Press, Economy Fold Cementer, Duplex Fold Cementer, Automatic Scourer, Rapid Paster Button Sewing Machine, Rapid Inker, Eyelets of All Kinds, Shoe Buttons.

PEERLESS MACHINERY CO.

St. Louis,

Chicago,

Rochester,

Lynn,

Boston, Mass.

Cincinnati



ADAMS CUTTING DIES



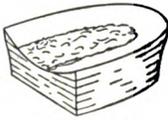
Guaranteed to Cut Straight!
Fit Patterns Perfectly
and Stand Up Better
than any Dies made.

Successor to A. M. HOWE
(Established 1857)
Worcester, Mass.

JOHN J. ADAMS,

Heels and Heel MACHINERY

Pieced Nail-less Heels
Our Specialty.



Campello Nail-less Heel Co.

19 TRIBOU ST.

BROCKTON, MASS.

SHOE BUTTONS

**Strong — Uniform
Good Finish**

HARDMAN BUTTON CO.

Factory and Office: BEVERLY, MASS.

“SHOE FACTORY BUYERS’ GUIDE”

A list of firms selling shoe factory Supplies, classified according to the product 3 1-4x6 1-4. 230 pages. Should be in the hands of every buyer in the Shoe Factory.

Sent free to new subscribers to American Shoemaking.

Novelty Edge Protectors

Save money in the packing room

Make tip repairing easy.

Keep fair-stitching and edges clean

NOVELTY SELLING CO.

67 Essex Building, Boston, Mass.

Process Patented January 12, 1904
Patented January 12, 1915

Process Patented August 19, 1913
Patented January 12, 1915

YULCO-UNIT

BOX TOE

**FIRST IN
SERVICE
FIRST IN
ECONOMY**

*Adopted by the Most Progressive
Shoe Manufacturers
throughout the Country.*

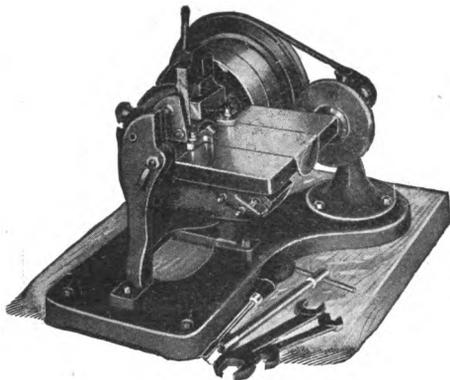
BECKWITH BOX TOE COMPANY
108 Lincoln Street, Boston, Mass.

G. W. KIBBY & CO.
Chicago . . . St. Louis

GEO. A. SPRINGMEIER
Cincinnati . . . Ohio



HEEL LIP CUTTING MACHINE



*For Cutting Out
the Lip at the
Breast of the Heel*

*Capacity 8,000 to
10,000 pairs daily*

No excessive pressure at breast of heel.

No breaking of heel at breast caused by excessive pressure when pressing lip.

No impression left on the shank of shoe after the heel is breasted.

By cutting out the lip on this machine you will remove all the difficulties which you are now having caused by compressing the lip.

W. J. YOUNG MACHINERY CO., Lynn, Mass., U.S.A.

Manufacturers of the Most Complete Line of Counter and Heel Making Machinery

Gimson & Co., Leicester, Eng. Agents
Rep. by Nollische-Werke Co., Weissenfels, Germany

**WRITE FOR
ILLUSTRATED
BOOKLET**

AMERICAN SHOEMAKING

Volume LV No. 10

JUNE 5, 1915

UNIVERSITY OF ILLINOIS LIBRARY

JUN 8 - 1915



Remarkable Durability

Here is a pair of baseball shoes ripped open after a whole season's wear to show

Spaulding's Fibre Counters

unchanged even after the rest of the shoe was worn out. If our counters will give such service, they will certainly prove satisfactory in the shoes you make.

J. SPAULDING & SONS CO.

North Rochester, N. H.

203 B Albany Bldg., Boston

**LET US FIT
YOUR SAMPLES
WITH
CRAWFORD
ARCH
SUPPORTING
SHANKS**

Send us the insoles and we will see that they are properly fitted without charge and promptly returned to you. Shoe retailers are deeply interested in this shank. The best and most reliable yet devised. Locked to insole, cannot wear through outsole.

United Shoe Machinery Co.

Shank Department

205 Lincoln Street, - Boston

Are Your Costs Right?

You cannot be sure of this unless you have a simple, accurate, complete system of Cost Accounting.

Is Your Organization Efficient?

If not, you are losing opportunity to add to your profit and to successfully meet competition.

You can get accurate costs and efficient organization by applying the information contained in Frederick L. Small's Book

Comprehensive Accounting Methods

Manufacturers who have read the book pronounce it thoroughly practical and helpful. One of them says:

"Dear Mr. Small:—

The manuscript of your "Treatise on Shoe Manufacturing Accounting" I have read with pleasure and profit, and I believe it will prove of assistance to shoe manufacturers, accountants and cost men.

It seems to me that any accountant of ordinary ability, with a knowledge of the shoe business and the assistance of your book, could install an accounting and cost system that would give excellent results.

Yours sincerely,
Geo. H. Warfield,
c-o The Preston B. Keith Shoe Co."

WRITE FOR PRICE

American Shoemaking Publishing Company

683 Atlantic Avenue

BOSTON

MASS.

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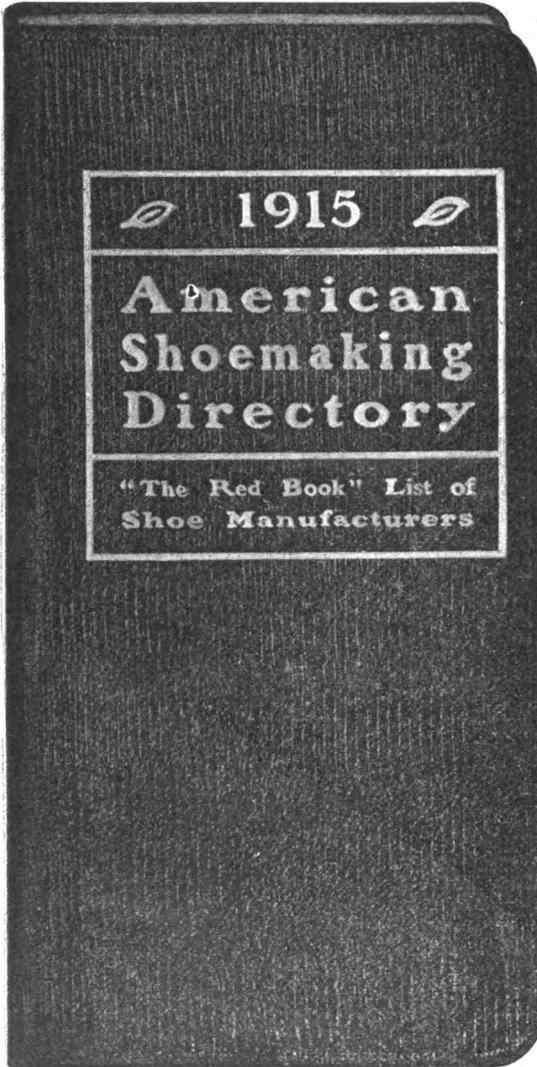
United Shoe Machinery Company

General Department

Boston

Mass.

TWELFTH ORIGINAL EDITION
Directory of Shoe Manufacturers
FOR 1915



**IMPORTANT
 REVISED EDITION**

Containing all the features of our previous directories. An exceptionally large number of changes have occurred during the past year including many new firms, firms out of business, changes in buyers and superintendents, capacity, etc.

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 CONTAINS**

Names and location of boot and shoe manufacturers in the United States and Canada.

Lines of goods each firm manufactures, as men's, boys', youths', women's, misses', children's, infants', etc.

Class of goods, as McKays, turns, welts, Standard screw, pegged, nailed, sandals, felt goods, leggings, etc.

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Names of factory buyers.

Percentage of welts, when other classes than welts are made.

Daily output of all the leading firms in plain figures.

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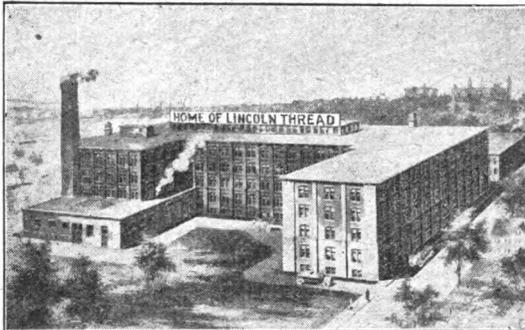
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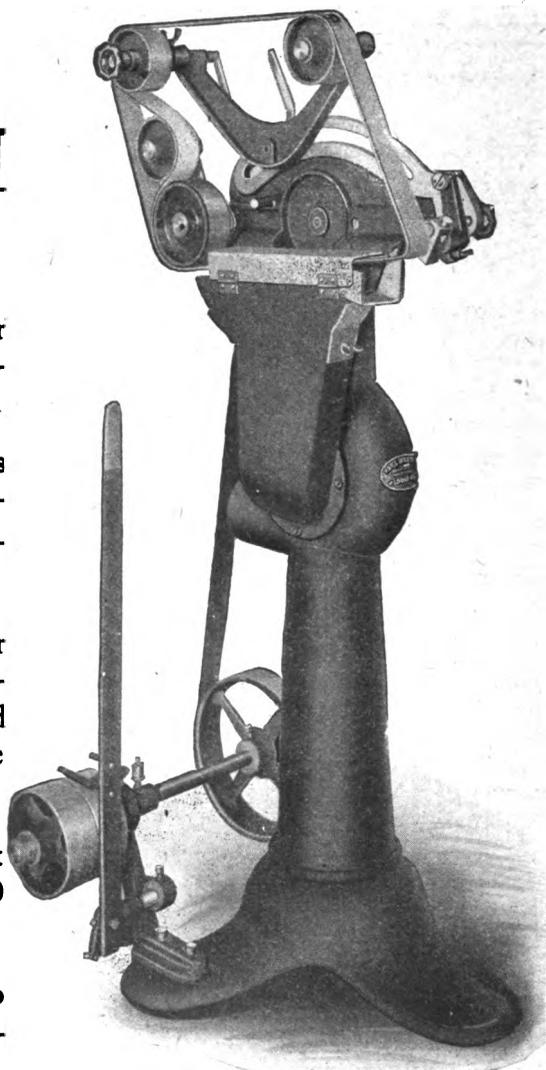
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PUBLISHED EVERY SATURDAY

A Weekly Journal for
**PRACTICAL
MEN IN SHOE
FACTORIES**

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We cannot solicit orders for one of our patrons without doing an injustice to others in the same line. Our advertising patronage is not based on what our solicitors can personally do for you, but on the merits of **American Shoemaking** because of its world-wide circulation.

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Volume LV.

JUNE 5, 1915

Number 10

"WATERED LABOR"

We have heard a great deal in recent times of industries with "watered capital." We hear less about the employment of needless labor in manufacturing, but an unnecessary number of employes to produce a given result is as truly "watering labor" as is excessive capitalization "watering capital." Both constitute a burden on the industry and, to be fair to the cost of the product, it is necessary that both be held within reasonable bounds.

The necessity of paying interest on excessive capital is just so much added burden, which must be borne by the manufacturing expense, but an even heavier relative expense is the employing of two men to accomplish a result where only one is necessary. We have become accustomed to calling the one "over capitalization," while the other is dubbed "inefficiency."

As the latter word, however, has been used so frequently and has in so many cases been misapplied, it has become tabooed

with a great many manufacturers who perhaps under the new title of "watered labor" would give renewed attention and renewed thought to the elimination of needless expense in the employing department of the industry.

COMING EAST.

Men who ought to know are at this time commenting on the fact that the trend of the shoe trade is again setting toward the East.

It has always been admitted that Eastern shoemaking was superior to that of the West, a fact which is to be expected, as the industry was founded in New England and the workers have, to a large extent, been lifelong shoemakers. Then, too, Eastern manufacturers have adopted the plan of operating their own selling agencies—in other words, being both manufacturers and jobbers—a method which was in a large measure responsible for the success of Western houses.

If Western shoe manufacturers

are again to have advantage over the East, they must vastly improve the quality of their shoe-making, as well as maintain the quality of materials used in their product.

TAX ON COMMERCIAL TRAVELERS.

Referring to the matter of taxation of commercial travelers in some parts of Latin America, the editor of "The Americas," published by the National City Bank of New York, says:

"Taxation of commercial travelers is so heavy in some parts of Latin-America as to be prohibitive. The taxation usually takes the form of a local license issued by states or by municipalities. Sometimes a half-year's license may be secured. Frequently a full-year license must be taken out, even if a single flying visit is to be made. In certain localities, the government "farms" out the licensing concession to individuals, who can issue the permits upon whatever terms they please. Commercial travelers say that in certain parts where the local government nominally charges a high fee, no traveler has ever paid the full amount, the size of the payment being a matter of absolutely lawful negotiation with the local concessionair.

"While there are no commercial travelers' licenses in the United States, the system of taxation prevails to some extent in Europe. Suggestions have been made by commercial organizations that our Government ought to exercise trade diplomacy for the abolition of these, or for some special arrangement by which trips may be made without the necessity of taking out full permits."

IS KID COMING BACK?

There is considerable evidence that kid leathers will soon again be in popular demand. Wm. L. Ratcliffe, of the T. G. Plant Co., in a recent statement, said: "We have sold 25 per cent of kid shoes

lately and will sell 25 per cent and upward this fall."

The reasonable prices at which kid leather can be manufactured and sold as compared with calf, cannot fail to have a large influence in determining the increased use of this leather. With an active market for boots and shoes, and with the passing of the cloth top, it is evident that kid leather must soon come into increased use.

\$850,000,000 OF FAVORABLE TRADE BALANCE.

Secretary of Commerce Redfield, during the past week, has announced that in the ten and one-half months to May 15, we have exported eight hundred fifty million dollars' worth more merchandise than we have imported. We are now assured of a favorable trade balance of over one billion dollars for the fiscal year ending July 1. This is over three hundred million dollars larger balance than has ever before been recorded by this country. Of this total shoes and leather constitute a considerable item.

WE'RE GROWING RICH.

The United States Census Bureau is sending out some of the figures compiled from the returns of the 1912 census. Among the interesting items noted is the fact that in 1912 the per capita wealth of the United States was \$1965, which is the highest average per capita wealth which has ever been recorded by this or any other nation. It is a large increase from previous figures, as in 1850, each individual was rated to be worth only \$308, and in 1880, \$870.

—Who was the manufacturer who refused an order of six million pairs of shoes for the Russian government because of lack of proper equipment? Is not this a case where the shoe and leather trade associations should lend a hand?



In Wrong & Co.

The Dangers That Confront
Manufacturers in the Shoe
World.

(In Wrong & Company Saw
When Too Late).

By Mr. C. P. Lawrence

Article XXI.

IT IS QUITE an easy thing, I realize, to criticise, and quite another thing to correct, the pitfalls and stumbling blocks that were ever in the pathway of In Wrong & Company, and which they found so hard to escape, and which they were led into, through the ignorance of men that were employed at the recommendation of those whose only thought was a future sale; but here is an object lesson that all manufacturers might do well to heed. Don't pin your faith too strongly on the man that has been recommended to you by the merchant that sells you, or hopes to sell you, as he is very liable to have a jealous motive, and it is quite human nature that he wants to see a man in a position who won't be unfriendly toward him, to say the least, and in their desire to retain the firm's business, or sell them, it is quite natural that they often lose sight of the man's fitness for the position in question; in like manner, don't put too much faith in the merchant, organization or company that you find ever ready to throw a man down. Often you would do well to employ that man, as he is often a man that cannot be used to their interest, and for that reason is considered no good.

Many of the men that In Wrong & Company had in their organization, and who did much to put them on the rocks, were wished

on them under some of the conditions explained.

It would be hard, I realize, for a good superintendent to long remain with a house that loved to see new faces. It would be hard for a superintendent to assemble an organization such as one must have to succeed, after a firm has once got a reputation for changing the foremen. In Wrong & Company got that name, and they were entitled to it, as they had, in less than two years' time, nine superintendents and thirty-nine foremen.

Many of those men were overpaid, while the firm had a reputation for employing cheap men. They certainly were liberal with some of their foremen and superintendents, as the small salary paid them was more than they were worth, but it was thought two men at \$20 per week each was better than one good man at \$35, and this factory was filled up with cheap foremen who were given cheap assistants to help them, and turned out cheap, unsightly shoes. The supervision of this factory, filled up as it was part of the time with men unqualified to make shoes that would sell and stay sold, cost 4 per cent of the cost of the shoe, and as those shoes averaged \$1.25 per pair, it cost five cents a pair to pay for supervision, while 2 1-4 per cent was the price figured on the shoe. Had the

shoes stayed sold, it would have then been poor management, but as 33 per cent of them came back, it was little short of ignorance. No, it don't pay to employ cheap men. I have often wondered if, in other lines of business, poor organization shows up as quickly and does as much harm as in our own line.

The business methods of the manufacturer are often stamped on his merchandise. When you see clean, snappy shoes that talk right back to you, it is a safe bet that the man behind the shoe is a keen wide-awake, full-of-ginger, do-and-dare sort of a fellow, with an organization right up to the minute, and I think when you see those dirty, sloppy, unsightly shoes that give you a night-mare, it is a safe bet that they were made in a factory with an organization similar to that of In Wrong & Company. As I have said before, no definite policy was thought out in this factory. In Wrong would start on a certain grade of shoes that had been suggested to them by a salesman, without much thought as to the chance of building them successfully and profitably, with little or no thought given to the cost of equipment; they were put in and put out again about as quickly. One month, it was women's McKays they felt sure was what the trade wanted, and what the factory was so peculiarly adapted for, and equipment would be installed at once to build those shoes that the new salesman (for they change salesmen as often as the factory organization), or new superintendent thought would start the factory right; and it often happened that before those shoes reached the trade, the man that recommended them was let out. The next fellow pointed out to them how foolish it was to think of women's McKays when there was such a field for boys' shoes. Surely, that was the trouble. Boys were always wearing out shoes, and for that reason no merchant was satisfied with their boys' line, and the boys' line

was not a hard line to build, so here was the time, place and line. They would not discard the women's equipment, simply let it die a natural death, but all their efforts would be to boom the boys' line. And another trouble-maker and money-loser was installed, and those that have had experience on both lines know how nicely those two lines work in together. Either the women's shoes look boyish, or the boys' shoes look womanish. Don't let a little thing like that cause you to lose sleep, for in a few weeks it was discovered heavy leather cost money, and boys' soles were hard to get in the cut sole market, and for that reason, another shoe was doomed to die a natural death, and the cost of installing the equipment could go to swell the increasing profit and loss account.

But here comes the Messiah; he would surely put them right this time. Why was not this world-beater found before? Yes, he would certainly put them on their feet, but it would cost them some money to secure his services; but a little thing like money did not phase them, and his valued services were secured for \$30 a week.

And in he came, and in a short time out he went, leaving a trail of poor shoes after him; but he did stay long enough to convince the firm that they were still on the wrong trail. The employes could not be educated to build women's or boys' shoes, as they had been trained in other fields on turns; besides, turns were a simple and cheaply constructed shoe. Dozens of firms that had succeeded were pointed out, and as it was not hard to convince In Wrong & Company to change, in came the turn system, while the others were still dying their natural death.

But shortly a new salesman appeared on the scene, and with the coming of the new man sent another line of shoes and another equipment to the stable without

a blanket. Here was a wonder. He knew what he wanted and what he could sell. He did not stay long enough to sell shoes to flag a hand-car, but he did stay long enough to convince In Wrong & Co. that no concern could make a permanent success without welt shoes, and as he knew what he wanted, and being a good convincer, in came welt shoes, but not until thousands of dollars had been foolishly spent; and let me advise all firms, in the strongest way, don't fool with welt shoes. Don't put a last in until you are sure that it is what the trade wants. If you have made money in other lines, and want to install welts, see to it that a good man is secured for that department; see to it that lasts and patterns are right; see to it that well-balanced shoes are made at the start. Remember, a McKay shoe will often stick while not quite up to standard, sold at \$1.50, while the welt shoe that was made to sell at \$1.85 won't get a look in, if it is lacking snap, tone, and those graceful lines. In Wrong & Co. will tell you that I am right, for they got many of theirs back. What a delightful time one must have building the many kinds of shoes that would be required in all those lines that were dying a natural death can only be appreciated by those men that have built similar lines; but In Wrong & Company still saw new fields to conquer. There was still another line that had not been touched: but another change in the organization brought a man that had made a success in the misses' and children's line. Surely, here was a shoe that would be quite easy to build, and besides, little children could not tell if a tip was crooked or mismatched. Those graceful lines that were wanted in the other lines they were building, and which they were unable to produce, was the cause of many of their shoes being returned. Surely, here was the chance to build a shoe that would stay sold. To think was to act, and another mistake was added to the list of failures. Children's shoes are not hard to

make—quite easy—but hard to get down to cost, unless you specialize, and it could be seen that In Wrong & Company were specializing only in the changes that they made—in that they were past masters. Truly, they were not on a bed of roses. Good salesmen were unwilling to take out the line, and told the firm that they had a reputation to make and one to live down, but they saw a way to dispose of their shoes. They would make the customers like them. They would start a jobber's house of their own. If jobbers would not keep them they would build their shoes and job them, and they did.

If you want to see how quickly you can get separated from your good, red, white and blue money, start a jobbing house. I was with a firm that tried it once, and went broke before they got started.

Think of the many lines and endless amount of detail with each line that In Wrong & Company were trying to build. True, all but the last one was dying a natural death, but they all died at the same time in the end. Think of the endless amount of merchandise that would be required to start the several lines, and think of the amount of the discontinued merchandise as each line was dropped. This firm never received money enough at any time from the sale of their goods to pay for the merchandise.

And, finally, think of the enormous amount of detail that a well organized factory would be forced to provide for in the clerical work. Think of the chance for dishonest operators to get easy money, unless a thorough checking system was installed. This factory neglected this very important department, and to add to their many other losses, they took losses from dishonest operators that would stagger many firms. I saw in this factory, hour work that had been approved by the foreman on one operator's book in one week, which would equal eight days, and he got the money. I saw where a large

amount of money had been paid to operators for work never performed. It was quite a common thing for operators to take credit for the highest price paid where the cheapest work was performed. It was a common thing for a poor lot of shoes to be sent back from another department, and pay the operator for doing the work over. But with the system in force in the checking department, all that the checker could do was to check the case number without referring to the price. Operators are happy when the price is not checked. And they are quick to find it out.

Many operators are constantly sending in case numbers purposefully with the wrong price, and when it is paid they are quick to understand that the office is lax, and they tell others. Once the bars are let down you are in for a loss. See to it that this department has competent help to check all cases and prices. Seven dollars a week saved in this department often loses \$70 through tricky and dishonest operators. This department was neglected by In Wrong & Company, and they paid the price.

(To be continued).

Questions and Answers

Subscribers Are Invited to Send Their Problems
and to Help Others Solve Theirs

WHAT DO YOU USE FOR HEEL BINS?

We submit the following query received from one of our subscribers and would be glad to publish in our columns the methods in use in some of the up-to-date factories.

Gentlemen:

We would like to know what is being used by the large manufacturers for heel bins. We have a lot of barrels standing around our heeling machines, which take up too much space and looks unsightly, and we thought possibly you could get the desired information for us.

Yours very truly,

Answer No. 1.

In answer to the above question the writer will say that he has seen two ideas worked out that do away with having barrels standing around the heeling machine. First, there is a revolving bin, such as is used in many factories to hold lasts. This revolving bin is round, with nine compartments each having a barrel capacity, and will take up a space of twenty-four feet in circumference. Where it is possible to have it built in a corner, it will take up even less room.

An iron rod, fastened to the floor and extending up to the

ceiling serves to hold the bin in place. It is advisable to have this style operate on the ball bearing principle, the ball bearings being at the bottom, which allows the bin to revolve with slight effort. By having nine compartments it is allowed to have three spaces in circumference, and three tiers high, each having a full barrel capacity.

The second method used is on the principle of the sectional last bin, which may be built against the wall of the building, or in the middle of the room, near the heeling machine. This is simply a tier of boxes, which has the front board on a slant instead of straight up and down. This last mentioned method, from the writer's point of view, is the better of the two, unless the heeling machine is located near one end of the making room, so that the revolving bin may be built in a corner. To plainly stencil the size heel contained in each compartment is, of course, understood to be of advantage in avoiding mistakes, when either of these two style bins are used.

QUESTION BOX.

Question.

Do you consider it more difficult and requiring more work to set tan than black edges?

Cost Figuring—Analysis

Methods Employed for a Perpetual Inventory

Analysis, according to eminent authorities, is one of the important parts of cost work, furnishing a positive check on allowances for labor and materials, waste, carelessness, etc.

Analysis, according to eminent authorities, is one of the important parts of cost work, furnishing a positive check on allowances for labor and materials, waste, carelessness, etc. This system, which I worked upon in another line of business, should be just as adaptable to the shoe manufacturing business as any other, as it is comparatively easy to install and operate, occupies a very small space, entails very little extra work and can easily be handled by any fairly intelligent clerk. In the place where I worked everything was figured in four-week periods, but these could very easily be extended to cover a season or run.

Materials required are a few boxes or drawers suitable for filing, guides, cards, ruled as illustrated below, and a few inexpensive rubber stamps with handles.

Stamps needed are a few sets, about two and one-half inches square, ruled as follows:

Received by _____
Prices checked by _____
Extensions checked by _____
Charge to _____

PURCHASES

These should be distributed among the persons most likely to need them, probably the office, purchasing agent or supply room man and receiving room man. As in most places all invoices are

first received in the office, the stamp should be put on there by some one delegated to look after this part. I believe in many places a special form is used for returns and handled through the purchasing agent or supply room man, so this stamp would usually be put on there.

The first three items on each stamp require no explanation and the rest can easily be attended to by the purchasing agent or supply room man, as usually only a comparatively few invoices are received at a time, therefore, if attended daily, would entail very little extra work and could easily be done during leisure moments.

Now for illustration, we will say we have an invoice of several items for various parts of the fac-

OK'd by _____
Prices checked by _____
Extension checked by _____
Credit to _____

RETURNS

tory, and as the person delegated to attend to this is considered to be thoroughly familiar with all such matters, he should be able to tell at a glance just what the various articles are to be used for and all necessary for him to do, would be to put down the various headings with the proper amount in dollars and cents against them. The returns, or credits, being simply the reverse, no explanation is

necessary and care should be taken so that they will be deducted from the proper accounts.

Next comes the cards, which should be about eight inches wide and six high, ruled and headed as below:

returns deducted, next present inventory and result is cost of materials used. Finding total number of pairs of shoes, for the period, passing through the various departments to put on and cost per pair figured out.

Cost analysis for period ending _____ Card No. _____

Dept. _____ Account _____

The reason for numbering the cards is for convenience in keeping them in proper order, also because many times it is necessary to use more than one, and otherwise there would be no way of telling whether all were there. The first column in the body is for date, next for information, for convenience in locating invoices or charges for returns, all should be numbered consecutively. This really entails no extra work, as many already do so for posting purposes; also as many invoices and returns are divided among several cards; this enables them to be located, if properly filed, without loss of time, therefore, this number should be posted into this column; next is for purchases and other for returns. This covers one-half of the face of the card, and back should be ruled the same with headings omitted. This arrangement makes all information compact and easily seen at a glance and economizes space.

If the perpetual inventory is used, by using a loose-leaf book and grouping the various articles conveniently, figures can easily be verified any time desired, also posting can be done by keeping a daily total of invoices, etc., posted, or if, as in the place I worked, everything is posted on cards, totals of footings of cards should equal total purchases and returns.

This should furnish interesting, as well as valuable information, for comparison between various seasons, show increasing costs, as well as be a check on allowances, excessive waste, carelessness, etc.

Now, for instance, taking findings, suppose allowance is six cents and figures show seven, then either allowance is insufficient or there is unnecessary waste somewhere; or take machine parts or repairs, one period shows an expense of one-quarter of a cent, and next of one-half cent; then either some machines are worn out and fit only for the junk heap, neglected, run at an excessive speed, careless operators or something else requiring immediate investigation.

For illustration we will take the stitching room with accounts for findings, machine parts, machine repairs, payroll, etc. Of course, the various departments and accounts can be divided up as desired.

SHOE HOSPITAL.

To make a success of this system, it should be started at the beginning of a run, and in case of materials, the first item would be the last inventory; then the various purchases and returns. At the end of a period debit and credit columns footed up, credits or

The writer recently visited a shoe factory where a room was set aside as a hospital. On certain days a doctor is in attendance for consultations with the employes without charge. This hospital room has a full complement of medical sundries, a couch, an operating-chair, and in fact all that one would find in an up-to-date hospital.

HEIGHT OF BENCHES. Relation of Proper Height to Efficient Work.

Scientific management as applied to the manufacture of shoes is in no way complicated. Neither is the use of a stop watch necessary; just plain common sense, and a mind quick to grasp detail are all that is needed.

The first step towards this end is to make sure that every machine is so placed that the least amount of handling will be necessary to have the parts proceed in rotation of operation. To do this does not require a master mind, only common sense and a thorough knowledge of the various operations. It has been proven that the box system as used in the stitching room, has increased the efficiency of this department, and also lowered the production cost, as less floor hands are needed to match up the several parts at the several operations. Another idea used in connection with this department that has proven to be a time saver is to have the chairs for the stitchers hung from the machine bench on brackets. These chairs easily swing to the right or left when the operator wishes to leave this machine, and the time saved over the old style movable chair, which had to be pushed back to get out of it, and then when the operator returns to the machine she must adjust the position of the chair by first sitting in it and then gradually, by a series of short jerks, draw it up to the machine bench.

To the doubting Thomas, a stop watch will soon show the time lost where the movable chair is used.

Benches in the cutting and other departments are usually of a uniform height, but the workmen are not, therefore, there is a chance to study out the right height for each individual.

One method of handling this problem is by building an extra top to a bench for the tall person and providing a platform for the short person to stand on. The first thing a shoe cutter does when going into a new factory is to

take pieces of board and build his cutting board to the right height according to his stature.

There is an old rule for doing this that a great many cutters always go by, which is to hold the elbows close to the sides, double up the forearm, turn back to the board and swing the elbows backwards, and if the elbows just clear the edge of the board, the height is considered right.

Benches are used to a considerable extent in the finishing, packing, and stock fitting rooms, and, as a rule, are of a uniform height, while the height of the workers will vary from an inch to a foot, and it stands to reason that some must work at a great disadvantage from two standpoints — physical endurance and efficiency.

To the foremen who have stood in awe of the words "Scientific Management", the writer would suggest that they study this height of bench idea, and endeavor to work it out. When this is done, the first step toward scientific management and efficiency has been taken, and the more one endeavors to work out ideas of this sort, the greater possibilities for future ideas to be developed will appear to them. Many suggestions along these lines appear in the pages of American Shoemaking that are well worth careful consideration.

SECOND-HAND MACHINERY.

Recently we published an article on second-hand machinery, and we have just received a criticism of this from a man familiar with both sides of the question. He starts out by saying that "Second-hand machinery is more profitable than new," and proceeds as follows:

"New machines are stiff and unsatisfactory to work at first start. How often have I heard the forelady or foreman say when fault was found with a brand new machine, 'After it has been run a little while and the new gets worn off, it will run all right,' which practically proves that a machine that has been used (which makes it second-hand) and not abused, is bet-

ter than a brand new one.

"A prominent shoe manufacturer sold out his factory complete and moved to another city, and installed all brand new machines in his new factory. After a while he told the writer if he ever started another new factory he would not have a brand new machine if he could help it, which goes to prove that second-hand machines, if not worn out but in good working order, are better than new machines.

"A new machine costs almost double the price of a second-hand machine and becomes second-hand after it has been run only a few times. So, to sum up the whole matter in a few words, —a second-hand machine has many advantages over a new one in more ways than one."

FRED A. STROUT,
Lynn, Mass.

A WORD ABOUT HEELS.

The spool, Louis and kidney heels are noticed on women's shoes to a large extent, even on the medium and cheap grades. While on men's shoes we notice the low broad heel. This low broad heel is a mighty sensible idea, for a man who has any amount of walking to do, and from the writer's experience they are less hard on stockings than a high heel, as the tendency to force the foot forward when taking a step is not so great with a low broad heel. A 4-8 heel is about right for a man who has much walking to do, as this height is enough to keep one from walking flat footed.

If one notices how people walk that wear the no-heel outing shoe, it will be seen that they step very nearly flat-footed.

These no-heel outing shoes have been considered the proper thing for vacation for several reasons, and while they may feel very comfortable on the feet, they are not a practical shoe for anyone to wear, unless it is the Indians, who have never worn heeled shoes and are a flat-footed race.

It is the wearing of these no-heel shoes that makes business good for the manufacturers of arch supports. It will be noticed of the cuts which recently ap-

peared in the American Shoemaking of army shoes of various nations that the shoe designed for the walking soldier has a low broad heel, and for the man on horseback has a slightly higher one. The reason for the riding soldier having a fairly high heel is that it is of assistance in holding the foot in the stirrup.

To those familiar with the shoe industry, it is understood that the reason for having the extreme high heeled womens shoe was to make a size 7 foot look like a size 4, and this style is, no doubt, of great assistance to the retail shoe dealer.

But one thing is sure, and that is that the low broad heel will always be worn by both women and men who seek a sensible shoe.

DON'T EXPECT TOO MUCH.

To the writer's mind it's a big mistake for a firm to expect the stitching room foreman to be able to repair all machines; not one man in five hundred can do this and get results as to quality and quantity. For a foreman to be able to instruct green help, especially if with a small firm, and in a country district, is all right, but when he is expected to do this, as well as to keep in repair all machines, the firm is asking more than any one man can do. It is true that there are foremen who claim the ability to do all this, but as yet the writer has not met the fellow who can. As a matter of fact, the men who can keep in repair all machines are mighty scarce, and when you do find the man with this ability, it is a pretty sure thing that he has no eye for actual stitching, owing to the fact that his ability runs more to taps, drills, lathes, and such stuff as a machinist is familiar with.

I have often heard the machine agent say when called in to repair the particular machine he represents: "I wish that So and So would let that machine alone when it breaks down, for it takes more time and parts to finally get it running than if he had sent for me at the start, and if the firm only knew it, he is costing them a good many dollars in new parts."

Stitching Room Notes

Co-operation of Stitching and Lasting Room Foremen Essential

When uppers are received in the stitching room, it is poor policy to take the smaller parts, such as tips, back stays, box toes, and similar small parts that are not worked on the first day, and pile them up on a table, for this means a waste of time, when they are needed, in sorting over a lot of parts to find a certain case number.

A better plan is to build racks to hold these parts until needed; build a rack with partitions numbered from 1 to 0; then, as each part is taken from the cutting room rack, it can be placed in the partition corresponding with the last number on the tag.

This should be done with all parts, and will be found of great assistance in assembling parts at every operation.

This idea, when carried out, is the first step toward system and efficiency in the stitching room. Lost parts are avoided when this is done, thereby saving a wrangle between the foremen of the cutting and stitching rooms, and this is something that there is altogether too much of in a great many factories.

The writer has had experience in both of these departments, and his greatest successes have been where he managed both together. The stitching room foreman who understands the theory of lasting will be more inclined to impress on his help the necessity of making the right laps and seams than will the fellow who does not think beyond his own department. It is the fellow who thinks about the next operation that eventually gets to be superintendent. This is why so many superintendents have been made from cutting room foremen, for the cutting room man is in close touch with the stitching, lasting and packing rooms, and must necessarily become more or less familiar with the various operations of these other departments.

WAR AND SOLE LEATHER.

European war bureaus are buying American sole leather by the ton; also shoe and leather by the such as harnesses, saddles, rifle straps and auto coverings. The exports of leather and manufactures thereof will run up to much more than \$100,000,000 for this year, and will be the largest in the history of the trade. The heavy exports will have a tendency to force up leather prices in American markets, particularly prices of sole leather. Both heavy and light leather will be affected. The war contracts have already taken several million pairs of heavy soles out of the American market. Tanners of heavy side leather, suitable for uppers of army shoes, are buying hides that were formerly made into light sole leather. That will have a tendency to force up prices of light sole leather.

Offsetting the increase in prices that the war is forcing is the thrift that American people are practicing in buying shoes, and also the use of rubber and fibre soles in place of leather soles.

QUESTIONS VALUE OF RECOMMENDATIONS.

"I think foremen are too careless in recommending workmen," remarked a manufacturer. "I've been caught two or three times lately on poor workmen, who come to me with good recommendations from foremen in other factories. In one case the foreman gave the workman a good recommendation as an act of charity, thinking to help him get another job, after he had discharged him. He had no thought of the harm done to me, or to the injury done to foremen generally, by giving out false recommendation. Manufacturers lose confidence in foremen when they give out recommendations that are not true."

A Valuable Book

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It is a small volume of 150 pages and contains 21 chapters on Skins, Curing of Hides and Skins, Structure of the Skin, Chemistry of the Skin, Preliminary Processes, Soaking, Unhairing, Chemical Deliming, Bacteria and Fermentation, Fermentive Bates, Conversion of Skin into Leather, Pickling Process, Alumed Leather, Basic Chrome Process, Two-Bath Chrome Process, Vegetable Tanning Materials, Vegetable Tanning Process, Curried Leathers, Moroccos and Fancy Leathers, Oil Leather, Use and Care of Leather.

This book has a lot of valuable information and is, indeed, a good addition to the limited number of books on this subject available.

—
**The
Leather Manufacturer**
683 ATLANTIC AVE.
BOSTON, - - MASS.

New Patents

Description and Claims

PATENTS ISSUED.

We list below the patents issued during the current week together with a brief description of each. Further information can be obtained by addressing American Shoemaking.

MACHINE FOR USE in the Manufacture of Boots and Shoes, No. 1,140,349—To Arthur Bates; adapted for operating along the margin of the sole of a boot or shoe with means for accelerating or retarding the speed of the machine to suit the requirements of different portions of the work. The controlling mechanism may be automatic.

MACHINE FOR FASTENING Metal Stiffeners to Shoe Shanks, No. 1,140,423—To Bradford B. Waterman; which is adapted to remove stiffeners, one at a time from a stack of stiffeners, to progressively move them along suitable guides, to insert tacks or the like in the perforations during the intervals between the successive operations and to secure said stiffeners to shoe blanks.

SHOE TURNING MACHINE, No. 1,140,454—To George B. Gardner; the chief object of which is to provide such a machine which may be operated by power, yet be at all times under the direct and immediate control of the operator.

MACHINE FOR OPERATING on Shoes, No. 1,140,467—To Euclid I. La Chapelle; an improved mechanism for smoothing and shaping the heel of a lasted shoe which is well adapted for operating upon turn shoes after they have been turned and re-lasted, having in combination a series of tools to embrace the end of a shoe and to act on the side of the last and means for actuating the tools to hammer and apply a rubbing pressure to the shoe upper.

BUTTONHOLE STITCHING Machine, No. 1,140,482—To Fred A. Read; which is to improve the fitting of the curved-under needles by providing such a needle with a carrier having a spoke and a hub combined into a single rigid member, and located wholly beneath the work support in a fixed position upon the badly shifting stock.

SEWING MACHINE TAKE-UP, No. 1,140,584—To Edward Erickson; the object of which is to provide an improved take-up, the lever of which has its operative position and throw controlled by the posi-

This Week.

made for Them.

tion of the presser foot to suit different thicknesses of work.

DETACHABLE METALLIC Shoe Sole, No. 1,140,613—To Albert N. Ring, a flexible metallic shoe sole which can be easily and quickly attached to any ordinary shoe of any size to prevent the sole from wear.

RUBBER HEEL, No. 1,140,635—John M. Van Heusen; a rubber heel provided at its outer edge with a metallic tread element, yieldingly supported by the cushioning effect of the rubber which will give an audible click similar to that of a leather heel.

SOLE AND HEEL for Slippers, No. 1,140,639—To John Hunter Wallace; which relates especially to boudoir or toilet slippers, and provides a sole which may be secured to the heel after the soft inner sole has been fastened to the sole proper and in which the sole and heel are joined in such a manner that the upper may be sewed on to the sole above the heel with no part of the sole projecting beyond the back and sides of the heel.

LAST, No. 1,140,850—To Franklin Pierce and Napoleon Theriault; having a shank extending completely through the heel portion of the last with its opposite end retained in contact with the heel plate by a suitable securing member, by the disengagement of which the top plate and its shank may be removed to be used on other lasts.

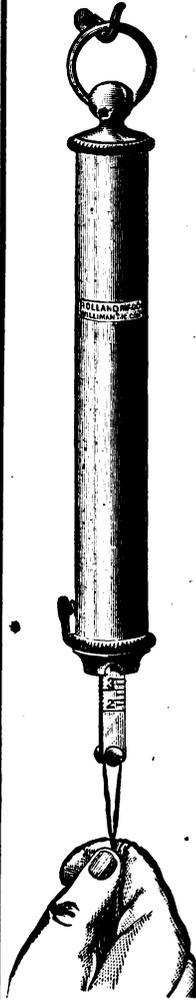
INSOLE FOR SHOES, No. 1,140,918—To Thomas F. Rooney; an insole having a groove formed therein at a distance from the edge thereof, a lip formed at right angles and a reinforcing strip secured in said groove to reinforce the lip and the weakened portion of the insole caused by the forming of said groove.

THREAD WAXING DEVICE, No. 1,140,886—To John J. Doidge; which provides means to supply hot wax to the threads which supply the bobbin and for the use of the stitcher proper of the machine, and for maintaining the consistency of the wax for the proper working of the machine.

STITCH FORMING Mechanism for Sewing Machines, No. 1,141,092—To William N. Parkes; the main object of which is to provide a stitch forming mechanism for this type of machine in which the co-operative relations between the various elements of which it is composed are maintained in the different lateral positions of loop engagement.

Upper Stitching

done with Holland's Pure Dye Stitching Silk will prevent seams ripping.



To enable judging the strength of our silk will loan silk tester with sample order, on approval.

Our Button-Hole Silk improves the Appearance of all Button Shoes.

Complete line of Shoe Shades in regular and reverse Twist, on regular and Reece spools, at all our offices.

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The Milwaukee Message.

Shoe Factory Gleanings.

—June 1st found the cutters of the Bradley & Metcalf factory at their benches and machines, and the work will be started throughout the factory as soon as possible, until all are busy again. This will make all the factories in the city at work again, and the summer run is expected to be a good one. There is no indication of any boom, but a good healthy business is anticipated by all the firms in the shoe business, and the buying of supplies and leather is said to be very good, so that may be a criterion that business is going to be good.

—Several new ideas are being introduced to the trade here, and one of the best from an economical point is the extending tape to be stitched to the edge of the vamps, and thereby saving a lot of good stock in cutting. This tape is handled by the H. E. Locke Co., and is meeting with favor wherever it has been shown, as it makes the shoe better and saves vamp stock. Mr. H. E. Locke has been in town several days visiting his trade and making short trips to the adjoining shoe towns. He is pushing the introduction of the new rubberized sole, known as the American Locke soling, and the sole is meeting with favor from all who have tried it. It consists of a felt sole, so thoroughly rubberized that it looks and feels like rubber, and is waterproof, but will not draw the feet of the wearer and will outwear the ordinary rubber or leather sole. It is very pliable, and noiseless, making it both comfortable and economical, a point that is a benefit to everyone concerned. These soles are made by the American Tire Co., Saugus, Mass., who are noted for the excellence of their products all over the country, and is a sure voucher that the quality will be kept up.

—Mr. Albert B. Hall, the local manager for the H. E. Locke Co., and Mr. Arnold P. Crabb, his assistant, spent several days in Chicago during the past week, attending the Garment Workers' Convention.

—The Gagnon Shoe Co. has completed its organization at Webster,

Wis., and is about ready to commence business. The officers are as follows: President, Mr. Felix Gagnon; vice-president, Mr. A. Smith; treasurer, Mr. L. R. Roberts; secretary, Mr. Napoleon Papineau. A line of men's fine and medium welts are to be made in the new factory and the samples are now under way, so that no time will be lost in starting to manufacture.

—Mr. A. B. Alden, of Boston, head of the Dexter Mfg. Co., has been in town during the past week looking after the interest of the Dexter Famous cement. His headquarters, while here, were at the office of the Boston Machine Works Co., and he made a flying trip with the local manager of the company, Mr. Harry W. Wilson, through the principal shoe towns of the Northwest.

—Mr. Ben V. Kershner, well known throughout this section by his long connection with the Union Special Machine Co., has been transferred from the Chicago office of the company to Boston. Mr. Otto Hinderer, the local agent of the Union Special Co., has been in Chicago during the past week attending the convention of Garment Workers. Mr. Hinderer has fully recovered from his long and painful illness, and is kept busy with his duties for the company, as is also his assistant, Mr. Girard.

—Mr. Jesse Poole of Boston, who has charge of the experimental department of the Puritan Machine Co., has been visiting the factories in the Milwaukee district, looking for suggestions for the improvement of the Puritan machines. No better way to obtain information can be had, than to have a practical man associate with the men who run and handle the machines, and many valuable ideas can be picked up in this manner.

Mr. Chas. Fitzpatrick, of the Belcher Last Co. of Stoughton, Mass., has been a visitor to the trade during the past week with his line of lasts.

—Mr. Peter Matzen, of the Bellville Shoe Co., has been spending several days in Milwaukee recently,



LESSEN THE COST OF ATTACHING

PAT'D MESH PLATE, FACTORY SHAPE

"VELVET" Rubber Heels

Especially designed for attaching in the regular way on your heading machines

WRITE FOR SPECIAL PRICES **F. W. WHITCHER, CO.**

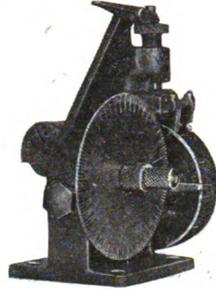
DEPT. A. BOSTON, MASSACHUSETTS

visiting the several shoe factories and tanneries of the city, and meeting old friends from St. Louis, who have located here. Mr. Matzen is a member of the St. Louis Shoe and Leather Club, and is very enthusiastic over the numerous benefits to be derived from membership in such an organization, and this feeling seems to be general among those who have traveled very much, and it is a natural thing that should be apparent to every thinking man, because, without any obligation, it establishes a feeling of good fellowship, and enables a man to get in touch with many who would otherwise remain strangers to him forever, and "It's always fair weather when good fellows get together, etc."

—The St. Paul Association of Superintendents and Foremen, together with the men stationed at the St. Paul office of the United Shoe Machinery Co., are to hold their spring fishing trip at Webster, Wis., and will visit and inspect the new factory of the Gagnon Shoe Co. on the way. Mr. Hiram Staples and Mr. Nelson Cutler have the affair in charge, which means that there will be something in the spot-light all the time. Mr. E. C. Snell, Milwaukee manager for the George H. Van Pelt Last Co., will be one of the guests of the occasion.

Welt Measuring Machine

Measures rolls of welting accurately with no additional labor. Correction savings pay for the cost of the machine many times.



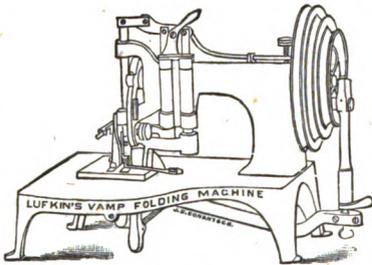
This machine is set up between the roll of welting and the welt grooving machine, and is pulled through by the operation of the groover. It measures up to one thousand yards in yards, feet and inches.

Let us demonstrate this machine in your own factory.

HALL MFG. CO.
Special Machines Designed and Built
ABINGTON, MASS.

Lufkin Folders

Have Been the Standard
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Over 5000 machines have been sold or twice as many as all other makes together.

The improved No. 9 folds a small outside curve without snipping the edge and is the equal of any machine on the market.

Buy a No. 9 or have your old machine rebuilt with the No. 9 attachment.

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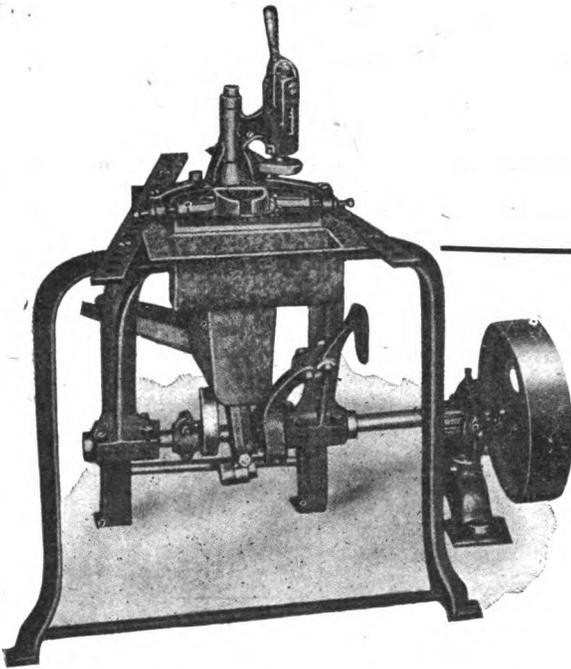
SHOES BY PARCEL POST.

It is estimated that 1,000,000 pairs of shoes are sent by parcel post from Lynn annually. Many shoes are sent from other shoe cities by parcel post. Both Brockton and Haverhill have a big parcel post business. The mail order houses of New York and of Chicago send millions of pairs of shoes by post. The manufacturers of Lynn, Brockton, Haverhill and other cities send their shoes by parcel post to retailers. The mail order houses send shoes to homes of their customers. It is probably safe to say that about 10,000,000 pairs of shoes are now handled by parcel post each year.

The estimate of 1,000,000 pairs of shoes from Lynn each year is based on a special count of packages sent by parcel post from Lynn, which was recently made by postal authorities. This count showed that Lynn was shipping shoes by parcel post at the rate of 3,000 pairs daily.

SHOE MANUFACTURERS, ATTENTION.

Mr. C. E. Lepine, 132 Stradacona street, Montreal, Can., in answering a blind advertisement, enclosed therewith his references. Anybody having same, kindly return to Mr. Lepine.



HEEL BUILDING MACHINE

A perfect machine suitable for building heels of all kinds, either men's or women's, from whole or pieced lifts. Used by practically every heel manufacturer in the United States.

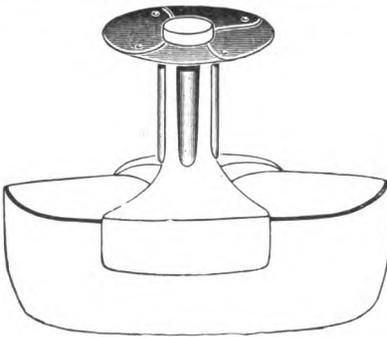
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SAVE A FINGER**

**But May
SAVE A HAND**

“Kant-Hurt” Handle Die Guard

Protects the hand whilst using
Handle dies--machine or hand.
EASILY APPLIED AND INEXPENSIVE
Price - \$3.00 PER DOZEN

J. K. KRIEG COMPANY

Shoe Manufacturers Supplies

39 Warren Street

New York

Brockton and South Shore.

Trade, Notes, Personals, Etc.

—Last Friday, John W. Hayden, of Holbrook, passed away at his home in that town. He was sixty-nine years of age and leaves a wife, daughter and one grandchild. He was a member of the Masonic fraternity and the Temple Guards. He was at one time a shoe manufacturer in Holbrook, being a member of the firm of Holbrook, Hayden & Hunderbay, making a line of fine shoes, they being the first firm to make that line of goods.

—Shoe shipments from Brockton last week amounted to 5212 cases, forwarded from shipping points as follows: Brockton Centre, 1959 cases; Campello, 1288 cases; Montello, 3586 cases. The total shipments to date amount to 239,528 cases, and for the same number of weeks last year it was 306,030 cases, a difference of 66,522 cases.

—P. F. Guerin has resigned his position as foreman of the factory of the W. L. Douglas Shoe Co. in Brockton. He was formerly assistant superintendent of the Slater Shoe Co. in Montreal, Can.

—The T. D. Barry Co., of Brockton are to start on a seven-hour-a-day, five-days-a-week schedule, until further notice.

—At the big convention of the Boot and Shoe Workers' Union of the United States and Canada, to be held in Buffalo, N. Y., beginning June 21st, Brockton will send sixty-seven delegates, seven of whom are women. It is estimated that the expense of eleven unions will amount to about \$8,000. The representation is as follows: Mixed union, seven delegates; sole leather workers, seven; lasters, eight; finishers, five;

sole fasteners and rough rounders, four; vampers, three; dressers and packers, five; cutters, eight; edgemakers, four; treers, three; stitchers, thirteen.

—The C. A. Eaton, and the F. F. Field Co., of Brockton, who have received orders for 500,000 pairs of army shoes, are beginning to receive applications for work. The local unions say they can furnish them with plenty of help, and they are planning to install extra machinery and to run two shifts of nine hours each, in order to get the goods out on time.

Edward Keating, of Wheeling, W. Virginia, passed away at his home in that city at the age of sixty-seven years. He was formerly a resident of Whitman and for twenty years was superintendent of the heel shand department of the big tack factory of Holbrook & Whidden in that town. When the town of Whitman was South Abington, he served as selectman for two terms, and under the new town served in the same capacity for fifteen years. He was a member of the A. F. and A. M., and served five years as master of his lodge.

—Friends, numbering about 75, gathered at the new home of Mr. and Mrs. Evan W. Thomas on Belcher avenue, Brockton, last Wednesday and gave them a house warming. They were presented a mahogany clock with chimes, a picture and a cut-glass vase. Mr. Thomas is treasurer of the C. S. Pierce Co., is a prominent member of the South Methodist Church, and president of the Y. M. C. A.

"MADE IN AMERICA"

CORKSCREWS

A complete line of FANCY COLORS and BLACKS, in popular priced grades, especially woven for Women's and Misses' boots, manufactured by the Leominster Worsted Co.

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SELLING AGENTS

86 Essex Street, - - Boston, Mass.

Haverhill Happenings.

Trade Notes, Personals, Etc.

—The Haverhill Association of Superintendents and Foremen held their regular meeting on Friday evening of last week. Plans were discussed for their regular annual outing, but committees have not yet been appointed to carry out the wishes of the general body. This organization is a part of the general one, the president, Oscar Armstrong, being a member of the Haverhill body. Whether another general outing of all associations will be held later is a matter of conjecture. Another feature of Friday evening's meeting was the remarks made for the good of the association by William W. Byars, who spoke of the allied trades and their relation to the members of the association. As a whole, Mr. Byars handled his subject in a masterly and convincing manner, his effort being well received and applauded. No further report on the committee of shoes was received, but some are expected later.

—This week, Arthur Priest, another of Haverhill's pioneer shoe manufacturers, passed away, after a long illness. He was 65 years of age. Mr. Priest was associated with Harry Chase under the name of Priest & Chase, doing a large business long before the big fire of 1882. They manufactured men's shoes at that time and their loss by fire was a severe one. Mr. Priest afterwards retired and entered the cut sole business on Washington st., and later in Boston on Lincoln street. He held offices and was connected with the First National Bank of this city. He is survived by a wife, three daughters, one son, A. Franklin Priest, and four brothers. By his death Haverhill loses a staunch citizen, and his family suffers an irreparable loss.

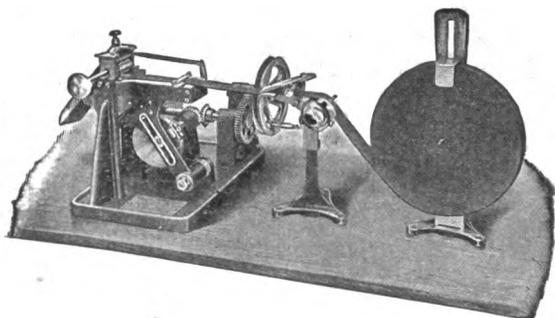
—Stocktaking by a few of the larger firms will soon be the order in Haverhill, with good business coming on later. One of the firms had to put their cutters on right after stocktaking to keep up with a big order received.

—The Geo. B. Leavitt Co. is slowing up some, but still doing an enormous business. Their stocktaking will be in the early part of July, this year being their best year in the matter of production.

—The Newbury Shoe Co. are having no let-up and will keep right on up to their next season. Taking things as a whole, Haverhill is one of the busy places on the shoe map.

—The Shop Baseball League is still of interest to Haverhill shoe men. Last Saturday afternoon two contests took place, the contestants being the F. M. Hodgdon and the H. E. Guptill teams in the first game, and the C. K. Fox and the Witherell & Dobbins teams. The first game was won by the F. M. Hodgdon team by a score of 5 to 3; and in the second game, the Fox team defeated their opponents to the tune of 6 to 1. The president of the league tried to have some other crack team play with an all-star team of the league, but could not arrange it, as he intends to have such games for holidays throughout the season.

—The Alfred Kimball Shoe Co., South Lawrence, have started up after stocktaking, and are making about 150 dozen pairs. During their shut-down they made extensive changes in their lasting room, installing the entire Unit and Independent system. With this system they installed a new patented box toe system.



SHAWMUT STAY & TAPE CUTTING MACHINE

Used for Bows and Labels

Cuts any Length from 1-16 to 12 in. and up to 2 in. wide and cuts 200 pieces per minute.

Makers of Special Shoe Machinery.

All inquiries gladly answered

Manufactured by

SHAWMUT MACHINERY COMPANY

82 LINCOLN ST.,

BOSTON, MASS.

NEWARK, N. J.

—Business is reported quiet at the factory of the Agatine Shoe Hook and Eyelet Company, 258 Norfolk street.

—Funeral services for William Norris, a retired shoe manufacturer of this city, was held from his late residence, 346 William street, East Orange, on Saturday afternoon, May 29, the Rev. Dr. Fred Clare Baldwin, pastor of the Calvary Methodist Church, officiating. Interment was in Rosedale Cemetery. Mr. Norris died on Wednesday of last week from the infirmities of old age. He was 88 years old.

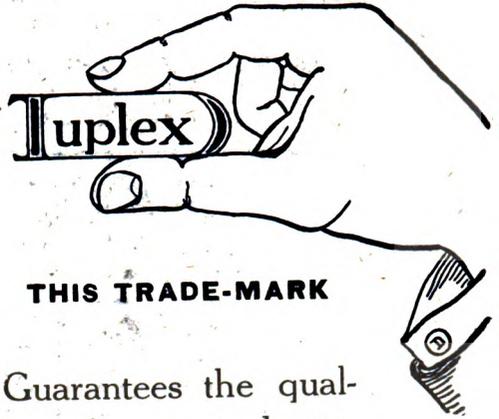
—The Riordan Leather Company, South and Jefferson streets, report that the European War has caused the price of leather to advance so much that patent leather for shoes, which it manufactures is very dear at the present time. The high price of leather, it is felt, will encourage the use of imitation leather, wherever it is possible to do so on the cheaper shoes.

There was a large attendance at the spring meeting of the Patent and Enameled Leather Manufacturers' Ass'n, which was held in this city in the Board of Trade rooms on Wednesday, May 26. This is a national organization. Steps were taken by the delegates present to prevent false advertising of imitation leather. Considerable work has already been done along this line, it was reported, but the association intends to prevent entirely, if possible, advertisements or representations which give the public the idea that imitation leather is real leather. Warnings are first given those issuing false advertisements by James B. Reilly, the secretary. If these are not effective, the association will start proceedings against those issuing such advertisements. Delegates were present from Newark, Cleveland, Ohio; Conneaut, O.; and Grand Harbor, Mich. The annual meeting of the association will be held the latter part of September at Cleveland, O.

WON'T MOVE TO LYNN.

The George H. Snow Co., Brockton shoe manufacturers, has notified the Lynn Chamber of Commerce that it will decline an invitation to move to Lynn because it considers that the labor situation there is not favorable to the development of a shoe manufacturing enterprise in Lynn.

—Mr. John Fay, who has been connected with the Rice & Hutchins factory at South Braintree, Mass., is now located with the Portland Shoe Co., Portland, Me., as buyer.

**THIS TRADE-MARK**

Guarantees the quality of our products.

THE DUPLEX LINE

Includes

Dressings,
Waxes,
Edge and Shank
Blackings,
Patent Leather
Repairers, etc.

DUPLEX NO. 60

Edge Blacking is our particular pride.

Stands most critical tests.

A safe blacking to stock for winter use.

Duplex Blacking Co.

15 Perkins Street

Brockton - Mass.

YULCO-UNIT

BOX TOE

BECKWITH BOX TOES

Process Pat.
Jan. 12, 1904
Patented
Jan. 12, 1915

Process Pat.
Aug. 19, 1913
Patented
Jan. 12, 1915



Agent
G. W. KIBBY & CO.
Chicago St. Louis

Agent
GEO. A. SPRINGMEIER
Cincinnati, Ohio

Gives Greatest Service to the Wearer

Most Economical and Practical Process for the Shoe Manufacturer

BECKWITH BOX TOE COMPANY

108 Lincoln Street, - BOSTON, MASS.

Industrial Information

New Enterprises and Changes in the Trade

AUGUSTA, ME.

The contract for the construction of the new factory building for L. A. CROSSETT, Inc., on Williams street, has been awarded to L. E. Bradstreet & Sons Co. of Hallowell, Me., who submitted the lowest bid out of the eleven concerns seeking the contract. Work on the building will be commenced at once and pushed as rapidly as possible in order to have it ready for occupancy September 1. Work has already begun on the factory site, and several buildings are being moved to new locations, to make space for the new factory.

CAMPELLO, MASS.

The BROCKTON HEEL CO. are to engage in the manufacture of sole leather mats in addition to their well established heel business. These mats are composed of small pieces of sole leather particularly adapted to auto footboards and for public buildings. This interest will have a Boston office at 30 Lincoln street.

WICHITA, KAN.

A deal is reported to have been made whereby the CAR-O-LINE SHOE CO. will change hands about July 1. Mr. S. D. McNaughton, president of the company, refuses to announce the name of the purchaser, but verifies the statement of the change in owners.

WOBURN, MASS.

The BAY STATE LEATHER CO., one of the largest tanneries in Woburn, suffered a \$225,000 loss by fire on May 27th. Three of the company's buildings were totally destroyed, but the cause of the fire is unknown. The buildings, stock and machinery are well covered by insurance. The buildings were crowded with hides, six carloads of which were unloaded into the factories on the day of the fire.

WHITEFIELD, N. H.

The WHITEFIELD TANNING CO. has succeeded to the business of the Whitefield Leather Co., and are incorporated for \$50,000. The president of the concern is L. A. Ford, and treasurer, William F. Case. These, with Charles W. Case, are directors. The company is to make side and kip leather for shoes.

BOSTON, MASS.

It is reported that E. & F. KING & CO., who deal in chemicals, with an office in this city, are to erect a new warehouse in Salem, Mass., to replace the one destroyed by fire a year ago.

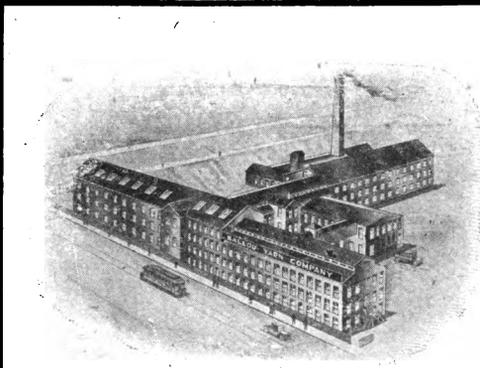
SALEM MASS.

Work will be pushed as fast as possible on the new tannery on Proctor street for occupancy by the ACME LEATHER CO. It is planned to erect a building 108 x 48 feet, four stories high and with all modern improvements.

NEW LEATHER FACTORY

Plans are being prepared for a new factory for the Acme Leather Co., Salem, Mass. It will be built on the site of the Acme factory which was burned a while ago. The new factory will be larger than the old shop, and it will have all the modern facilities. Until the new shop is completed, the Acme Co. will make leather in the Gill factory, Peabody, Mass. The Acme Co. makes India kid and sheep leather.

—N. J. Reilly, of N. J. Reilly & Co., dealers in high grade patent and kid leather, of 112 South street, Boston, has just returned from New York and the West and reports prospective conditions for their lines of leather very good.



THREAD

Cotton
Shoe Threads

All Sizes, Forms, Colors
and Finishes

Manufactured by

Ballou Yarn Company

PROVIDENCE, R. I.

Lynn and the North Shore.

Trade Notes, Personals, Etc.

—It is between seasons in Lynn factories, and there is likely to be little doing until after the fourth of July. Some manufacturers are trying to fill in the dull spell by making a drive on recreation shoes, such as white canvas or white duck shoes for outing wear. Other manufacturers are taking advantage of the dull spell to take a vacation, and to gather new energy in their minds and bodies for the coming fall and winter trade.

Salesmen who are coming home from trips among retailers have very few orders. It appears that retailers are in a very conservative state of mind, and that furthermore they are following the policy of hand-to-mouth buying more closely than ever. They do not stock up in advance of the season, not even on staple shoes, but get along with as few shoes in their stores as possible, and depend upon shoes from stock departments, or shoes hastily made up, for filling up their lines. Today nearly every firm in Lynn has a stock shoe department, and some firms are making a specialty of manufacturing and shipping shoes within two weeks after the order is received at the factory. So it looks as if the old idea of piling up a lot of orders in advance of the season, and then rushing them through the works, had departed from Lynn. The new idea is to get orders for small lots of shoes, to be made up at once, and then to seek additional orders immediately. It is like the grocer who used to sell a barrel of flour once every six months to his customer, but now sells a bag of flour every month.

—George G. London died suddenly in Lynn on May 26th at the age of 76 years. He was born in England, came to this country when a young man, engaged in the manufacture of footwear, and later started the manufacture of arch supports. He crossed the Atlantic more than 50 times during his lifetime to visit his old home.

—Cass & Daley are building a small addition to their Goodhue street shoe factory in Salem. They will use it as an addition to their office.

—A real colonial last was found the other day by the Sutherlands, the pattern makers, of Lynn, in their grandmother's attic. It was probably used by the Johnsons, who began to make shoes in Lynn long before the Revolutionary War. This last was whittled out by hand in days before Blanchard invented the last lathe. It is marked in the Ro-

man numbers No. VII, instead of with the Arabic character No. 7. It has a long slender toe, such as is good style today. It is a narrow last. Bits of leather were tacked onto it to add to its width when the shoemaker who used it wished to make wide shoes. There was no block to the last to slip out, nor even a hook in which the shoemaker could grip his finger when he wished to pull the last from the shoe.

—F. W. Stuart & Co., Beverly, laid the corner stone of their new last factory, with informal but unusual ceremonies the other day. The Stuart baby pressed its tiny hands on a lever, which started the machinery, and three tons of concrete were dumped into the mould that will hold the corner stone in place for generations.

—Everett Dunbar, maker of arch supports, Lynn, says that the war affects his business. The metal plates in the supports are made of German silver, a composition of copper and nickel. The price of both copper and nickel have advanced much the past few months because of the large demand for them for manufacture into bullets and shells. Besides, the price of leather that is used for supports has advanced much.

—The Boston Mat Leather Co. is remodeling and enlarging the factory which it recently bought from the Phoenix Leather Co. on Wallis street, Peabody. It is having the cellar dropped down two feet, to provide for more light and air in it. An addition is being built onto one wing. New machinery is being put in.

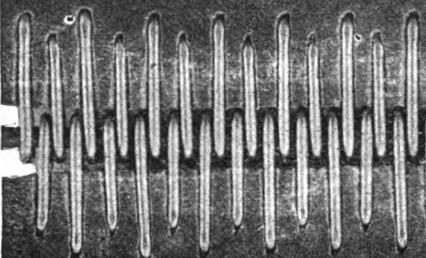
—John Klee, of Beverly, sailed from New York last Saturday for his old home in Leicester, Eng. He will become a foreman in the British U. S. M. Co. factory at Leicester.

—The Carr Leather Co. of Peabody received two carloads of calfskins from Canada the other day. Canadian authorities classified them as contraband of war and refused to permit their shipment across the border until the Carr Co. signed an agreement that the leather would not be sold to any enemies of Great Britain.

—The annual outing of the tanners and leather trades' salesmen of the North Shore district will take place at Lynnfield on Wednesday, June 23.

—A Peabody sheep leather firm bought 500 pounds of dyestuffs last week, paying eight times as much for it as it did before the war broke out.

Laces in 3 minutes



A
boy can
do it

"Clipper" TRADE MARK Belt Lacer

Will lace your broken belt in three minutes. Keeps your factory going and your employees satisfied.

No. 2 Lacer complete with 1 box each No. 4 and 5 Hooks, \$17.75.

Pays for itself and then earns dividends for you.

Sent anywhere in America on 30 days FREE trial

CLIPPER BELT LACER CO.

1006 FRONT AVENUE.
GRAND RAPIDS, MICH.

HIDES, LEATHER AND SHOES IN FRANCE.

The official market for hides ceased abruptly with the outbreak of war. For three months there was almost a complete cessation of trade in raw hides, owing to lack of financial facilities, to the effects of the mobilization which called away many of the workmen and the heads of business houses, and to the falling off in the shipments to foreign countries on account of home military needs and to the embargoes laid on exports.

During the first seven months of last year the general situation was about the same as in 1913, with a slight hesitancy, not very marked, but still existing. This situation was due in general to the financial conditions that were influencing the whole world. The downward tendency might have been more marked had not the return to three years' military service caused a demand for hides of all description for military equipment. The American market continued to draw leather supplies from France, the shipments of hides to the United States in 1914 being but slightly smaller than during the previous year, while the exports of finished leather goods were \$844,410 greater. In the last quarter of the year there was a slightly favorable

reaction occasioned by the demands of the leather industry for material to fill orders from the Government.

In the early months of 1915 the reaction has become accentuated, the cause still being the requirements for war purposes. All other branches of the industry — carriage and automobile upholstery, saddlery, pocketbooks, portfolios, belting, clothing, etc.—were moderately active during the first part of 1914, but were affected by the war conditions, as were hides and leather.

The imports of boots and shoes in 1914 for consumption in France were as follows: 3,788 pairs of boots, against 7,485 pairs in 1913; 632,074 pairs of high shoes, as compared with 951,631 pairs; 184,243 pairs of low shoes, against 260,939 pairs; 166,350 pairs of oxfords, as compared with 267,486 pairs; and 16,549 pairs of children's shoes, against 14,432 pairs.

The details of the export trade are not given in the official statistics, but in 1914 the shipments of boots and shoes of native manufacture to foreign countries weighed 1,090 metric tons against 1,398 metric tons in 1913. The value of the exports for last year was \$1,845,460, compared with \$2,367,917 for 1913.

In and About St. Louis.

(From Our Special Correspondent)

J. T. Johnston, general manager of the Hamilton-Brown Shoe Co.'s city factories, has returned from a two weeks' business trip to the East, where he visited the principal shoe manufacturing centres.

—The St. Louis Shoe and Leather Club, formerly the St. Louis Association of Superintendents and Foremen, have appointed a committee to look for new quarters. The present quarters on Twelfth street is in the heart of the down-town district, and many claim it is out of the way or too far from the residential districts. A majority favor Grand avenue, near Olive street. Quarters there can be reached easily by all cars in the city, a majority of them without transfer.

—Harry E. McLean, of the Excel Supply Co. of this city, spent a day in De Sota, Mo., and reports shoe factories busy there. All the country factories, he says, are running much better than those in the city.

—W. P. Crockett, formerly in charge of Gane Bros.' foreign shoe machinery department, announced recently that he will make his home in New York, where he will engage in the shoe machinery business. Mr. Crockett has a wide acquaintance in and around St. Louis, and his many friends regret his change of residence.

—The funeral of Mrs. A. D. Brown, one of the large stockholders of the Hamilton-Brown Shoe Co., last Thursday, was attended by all the superintendents and foremen of the factories, and the heads of all departments in the wholesale house and factories. The capacity of the large mansion was taxed and many were compelled to remain on the lawn while the funeral services were in order. She was the wife of the late A. D. Brown and mother of A. C. Brown, president of the firm of which she was a stockholder.

—At a convention of the 500 traveling salesmen of the Simmons Hardware Co., held a few days ago, it is said everyone expressed themselves as to the outlook from a business standpoint. Among the members it was the consensus of opinion that July 1st would see this country in the most prosperous condition since 1892. The Mechanics American National Bank has issued a circular in part, which says:

"The brightest spot in the Universe is the United States, and it is likely to be so for some time to come. The people are heart and soul for the President, and the strong and dignified stand which he has taken to protect American in-

terests in this cruel war. It is not a question of politics, but of patriotism; in such an issue the American people have always been true to the flag. There is basis for a bright outlook in the remarkable crop which will soon be harvested everywhere. Rainfall in sections have helped the winter and spring wheat, and as a whole, are in much better condition than usual at this time of the year. Increased business is coming in from the South, and both trade and banking advices indicate that the situation in that territory is decidedly improved.

"Railroads are buying supplies again, and it is felt that business in that line will expand materially as soon as the excitement over the controversy with Germany subsides and the Mexican situation is straightened out by President Wilson."

—Three representatives of the Villa Government have spent nearly a week in St. Louis inspecting shoe machinery and visiting the various shoe manufacturing plants. Before leaving they intend to purchase shoe machinery and entire equipment for a complete modern shoe factory, which they intend to locate at Chihuahua, Mexico, the Villa capitol.

Fernando Gonzales said the commission given by Gen. Villa authorized an expenditure between \$10,000 and \$25,000 for machinery and equipment alone. The erection of the factory has been made necessary because the Villa money has a purchasing power in the United States of only three cents on the dollar. It takes \$90 of Villa money to buy a three-dollar pair of shoes. Gonzales said nails are all that will be purchased in this country outside of machinery and equipment, there being an ample supply of other material in their country.

—It is said that most, if not all, of the contracts recently awarded to the Brown Shoe Co. by the United

PAPER BOX MACHINERY FOR SALE

A complete plant for making shoe cartons having a daily capacity of from 6,000 to 7,000 boxes.

This Machinery is now working

To be sold at a very low price for quick sale and on reasonable terms.

For description of plant and prices, address

FRED M. WILSON

597 Stanley Ave., Columbus, O.

States Government, will be made in Moberly, Mo. Recently the firm closed their Kansas City factory and all the shoes formerly made there will be made in Moberly. This factory is one of the busiest in the state and with the Kansas City work and the Government contract, it will be running full capacity six days a week for some time at least.

—Chas. Millage, formerly with the Burrows, Jones & Dyer Shoe Co., who recently accepted the position as superintendent of the new Fox, Boyd & Welsh Shoe Co., has resigned his position.

AUBURN, ME.

—The new arrangement of the cutting room at the Lunn & Sweet Shoe Co. is attracting much attention from outside manufacturers. No week goes by but a visit from some one does not materialize. Mr. A. E. C. Hall, local agent of the U. S. M. Co., takes much interest in displaying the "layout" to new and old clients, who are interested in the "clicking machine." The "saw-tooth" roof, directly over the operators, with its northern exposure, disseminates an equal distribution of light from either an eastern or western sun. Those who have visited there are unstinted in their praise of the entire arrangement, and "the best ever" is the popular verdict. The progressiveness of this company in applying up-to-the-minute methods is in a great measure responsible for their expansion of floor space of over 200 per cent in two years.

The Bickford Moccasin Co. is one of the busiest of our shoe factories. The demand for the lines manufactured is such that they have entirely outgrown the factory erected two years ago, and Mr. Bickford is looking for more floor space. The coming week will, in all probability, develop plans for an extension of present quarters, or the building of a new factory in another location. The output comprises both men's and women's in-door and out-door moccasins. The lines which constitute the larger part of the output, are a heavy men's outing and a cushion sole night moccasin for nurses' wear. Mr. Bickford was formerly welt superintendent with the Foss-Packard Co. and the Radcliffe Shoe Co. of Norway.

—Saturday noon, May 29, saw an unusual exodus of superintendents and foremen for the week-end and holiday outing, from the Lunn & Sweet Shoe Co. Supt. J. H. Bolger visited his son at Lynn, Mass.; Supt. J. C. Sontas and family were the guests of Malcolm B. Taylor at

his cottage at Lake Auburn; Chas. B. Goldthwaite and family went to "King Cole" cottage, Lake Pennessewassee, and a large party from the Dingley-Foss Shoe Co., and Field Bros. & Gross, went to Boston for the holiday ball games.

—The Cushman-Hollis Co. are more busy than at this season of the year previously. They operated on an eight-hour basis for a few weeks, but were obliged to go back to ten hours, by the influx of duplicate orders, which means that the coming hot season will, no doubt, show much white fabric footwear.

THE INFLUENCE OF A SUPERINTENDENT.

"One Lynn factory superintendent insisting that his men keep temperate does more good towards temperate living than a whole army of ministers preaching temperance."

So a speaker at a meeting in Lynn declared the other day. Without going into the merits of the remark, it may be pointed out that the influence of the modern factory superintendent is pretty far reaching.

FORELADY RESIGNS.

Mrs. I. Mabel Forbush has resigned as forelady of the stitching room of the Rickard Shoe Co., Lynn, Mass. She has had charge of the room since the firm started in business four years ago. She is in poor health.

JENKINS TITANFIBRE

THIS
MARK ON OUR
**High-Grade
Heeling
Board**

greatly increases the savings effected by the use of automatic wedge and lift cutting machines, because there are no ragged, crooked edges. *Let us show you.*

The Geo. O. Jenkins Co.
BRIDGEWATER, MASS.

**NEW BUTTON HOLE MACHINERY.
Official Announcement Regarding
the Rapid New Reece**

The Reece Button Hole Machine Company of Boston makes the following announcement to the trade regarding the new Rapid Reece machine:

"This is merely a reminder for the benefit of your buttonhole department that we have completed and are now putting out, as promised, our new "Rapid" buttonhole machine.

We are giving users of our present machines the benefit of the new machines by an even exchange for our high speed machine which they are now using; the royalty will be the same, one cent for 2400 stitches, no minimum royalty. There will be no additional initial payment. There is no tying clause in our lease, nor any clause obligating the manufacturer to pay \$200 upon the return of the machine.

Among the new features we wish to call to your attention are the following:

1. The great speed at which this machine can be successfully operated. It is the fastest buttonhole machine ever used on shoe work, and yet the work turned out is absolutely perfect.

2. The buttonhole has a high degree of strength by the fact that it has a real bar which is not split in the middle.

3. The machine is economical. The saving of silk or thread over all previous machines is extensive, and its economy in all directions has never been approached.

4. The new machines are the most complete and satisfactory ever produced, and excel in rapidity efficiency, economy, ease of operation and durability. Indeed, being the latest and best product of The Reece Button Hole Machine Company, they constitute the best that the world has ever known. As one impartial critic well expressed it, this machine is a world beater.

As fast as possible we are displacing our old machines by the new ones under the arrangement above specified, and all customers desiring the benefit of such arrangement should at this time send in their orders, if they have not already done so.

**THE REECE BUTTON
HOLE MACHINE CO.,**

By Francis A. Shea,
President.

**FOREIGN TRADE OPPOR-
TUNITIES.**

(Addresses may be obtained by addressing the file number care of Bureau of Foreign and Domestic Commerce, Washington, D. C., 752 Oliver Building, Boston, Mass., or any of its branch offices.

Aniline dyes, No. 16967.—A manufacturer in Greece informs an American consular officer that he desires to be placed in communication with American manufacturers and exporters of aniline dyes. He states that he purchases about 2,000 kilos per annum, and that he has been importing these in tin boxes of 20 to 25 kilos each, or in wooden barrels of 25 to 100 kilos. He desires quotations c. i. f. destination per kilo, if possible. He is ready to pay cash. He suggests that samples of 1 kilo each of brown, black, and yellow dyes be sent at his expense. Samples may be sent by parcel post; packages limited to 11 pounds. Correspondence may be in English.

Shoes, No. 16963.—A dealer in footwear in Russia informs an American consular officer that he desires to establish permanent commercial relations with American manufacturers of light-weight shoes for men and women. He desires styles similar to the "Viennese." Correspondence should be in Russian or French.

Leather, No. 16973.—The commercial attache of the Department of Commerce in Peru writes that a business man is seeking connections with American manufacturers and exporters of leather. He states that there is a good demand for kid and calf leather.

Leather, No. 16975.—An American consular officer in Italy reports that a commission merchant in his district states that he is anxious to obtain offers of an exclusive agency for the sale of chrome ox and cow splits and hides for making shoes. Correspondence may be in English.

Shoes, No. 17013.—A business man in Spain has called upon an American consular officer, stating that he desires to act as an agent for American manufacturers of low-priced shoes. Correspondence and literature should be in Spanish.

—The Salem Oil & Grease Co. of Grove street, Salem, Mass., manufacturers of oils and greases, report the sales for the last month as far exceeding those of any previous month since they have been in business. The majority of this abnormal volume consisted of stuffing greases for the heavy leather trade.

—H. A. Holden, English manager of the Turner Tanning Machinery Co., left Liverpool, Eng., on the 20th of May for a short business trip to this country. The foreign branches of this concern report continental trade good.

—The Thayer-Foss Co. have taken the Boyle tannery in Woburn, Mass., and have equipped it with a modern line of machinery and will tan their own split leather, which they have heretofore bought.



TRADE WANTS



MANUFACTURERS and SUPERINTENDENTS can usually obtain very satisfactory foreman and workmen for various departments through this department.

Advertisements listed under "Help Wanted" and "Position Wanted" are printed at the rate of 2 1-2 cents per word for one week; 5 cents per word for two weeks; 6 cents per word for three weeks; 7 cents per word for four weeks.

Advertisements to appear in this department must be in this office by Thursday morning to insure publication.

HELP WANTED.

WANTED—Felt Shoe and Slipper factory superintendent. Must be thoroughly familiar with making high grade styles now on the market. This position is for a competent man, must be able to handle complete manufacturing. A good salary and percentage of profits will be given. State references and complete information first letter. All replies confidential. Address 4207-M, care of American Shoemaking.

WANTED—To purchase shoe machinery; fitting, making and finishing; also racks and other equipment suitable for men's welt shoes. Must be in good order. Address 4110, care of American Shoemaking.

WANTED—A line of cut soles for sale in New York and Pennsylvania, on a commission or salary basis, by one who knows the trade. Address 3108-B, care of American Shoemaking.

POSITIONS WANTED.

AN EXPERT fitting room machinist, 39 years of age, 10 years as machinist, desires a position either as foreman or machinist. Learned the trade right through from cutting to lasting. High grade work. Address 2008, care of American Shoemaking.

STITCHING ROOM foreman wants position; experienced on men's, women's, misses' and boys' shoes, can teach help, and is also a machinist. Can repair Reece button hole machines; age 33 years. Good references. Address 508, care of American Shoemaking.

SOLE LEATHER room foreman desires a position. Expert on cutting, fitting, counter making and heel building. Can install system whereby all divisions are brought under thorough control; also teach all help. Best of references; will go anywhere. Address 405, care of American Shoemaking.

POSITION WANTED as foreman of finishing room by a man, 38 years of age, with several years' experience as foreman on men's, boys' and youths' welts and McKays. Excellent references from former firms as a first-class man. Do you want a hustler? One that can tone up your finishing; excellent workman and instructor; can make own finishes. If desired take advantage of my services now and have an interview. Address 1930, care of American Shoemaking.

POSITION WANTED by capable cutting room foreman, or assistant foreman, or charge of stock room. Have had 15 years' experience; full charge of cutting room and buying supplies for some, on women's and misses' medium grade shoes. Address 105, care of American Shoemaking.

SUPERINTENDENT with thorough knowledge of men's fine shoemaking, capable of bringing a line up to a high standard of style, snap and good shoemaking in an economical manner, is open for a position. Successful eastern and western experience with successful firms. Address 1930, care of American Shoemaking.

POSITION WANTED as office manager; capable of taking full charge of financial or manufacturing end of office, or both; 10 years' experience in cost work; able to install cost system. Any shoe manufacturer requiring capable man may find this of interest. Address 2309, care of American Shoemaking.

YOUNG MAN experienced in bookkeeping and office work desires to take up cost work in a shoe factory and would gladly work for a small salary for the privilege of learning this in some good reliable place. Address 2007, care of American Shoemaking.

NEW YORK STATE woman desires a position as fitting room forelady; can assume entire charge of that department and produce results on any grade of shoes. Address 230, care of American Shoemaking.

FOREMAN of making and finishing room desires a position; 15 years' experience; can run all machines and give all employes a helping hand. Will go anywhere. References. Address 324, care of American Shoemaking.

POSITION WANTED by an experienced edge trimmer; has run Goodyear stitcher, Heel Trimmer, Slugger and Wire Grip machines. Would accept a position as working foreman or assistant. Address 229, care of American Shoemaking.

AN EXPERT CUTTER on ladies' shoes desires position as cutter, instructor of cutting leather, or shoe sorting. Has had extensive experience in this line and can give valuable service. Fifteen years' Lynn training. Highest of references as to ability. Strictly reliable. Will go anywhere. Address 1927 care of American Shoemaking.

POSITION WANTED as cutting or stitching room foreman, or assistant superintendent. Ten years in executive positions on both men's and women's work. Is an expert on upper leather, experienced buyer and has exceptional executive ability; desires to locate with a progressive firm; position of more importance than salary. Willing to go anywhere. Address 316, care of American Shoemaking.

POSITION WANTED as superintendent, or assistant superintendent, or would accept position as bottoming room foreman. Experienced on women's, misses' and children's welts, turns and stitch-down, both eastern and western. Also familiar with the Rex turn system; will go anywhere; references. Address 2310, care of American Shoemaking.

MR. MANUFACTURER:

Are you looking for a man in your factory that can either take charge of the manufacturing end or step in and do your bookkeeping, having had years of experience in all branches? I have been some eighteen (18) years in the business and feel that I would like to associate myself with some large concern.

I am at liberty to go anywhere and at any time, and can furnish best of references. Address 1821, care of American Shoemaking, Boston, Mass.

POSITION WANTED as quality man or foreman of large making room; turn work. New York experience. Address 324, care of American Shoemaking.

EXETER (N. H.) NOTES.

—Col. H. W. Anderson has sold his interest in the Exeter Umbrella Co. to the Morley Button Co. of Portsmouth, N. H., and the business will be removed there at once.

—The O. A. Cassaboom Shoe Co. have about got settled in their new quarters. Nearly all the moving from Amesbury, Mass., was done by auto truck. The cutters were put to work Tuesday, June 1st, and the stitching room is starting up slowly. The company is giving employment to townspeople so far as is possible for them to do so, and some of the shoemakers who have been working in Haverhill are entering their employ.

—Miss Church, forelady at the C. S. Bates stitching room, spent the holidays at her home in Lynn.

—Joseph G. Morrison, superintendent of the Chas. S. Bates factory, is out with a new "Buick" runabout.

—The Gale Bros., Inc., plant closed the Saturday before Memorial Day and started up the Tuesday following, thus giving the employes a three days' vacation. Business is reported as very good with this company. They are packing upwards of sixty 60-pair cases a day, and at the present season of the year this is considered good business.

Hotel Cumberland

NEW YORK

Broadway at 54th St.

Near 50th St. Subway and 53rd St. Elevated



Broadway Cars
from Grand
Central Depot
7th Ave. cars
from
Pennsylvania
Station

New 2nd
Fireproof

Strictly
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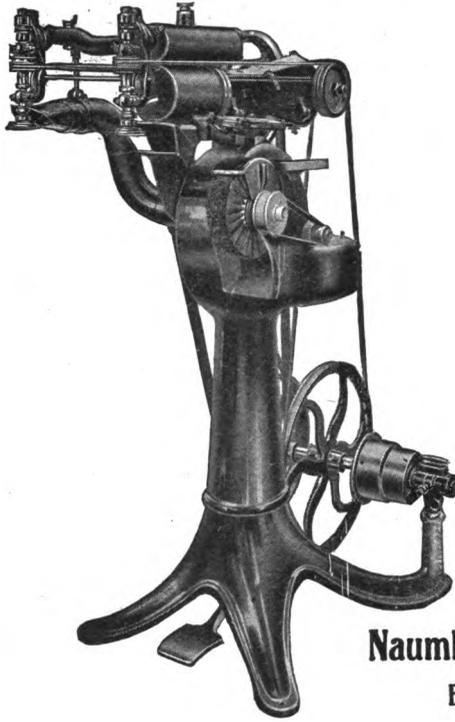
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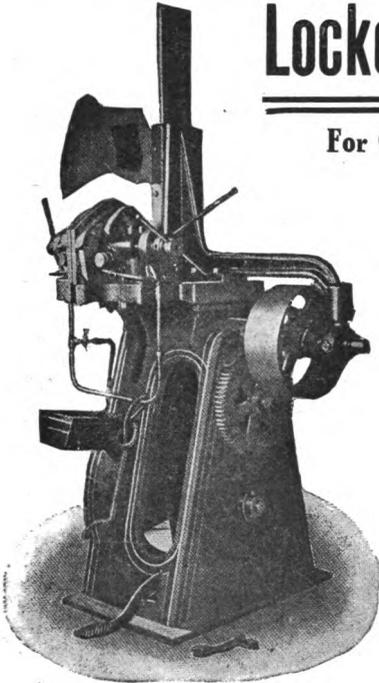
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Volume LV No. 11

June 12, 1915

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JUNE 12, 1915

Number 11

A BIT PERSONAL.

After twenty-eight years in the shoe and kindred trades, I am this week completing my labors as a publisher to take charge of a manufacturing business in another line of industry.

During the twenty odd years of my journalistic association with the shoe and leather trade, I have had many pleasant experiences and formed many cordial friendships. I shall always cherish pleasant recollections of the former and hope to permanently retain those friends which my associations have brought me, even though I do not come into as intimate touch with the industry in which they are interested as heretofore.

For those who succeed me, I bespeak the same cordial support that has been accorded me in the publication of *American Shoemaking* during the past fourteen years. "The Red Book" has never been held in higher esteem by its subscribers and advertisers than now, and I am sure that my former associates in business, who

will from this time be in charge of its destinies, will be equally successful in supplying to its readers and advertisers the kind of service that has placed it in the front rank of technical shoe trade magazines.

In retiring from this field of endeavor, I would be ungrateful if I did not express my sincere thanks and hearty appreciation to all who have contributed either by financial support or friendly cooperation and criticism, to the successful conduct of the enterprise with which I have been associated.

RUPERT B. ROGERS.

POWER TRANSMISSION.

There is probably no phase of shoe manufacturing that is so badly neglected in the average shoe factory as proper and economical power transmission. A casual observer with no special knowledge of the subject cannot fail to notice on entering the average shoe factory the various details of power transmission

wherein a large waste of power results. Not only is this true of shafting and pulleys that do not run true, but also in the operation of large lines of shafting in order to operate one or two machines. A great deal of waste results in many factories because power is applied in too large units so that it is necessary to operate an entire line of shafting in order to use a very few machines.

In this connection it is interesting to note that a machinery concern in the North Shore district is making a feature of the study of power transmission and offers to serve manufacturers in advising them regarding the proper adjustment of any defects in their power and transmission plant.

A specialist in this line should certainly find sufficient employment by offering his services to half a dozen or more firms, guaranteeing a weekly or monthly inspection of this department of the business. The aggregate saving would, without doubt, be many times the expenditure necessary to employ such talent.

A LABOR MAN'S VIEW.

Our North Shore correspondent submits the following as an expression from a labor leader in Lynn:

"A Lynn labor leader makes an ingenious explanation of some of the strikes in Lynn. He says that some strikes are not really demand for an increase in wages, but rather a protest against inefficient methods in the workrooms. He says that the piece price is a minor consideration to the average shoe worker. What he wants is a big pay envelope at the end of the week. When the shop methods are faulty and he cannot get out a good week's work, he gets a small pay envelope. The faulty methods in the shop may be due to the buying of inferior leather, the selection of lasts that are difficult to use, the use of poor patterns, the receipt of shoes from the previous department that are not up to the mark, or any one of a dozen and more other conditions, more or less common. For these faults the shoe worker is not responsible. He cannot correct them himself; but they hurt his wages; so he strikes against them.

"The labor man adds that this point of faulty methods should be strongly borne in mind, because it tends to keep the factory up to the modern pace in developing efficient manufacturing methods."

If the above statement represents the sentiment of the average labor union, it is certainly an evidence of progress in the attitude of labor toward industry.

Altogether too many strikes are taking place purely because of the demand for a fixed price for doing a certain operation without regard to the question of the possibility of wage return to the worker. It frequently happens that a certain method of doing the work or a system of organization for facilitating the ease with which the work can be done warrants a lower per piece price than in some other factory doing the same work, but employing other methods.

These are things which the average labor union has failed to recognize and has always tended to standardize prices regardless of conditions surrounding the worker.

Anything which employes can do to stimulate efficiency in the factory should be encouraged and, if conditions are so bad as to warrant a strike against them, those who engage in it should not be condemned even by the manufacturer himself, where it serves to call his attention to unsuitable or expensive working conditions.

EXPORT TRADE FACILITIES.

The work which is now being done by the American Express Co. in studying foreign fields for the extension of their business and, also, to assist American manufacturers and merchants in exporting their products is of tremendous value to anyone who desires to take advantage of the information which is being accumulated and the opening of offices in Buenos Aires and other South American cities is one more facility afforded American manufacturers for the handling of their export trade. Similar work is now being undertaken by a special envoy to Russia.



In Wrong & Co.

The Constant Changing of Superintendents, Foremen and Salesmen Brought Disorganization, Losses and Poor Merchandise to In Wrong & Company.

By Mr. C. P. Lawrence

Article XXIII.

THE SHOE manufacturers who have in the past, and who are today, building clean attractive shoes, those building the representative lines that have been and are today looked up to for the successes they have made and are making, men who have made a phenomenal success, and whose names are household words in the shoe world,—to those men we owe much for the high plane we find the shoe world in today.

Briefly, I will mention a firm located in Ohio, building one of the representative lines of the country, whose methods might well be studied and copied by all. From a small beginning, with a small capital, in a section where good operators were few and hard to obtain, they have succeeded beyond the dreams of those changeable firms of the type of In Wrong & Company. From a very humble start, they are today the largest shoe manufacturers in the world, building shoes exclusively for the retail trade, and capitalized for \$1,000,000; and the stock of this firm, \$100 par value, is worth quite a little over \$200, paying 20 per cent dividends, besides a large reserve that is constantly growing. This firm was not a changer; this firm disliked to see new faces. There are foremen with them today that started with them when they started in business. There are men operating machines that came to

them as boys, and today their locks are white. There are women working for them that took the places of their mothers; there are operators working for them that could retire and live at ease on an income made possible by this firm's sound business methods. The large majority of the department superintendents and foremen came to them as boys, and were steadily advanced step by step, according to their ability. The superintendent and foremen I consider the best in the world. They all know the line and what the firm and merchants want, and are able to get it. Why? They grew up with the line. They know just as long as they do their duty by the firm, the firm will do their duty by them. They are not guessing on their positions. Most of the superintendents and foremen own their own homes, and have other anchors cast out. There are salesmen that came to them as young men. They have grown old in their employ, and a number of them have sons that are helping them cover their territory, who will step into their fathers' places shortly, as some have already done. What a power for good this firm is can only be appreciated by the two thousand operators that receive some \$17,000 weekly, and the merchants, and others that depend largely on this firm.

What a record here is! A firm

that is loath to make promises; that will not willingly allow their employes, whether in minor positions, or their foremen or superintendents, to leave their employ without first attempting to show them that they are making a mistake. Here is a firm that will not allow too free a use and abuse of the discharge evil. They realize that their success depends largely on the operators that know their line and their ability to make good shoes. Here is a firm that has, for years, ever been mindful of the duties they owe to the men and women that have helped them to success. I have heard the president of the firm use these words when speaking to some of the employes: "You are as good as I am if you behave yourself as well as I do; you are better than I am if you behave yourself better than I do; but you are not as good as I am if you don't behave yourself as well as I do." Those words should inspire all their employes, and do—to higher and nobler achievements. This firm succeeded as other firms will succeed that build on a solid foundation.

This firm had a well defined plan mapped out to follow. They knew that to succeed they must assemble around them a corps of lieutenants that were capable of producing good shoes, and they saw to it that they were not guessing on their positions. As far as possible, they applied the golden rule.

Theirs was a good Christian house and did business in a good business way. What a contrast from the business methods pursued by some of the firms that are ever changing superintendents and foremen, and who find it hard in the end to induce good men to enter their employ. I hope the time will come, and feel confident that it will, with the improvement that must come in the industrial world, when those firms that are lovers of new faces, that are not willing to give their foremen reasonable time to make good, but as soon as a new foreman is secured, throw out the drag-net for another foreman,

will in turn be cast on the tender mercies of some unscrupulous firm that is ever ready to lower the dignity of a foreman.

Surely, here is an object lesson that many might do well to heed. Two shoe firms start in the shoe business. Both in distant states, both with no knowledge of the shoe business, one with little or no capital but with a well defined, carefully planned line of action, assembling around them men that were carefully looked upon as to their fitness for the positions they were to occupy, and when once those men were installed in their special positions they were there not for a few weeks or months, but for years. Surely, this firm might be styled "In Right & Company. Here is a firm that laid plans years ago that are being followed out today, not living in the present as far as their business is concerned. The present was planned a long time ago, making few, if any promises, but those few lived up to very religiously. Loathe to make any changes, as they were quick to see changes meant disorganization, and were costly; paying a wage to their employes that would mean little or no desire to roam, and through fair and humane treatment to all, this firm built better than they knew.

In Wrong & Company started with ample capital to do a large and prosperous business, with ample credit if they cared to use it. Also, in a distant state, with no desire to wrong any man, but ignoring those methods that were so carefully thought out by In Right & Company, with no thought of tomorrow, with no well-laid plans that would guide them through the troublesome times that came to both firms, giving little or no intelligent thought as to the men that were to make them or break them. No thought as to the line that should be made. Simply, shoot in the dark. Willing to change their lieutenants at the suggestion of some would-be friend that wanted to see men installed that

would be friendly to their interest, and lovers of new faces, and strong on promises that were often hard to keep. Theirs was a mushroom growth, and when trouble came they went down like the corn-fields of Kansas before the dry winds.

Poor foremen should not be employed. They fill your factory full of trouble and fill your desks with complaints. Poor superintendents should be shunned, if you will build shoes that are to please the trade and bring repeaters. In Wrong & Company put their money on the wrong horse, and lost.

It was a common thing to find in the lasting room, cases of shoes with tips hard as rocks at the perforations, not pulled down to the last, and pulled off the last before they were dry, causing the linings to wrinkle and toes to go out of shape. Long and short tips were as common as widows in Europe. Tacks often showing around the toe and in the shank, caused largely by poor fitting. Crooked heel seams, baggy shanks, and crooked heel seats, toes and heel seats hardly touched by the pounder; — this was a daily sight in this department, with foremen, assistants, cobblers and room boys enough to produce good sightly shoes. One good foreman and a good room boy, with a good superintendent back of them, would put this department right.

While in the bottoming department, two stitches to the inch, and with five-cord thread, they considered quite the thing at the McKay sewing. While all seemed to know that the groove in the sole was put there for the thread to lay in, it was not thought a serious matter if it was out and in the groove. The operator seemed to think he was employed to fasten the sole to the shoe, and his duties ended there. It was not thought that those high stitches would cause trouble in the finishing department. It was not thought serious for the seam to be inside of the tacks. In fact, shoes would

be tipped to avoid stretching them, but when they got to the trade, they did not enjoy the looks of the plates and tacks that were so common, and they sent them back.

The leveler knew that the firm was liberal on lasts and forms. Too liberal, he thought, as they were in his way. Could he not do three sizes of shoes on one size of last and form. Surely, he could, and did. Then, why the need of so many? The channels stuck just as well his way, and that was what leveling shoes meant to him. But those that saw those same shoes after they reached the finishing department that had been put through the factory without second lasts, thought they would come back, and they were right, as the most of them did.

The seat - nailer was very thoughtful of his employer's money. He thought seat nails cost money, and saved it for them by putting in five nails where he should put in ten, which made it quite easy for the heel trimmer to show the counters were lasted with tacks, (seats that are poorly pounded, and with but five seat nails must trim under) and this was the cause of many shoes being returned from the jobbers.

What could be said of the edge-trimming would fill one article; sufficient is it to say that those trimmers, all good men capable of holding down positions in the best factories, seemed to think that edge-trimming here meant smoothing up the stock and taking off the cement around the forepart, and pulling them in hard through the shank. Here was another place that they showed to all that the shoes were lasted with tacks through the shank, and as jobbers were quite willing to be told and not shown that the shoes were lasted with tacks, back they came.

True it is, that changeable methods and a desire to see new faces brought to In Wrong & Company a class of men that put them to the bad.

(To be continued)

Questions and Answers

Subscribers Are Invited to Send Their Problems
and to Help Others Solve Theirs

Question.

Do you consider it more difficult and requiring more work to set tan than black edges?

Answer.

A tan edge is fully as easy to set as a black edge. If there is anything about it that calls for more work and greater care, it is the staining of the edge. Many, and in fact, most all tan shoes, in some shops, carry a white stitch and no edge setter is allowed to touch that stitch with the stain. The stitch as well as every other part of the shoe must be kept clean.

As a rule a black edge can be blacked in without paying much attention to the stitch, so that in most cases the edge-setter can get over them quicker. This is the main difference, but when it comes to the work of setting, it is the same on both, and one is just as easy as the other. If there is any difference at all, it is in favor of the tan edge.

On good shoes, where they want a good edge, all of the edges are set twice and are set hard each time. The filler is put on first, and, in many rooms, on men's shoes, operators will only wet in twelve pairs and then set. By doing this they set the edges while they are in temper, and by following this method all the time they are sure to get a good edge; not on one case, but on all.

A black edge that is blacked in a long time, and allowed to stand too long before it is set, will chip in many cases, but, of course, a lot depends upon the blacking. As for the filler that is used, this is the same on both edges, at least in most making rooms where they make tan and black shoes.

Question.

What do you think of branded soles? How is the best way to finish them?

A FEW THINGS THAT WILL HELP THE SALE OF SHOES.

Much thought should be expressed and practiced by shoe experts in regard to building shoes that fit the wearer. It is a very common practice for shoe men to secure the very latest styles of lasts, regardless of expense incurred, so they can be in the swim and up-to-date. We commend them for their business sagacity, but why not combine reason with their other qualifications and introduce a shoe that will combine fit with beauty, giving comfort to the consumer?

The American shoe manufacturers, no doubt, are the brainiest shoe men on earth, and styles have been originated by them that are really works of art and no expense or labor has been spared to produce best results.

Some successful shoe men making men's high priced shoes have tried and achieved the grand successes due them; not by their good advertising, but by the durability and ease their shoes give the wearer.

On the other hand, few manufacturers of women's shoes that have tried to be specialists, have been successful in combining comfort and style, and many women openly declare they cannot get a shoe that looks good and is comfortable, no matter where they try.

It is a fact that samples made on women's shoes are usually 4 size and seldom wider than four width, and running narrower to C and B, with a heel from a 12-8 to a 16-8.

Suppose, for instance, a wider last with more wood in it was used for samples, keeping the lines of beauty in mind. Have the curve on the inside ball high enough to allow the foot to tread squarely on the ground so it will not throw the foot to the outsole.

To restore the poise and beauty of motion in walking, have the heel put on in accordance with well regulated principles of good shoemaking. Have a few samples tried that will surely be sold. The retailer having the new shoe, with just a little advertising, will dispose of them when a fit is assured and the style maintained. Call them any name you desire—the Perfect Fit or the No Corn Shoe—and in a short time this line of shoes will find preference above all others.

It is about time for our great American shoe men to arise to the occasion and make shoes that fit.

HAVE YOU FORGOTTEN—

That shellac put on the toe of the last prevents the box toe gum from sticking the lining to the last?

That those belts which you intended to box up are still a source of danger and that a lawsuit costs more than a carpenter's time?

That a counter that does not hug close to the last all around will throw out the entire shape of the upper and that this is especially true of low cut shoes?

That the man who knew it all died yesterday, while the man willing to learn was born today?

That lasts left on the racks are easier for the assemblers to handle than if thrown on a bench in a mixed up pile?

That a salesman calling on you is as much entitled to a hearing as are your men when calling on your customers?

That it is the inside of the shoe that comes next to the wearer's foot, and if the linings are not well made and fitted, the wearer will soon discover the fact, even though it is a part hidden from the eye, to a certain extent?

That a superintendent who bullies his foremen often crushes the spirit of those who might be of great value to you, were they allowed to speak their little pieces once in a while without interruption?

That if you have an executive who does not read a trade journal, that he is getting by through his own brain and brawn, rather than keeping in touch with what your competitors are doing?

THE FOREMAN WHO DOES A LITTLE OF EVERYTHING AND NOT MUCH OF ANY-THING.

There was a time when a foreman was not considered competent unless he was able to operate all machines in his department. But happily that time is past, and it is only on rare occasions that we read an advertisement calling for a foreman who must be a practical operator on all machines used in his department.

The United Shoe Machinery Co. have been instrumental in bringing this change about, because of the fact that when they install a machine, the agent who is sent to set it up is a capable operator, and will teach someone to run it.

A foreman today is valued more for his executive ability and eye for good shoemaking rather than for his ability to step up to a machine and operate it, which is as it should be.

The writer has observed during over twenty years' experience as a workman, foreman and superintendent, that the foreman who is familiar with a majority of the machines used in his department is expected to devote some little of his time at the various machines, and it is at these times when his help figure the batting averages of the members of the local baseball team.

My personal experience may not come amiss at this time, as an illustration: This happened in a factory making about 80 dozen pairs a day of men's, boys', youths' and little gents' shoes. The writer went with this firm as cutting room foreman, and, having had many years' experience in this department, naturally could do any part and operate the few machines connected with this room, such as the clicking

machine, vamp marker, crimper, and skiving machine; and operate these machines he did.

He was with this firm a year and a half, and the last year he marked all the button vamps, perforated all tips, sorted all tops and helped out on the skiving besides putting up jobs for his cutters, as well as checking all leather received. During spare time I instructed cutters and once in a while would cut a job on a machine. This is an actual fact and easily proven to anyone who may doubt it.

THE SHOE REPAIRING INDUSTRY.

The industry of repairing shoes has grown swiftly in the last few years, and now is of such size that it may be recognized as a special branch of the great shoe industry. There are about 45,000 shops in this line, and they do a business of about \$100,000,000 annually. Besides there are many retail stores that have repair departments. Of the 45,000 shoe repairing shops, about 18,000 are equipped with machinery. The machinery of the modern repair shop corresponds to that of the factory, save that it is simplified. Necessarily, it is simple because it often must be operated by unskilled workers, or at least by workers who have had scant experience in operating shoe machinery. Commonly, the machines are all set on one motor drive shaft, along one side of the repair shop. There is a lock-stitch machine at the head of the shaft. This machine has about 260 parts. It is easy of adjustment, and it is capable of good all-around work, such as changing quickly from a woman's flexible sole shoe to a boy's stiff soled shoe. It will stitch anywhere from four to sixteen stitches to the inch. Along the shaft there are machines for finishing the sole after it is sewed on. Among these machines are levelers, sanders, trimmers, edge setters, stitch cleaners, burnishing rolls and polishing brushes. Besides there are tool boxes, shelves for the work and fans.

The largest of the modern shoe repairing shops handle from 60,000 to 70,000 pairs of shoes a year. They employ from 25 to 35 men. They use a tag system, something like that of the regular factories. They sub-divide the work. In the small shops, one or two men may do all the work. One man may run all the machines on the shaft, operating one after the other. Or, seven men may work at one time on the machines on one of the longest of the shafts, say one of the 22-foot shafts.

The main thing in the modern shoe repairing business is to build up patronage. Salesmanship is as necessary to success in it as is good workmanship. Somebody must go out and convince customers that they should have their shoes re-soled, or otherwise repaired. This selling work may be carried on in big cities, small cities, in towns or out in the country.

In the business district of one large city some boot blacks put some repair machines in their back shop. One of them went among the offices of the neighborhood, asking for shoes to be repaired. He offered to give tickets good for six free shines with every pair of shoes that he re-soled. By this means a repair business was built up among occupants of the offices sufficient to keep four men employed. Besides, the shoe shining business flourished.

In the small cities and towns, the repair men send agents in autos, or on motor cycles, along the highways, to call at door after door and collect shoes to be repaired and returned. In some western communities the steam laundries have started shoe departments, and their wagons collect shoes to be shined or repaired, and to be returned with the regular basket of laundry.

The rapid increase in the repair business has probably cut into the sale of new shoes. But it has opened a new field for enterprising men, in the starting of repair shops, and in selling goods to repair shops.

Necessity of Keeping the Sheet Moving

Employing a Few All-round Operators in the Stitching Room

One often hears the motto: "Quality First," but according to the writer's experience, quantity must keep pace with quality if the foreman is to hold his job.

In talking to a stitching room foreman recently, who has made quite a reputation for himself, a man who can get the sheets out on time, I was pleased to hear this man say that his success in getting work on time was the result of two causes. His explanation fitted in with ideas that the writer has had for some time, and it was with no little satisfaction that he listened to this man, who has proved himself a successful stitching room foreman. The writer is inclined to think that if a little study of these two ideas is given by other stitching room foremen, that they may also place themselves in position to get out the quantity, and this is a point that is becoming more essential each year.

One often hears the motto: "Quality First," but according to the writer's experience, quantity must keep pace with quality if the foreman is to hold his job.

The first reason given by this man was that he made it a point to see that he got the proper efficiency from each machine and operator, especially at operations where there were no extra machines.

To cite an instance, he told the writer that when he took charge of the room where the writer met him, that they were trying to do 100 dozen pairs a day of women's medium grade McKays, and that he found six vamping machines which he figured were sufficient. There were also operators on each of these machines, still they wished for 100 dozen that did not come through.

Here was where he first put into execution his idea of efficiency, by discharging two vamp-

ers who were only doing about ten dozen a day, and filling their places with two others who were capable of from eighteen to twenty dozens a day. This is as good an illustration of the word "efficiency" as the writer knows of. It is also a very popular one with this foreman.

The second idea which this man works out, is to have two or more stitchers who understand several operations and are willing to do any part required. As a rule, help of this calibre must be paid for by the day. But supposing that 100 dozens a day is required, and by having two all-round stitchers who come within fifty cents a day of earning their wages, if reckoned at the piece prices, why is it not economy to keep these two at work, when perhaps a vamerper will stay out ill for a day or two, which means a loss of twenty dozens a day, which at an allowance of ten cents a pair for fitting (and this is not large), we find that a loss of twenty dozens a day means an increase of the cost of the stitching room of about two dollars and forty cents for one day and four dollars and eighty cents for two days.

When either of these all-round stitchers happen to fill in, at a time when a vamerper is out for any reason, and especially if out for two days or more, is there not a big gain in the cost of this department: besides the advantage of having the daily sheet go out on time? At any rate this is the way the foreman we mention figures it, and the writer must confess that he agrees with him. Still, if we both are wrong, why, it will be a simple matter for a stitching room man to prove it.

The Value of Enthusiasm

Ever since the birth of labor organizations or labor unions, as one may term them, the working class and the employers, commonly known as capital and labor, have been waging war against one another, with results that are too well known to mention. These battles of Labor vs. Capital will continue until such time as a remedy is found whereby the workmen and the employers are each thoroughly satisfied with the compensation they derive from their efforts.

Were one to ask any shoe manufacturer the question as to what lasting is worth or any other class of labor, he would naturally mention the price which he pays in his factory. He will even argue that his stated price is correct and that that was all that it was worth; but he would omit stating that it was all labor was worth to him.

There remains a wide difference between the exact value of labor and the price that the manufacturer pays for same.

My attention has been directed to this subject by an article appearing in these columns of the December 5th issue, bearing the title of "Results of Co-operative Profit Sharing."

At last, after years of warring between Capital and Labor, reports come from the city of Detroit, Mich., that an industry which is still youthful in age has brought forth one who says: Labor to me is worth five dollars a day as a minimum. He further says: If a man is not worth five dollars a day, I can't use him. This man during the past year has proven that by paying a man five dollars per day he gets five dollars' worth of labor from that man, thereby saving the floor space and power of one man, if he had two men who were only worth two and one-half dollars per day. Is there

any profit in this for the manufacturer?

Let us see! Just about twelve years ago the automobile industry was in its infancy. At that time the automobile was not a pronounced success. At the same time there was employed in one of Detroit's large office buildings a stationary engineer named Henry Ford.

Mr. Ford, while actively engaged in the engine room, while busy feeding coal to the furnace that supplied the steam for his engine, conceived an idea of extracting gas from gasoline which, according to his estimation would furnish the necessary operating power for an automobile. According to his conception and ideas, Mr. Ford, the engineer, built an automobile and is today noted as one of the foremost men of the country, owing to his achievement, but furthermore is known among the greatest philanthropists the world has ever seen. for the reason that he directs his philanthropic work toward the ones who have made his fortune—his employes.

Mr. Ford has demonstrated and proven to the world that harmony in the work shop is the greatest key to success, and to create this harmony one must show to employes an appreciation of their efforts, not from the mouth, but from the weekly pay envelope.

Mr. Ford has proven that there is absolutely no necessity of any wars between Capital and Labor, and has, by his co-operative profit sharing system, proven that there is no need for hard times no matter what the condition of the stock market may be.

How soon will we read of a shoe manufacturer who will take a like action? Will we ever hear of it?

I recently had occasion to visit several Cincinnati factories.

Hanging on the wall of an office of one of these factories, and occupying a position which is sure to catch the eyes of employes, are the neatly framed words: "Enthusiasm is a commodity in this Office!" This ought to mean that those who show interest in their work will see it reflected in their pay envelope.

In another Cincinnati factory will be found the motto, conspicuously displayed: "Help Push!" Here, also, is it supposed that the extra pushing, if any is done, will result in higher wages.

Now so far as can be discovered the wages in these establishments are no more than those of their business competitors.

This raises the question as to whether the employers or the employes, or both, are to blame. In short, the enthusiasm and the pushing did not perceptibly increase wages.

Many an employer has watched with concern the waning of the enthusiasm of a worker. At first full of suggestions, the workers' enthusiasm slackens, and then disappears. In the end the enthusiast becomes just one of the plodders. And the reason?

At a certain St. Louis factory I heard a sole cutter suggest an improvement, and as a result he aroused the jealousy of the foreman, who made it so disagreeable for the enthusiast that he left. This man helped "Push."

How many employers show any interest in their employes? If they are not concerned with their employes, how can they expect employes to be concerned over their business?

Isn't there room right here for reciprocity

After all the wage worker is more than a mere machine. It would at least help to arouse enthusiasm if employers would be more concerned over the social welfare of those in their employ.

WOMEN IN THE SHOE INDUSTRY.

Statistics prepared by the Russell Sage foundation show that

in 1861 there were, in the shoe industry, 154 women to every 1,000 employes, and that 50 years later, or in 1901, there were 210 women to every 1,000 workers. The same statistics show that there were fewer women in the shoe industry in both 1861 and 1901 than in any other important industry.

The shoe industry pays women higher wages than any other important manufacturing industry. So it seems unusual that it should employ the least number of women. Perhaps this circumstance is due to the fact that it pays its male workers such good wages that their wives and daughters do not have to work in the shoe factories in order to earn their living.

AN INTERNATIONAL LAST?

The interchange of shoe styles between leading shoe manufacturing countries, which steadily goes on, is likely to sooner or later result in the modeling of an international last.

American last makers send their models to England, France and Germany and other nations, where the lasts are adapted to the needs of the people of those countries. American last makers also import models of lasts from England, France and Austria, and work them into American lines. Already, the English and the French lasts have a fixed place in American shoe styles.

It is likely that this interchange of lasts will eventually lead to a style in lasts, that will be a blend of the several lasts of the different countries, and that will sell well at home or abroad.

Already some lasts are spoken of as international lasts. The American medium toe medium heel blucher oxford, which is the best selling shoe in the export trade, is sometimes spoken of as a shoe made over an international last. But it is an American last, not a blend of the lasts of several countries.

SERVICE



Our ability to ship welting promptly and
With a daily output of 120,000 yards, true
possible at short notice. Everything from
down to $\frac{7}{32} \times \frac{2}{32}$ for stitchdowns—and three
of it, QUALITY is the primary consideration

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TALKS



in large quantities is worth considering. Bulkload shipments like the above become $\frac{6}{8} \times \frac{1}{8}$ for the heaviest Goodyear work throughout the manufacture of every yard of rubber.

and Co.

**BROCKTON,
MASS.**

The Milwaukee Message.

Shoe Factory Gleanings.

—It is not a hard matter to write a page of news for a weekly trade journal if the news is to be had, but when you travel over a city all week and don't get any notes, it is no easy matter to get up a lot of readable notes, and that is about the position our correspondent finds himself in at present. Never in several years has the shoe news been at so low an ebb as it seemed to be this week, for everyone was busy and had no word to give, except in a few instances which were about as far apart as the poles, for one remarked that business was rotten, and the other said it was good, so there you are. It is all depending on the point of view.

However, the general tread seems to be upward, and the summer will not be so hard after all, if things brighten a little more. All the factories are running and some are turning out quite a fair day's work, while others are doing part of what they are capable of making, so the average is fair, and from fair to better is only one step.

—The towns through the Northwest are doing a good business and the larger factories in St. Paul are about as busy as usual at this time of the year, but there is no rush on anywhere, nor is it among the immediate possibilities. However, it might be worse, and we should all be thankful like the old lady who said she was thankful that she had two teeth, and that they were opposite each other.

—The Milwaukee Association of Shoe Factory Superintendents and Foremen held their monthly business meeting on the evening of June 4, and had a good attendance. They elected one new member and

have several new applications to act upon at the next meeting. The organization is strongly on its feet, and is a growing affair. The annual outing will be taken up at the next meeting, when a committee will be appointed to make the necessary arrangements for the event, and work will start at once on the details, for it is intended to make this the best thing ever held by the association, and as every affair conducted by them has been better than the previous one, it will be no easy matter to keep the high mark attained, but the hustle vein is in every committee so far appointed to manage these affairs, and this year will see every effort made to excel last year's outing.

President Muckle was reported improving as fast as can be expected, and he will be able to remove the plaster cast from his hip soon.

—Dr. Louis E. Levi, head chemist for the Pfister & Vogel Leather Co., and president of the American Chemists' Association, has just returned from a trip to Atlantic City, N. J., where he has been presiding over the annual convention of that organization. The benefit this association has been to the users of upper leather alone is beyond computing, and the improvement on the production is one of the greatest blessings to the trade in general.

—Mr. Henry L. Nunn, of the Nunn & Bush Shoe Co., is taking a short trip through the eastern markets in the interest of his business. This firm has recently taken up an army contract, it is reported, which will enable them to run quite a while with their regular output, which is up to the 1500 pair per day mark.

GALLOONS Cotton, Mercerized, Silk, Herringbone and Grosgrain Weaves

3, 3½, 4 Ligne, in Black and all Predominating Colors

This Stock is Now on Hand

We have paid particular attention to the uniformity of these goods and can guarantee that they will fit your binders.

PLYMOUTH
RUBBER CO.
CANTON, MASS.

J. LEVY SONS
CINCINNATI, O., U.S.A.
Western Selling Agents

CRAVENETTE CO.
U.S.A.

—Mr. Coleman Hibbard, formerly with the Boston office of the Richard Young Co., has resigned and will open an office in Chicago to handle a line of sheepskin made by the H. E. Gutterson Co. of Boston, and also to carry the line of the Salem Oil & Grease Co., Salem, Mass. He will cover the Northwest with both lines.

—Mr. George Wuseback, quality man for the United Shoe Machinery Co., has just completed the inspection of the L. W. Shoe Co., Chippewa Falls, Wis., and the Red Wing Shoe Co., Red Wing, Minn., and is now at the plant of the Harsh & Edmonds Shoe Co. of this city.

—Mr. William O'Donnell, of the Freeman-Paterson Shoe Co., St. Paul, Minn., is recovering from his recent attack of typhoid fever, and will be able to be at his duties again soon. His factory is busy, as is also that of the Thompson Shoe Co., and Supt. Murphy is well pleased with the future outlook of his plant.

—The Gotzian Shoe Co. are shut down for inventory and will resume as soon as they can. The other St. Paul factories are running along as usual.

—Among the visitors to the Milwaukee market during the past week were Mr. M. T. Shaw of the Red Wing Shoe Co., Red Wing, Minn.; John Casey, of the Gotzian Shoe Co., St. Paul; A. F. S. Lyons, Neenah, Wis.; Mr. Larson, of the Northern Shoe Co.; Duluth, Minn.; H. C. Freeman, of the Tomahawk Shoe Co., Tomahawk, Wis.; H. Miller of the H. Miller Shoe Co., Racine, Wis.; James Daven, of Sheboygan, Wis.; Chas. Copeland, of Copeland & Ryder, Jefferson, Wis.; S. C. Plummer, of the A. A. Cutter Shoe Co., Eau Claire, Wis.; Felix Gagnon, of the Gagnon Shoe Co., Webster, Wis.; and Mr. A. Goff, Racine, Wis.

MANCHESTER, N. H.

—The F. M. Hoyt Co. finished their stocktaking June 1st and have started up, and are at present cutting 350 dozen pairs daily, but will increase this output as the season advances. This is one of Manchester's busy firms.

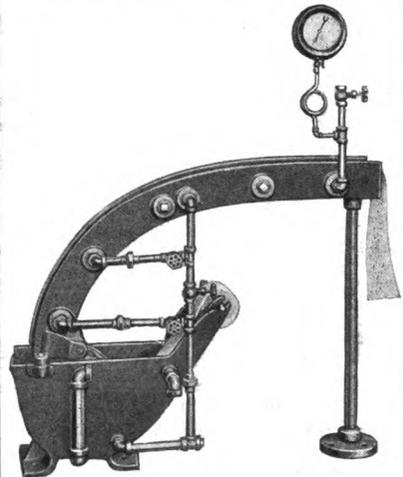
—Geo. R. Jones, of the Jones Co., has started for the Pacific Coast with a full line of samples, and expects to be gone six weeks. His line consists of women's McKays and Eno welts.

—The W. H. McElwain's Derryfield factories are busy on McKays and the East Side plant on Good-year welts. The other plants in this city are operating normally, but prospects look good for a good business later, holding busy during the winter and spring months on army shoes, in addition to their regular business.

WHEN YOU USE
Clifton Gem Duck



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You are Assured of

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Write us for information regarding the Clifton Process.

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BOSTON - U. S. A.

Process Patented January 12, 1904
Patented January 12, 1915

Process Patented August 19, 1913
Patented January 12, 1915

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BOX TOE

THE BOX TOE OF TODAY



The Vulco-Unit System produces a durable box toe; sweat-proof and waterproof. Retains perfectly the lines of the last. Effects savings in time and labor. Approved and adopted by the leading shoe manufacturers of the country.

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Chicago - - - St. Louis

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Cincinnati - - - Ohio

Why Spoil Shoes and Lose Orders



By trying experiments with your patent leather.

MULLEN'S PATENT **LEATHER REPAIRER**

Is a positive insurance that your patent leather shoes will be properly repaired and made salable at least cost and least effort.

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GERMAN AGENTS
Wachholtz & Herts - - - Hamburg
ENGLISH AGENTS
Gimson & Company - Leicester, England

Haverhill Happenings.

Trade Notes, Personals, Etc.

—The Haverhill Association of Superintendents and Foremen, at their regular meeting, held Friday evening, June 4, decided to hold their regular annual outing on Saturday, July 24th, at York Club Grove, Georgetown, where all previous outings of the association have been held. The committee's names will not be given out until the full committee is chosen. All efforts will be made to make this outing the equal of previous ones, which have constituted the real summer outings of this city.

There were no initiations but good attendance, considering the summer season. President W. W. Parks presided.

—Frank Cook, superintendent of Ames-Holden-McCready, Ltd., Montreal, Can., was a guest of his parents in Haverhill last week, leaving for Montreal last Saturday evening. His father, Chas. D. Cook, is superintendent of W. & V. O. Kimball's factory, Haverhill.

—Mr. McNab of Haverhill has accepted a position as foreman of the cutting room of Mears & Adams of Lowell, succeeding Mr. Williard, who recently resigned.

—Among the busy firms in Haverhill are the F. J. Thompson Co. on Essex and Wingate streets, this firm adding last week one more system of turned machinery, making four systems that are in operation at the present time.

—Many of the local factories are still continuing busy, the E. E. Sullivan Co. on turned work, being one of the many. Liberty & Durgin still keep up their usual briskness on turns. Some of the larger firms that have taken stock are getting their stride on McKay work, Austin E. Perry and Cushman & Hebert being the larger ones. The Hill Shoe Co. have had a good run and will again start along briskly after a few days, having many orders on hand. The general reports for Haverhill seem encouraging, many orders being received from the salesmen in the Middle West, and salesmen returning from such trips report progress.

—Mr. Lawrence Callahan has just returned from a successful western trip. Mr. Callahan is of the firm of S. B. McNamara.

—William F. Taylor, the well-known salesman of the St. Louis Rubber Cement Co., has given up his position. Mr. Taylor has several positions offered him, but

would not state at present which one he will accept, but the general opinion is that Frank will, no doubt, be seen in the New England territory, as previously.

—Mr. Daniel Dunn has accepted the superintendency of Winn Bros. Shoe Co. of Derry, N. H., entering his duties this week. Mr. Dunn is a well known figure in shoe circles, both in Haverhill and Lynn territory.

—The Haverhill Shop Baseball League results last Saturday at Athletic Park were as follows: 1st game—F. M. Hodgdon 1; Geo. B. Leavitt, 0. Second game—Guptill's, 3; C. K. Fox, 0.

LITTLETON, N. H.

—The Sears-Roebuck Co. are rushing in both factories and are working full capacity. In their No. 2 factory they are starting a new line of cowboy boots, Goodyear welt. This line was formerly made in their plant at Holbrook, Mass., but will be now made at Littleton under the management of Mr. Shurtleff. The No. 1 factory is still busy.

—Henry Boyd, formerly finishing room foreman for Rice & Hutchins at Marlboro, Mass., has accepted a similar position with the Sears-Roebuck Co., in their No. 2 factory at Littleton, N. H. He will assume charge at once.

SPRINGVALE ME.

—The Sears-Roebuck factories are at present turning out 65 dozens pairs a day and business looks as if this would be continued right along for some at least.

—Mr. Ben Henderson, lasting room foreman of the No. 3 factory of the Sears-Roebuck Co. has resigned his position. Mr. Henderson has been with this firm four years, coming here from Dover, N. H., where he was with the firm of Luddy & Currier. He will try and rest up, as his health has been poor for some time.

ENTERPRISING YOUNG LADY

Miss Elizabeth Laird is one of the few young women who have an active part in the management of a shoe manufacturing enterprise. She is a member of the firm of Ryan, White Co., shoe manufacturers of Peabody, Mass. She has charge of the cost and accounting department of the firm.

New Patents This Week.

Description and Claims Made for Them.

PATENTS ISSUED.

Listed below, together with a brief description of each, are the patents issued during the current week. Anyone desiring further information regarding any of them may obtain same by writing American Shoemaking.

LEATHER SCARFING Machine, No. 1,141,253—To Frank W. Merrick. A leading feature of the invention is the combination with a cutter of means for varying the relative obliquity of the work and cutter in proportion to the thickness of the strip operated upon so that the length of scarf shall be unaffected by the thickness of the strip, and shall be the same for strips of different thickness.

MACHINE FOR WAX TREATING Parts of Boots and Shoes, No. 1,141,263—To Charles Pease; which consists in a finishing machine having a work rubbing member provided with an acting face capable of absorbing wax, combined with means for heating the face and means for supplying the wax to the work rubbing member.

MACHINE FOR USE in the Manufacture of Boots and Shoes, No. 1,141,302—To Arthur Bates; which provides means for pounding the upper of the shoe adjacent the feather or upper face of the margin of the sole, also means are provided for pounding the edge of the sole, thereby improving the finish of the sole edge and assisting in the closing of the channel.

SHOEMAKING MACHINE, No. 1,141,289—To Everett W. Varney; which provides means for automatically positioning the shoe irrespective of height of heel or thickness of shank portion, so that the shoe will

be properly located for the heel cutting operation.

SHOEMAKING MACHINE, No. 1,141,324—To Edward Erickson.

LAST, No. 1,141,326—To Edward D. Gallagher.

VAMP MARKING MACHINE, No. 1,141,329—To Perley R. Glass; relating particularly to machines adapted to place marks on a vamp to indicate the position of the toe cap and, if desired, to place marks indicating the position of the quarters.

ABRASIVE, No. 1,141,371—To George Virneburg; particularly concerned with sandpaper or sand-cloth and other forms of abrasive coated fabrics, and produces fabric which may be used effectively in a wet finishing, smoothing or rubbing process.

ICE CREEPER, No. 1,141,353—To Martin Markowicz; which embodies calk carried resilient clamping arms adapted to be readily fastened to the shoe.

WORK SUPPORT for Soles of Boots and Shoes, No. 1,141,462—To William H. Hooper; which supports the sole in position of flexure as when incorporated in a shoe in use upon the foot.

SKIING MACHINE, No. 1,141,481—To Matthew Nally; which provides for the formation of a groove of an even and uniform width and of any depth desired.

SHOE LAST, No. 1,141,584—To Charles Schaefer; the lower portion of which is so jointed as to permit of bending the last to facilitate the building up of cork soles on the inside of a shoe.

ELECTRIC EMBOSSEING Apparatus, No. 1,141,689—To Edwin N. Chandler; intended for use in con-

Millimeter Gauge for Measuring Sole Leather

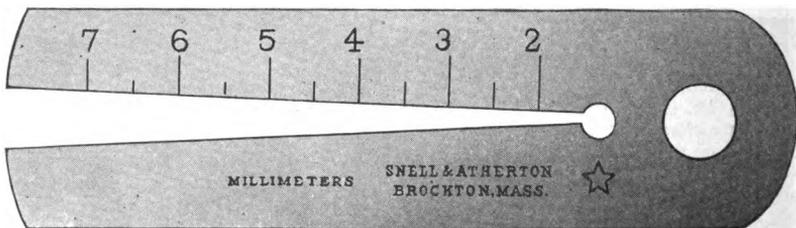


Fig. 24M

Graduated in Millimeters on one side and 48ths of an inch on the other side.

75c Each

SNELL & ATHERTON Inc., BROCKTON, MASS.

nection with the manufacture of shoes, whereby the shoe parts may be quickly and accurately embossed by means of an electrically heated die.

SHOE ELONGATOR, No. 1,141,7912—To Max Goldstone; which provide means for lengthening a shoe through the rotation of a shaft which imparts a forward movement to the foot section through the engagement of the thread on the shaft.

METHOD OF MAKING Boots and Shoes, No. 1,141,840—To Percy W. Shaw; which comprises lasting in the toe portion of the upper and securing it in lasted position by a toe wire retained at its opposite ends by metallic fasteners, inserting a thread fastener across the toe wire adjacent each end and finally removing the metallic fasteners.

HEEL BURNISHING MACHINE, No. 1,141,878—To Carl A. Matson; which will melt wax and deposit it upon the periphery of a burnishing wheel in a predetermined quantity. The working parts are carefully covered to prevent throwing of wax.

BOOT, SHOE AND THE LIKE, No. 1,141,889—To Sofus Trolle. The invention includes a novel correlation of holding and displacement-preventing elements for the ground engaging member or members of the bottom of the shoe, applying especially to shoes whose bottoms are formed of metal.

MANUFACTURE of Welt Shoes, No. 1,141,912; and **SHOE**, No. 1,141,911—To Herbert J. Percy. An important feature of these inventions consists in a heel stiffener having that portion of its flanges which is to be incorporated in the insole formed to fit against the outer side of the innersole lip.

HEEL STIFFENER, No. 1,141,913—To Matthias Brock; also **SHOE** No. 1,141,914. The object of these inventions is to provide a heel stiffener, and which shall have at the same time the further advantage that its wings will not swing downwardly between the upper and the lining more than, if as much as, the wings of flanged stiffeners of the usual form.

RUBBER HEEL, No. 1,141,227—To Irving R. Bailey.

NEWBURYPORT, MASS.

—Dodge Bros. finished up their lasting on McKays and Goodyears on Saturday, June 5, and will take account of stock on their several lines, with the exception of their turned work. They are too busy at this time on their turns to consider it. They installed a new line of machinery for lasting and beating out about ten days ago, and they have ordered another line, and expect to do their entire turned work with this new machine method.

FOREIGN EXPORTS BULKING UP.

There is every possible indication that the efforts of American merchants toward enlarging the trade with South American countries is rapidly increasing.

Davies, Turner & Co., of 104 High street, Boston, freight forwarders and exporters, are very pleased over the noticeable increase in volume of shipments being made to the neighboring countries' ports. This concern operates two steamship lines from New York to Buenos Aires and Rio de Janeiro, making shipments each week with a total tonnage capacity of 50,000. Ships make return cargo trips to the United States from South America weekly.

Shipments are being made on schedule time and delays are below normal. So great is the demand for American goods at this moment that every possible effort is made to give lightning service.

Tanners and shoe manufacturers should bear in mind that the big bulk of this foreign trade is handled by this concern, who have been in the forwarding business for the last fifty years.

MARLBORO NOTES.

—Richard S. Manning has concluded his services as foreman of the treeing and packing departments with the Sears-Roebuck Co., of Springvale, Me., to go with the Gale Shoe Co., Portsmouth, N. H.

—The Ashby-Crawford Shoe Co. had a fine display of their Trot Moc shoes in D. W. Cosgrove shoe store in this city. They also had a large lot of balloons with tags for prizes. Four or five pairs of Trot Moc shoes were given to the lucky one, with a lot of other prizes.

—John Curtis, of the Rice & Hutchins Curtis factory, is on a business trip to the West.

—The Rice & Hutchins Curtis factory is running nights until nine o'clock, and also running Saturday afternoon. They are rushed with large army orders.

—The C. J. O'Keefe Shoe Co. are not very busy at present, but are working on some very fine samples, which will bring in a lot of orders.

—Herman Collette finished work in the clerical department of the United Shoe Machinery Co. last week. He was presented with a gold chain by the agents as a token of their friendly feeling towards him. Harry S. Cann, manager of the Marlboro office made the presentation speech, and the recipient responded. Mr. Collette has been with the U. S. M. Co. for five years. He is a senior member of the company running the Jitney busses in Marlboro, and he will put his time in on this business.

Auburn Maine Events.

From Our Own Correspondent.

—The regular monthly banquet and business meeting of the executive force of the Lunn & Sweet Shoe Co. factories was held Thursday evening, June 3. The dinner being at 6 o'clock in the sales and sample room, to the forty-seven superintendents and foremen in the organization. During dinner the Lunn & Sweet orchestra rendered a most pleasing program. While the tables were being cleared away there followed selections from the new male sextette composed of Supt. Soutar and Foreman Mourque, Taylor, Philpot, Collins and Terino.

The business meeting which followed was presided over by R. M. Lunn, and papers were read by Messrs. Crosmann, Loring and Snow. Mr. Crosman took as subject, "The Cutting Room Cost," and giving a well constructed discourse on relative costs, touching upon both labor and material. Mr. Loring spoke on "The Sorting and Measuring of Skins," and Mr. Snow upon "The Cutting of Skins Profitably." All three papers were of intense interest and, when embellished by the return reports from office costs, held much of interest, in that they resulted in an efficiency of "standard and allowances," which those of the shoe-making staff do not often have an opportunity to comprehend.

The evening was generally commented upon as being one of the most instructive and thoroughly interesting of those of the present season. Adjournment was taken until the first Thursday in September.

—Geo. W. Smith, representing the Duplex Blacking Co., called upon buyers the first of the week. Mr. Smith and the company he represents have many friends in Auburn factories together with "Jimmy" Sullivan. Mr. Smith is anticipating the Superintendents and Foremen's outing, which is scheduled for next month.

—Mr. Percy W. Sherman, formerly of Lynch & Sherman Co., Lynn, has been visiting friends in Auburn during the week, partly combining business with pleasure.

—The Lunn & Sweet Shoe Co. have purchased the property next door, north of the general office entrance, and will grade it off for a lawn.

—Herbert Kennon, an agent of the U. S. M. Co., was badly bruised and his face cut by the falling of a McKay stitcher at the Cushman-Hollis Co. factory on Tuesday of last week. Mr. Kennon is at his home, and it is feared he has received internal injury.

—The recent visit of Aleppo Temple, Mystic Shrine, of Boston,

brought many shoe men who had never before visited this community. The large, clean factories with their beautiful lawns and well kept surroundings, was a revelation to some of them. Auburn should take just pride in the interest of its manufactories for the betterment of the civic conditions.

—The Lunn & Sweet Shoe Co. are making fall samples which in addition to an increase in the production of late spring orders, makes their factories a busy place. The semi-annual convention of salesmen will occur in a few weeks.

—The interest in the Shoe Baseball League increases as the season advances. The Lunn & Sweet Shoe Co., and the Field Bros. & Gross teams are tied for first place at the present writing. The two teams have not met as yet, having had a postponement by foul weather, and the friends of both are claiming victory for their factories. It has been proposed that a post-season series be played between the champions of Auburn and Haverhill, and the games may materialize.

—W. V. Robbins, general superintendent of the Lunn & Sweet Shoe Co. factories, has partially recovered from his recent illness and has been about the factory for a few days, leaving on Saturday, June 5, for a month's vacation in Connecticut and the Adirondacks.

—Chas. Ault, of the Ault-Wil-Hamson Shoe Co., Ellsworth, was in town on a business trip Thursday of last week.

—An effort is being made by the textile manufacturers and a few shoe manufacturers to obtain enough signatures to a petition for a referendum vote on the 54-hour law, which is to go into effect July 1st.

Should the required number of signatures be obtained, the date will be delayed until the voice of the people can be heard. However, the law will eventually take effect, and to many it is a source of wonder why an effort is being made to cause the delay. It is a credit to the shoe manufacturers that they did not take the initiative in the matter, and still more to some few others that the petition was not permitted to be circulated in their factories. Outside of "overhead expense" it will make a trifling difference in the shoe trade, as the piece system predominates in all the factories, and many of the manufacturers readily admit that with a concentration effort on the part of all executives to keep every employe busy at their task all the time, that as much, or more, can be accomplished in nine as in ten hours.

Industrial Information

New Enterprises and Changes in the Trade

NEWBURYPORT, MASS.

The NICHOLS SHOE CO. will start up next week on Good-year turns and will make a line of medium and a fine line of women's shoes. They are fully equipped with a line of Goodyear machines and will make from four to five hundred pairs daily.

NEWBURYPORT, MASS.

A new firm under the name of FERN & POOR has started in business at Ferry Wharf. The members of the firm are Oscar Fern and Geo. P. Poor. Both are well known and success will be looked for. They will make a line of women's Good-year and turn shoes; also a comfort line. The capacity at present is 500 pairs daily.

BROCKTON, MASS.

GEORGE W. RODGERS, who has been running a shoe school in this city, has formed a partnership with John Clifford for the manufacture of boys' and youths' shoes. They will use the old H. T. Marshall factory.

ROCKLAND, MASS.

The SOUTH SHORE SHOE CO. are installing their machinery for the making of a third grade shoe, and in a short time will be able to turn out a full day's work on this line.

BROCKTON, MASS.

The BROCKTON RAND CO., the largest per cent of its output being wetting for the shoe trade, are making plans for the construction of a brick addition to their boiler room, to help accommodate their rapidly increasing business.

QUEBEC, CAN.

J. E. SAMSON has recently entered the shoe manufacturing field for himself, making standard screw boots and shoes for men, women,

boys and youths. Mr. Samson was formerly connected with the Rock Shoe Co. as secretary.

CHESTER, PA.

Another concern which has recently begun the manufacture of men's shoes is that of the POMEROY SHOE CO.

BALTIMORE, MD.

A concern recently incorporated for \$50,000 for the manufacture of boots and shoes is that of the JAMES F. DONAVIN SHOE CO., with E. M. Brown, Ray Ross and James F. Donavin named as incorporators.

SIOUX CITY, IA.

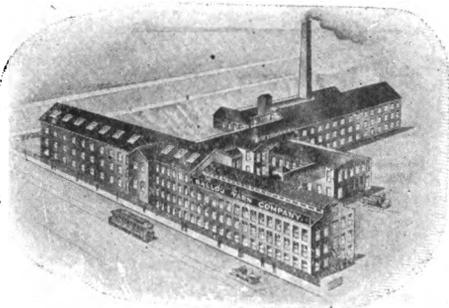
Articles of incorporation of the SIOUX CITY HIDE & FUR CO. have been amended and the name of the firm changed to the POWELL HIDE & FUR COMPANY.

ST. LOUIS, MO.

The HOME COMFORT SHOE CO. has been incorporated by J. G. Barreson, Jesse H. Walford and R. V. Hughes. The capital stock is \$6,000. They are to manufacture a line of women's shoes.

ANNVILLE, PA.

At a meeting of the directors and officers and stockholders of the A. S. KREIDER SHOE COMPANY of this place and its various branches, it was decided that all the companies under the name of the A. S. Kreider Shoe Company should be merged into one large corporation, to be known as the A. S. Kreider Company. By this merger one board of directors will direct the policy of the company, the change effecting Palmyra, Middletown, Elizabethtown and Annaville. The new factory to be built in the near future at Lebanon will also come under this ruling. Mr. A. S. Kreider will be the company's president.



THREAD

Cotton Shoe Threads

All Sizes, Forms, Colors
and Finishes

Manufactured by
Ballou Yarn Company
PROVIDENCE, R. I.

EXTRA DIVIDEND FOR U. S. M. CO.

An extra dividend of ten per cent in stock and ten per cent in cash was declared by the United Shoe Machinery Co. this week on the common stock of the corporation. According to the balance sheet of the company the payment of this dividend will not seriously effect the large surplus balance which the company carries. In fact, the daily press has commented on the fact that the company could have as easily paid thirty per cent without lowering the surplus beyond the point at which it has stood after previous extra dividends.

F. W. RAUSKOLB WINS DECISION.

In the case of F. W. Rauskolb vs. Frank H. Davis, doing business under the name of the Improved Gold Leaf Co., a decision was rendered by the court in favor of the plaintiff, declaring the method of manufacturing gold leaf in question infringes patents No. 1,072,992 and 1,103,222. A permanent injunction was issued by the court restraining any further manufacture or sale under the Davis or Schumacher patents. The decree also found that the F. W. Rauskolb patents are valid and cover a new and useful invention. This patent No. 1,103,222 is on the article irrespective of the method of making it.

The sale or use of the infringing gold leaf will render the seller or user liable to prosecution.

METAL QUILTING

A machine for quilting a sole with tiny wire staples is in use in several factories that make shoes for boys, youths and little girls. It is claimed that the metal quilting makes the soles wear a great deal longer. The staples are driven into the leather in several rows. They are driven flush to the surface, making a smooth bottom.

TRADE COMMISSION HEARING.

Thomas F. Anderson, secretary of the New England Shoe and Leather Association, appeared before the federal trade commission in Boston on June 1, when that commission gave a hearing to manufacturers of New England.

Mr. Anderson discussed the development of foreign trade. He said that while big shoe firms might not care to join in a combination for promoting foreign trade, yet it might profit small firms to do so. The big firms can stand the expense of sales campaigns abroad; but small firms may not be able to do so. For instance, the annual traveling expense of a salesman visiting South America is \$5,000. That does not include salary. No small firm can afford to pay this expense; but several small firms might get together and arrange to share the expense and might send a salesman with samples to South American countries.

Mr. Anderson also urged that this country endeavor to make more friendly trade treaties with several South American countries. At the present time this country admits most South American products free of tariff charges. But when it comes to sending American manufactured goods to South American countries, then the duties charged by the South American countries are often almost prohibitive.

THE SILENT SYSTEM.

One of the interesting things about the modern shoe shop that gets very scant attention, is the silent system of transmitting orders. This is done by the familiar tag system, or by the common telephone. Were it not for these devices a manufacturer would have to go traveling about his shop shouting his orders to superintendent and foremen, and roaring like a skipper of a whaler to make himself heard.

BORAX**—FOR THE—
Shoe Factory**

BORAX USED IN THE WATER FOR DAMPENING THE SOLE
MAKES THE SOLE FLEXIBLE, PREVENTS CHIPPING OF
THE EDGES, AND MAKES A SMOOTH, VELVETY FINISH.

**WRITE PACIFIC COAST BORAX COMPANY,
100 William Street, NEW YORK, FOR RECEIPT**

THE most scientific example of mechanical invention that is being exploited today in shoe machinery is successfully working in the McElwain, Emerson, Regal Shoe Co. and Huckins & Temple factories.

This new device sets invisible eyelets by means of an upsetting die inserted through the inside of the eyelet. This die is expanded to set the eyelet between the two or more pieces of upper stock and then contracted to enable it to withdraw. The upper hole is undisturbed and the shoes are perfectly eyeleted by power.

Science in Shoe Machinery thus aids the art of shoemaking in producing with rapidity a beautiful, artistic, invisible-eyeleted shoe—the shoe that fascinated Broadway years ago and is now the adopted style of the present day.

United Shoe Machinery Co.

EYELET DEPARTMENT

BOSTON

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MASS.

Brockton and South Shore.

Trade, Notes, Personals, Etc.

—The F. F. Field Co. of Brockton has begun the manufacture of their big order of army shoes for the Italian army. They will run a day and night shift, and expect to run until about the first of October. They have hired several hundred men and have added several new foremen.

—The Whitman Board of Trade, which started out to raise, by subscription, \$10,000 for the construction of a new and larger factory building for the Roberts Tack Co. of that town, are assured of success, as \$9,750 has already been subscribed.

—W. F. Nesmith, who was stricken with appendicitis in Boston and taken to the Brockton Hospital for an operation, is resting comfortably. Mr. Nesmith is president of the Nesmith Shoe Co.

—The W. L. Douglas Shoe Co. of Brockton are nearing the end of their run, and business for the new run is coming in fairly well considering the business condition of the country. Their No. 3 and 4 factories closed last Thursday for the week-end, but the No. 1 and 2 factories finished the week on full time.

—Business in the shoe factories of Randolph is beginning to start up again. The cutters at the factory of Richards & Brennan started cutting shoes on the new run last week and the operatives at the factory of the Royal Shoe Co. are all well under way on the new run.

—All departments of the Churchill & Farnum factories of the Churchill & Alden Co. of Brockton, are now running and more work is being done on the new run than they have been doing for several months.

—At the regular weekly meeting of the Brockton Association of Superintendents and Foremen held last Friday evening, two applications for membership were received. Arrangements for the annual outing were left in charge of the entertainment committee, of which C. H. Taylor is chairman. It was voted to hold the outing at Pemberton Inn, and the date was fixed for August 7th.

—George N. Hubbard, of Brockton, has been nominated as a delegate to the convention of the Boot and Shoe Workers' Union, which will be held at Buffalo this month. He is to represent the membership-at-large branch of the union. Mr. Hubbard is foreman of the No. 1 and No. 2 lasting rooms of the W. L. Douglas Shoe Co.

—The Treers' Union, at its meeting last Friday evening, voted to ac-

cept the offer of the W. L. Douglas Shoe Co. of Brockton, in the \$2.50 grade of shoe, and the contract was signed.

—Notice having been received from the unions of the city that they could not agree with the Geo. E. Keith Co. in the adjustment of prices on the 6th grade of shoes in the No. 2 factory, the firm issued a notice that the firm would close the No. 2 factory indefinitely. The firm has promised the employees of that factory that as soon as possible they will give them employment in the other factories of the company. Mr. Harold C. Keith, assistant treasurer of the corporation, states that the output of the No. 2 factory is about 110 cases per day or about seventeen per cent of the total output of their entire plant, which consist of three factories in Campello, and one each in Middleboro, North Adams, East Weymouth and South Boston, Mass., and Rochester, N. Y.

—Since shipments from Brockton last week were the smallest for several years, a total of only 4313 cases being shipped. The holiday and part time in several factories are the reasons for this decrease. From shipping points they were forwarded as follows: Brockton Centre, 1339 cases; Montello, 2126 cases; Campello, 848 cases.

—The next conference of all the treers' unions of the Old Colony Shoe district will be held in North Abington on Sunday, June 13th.

—The Puritan Counter Co. of Brockton have received an order for 250,000 pairs of slip taps for one of the South Shore shoe firms now making orders for one of the countries now engaged in the European war.

—The Rice & Hutchins factory of Rockland have received an additional order for 250,000 pairs of shoes for one of the European countries now engaged in the great war. These orders added to their regular business will keep them busy until early fall.

—Fred Clark, of Avon, has accepted a position as foreman of the factory of the F. F. Field Co. of Brockton. This factory is now running a day and night gang in all departments in order to get out the big army contracts.

—Harry Mason, who recently succeeded Mr. Wright as foreman of the dressing room at the Brockton factory of the E. E. Taylor Co., has resigned his position. He is succeeded by John Roach, who has been in the employ of the firm many years.

—Francis J. McSherry, who a few years ago succeeded Ira E. Fletcher as head foreman of the four gang rooms of the W. L. Douglas Shoe Co., tendered his resignation last Monday morning, to take effect at the end of the run, which will be the first of July. Mr. McSherry has been in the employ of the Douglas firm for the past ten years, first as a workman at the bench as an edge trimmer, later as foreman of the edgemaking department. A few years ago, when the Douglas people moved their entire business out of town, he went with them to Haverhill and had full charge of the gang room for the nine months they were located in that city. On their return to Brockton he took his old position as foreman of the edgemaking department, and when Mr. Fletcher resigned to go with the F. M. Hoyt Shoe Co. of Manchester, N. H., as superintendent, Mr. McSherry was the unanimous choice of the directors as his successor. He has under him fourteen sub-foremen and is in charge of over one thousand employes. In the beginning of the old unions of the city he was formerly business agent of the Edgemakers' Union.

—The Sturgis-Jones Last Co. of Brockton are running overtime to keep up with their big line of orders for lasts, quite a number of which are for the making of army shoes for foreign countries now engaged in war. They are employing over one hundred men.

FORELADY RECOVERS DAMAGE.

Ida M. Forbush, forelady in a Lynn stitching room, was awarded a verdict of \$1500 the other day. She was walking along Willow street to her work, when a cement can fell out of the window of the A. M. Creighton shoe factory, and struck her on the arm, injuring a nerve to such an extent that she was compelled to give up her position. She sued Mr. Creighton for damages and was awarded \$1500 by a jury.

EXETER, N. H.

—Fire early in the morning of June 9th totally destroyed the plant of the C. A. Cassaboom Co. on Rockingham street. The company has just moved here from Amesbury, Mass., and were just commencing to manufacture shoes, the cutting and stitching rooms having just started up. The building was owned by Augustus Young. The fire caught in the adjoining plant owned and occupied by Mr. Gardiner, who recently moved here from Methuen, Mass., and was manufacturing shoe shanks. Parker & Webster's lumber yard was also destroyed. The Chas. S. Bates shoe factory nearby was saved with slight damages to the building and contents. Several tenement houses nearby were partially destroyed. The total loss on all property will be upwards of \$100,000.

The Cassaboom Company had applied for insurance, but some policies had not been returned, so Mr. Cassaboom could not say how heavy his loss would be. It is a severe blow to Exeter, as the business men had just secured the Cassaboom Company, and they were looked upon to greatly reduce the unemployed and bring prosperity to our town.

NEW JOBBING HOUSE.

R. Blumberg & Sons Textile Co., 2023 First avenue, Binghamton, Alabama, jobbers in dry goods, clothing, furnishings, etc., have opened a wholesale shoe department and will handle a general line of shoes and findings.

—Mr. L. H. Gilson, of the Brockton Rand Co., Brockton, is away on a two weeks' trip among the western manufacturers. Business with this company is reported to be good.

—Recent visitors in Boston included Frank H. Cook, superintendent of the No. 1 factory of Ames-Holden-McCreedy, Ltd., Montreal, Can.; and Chas. H. Albee, superintendent of cutting and buyer of upper leather with the same concern.

PERSONAL SERVICE

- ¶ This is the way that we are working up our business.
- ¶ We have been doing this for some time, and we want you to know it.
- ¶ We deliver everything that is to be obtained in the **PATTERN LINE** that is advertised—and then—some that is not.
- ¶ Write us also about our Style System.

Western Pattern Co. 1820 Washington Ave.
St. Louis, Mo.

Lynn and the North Shore.

Trade Notes, Personals, Etc.

—Cutters have been called back to work in several Lynn factories. Manufacturers have recently bought sole and upper leather. These and other signs in the Lynn shoe trade point to a betterment in shoe manufacturing conditions in Lynn. Prospects are that the run on black shoes will increase during the fall. Yet Lynn manufacturers are by no means intending to give up the designing and making of novelties in footwear.

—One of the important changes in the Lynn shoe trade is the steady employment of stock shoe departments. It is said that there is a similar development about the country. Manufacturers are going into the jobbing business, by means of turning shoes from their shops into their stock departments and then selling them direct to retailers. When Lynn manufacturers started stock departments a few years ago, they carried only staple styles. Now they carry the latest novelties in stock, and they close out these novelties, and add new ones with about the same rapidity that a department store turns its stock.

—A physical examination of employes has been ordered by the General Electric Co., and it is expected that similar action will be taken by shoe manufacturers. The examination is a simple one, and is made by a physician. Its purpose is to prevent accidents, for which employers are now responsible under the new workmen's compensation law. For an example of the operation of the physical examination, consider that a man with weak eyesight asked for a position running a high speed machine. The physical examination would reveal his weak eyesight. Either he would have to have his eyes treated so that he could see, or he could not have the position, because he might catch his fingers in the machine and suffer an accident. For such an accident the manufacturer would be responsible. By means of physical examination of employes, it is likely that the prevention of accidents will be increased very much.

—Some patterns of needle toe oxfords were shown to Joseph Reando, of Bailey, Reando & Stone, Lynn pattern makers, the other day. Though there was not a distinguishing mark of any sort on the pictures, Mr. Reando identified them as shoes that he worked on in the factory of A. F. Smith & Co., Lynn, twenty years ago. An inquiry showed that Mr. Reando was right, and that the pictures were actually taken from shoes made by A. F. Smith &

Co. twenty years ago. The incident related to shows that a practical shoemaker can carry a true picture of a shoe in his mind for a good many years.

—Some Lynn manufacturers are using a new cotton thread for sewing soles of McKay shoes. It is a thoroughly American product, the cotton being raised in the South and the thread being spun in New England. It will stand a pull of from 60 to 70 pounds. It has a surface that waxes very nicely. Its use brings about a small saving in the cost of making shoes.

—Some Peabody tanners have laid in large stocks of dyestuffs. One concern has on hand five times as much dyestuffs as in times of peace. A big firm has over \$100,000 worth of dyestuffs on hand, and another firm has a slightly smaller amount. While the tanners have large supplies on hand, yet they will use them sparingly, for they expect no additional supplies until the war is over, and shipments from Germany are resumed, or until American manufacturers of dyestuffs grow large enough to make good the present deficiency.

—The United Shoe Machinery Company buildings at Beverly are commonly looked upon as fireproof, for they are of concrete from cellar to roof. Nevertheless, a water curtain has been put on to the easterly side of them to protect them against a possible conflagration in a tenement house district. Such a fire would threaten the papers in the office, and the drawings in the pattern rooms, if it were not for the protection that the water curtain provides.

—Frank Houghton, of the Houghton Heel & Leather Co., Lynn, and of Creedon, Houghton Co., Boston, is expected back from England the latter part of June. He planned to return early in June, but was delayed because of a fault in his passports. He has been to England selling shoe stock to English shoe manufacturers.

—Francesco McManus, consul for Gen. Villa, at El Paso, Texas, was in Lynn 15 years or so ago, securing machinery and supplies for a shoe and leather manufacturing enterprise that he established at Gomez El Placio. Some Lynn men went down to Gomez and worked for him.

—Monday, June 14, will be a holiday in Lynn. The Elks have arranged for a monster parade and for exercises in celebration of Flag Day. A number of the shoe factories will shut down and employes will parade.



TRADE WANTS



MANUFACTURERS and SUPERINTENDENTS can usually obtain very satisfactory foreman and workmen for various departments through this department. Advertisements listed under "Help Wanted" and "Position Wanted" are printed at the rate of 2 1/2 cents per word for one week; 5 cents per word for two weeks; 6 cents per word for three weeks; 7 cents per word for four weeks.

Advertisements to appear in this department must be in this office by Thursday morning to insure publication.

HELP WANTED.

WANTED—An A-1 shoe man with \$10,000 to invest, as a general manager, and also to take charge of the selling end of a well equipped shoe factory with a daily capacity of 700 to 800 pairs, making infants', children's, misses' and women's shoes, and located in a good section of Eastern Pennsylvania, where help is plenty. This is an exceptional opportunity for the man who has the qualifications and calibre to bring results. All inquiries considered confidential. Address 3706-H, care of American Shoemaking.

WANTED—Felt Shoe and Slipper factory superintendent. Must be thoroughly familiar with making high grade styles now on the market. This position is for a competent man, must be able to handle complete manufacturing. A good salary and percentage of profits will be given. State references and complete information first letter. All replies confidential. Address 4207-M, care of American Shoemaking.

WANTED—To purchase shoe machinery; fitting, making and finishing; also racks and other equipment suitable for men's welt shoes. Must be in good order. Address 4110, care of American Shoemaking.

WANTED—A line of cut soles for sale in New York and Pennsylvania, on a commission or salary basis, by one who knows the trade. Address 3108-B, care of American Shoemaking.

POSITIONS WANTED.

A THOROUGHLY practical shoe man of wide experience and acknowledged ability on men's or women's fine welts, will be open for a position as superintendent, or would take a large room, after July 1st. If you want a steady, consistent plugger, who will get results and produce good shoes, address 1323, care of American Shoemaking.

AN EXPERT fitting room machinist, 39 years of age, 10 years as machinist, desires a position either as foreman or machinist. Learned the trade right through from cutting to lasting. High grade work. Address 2008, care of American Shoemaking.

STITCHING ROOM foreman wants position; experienced on men's, women's, misses' and boys' shoes, can teach help, and is also a machinist. Can repair Reece button hole machines; age 33 years. Good references. Address 508, care of American Shoemaking.

SOLE LEATHER room foreman desires a position. Expert on cutting, fitting, counter making and heel building. Can install system whereby all divisions are brought under thorough control; also teach all help. Best of references; will go anywhere. Address 405, care of American Shoemaking.

POSITION WANTED as foreman of finishing room by a man 38 years of age, with several years' experience as foreman on men's, boys' and youths' welts and McKays. Excellent references from former firms as a first-class man. Do you want a hustler? One that can tone up your finishing; excellent workman and instructor; can make own finishes. If desired take advantage of my services now and have an interview. Address 1930, care of American Shoemaking.

SUPERINTENDENT with thorough knowledge of men's fine shoemaking, capable of bringing a line up to a high standard of style, snap and good shoemaking in an economical manner, is open for a position. Successful eastern and western experience with successful firms. Address 1930, care of American Shoemaking.

NEW YORK STATE woman desires a position as fitting room forelady; can assume entire charge of that department and produce results on any grade of shoes. Address 230, care of American Shoemaking.

POSITION WANTED by an experienced edge trimmer; has run Goodyear stitcher, Heel Trimmer, Slugger and Wire Grip machines. Would accept a position as working foreman or assistant. Address 229, care of American Shoemaking.

AN EXPERT CUTTER on ladies' shoes desires position as cutter, instructor of cutting leather, or shoe sorting. Has had extensive experience in this line and can give valuable service. Fifteen years' Lynn training. Highest of references as to ability. Strictly reliable. Will go anywhere. Address 1927 care of American Shoemaking.

POSITION WANTED as cutting or stitching room foreman, or assistant superintendent. Ten years in executive positions on both men's and women's work. Is an expert on upper leather, experienced buyer and has exceptional executive ability; desires to locate with a progressive firm; position of more importance than salary. Willing to go anywhere. Address 316, care of American Shoemaking.

POSITION WANTED as superintendent or assistant superintendent, or would accept position as bottoming room foreman. Experienced on women's, misses' and children's welts, turns and stitch-down, both eastern and western. Also familiar with the Rex turn system; will go anywhere; references. Address 2310, care of American Shoemaking.

MR. MANUFACTURER:

Are you looking for a man in your factory that can either take charge of the manufacturing end or step in and do your bookkeeping, having had years of experience in all branches? I have been some eighteen (18) years in the business and feel that I would like to associate myself with some large concern.

I am at liberty to go anywhere and at any time, and can furnish best of references. Address 1821, care of American Shoemaking, Boston, Mass.

YOUNG MAN experienced in bookkeeping and office work desires to take up cost work in a shoe factory and would gladly work for a small salary for the privilege of learning this in some good reliable place. Address 2007, care of American Shoemaking.

POSITION WANTED as quality man or foreman of large making room; turn work. New York experience. Address 324, care of American Shoemaking.

FOREIGN TRADE OPPORTUNITIES.

(Addresses may be obtained by addressing the file number care of Bureau of Foreign and Domestic Commerce, Washington, D. C., 752 Oliver Building, Boston, Mass., or any of its branch offices.

Leather, No. 17129.—A business man in one of the insular possessions informs an American consular officer that he desires to receive samples, prices, and full information relative to various kinds of leather to be used for shoe uppers, including black and tan box calf and black and tan kids, in high grade, medium, and cheap hides. It is stated that the duty is about 10 cents gold per pound. Correspondence should be conducted in Portuguese or Spanish.

Box calf, shoes, etc., No. 17126.—An American consular officer in Greece reports that a firm in his district desires to extend its trade relations with the United States. The firm desires to import shoes and various kinds of leather, such as box calf, kid skins, and varnished kid skins.

Hotel Cumberland

NEW YORK

Broadway at 54th St.

Near 50th St. Subway and 53rd St. Elevated



Broadway Cars
from Grand
Central Depot
7th Ave. cars
from
Pennsylvania
Station

New 2nd
Fireproof

Strictly
First-class

Rates Reasonable

\$2.50 with Bath and Up

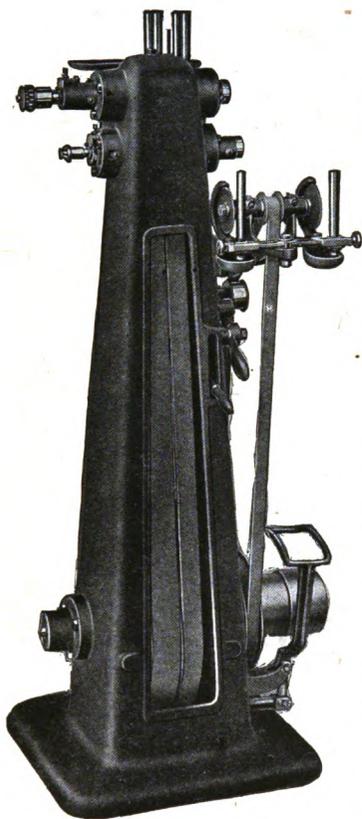
Send for Booklet

10 Minutes Walk to Forty Theatres

H. P. STIMSON

Edge Trimming Machine

MODEL E



This is a new type of machine for trimming edges of the forepart and shank after the sole has been fastened to the shoe. It differs materially from the older types of machines—being constructed in one piece—and is much heavier throughout. The forepart and shank shafts and boxes can easily be replaced when worn, eliminating the necessity of changing heads and the delays naturally caused by same.

All bearings are covered in such a manner that it is practically impossible for dust or grit to get into them, thereby reducing to a minimum the wearing of the parts.

The cutter grinding attachment is fastened to the frame of the machine and driven by a belt from the countershaft. This grinding attachment is a marked improvement over the old individual grinding machine, having quick and effective adjustments, and the emery wheels partially covered to prevent the grit from getting into the bearings. The grinder is started and stopped by means of a conveniently placed lever.

The machine is designed so that a bench can be built around it if desired.

United Shoe Machinery Company

GENERAL DEPARTMENT

BOSTON, — — MASS.

A NEW ONE

IN THE

"RED BOOK" Directory Series

Part I—DEPARTMENT STORES

A List of "The Thousand Best" Department Stores selling shoes, including the Large General Stores.

Gives names and addresses of firms and names of Shoe Buyers in nearly all cases.

FOR EXAMPLE:

BOSTON.

W. & A. BACON, Washington and Essex Sts. A. Saunders, buyer.

CONTINENTAL CLOTHING HOUSE, Washington and Boylston Sts.
C. L. Stay, buyer.

WM. FILENE'S SONS CO., Washington and Summer Sts. W. H. Leith, buyer, men's. Mr. Scates, buyer, women's. Mr. Tobey, basement, buyer.

JORDAN-MARSH CO., Washington St. Walter G. Lewis, buyer.

Part II—SHOE WHOLESALERS

A list of Shoe Jobbers with names and addresses of firms handling general lines, specialty lines, job lots, commission manufacturing agents, etc.

FOR EXAMPLE:

BALTIMORE.

ANDERSON SHOE CO. (Successors to Patapsco Shoe Co.), 910 Ridgely St. H. T. Anderson, buyer. Gen.

BALTIMORE BARGAIN HOUSE (mail orders), 200 W. Baltimore St.
Henry W. Straus, buyer.

BALTIMORE HARRISBURG SHOE MFG. CO., 23 So. Hanover St.
Mfrs. Agt.

BALTIMORE SHOE HOUSE, 113 Lombard St. Henry Abrahams, buyer. Gen.

Part III—WHOLESALE FINDINGS

A list of wholesale dealers in Shoe Findings, Shoe Store Supplies and Leather, giving names, addresses and names of Buyers.

FOR EXAMPLE:

EVANSVILLE.

EVANSVILLE LEATHER & BELTING CO., 429 Sycamore St. F. N. Hirlvershorn, buyer.

G. MEYER LEATHER CO., 212 Locust St. G. Meyer and H. J. Meyer, buyers.

FORT WAYNE.

S. FREIBURGER & BRO., 119 E. Columbia. Jos. Freiburger, leather;
D. Daniels, findings.

Three parts bound in flexible red leather to fit vest pocket. About 200 pages. Price \$2.00 postpaid.

SEND YOUR ORDER NOW.

ROGERS & ATWOOD PUBLISHING CO.
683 Atlantic Avenue Boston, Mass.

RED LETTER LIST



PEERLESS SPECIALTIES

Rapid Eyeletter, Gang Eyeletter, Automatic Perforator, Universal Shiver, Peerless Folder, Improved Tip Press, Economy Fold Cementer, Duplex Fold Cementer, Automatic Scourer, Rapid Paster Button Sewing Machine, Rapid Inker, Eyelets of All Kinds, Shoe Buttons.

PEERLESS MACHINERY CO.

St. Louis,

Chicago,

Rochester,

Lynn,

Boston, Mass.

Cincinnati



ADAMS CUTTING DIES

Guaranteed to Cut Straight
Fit Patterns Perfectly
and Stand Up Better
than any Dies made.



Successor to A. M. HOWE
(Established 1857)
Worcester, Mass.

JOHN J. ADAMS,

SHOE BUTTONS

**Strong — Uniform
Good Finish**

HARDMAN BUTTON CO.

Factory and Office: BEVERLY, MASS.

“SHOE FACTORY BUYERS’ GUIDE”

A list of firms selling shoe factory Supplies, classified according to the product 3 1-4x6 1-4. 230 pages. Should be in the hands of every buyer in the Shoe Factory.

Sent free to new subscribers to American Shoemaking.

**Novelty
Edge
Protectors**

Save money in the packing room
Make tip repairing easy.

Keep fair-stitching and edges clean

NOVELTY SELLING CO.

67 Essex Building, Boston, Mass.

1888 “**M.B.**” 1915
TRADE MARK REGISTERED

**Uniform and
Reliable Cements**

**FOR CHANNELS, SOLE LAYING
FOLDING, WELTING and FABRICS**

Montgomery Bros., Inc.

PHILADELPHIA, PA., U.S.A.

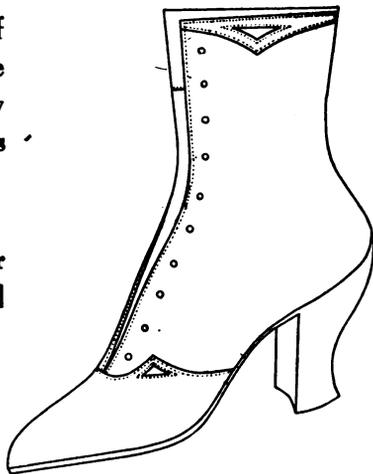
Boston Lynn Cincinnati St. Louis San Francisco

OUR STYLE SERVICE

gives you a wide variety of designs to select from, the privilege of consulting at any time with our expert designers regarding pattern problems.

Compare our plan with your present system and you will want it.

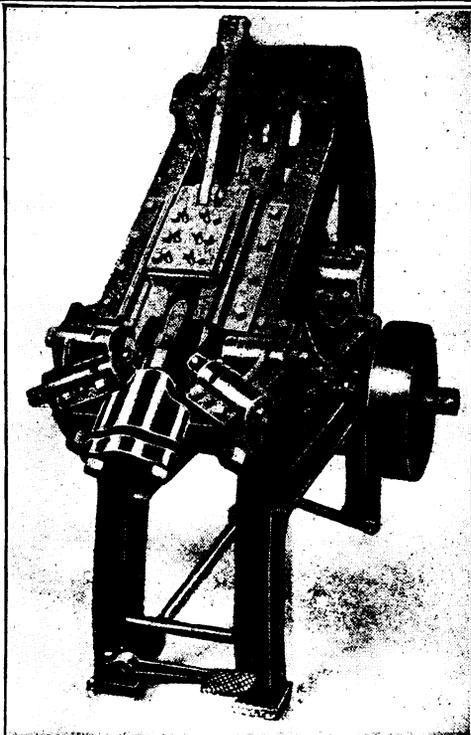
We will develop your ideas and give you ours freely.



WEICHMAN PATTERN COMPANY

POWER BUILDING

CINCINNATI, OHIO



Capacity 2500 to 3500 pairs daily

Counter Moulder

A heavy and powerful machine built to stand the heavy pressure required to mould counters to the proper shape.

The moulds are easily changed and adjusted to the different qualities of the counter.

Simple in construction, it is not liable to get out of repair.

Write for circular today.

**W. J. YOUNG
MACHINERY
Co., Lynn, Mass.
U. S. A.**

FOREIGN AGENTS

Gimson & Co., (Leicester) Ltd., Leicester, Eng. Nollische Werke, Weisenfels, a-3 Germany

AMERICAN SHOEMAKING

THE RED BOOK

Volume LV No. 12

June 19, 1915

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JUN 23 1915

The Keith System
for sticking taps
and making
squeakless shoes.

Irving L. Keith
Haverhill, Mass., U. S. A.

PUBLISHED EVERY SATURDAY

AMERICAN SHOEMAKING PUBLISHING CO.

683 Atlantic Avenue, Boston, Mass.

Blind Eyeletting

COMPLETELY DONE IN ONE OPERATION

The Muther Method

Original, Unique

Easy of Application

ELIMINATES ALL BENCH WORK

Done like ordinary Eyeletting after Under-trimming. Cuts your expenses of Blind Eyeletting to a small fraction. So simple you wonder you did not think of it yourself.

Write For Further Particulars.

Peerless Machinery Co.

44 BINFORD ST., BOSTON, MASS.



*Get the most
and the best from
your finishing
department*

YOU will get more real service from the operators and the machines — an increased production in a given time, and far better results — if you give them

Carborundum Paper and Cloth

Clean, sharp, uniformly coated, fast-cutting, and long-lived, they are making buffing and scouring records in shoe plants and repair shops everywhere.

Sample sheets if you desire

The Carborundum Company

Niagara Falls, N. Y.

New York

Boston

Chicago

Cincinnati

Cleveland

Milwaukee

Philadelphia

SHOE STITCHING DEPARTMENT

SEAMS SEWED WITH
HOLLAND MFG. CO.'S

STITCHING SILK

WILL NOT RIP

THIS
IS



THE
BRAND

Samples sent on memorandum at our expense. Also **THREAD TESTER** loaned to enable comparative test. Write us.

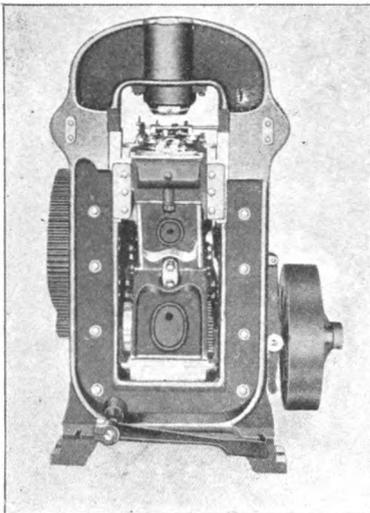
HOLLAND MFG. CO., 685 Broadway, New York

Mills: **WILLIMANTIC, CONN.**

Established 1860

BRANCHES: Chicago, 237 So. Fifth Ave. Boston, 77 Summer St. Cleveland, 33
Blackstone Building Cincinnati, 18 East 4th St. Philadelphia, 36 South Third St.
St. Louis, 1017 Lucas Ave. Rochester, 13 Andrews St.

A HEEL COMPRESSOR



The Young Automatic Heel Compressor

A doubled geared, very heavy and powerful machine. For compressing heels of all sizes and grades, it meets all requirements. Easily operated. Large capacity.

Heel Building Nails

Avoid all trouble by ordering our nails.

Ask for full particulars about this machine.

W. J. YOUNG MACHINERY CO.

LYNN, MASS., U. S. A.

GIMSON & CO., LEICESTER, ENGLISH AGENTS
NOLLESCHER WERKE, Weissenfels, a-S, Germany



Two New Ones

Nubrite Edge Ink

(one and two set) makes an extraordinarily high finish. Works very easily and cannot be beaten in the quality of edge it produces.

Quick Finish Sediment Bottom Stain

effectually covers imperfections, water stains or other spots, but leaves the grain clear. This finish is the result of long study and much time spent in experimenting.

Thompson's Finishes

are giving satisfaction to progressive shoe manufacturers everywhere.

Ferd Thompson was the first to manufacture wax blackings and wax stains, and his name stands for a guarantee of reliability.

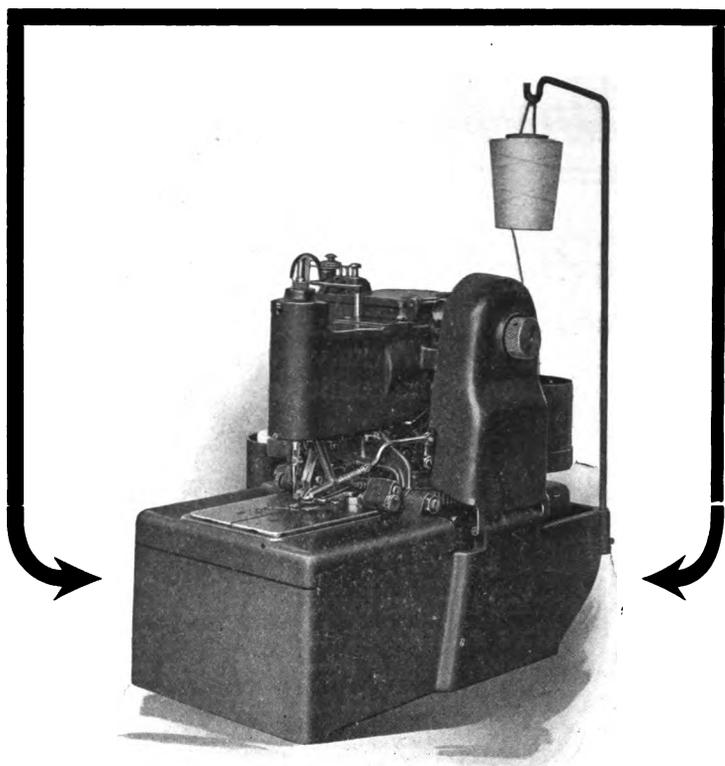
Thompson's specialties include everything in the line of blackings, waxes, stains, dressings, cleaners, etc.

Special Attention given to Export Orders

Ferd Thompson & Co.

ROCKLAND, MASS.

ESSENTIAL



The New Buttonhole Machine

33 $\frac{1}{3}$ rd% faster than any other. Can be set to give a fixed number of stitches on each hole and never fails.

Automatic cutting and holding attachment for top thread, saving ten to thirty percent on this item alone.

British United Sewing

LEICESTER

A considerable saving
of money can be
made by the use of
our Royalty System
and organization, as
against any other
equipment.

e Machinery Co., Ltd.
ENGLAND

Hotel Cumberland

NEW YORK

Broadway at 54th St.

Near 50th St. Subway and 53rd St. Elevated



Broadway Cars
from Grand
Central Depot
7th Ave. cars
from
Pennsylvania
Station

**New and
Fireproof**

Strictly
First-class

Rates Reasonable

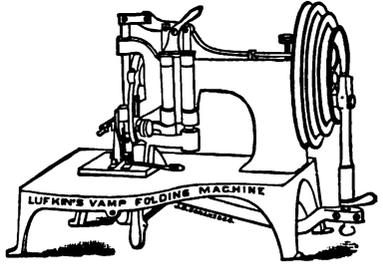
\$2.50 with Bath and Up

Send for Booklet

10 Minutes Walk to Forty Theatres

H. P. STIMSON

THE LATEST Lufkin Folder NOW READY



Our improved No. 9 machine will fold small outside curves without snipping the edge.

This machine is the result of thirty-five years' experience and 5000 Lufkin Folders have been built. Order a new No. 9 now or send us your old one to be rebuilt.

R. H. LUFKIN

38 Chardon Street
BOSTON, - MASS.

J. E. PEARSE AND CO.

88-94 ST. MICHAELS ROAD . . . NORTHAMPTON, ENG.
BRANCH OF E. PENTON & SON . . . LONDON, ENG.

WE ARE SELLING AGENTS FOR THE
FOLLOWING RELIABLE PRODUCTS

ARABOL BOTTOM FILLING

ROLLED OAK AND UNION
WELTING

SHANKS OF ALL KINDS

CLOSING THREADS
LINEN THREADS

BUTTON FASTENING
MACHINES

FLEXIBLE PAPER SHOE
COVERS

FRENCH BENDS

MANUFACTURED BY

Arabol Manufacturing Company

I. B. Williams & Sons

Campello Shank Company

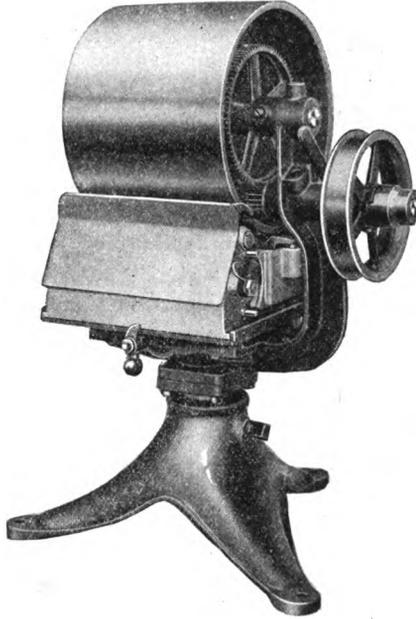
Wallaert Freres, York Street,
Belfast

Elliot Machine Company

G. W. Millar & Company

F. Leroy Nantes

Hub Lining Cementing Machine-- MODEL F



WHERE QUALITY COUNTS

THE results obtained through the use of this machine make it a most important factor in every stitching-room where high grade results are required. It also makes possible the use of an inexpensive paste instead of rubber cement, and as the roll carries but a thin even film of paste, there are never any lumps or surplus paste to cause stiffening or crackling of the parts on which it is used. When linings with nap are used the most desirable results are obtained, for the machine conveys exactly the required amount of paste to "fog" the nap and hold the lining securely in place. It can also be adjusted to meet all conditions.

Any desired information furnished promptly on request.

United Shoe Machinery Co.

GENERAL DEPARTMENT

BOSTON,

MASS.

LEATHERS

Export Trade a Specialty

Chrome, Vegetable and Combination Tanned

SIDE LEATHERS

We Make a Specialty of

Heavy Lines in Black and Colors

Suitable for Medium and Heavy Wear

C. MOENCH SONS CO.

Boston and Chicago, U. S. A.

**IF IT BEARS
THIS MARK**

USMC

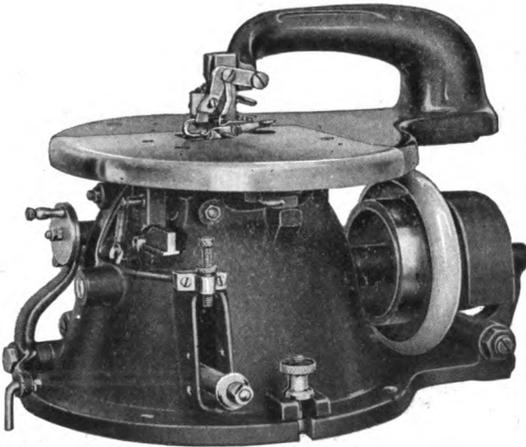
*You Can Rely
Upon the Quality*

United Shoe Machinery Co.
BOSTON, MASS.

THIS MACHINE

is now the universal standard
for folding all parts of
shoe uppers.

Makers of
the
finest
Grade
Shoes
are
among
its
satisfied
users.



Turns
over
seams
and
back
stays.
Makes
perfect
blucher
corners.

Rapid Hand Method *Folding Machine — Model B*

Five of the largest manufacturers have
adopted it exclusively, using a total
of 65 machines.

Do not the above facts warrant a
30 day trial order?

P. R. GLASS COMPANY

205 LINCOLN ST., BOSTON

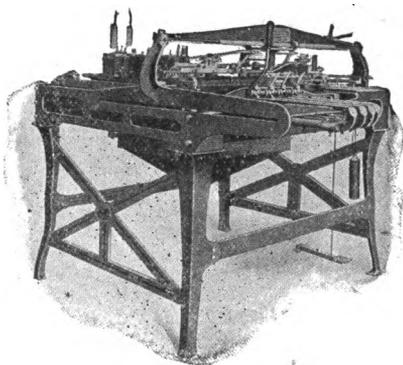
The
REED Power Cutting Grading Machine

IS

EFFICIENT because of the **VARIETY** of shoe patterns, and the **ACCURACY** and **RAPIDITY** with which they are made.

ECONOMICAL because of the great saving in **TIME** and **LABOR**.

DURABLE because it is manufactured from the best material



*Write
 For
 Information
 To*

NOLLESCHER WERKE,
 Weissenfels, A-S., Germany
 Agents for Continent of Europe.

LIVINGSTON & DOUGHTY, Ltd.
 Leicester, (Millstone Lane) Eng.
 Agents for Great Britain

PHILIP EHRLICH, Bme 3308 Buenos Aires, A. R. S. A.
 Agents for South America

Charles E. Reed & Co.
 11 So. Desplains St., Chicago, Ill.

Manufacturers of
SHOE PATTERN MACHINERY

AMERICAN SHOEMAKING

"THE RED BOOK"

A Weekly Technical Journal for Shoe Manufacturers, Buyers, Superintendents, Foremen, and All Practical Men in Shoe Factories.

CONTRIBUTIONS of high grade technical articles pertaining to the shoe manufacturing industry are invited and all articles accepted for publication will be paid for. Discussions of anything appearing in this publication are desired. The publishers reserve the right to reject any copy, either for the reading columns or the advertising columns, if undesirable. News and advertising copy should be in our hands not later than Wednesday, for publication in the issue of that week.

SUBSCRIPTIONS—\$2.00 a year, post-paid, in the United States, Canada, Mexico, Cuba, Hawaiian and Philippine Islands. To England and Australia, 12s. 6d., Germany, 13m., France, 16f., or

the equivalent of these sums to any country in the Postal Union. A copy of the Shoe Factory Buyers' Guide is given free to every paid subscriber. To discontinue this paper, the subscriber must notify the publisher and all arrears must be paid. In changing addresses, please give old as well as new address.

REMITTANCES should be made by post-office or express money orders, checks, drafts, or registered letter, and made payable to American Shoemaking Publishing Co. Foreign remittances should be made by international postal orders.

ADVERTISING—Rates for display advertising sent on request. The rates for want advertising will be found on want page.

Published Every Saturday in the Essex Bldg., 683 Atlantic Ave., and 212 Essex St., Boston, Mass.

AMERICAN SHOEMAKING PUBLISHING CO.

FREDERICK E. ATWOOD, Manager.

Ernest J. Wright, British Agent, 108 Abington Avenue, Northampton, England.
Johs Rantil, European Agt., Oberrusel Bei Frankfort A. M., Germany.
Wm. H. Elsum, Australian Agent, Melbourne, Australia.

Entered at the Boston Postoffice as 2nd Class Mail Matter.

Volume LV.

JUNE 19, 1915

Number 12

DOMESTIC vs. EXPORT TRADE.

It is very evident throughout the entire shoe and leather trade at this time that the enthusiasm for business is stronger in the export lines than in the domestic. Inquiry convinces us that the domestic business in the shoe and leather trade is below normal, while the export business is abnormal. In fact, it would seem that the amount of export business was limited only by available supplies. This is not only true in various lines of upper leather, but in tanning materials. In fact, it is impossible at the present time to obtain certain extracts and chemicals for export shipment.

Naturally, the recent visitors of the Commerce Commission of the republic of China and the delegates from the Latin-American republics have stimulated our interest in export expansion. It

is said that the countries represented by these visitors have a population of four hundred and fifty million people. These representatives evince a great desire on the part of the countries they represent to open up trade with this country.

There are, however, several apparent difficulties in the way of a quick development of our export trade with these countries. Probably the most important of these handicaps is our banking facilities, which must be developed to a greater extent in order to secure our merchants against possible loss. Then, also, is the lack of proper shipping facilities. Here again time is necessary for the building of an adequate merchant marine.

It is the duty of all members of the shoe and leather trade to exert their influence, both indi-

vidually and as members of the various shoe and leather associations, to remove these handicaps and thus aid the development of our export business.

The present state of our domestic business is such that a feeling is developing fast that we need a much larger output for our manufactured products. It would, therefore, seem unfortunate if we allow these opportunities for expansion to escape without thorough investigation and trial.

There never was a time when more inquiries for all sorts of shoe and leather products were received by the trade press, consular agents, and merchants of the country. Unfortunately, however, the materials asked for are in many cases unavailable, owing to the fact that reserve supplies in this country are below normal and the trend of the demand has been along certain channels. In short, everyone seems to want the same classes of merchandise. Of course, our manufacturers can increase their output, but the uncertainties of the war developments act as a damper on their speculative inclinations.

NEW BAGGAGE LAW CAUSES TROUBLE.

The new rule now in force regarding the checking of baggage known as the Cummins Amendment to the act to regulate commerce, has caused no end of trouble not only to the traveler, but to the railroad employes.

Traveling men connected with the shoe and leather trade are experiencing their full share of troubles with this new law, but to some extent can congratulate themselves that they are not in lines running into large amounts of money. For instance, the traveling man carrying silversmith's goods, will sometimes have ten thousand dollars worth of samples. Under the new law it is absolutely impossible for the railroad to accept this from a single individual, the liability of the company being limited.

The tariff bureau of the mer-

chants' association of New York is making a thorough investigation of this new law and, without doubt, will be able to have changes made which will eliminate considerable of the trouble now being experienced.

It is evident from the kicks received from salesmen, and also from interviews with railroad employes, that the new rule has absolutely no friends and that the commission responsible for this change could not have investigated conditions before hand.

DEFICITS FOR EXPRESS COMPANIES.

Further evidence of the inroads the parcel post has made upon the revenues of the express companies is contained in the report issued by the Interstate Commerce Commission covering the nine companies reporting to it. During last January all of such companies were operated at a loss in operating income. The deficit of the Adams in operating income was \$248,299, of the American \$140,846, of the Canadian \$20,849, of the Globe \$9,133, of the Great Northern \$21,566, of the Northern \$12,588, of the Southern \$9,232, of the Wells-Fargo \$103,389, and the Western \$8,214. Combined returns for all the companies show a deficit in the operating income during January of \$584,121, which was more than \$82,000 less than the deficit of the same companies during January, 1914. For the seven months ending with January the nine companies reported an operating deficit of \$181,732.

"Six hundred million dollars were spent for advertising in the United States in 1914!" This is the estimate of William Woodward, president of the Associated Advertising Clubs of the World, made in an address before the Chicago Association of Commerce. The story of this expenditure and the results achieved will be discussed at the Chicago convention of the Associated Clubs, June 20th to 25th.



In Wrong & Co.

A Good Buyer is a Valuable Asset and a Poor One is a Trouble-maker and Money-loser.

By Mr. C. P. Lawrence

Article XXIV.

ONE OF THE most important men in all organizations are the buyers, whether it be in the shoe business or department stores. It is a recognized fact that merchandise that is well bought is half sold. Good buyers study the wants of the people they hope to please, and will not be led into purchasing merchandise that there is little or no call for. (By the salesman who thinks his duties are to load up a fellow, though some times an easy one), with goods that are hard to dispose of, allowing himself to be overstocked on staples that can be got on call. Salesmen often over-shoot the mark when they talk a buyer into stocking up on merchandise lines that are staples, as many do so just to keep out a competitor, and some of them have been heard to remark after loading up some good fellow: "I have him loaded for keeps." True it is, you have him loaded up with merchandise that he won't be able to use for six months, and sometimes a longer period; but there often comes a change in the management, as was the case at Inwrong & Co., and the new manager or superintendent sees what has been done. You will then be asked to take this merchandise off their hands; if you don't you are in wrong with the new management, and if you do, you are in wrong with your concern.

In Wrong & Company overlooked this important department and got hurt. Some of the time, it was the superintendent that did the buying; and as has been shown, their superintendents were not all good managers or good shoemakers. Neither were their buyers; many of them were good fellows, though easy, and they bought with a lavish hand. It is surprising to know just what a good story and a good cigar, and sometimes a nice lunch and a theatre party means to the man that has the giving of an order. How it clears up the atmosphere. It is turning oil on the troubled waters. How quickly some of those good fellows with the power to place an order fall for such dope; and it sometimes happens that the orders thus given hurt both the giver and taker.

Then there is another class of salesmen that found In Wrong & Company's superintendent, foremen and buyers good fellows... Those grand good fellows that always make you feel good—they make you think that you are a world-beater, and the talk of the shoe world. They generally mention in a casual way that they have just recommended you for a position with "Don't Want You & Company." If anything should

happen that this position is lost to you they will land you all right, as you are too big a man for the position you are holding.

This blarney filled In Wrong & Company up with thousands of dollars' worth of stains, blackings, threads, wax, cement — in fact, most all finding houses were well represented at the grand finale. Just to show how this firm had been imposed on, I will mention that there was found in the supply room eleven different makes of stick polish.

Then at times a buyer would be found with full power to load up In Wrong & Company with merchandise, some good, some bad, mostly good, but with little thought to the ability to use such vast quantities as one buyer loaded the firm with—hundreds of barrels of heels, taps, counters, shanks, top-lifts, and thousands of pairs of outer soles that could not be used; many of them were returned, however, but this should show the need of a good buyer if the superintendent is not able to attend to this duty. At one time one buyer had in stock, and orders on the way, some \$3,500 worth of drills alone.

In Wrong & Company should have seen to it, as those bills for merchandise poured in on them, that a halt was called; they should have seen to it that a system was installed that would have made it impossible for supplies to be ordered ahead of what they needed for orders that were in sight.

I cannot think it good business to anticipate orders that may never come. Often we are told that prices are to advance on supplies, and sometimes we are shown letters to substantiate the statement. My advice to all is to pay no attention to such reports. You will be able to find all you will be able to use at the prices that will enable you to build shoes at your estimates.

In Wrong & Company did not use proper care in selecting their purchasing agents at times, and as a result, they were loaded up with merchandise that could not be used. Sixty thousand pairs of

outer soles were bought that could not be used, and later sold at a loss. These should never have been bought, as no shoes were sold calling for those grades. Some were carried in stock for a year, only to be sold at a substantial loss.

Had a weekly record of all orders for shoes sold by salesmen been kept and a requisition been made weekly, showing amount of merchandise required to fill those orders, such as upper and bottom stock, counters, heels, etc., etc., and the purchasing agent advised of the amount required, no such a condition as described could have been found, and thousands of dollars would have been saved, that was foolishly lost through poor management in the purchasing department.

Lasts and patterns in all factories are a heavy tax and send up the cost of shoes. Great care should be used in selecting them. I contend no man is big enough to decide just what should be put in, as so much depends on it. All lasts should be tried as to the fitting qualities before they are adopted. Then it is advisable to discuss with salesmen, superintendent and manufacturer what widths are required for certain styles of lasts. I have seen lasts put in from As to Es, where B, C and Ds were all that were sold. If the lasts are figured in the cost of the shoe, as they should be, the same as heels or counters, say 1 per cent. off the cost of the shoe, and that amount appears in the cost sheet, and your last bill does not exceed the amount for the season, I think you have a system worth while. In Wrong & Company made no provisions for lasts and patterns in the cost of their shoes, and as a result, all money spent for lasts and patterns was a loss to them that the customers that bought their shoes should have paid. And here was another mistake made by them. Little or no thought was given to the selection of lasts and patterns as to the number of pairs required to build the shoes sold. In this, as in all other methods

used, simply shooting in the dark; and thousands of pairs of lasts found their way to the factory to lay in last bins gathering dust but not to become money-makers, as many of them were unpopular, while others resembled so nearly former styles, no merchant could be induced to change, and they died before they got started.

It would be hard to say what department showed the greatest loss; all departments were losers, as all were poorly managed; but the checking department was where the operators in the factory got their easy money. I have often mentioned this department as one to watch, and give proper help to check all operator's books. In Wrong & Company neglected to do this, and they paid the price. Many operators got large sums of easy money through the inability of the one girl that was thought sufficient to do this work, and it was shown that easy money to the amount of \$150 was paid to one operator, and from that amount down to the few dollars per operator, but many were in on the steal.

Here was a firm that started in wrong. What a chance for success, with ample capital, ample credit, delightful, courteous gentlemen, men that had made phenomenal success in their lines of business and what successes could and would have been theirs had they but started right, with right men, and those men permanent fixtures.

(To be continued)

CHANGE GOING ON IN THE HEAVY FACTORIES.

In men's working shoes the upper cut today is in a blucher pattern to a great extent. This pattern is a great improvement over the old style uppers of years ago. As for the stock of the upper, it is no longer the old kip and split, but is now a kangaroo side leather or a grain, together with more or less box and other calf uppers.

There has been a steady advance also in the price of shoes turned out in most of those factories making the stronger lines of men's shoes. It is safe to say

that shoes will now average \$1.75 at wholesale, and in the very shops where they would not average more than \$1.15 several years ago. There are some heavy shoes at the present time that are wholesaled as high as \$4 per pair, these being the extra high cuts in hunting boots and the like.

As late as ten years ago a good working shoe, pegged, or nailed, in men's, was selling as low as 92 1-2 cents. Today any kind of shoe in that particular grade, will sell at \$1.30. This is the wholesale price, and it gives an idea how the cost of leather has increased in working shoes within the past decade.

In these factories there is almost a complete absence of long boots, but it is said that more of these could be made if the manufacturers desired to. One manufacturer said that he could make a thousand cases this season if he cared to take the orders. Asked why he did not, he said that it was a lack of workmen. There was a scarcity of cutters, crimpers and treers, hence it was thought best not to attempt to make the boots.

WORD OF ENCOURAGEMENT.

The hard working competent foreman should receive some consideration when the quality of the shoe is not improving, or things are not working in harmony, or some new feature has not developed as rapidly as it ought.

Many times it is possible that the sober, healthy foreman, who is full of energy and ambition, is almost at sea and cannot bring about the desired results. Then is the time he needs encouragement,—a word of cheer, rather than censure—from the superintendent and manufacturer, and he will come out with flying colors. His best efforts will eventually bring success.

This condition sometimes results from over-work, and the remedy most beneficial has been, not discharge or fault finding, but encouragement from his superintendent and co-operation in the work of his department.

A Cutting Room Experience

About twenty years ago the writer was cutting shoes in a small town in the state of Maine, and was much surprised to learn from a traveling cutter, who happened to come to work at the factory where the writer was employed, that a certain well-known Massachusetts firm had recently installed a system in their cutting room whereby the area of a set of patterns was found, and cutters' allowances were figured according to the run of sizes, and cutting area of the pattern used, so that the fellow who got a run of 5 to 7, stood an equal chance with the fellow who stood in with the stock room man and always got 2 1-2 to 6. This looked mighty reasonable to the writer, and after a short time he got a position cutting with this Massachusetts firm, and while working there, had his first touch of ambition to become a foreman. He also was determined that when his chance came that he would use a similar method.

The first room I was given charge of was in an old establishment had one bad failing. They could not see beyond the first cost. The installing of this system, which was copyrighted by the inventor, called for some little outlay of money. So I was obliged to dope out a system for myself. This was done by actually cutting a case of the several different runs of sizes, and basing the allowances by the figures made by myself. This was considered a fair thing to do, for I felt that I could reasonably expect others to do as well as I.

The rule in this shop had been among the cutters, that when they got a 2 1-2 to 6 run, they could hustle up a bit and still be within the allowance, but after the writer had made it clear to them that a 2 1-2 to 6 run must show lower figures than a 4 to 8, they began to take notice. Two cutters out of a crew of thirty went elsewhere to work, by request, while the remaining twenty-eight

began to take pride in calling the writer's attention to the figures they had made, as they finished their lots, also at times the writer had to stand a little good natured "joshing" when a cutter would get under the allowance.

The cutting figures were reduced one foot to the dozen on an average, and as we were cutting 150 dozen a day and using 15-cent leather, one can easily see that it was a paying proposition to know what amount of stock was necessary to cut a case. The perpetual inventory stock card was not at this time known to the writer, but he learned of it when he made a change and went with another firm, and has since used it.

WATCH YOUR OPPORTUNITIES.

If what we were going to do tomorrow had only been started today! A fault common to many people is putting off until tomorrow an idea that is to be tried out, only to have the tomorrow never come. This may be laid to one of two reasons: First, poor memory, and second, an inborn dread some people have of starting anything new until actually forced to. This second reason, to the writer, appears the more reasonable, especially among shoe factory executives. An executive should be ready at all times to try out anything new, even though the idea does not look practical, as viewed before being tried. The writer could mention a great many instances where failure to try out a new idea has finally caused a change to be made in the executive force. The man higher up is continually striving to add to his profits, and to do this he must keep abreast of the times. A great many foremen lack the gumption to go ahead and try out a new idea, even though they have been told repeatedly that a competitor is using the idea successfully. There are no secret methods employed in shoemaking these days.

One often hears it said that factory conditions have a great deal to do with the systems used. But, when a certain system, if adopted, means a saving in time and money, the writer can see no reason why if Richard Roe uses it, why John Doe cannot do as well, taking into consideration that similar lines are made. In going through shoe factories the writer has invariably noticed that the really big factories keep their materials in the supply room in better order than does the small fellow. Tacks, nails, thread, etc., are piled neatly on shelves, likewise upper and sole leather, while in the small factory, where space is valuable, we find conditions just the reverse.

The small factory man's excuse is always the same when asked why they scatter their material around each department; we haven't very much room, when if a little study were made of what room they actually had and material piled up neatly, they would usually find it sufficient for the purpose.

NOTES ON WELTING.

There are exceptions to all rules and the writer was surprised lately to learn that cheap grades of welting ought to be damp, even on the grain surface, at the outsole stitching operation. It is generally conceded that the welt should be dry at the outsole stitching machine, as welting which is wet tends to cause slipping off of the work from the machine table. With cheap quality welting, that is liable to break easily on the grain side, it is advisable to stitch while in temper, as a tempered welt will hold the stitch better than a dry one. With all kinds and grades of welting the splicings will cause trouble whenever it happens that the spliced ends of the welt are forced around the ball, or still worse around the toe, at the welt sewing operation.

Welting which is sold in short pieces, one piece for each shoe, has, of course, no spliced ends

and, as a rule, runs more uniform in thickness and in firmness.

But the time of inserting each piece of welting into the welt guide reacts against the use of that kind of welting. Tempering the welt in warm water brings about quicker results in tempering, but is detrimental to the spliced portions of the welt, causing the cement to dissolve, so that in forcing the welt around the prominent curved portions of the last, the cemented ends will move out of position, with the final results that the welt is thinner there than at other portions of solid welting. The outsole stitching operator will experience trouble from that cause, as the welting will engage the table, roll up and retard the feeding operation of the machine.

The writer would like to know if there is a cement that will surely hold welting together under the various conditions incident to welt tempering and welt sewing. Cement used on belting may be advantageously used for splicing the welt strip. Something should be done to overcome this trouble.

A STORY OF MOTION STUDY.

A young man going into a factory to learn shoemaking was told by the superintendent that he would make a good machine operator, but a poor cutter, because he wasn't built for a cutter. The young man scorned the advice and tried cutting. He made a failure of it. Then he tried a machine, and he became a good operator. He is earning \$25 a week. He asked the superintendent how he knew that he would fail as a cutter and make a good machine operator. The superintendent replied: "Motion study, young man, motion study. You naturally move rythmatically. Cutting calls for irregular movements; first a stroke, then a pause, and then a stroke of different length, and then a pause, and so on around the pattern. There's no rythm at all to it. You, being rythmatic, are not a natural cutter, but are a natural machine operator, a machine being rythmatic."

Questions and Answers

Subscribers Are Invited to Send Their Problems
and to Help Others Solve Theirs

Question.

What do you think of branded soles? How is the best way to finish them?

Answer.

We believe that the branded sole should not be used at all, and especially in a welt shoe, in which it is used occasionally. If a brand is cut into a sole, the place to put it is in the heel-seat or in the shank, but even in these parts it is liable to make trouble. The chances are that a branded sole will crack.

Such soles sometimes are used in the cheaper shoes. But such shoes should be pretty cheap to carry branded soles. The sole of a shoe is the most important part, and the manufacturer who is building for the future and wants to hold his trade, will hesitate before he takes any chances with it.

As for finishing the branded soles, the finish that we see put on mostly is the mottle finish. That kind of bottom seems to be the best to cover a brand, but at the same time it is necessary to buff the sole to a great extent and cut down the brand. No kind of a finish can be put on until the bottom is level and, in the case of a brand, it is the buffer who must level it.

If there is any sign of a crack in the bottom it must be filled, no matter whether it is a hard finish, black bottom, or mottle finish, and it is in making such a sole look passable that the real work of the finisher comes in.

There is a good deal in the selection of these soles in the first place, as any sole leather cutter knows, and if they are to be used at all, much will depend upon the selection. It is the real hard brand that will crack quickest, whereas the brand that shows any degree of softness will work much better.

That Trouble With the Patent Vamp.

The cause of a patent vamp becoming sticky around the vamping when a mat top is used, is that the oil applied to get the mat finish, comes up through the needle holes, and softens the enamel on the patent leather.

There are two ways to avoid this trouble, first by skiving the bottom of the tap, taking only the grain of the skin. The second is to dip the bottom of the tops in benzine, which will cut the oil used to get the mat finish.

NEW SPRINKLER GUARD.

A device which is claimed to positively prevent accidental discharge of sprinklers has recently been invented and is, we understand, endorsed by the Underwriters' Laboratory of the National Board of Fire Underwriters.

In effect this device is a wire cage which fits over the sprinkler head and prevents its being accidentally hit and causing the sprinkler to discharge. It is so constructed that it in no way retards the flow of water when the sprinkler acts naturally.

Manager Robb, of the New York Fire Insurance Exchange, says regarding these guards, that where called for by the inspector, but not used, the insured may be penalized and that approval of new equipment may be withheld pending the introduction of proper guards by the Sprinkler Installation Co.

—In some factories the sheep skins are doubled up at cutting and what cannot be cut double is thrown into the scraps. The reason for this is that it requires too much time to cut linings and trimmings, such as facings, so that it is better not to bother with it and throw into the scrap heap.

The Lasting Room

Some Useful Hints

The length of time necessary for a McKay shoe to set on the last to allow the box toe gum to become hard, is a matter which must be thrashed out in each factory owing to the various kinds of toe gums on the market, some taking a much longer time than others to harden. But this should be carefully studied out; the right length of time determined and then lived up to.

It does not pay to experiment too much with toe gum. The man who changes the brand of toe gum used every time a salesman offers a new kind, a little off in price, is bound to have more or less trouble. Considering the amount of trouble that many firms have with soft boxes, the writer has often wondered why so many of them continue to experiment.

Cheap grades of toe gum often require that more of it be spread on, and when this happens the cheaper grade is the higher.

Chrome tanned leather has made the steam box a necessity at the lasting rink. Chrome being a mineral, has a tendency to make leather hard, but adds greatly to the strength. Chrome tanned side leather is perhaps the hardest leather that the lasting room man has to contend with, when pleating in the toe. When these pleats show around the toe, the pounding machine is supposed to lay them down smooth, but it will not always do it, and the job must be finished by the use of a hot iron and vaseline.

Much of this trouble could be avoided if the cutter would use more judgment when cutting tips out of this hard leather, and see that the tips are cut from the softer parts of the side. Many firms cut gun metal tips from the pockets, or flank of the leather, using care that as little stretch as possible comes over the toe. The side pull does not matter so much, as the greatest strain in

lasting the toe, comes over the toe.

The writer has known of instances where orders were given to cut a certain style, up one-half size, for no other reason than that the assemblers had gotten into a habit of setting the upper over too far at the heel, which naturally shortened it at the toe. An upper set one-eighth of an inch too far over at the heel, will shorten it at the toe about twice that length. This feature is accounted for by the fact that the last is higher at the instep, and the proportion of slack leather is more rapidly taken up as the last becomes higher.

It is poor policy to try and make one set of patterns fit several lasts, as quite a few firms do, to the writer's personal knowledge. The cost of a set of patterns will usually vary from fifteen to twenty dollars, but still we find many firms cutting shoes up or down, half and whole sizes, thereby giving chance for mistakes to be made in the cutting, lining, stamping and fitting, and after all, the pattern will not fit as well as one designed for the last. If this feature was figured out with a view to ascertaining the amount of upper leather wasted, when this is done, the writer thinks that the cost of a set of patterns would seem a very small item, compared to the leather wasted. No firm tries to make one set of innersole or outersole dies cover several lasts, and why should they not be as careful to see that the upper really fits the last.

MORE LASTS AND LESS COBBLING.

It seems strange that so many firms will hesitate about buying lasts enough for McKay work, so that the shoes may stay on the wood long enough for the toe gum to harden, but at the same time pay no attention to the fact that they have a cobbler at \$2.50 a day, fixing up soft boxes.

Mr. C. P. Lawrence, in a recent article, declares the cobbler an extra expense and that he refuses to employ one. The writer does not dispute this statement, but will venture to guess that Mr. Lawrence realizes the benefit of letting the toe gum harden while the shoe is on the last. A set of lasts five pairs to a size on a run of 2 1-2 to 8 will cost less than \$50.00, figured at 80 cents per pair, but rather than invest this amount, many firms will pay out this sum in a month to a cobbler, and after all not have the finished job that would have resulted were the shoes allowed to stay on the last. It is simply a case of the old story of not being able to see beyond the first cost.

COTTON vs LEATHER. **A Suggestion for the Further Use of Cotton.**

The following contribution has been received:

Noticing a recent article that our government was going to substitute cotton for wool bunting in our National emblem, the old slogan that "Cotton is King" will certainly be proclaimed on high, as this denotes a further use for cotton fabrics.

The government could go one better and, from a national standpoint educate its people to a larger usage of cotton for shoes, in place of leather, especially in the South, where they have a long dry season, enabling them to wear low shoes eight months in the year. From a hygienic standpoint it is far superior, and from a financial standpoint a handsome saving in all shoe bills.

Jobbers are now placing sample orders for next spring. It is their opportunity to help stem the advance in leather, as from the trend of events as far as we laymen can read. Europe will be plunged in war for months to come, and our tanneries have got to supply leather for shoes and accoutrements. This, combined with the immense quantity of hides and skins we used to import and now absolutely cut off,

they have got to have, means fierce competition for the tanners to procure raw stock, and enhanced valued to every man, woman and child in the country. In other words, the American people have got to pay the price for what they are not to blame for. This applies not only to shoes, but about everything else for our daily existence.

If every jobber would insist in his coming season's goods on using a canvas or cork insole in his McKay he would help the cause from several ways.

First, by improving his shoe as to wear and flexibility. Insoles of the "Victor" type, so to speak, and the Armstrong cork insole incased with cotton, will do the work as satisfactorily, if not better, than the best leather insole. It will stand all the tension desired, and those manufacturers who have used same know the shoes retain their shape just as well. Also, these same insoles can be used with a little manipulation for Goodyear work and obtain splendid results. One giving you a flexible welt, the other giving you both, and a damp-proof shoe combined.

Second, the cost is less than half and at more staple prices than leather.

Third. Troubles of burnt and cracky insoles caused by poisonous acids from the body, will almost disappear with canvas or cork insoles, as acid burns leather.

Fourth. Think how far-reaching you can go in the interest of the planter, mill operatives, saying nothing of the shoe manufacturer who always has the word "Cost" before him. The demand for rubber soles is growing beyond expectations and this sole, combined with canvas uppers, is where the multitudes have got to look for relief from high leather prices, for who can deny but what the extensive demand for rubber sole bottoms has gone a long way toward keeping down the price of sole leather the last year to all the people? Why not go another step—the time is opportune.

Do Lynn and Brockton Lead?

Best Shoes Not Made in These Cities, Says This Writer

The old idea that a Lynn or Brockton-made shoe will bring twenty-five cents a pair more because made in these cities, has been exploded, and with a loud bang. These two cities do not lead in quality; neither is the jobber fooled into believing it, as he was at one time.

The shoe buyer has learned to judge a shoe on its merits, and not by the city where it is made. For the simple reason that the consumer buys from the general appearance and wearing quality, rather than from what the label on the top facing says. The person who wears the shoe is the judge. P. T. Barnum once said that the American public liked to be fooled, but he had reference to amusements, not necessities. There are a great many shoemakers who really believe that Lynn sets the example for women's shoes and that Brockton does the same on men's shoes. The person who really believes this, may be set down as a native, who has never wandered outside of their own city, and about ninety per cent of the shoemakers in each of these two cities are in that class.

Fortunately for these people these two cities decided years ago to make shoemaking the leading industry. Lynn has about one hundred shoe factories and Brockton about forty-five. One hundred and forty-five against about twelve hundred factories in other towns and cities in the United States. And as a matter of fact, the real high grades of both men's and women's are not made in either of these cities. Newark, N. J., and Chicago, Ill., have Brockton beaten for good shoes, and Philadelphia, Cincinnati and Rochester have Lynn beaten for women's fine shoes. Made in Lynn or Made in Brockton are good slogans to boom these cities, but when the individual gets the idea that these

two cities lead the world in real shoemaking, they think as did P. T. Barnum.

THE LINING AT THE HEEL.

The lining quickly wears away against the rough flange of the counter. Some manufacturers do not seem to care whether or not the inside surface of the counter is smoothly finished. Paste may be applied to the counter to unite the lining to the counter, but paste will only hold the lining to the counter for a short time.

In the writer's opinion, it would be preferable to have a smooth finished counter and leave the lining free. A remote cause for the quick wearing away of the lining at the sides of the heel, is the uneven heel, permitting the foot to overbear at one side of the heel and thereby causing the foot to over-rub against the lining.

Were it possible to so improve a shoe at that point that wearing out of the lining would be a thing of the past, a great improvement would have been brought about. The writer has seen an extra moulded counter, set inside of men's shoes, against the foot, so that extra counter would move up and down with the motions of the foot and, being perfectly smooth at the outside, would not wear out the lining.

EDGE SETTING.

The writer recently saw edges set by an iron that also did the wheeling. This iron did the wheeling on a bevel, which certainly gave an added appearance to the edge, and did not lessen the appearance of the weight of the sole. This was done on a one-set edge. But the writer was informed that it would work equally as well where a two-set edge was required, by using this new iron on the second setting; and the plain iron for the first.

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Auburn Maine Events.

From Our Own Correspondent.

—Pine Tree Association held a largely attended meeting on Friday, June 11. The usual routine of business was transacted and the reports of the officers show that the association is in the most prosperous condition since the organization was instituted. Plans for the annual outing were partially consummated and President Geo. A. Stetson was elected chairman of the outing committee. The outing will be held Saturday, July 17th, and while it has not been wholly decided where it will be held, those present expressed a strong sentiment for Tacoma Lake, which is just half way between Auburn and Augusta, thus making it convenient for those members who come from the Kennebec Valley as those from the Androscoggin. The sports attending the event will be more elaborate than ever before, and will consist of water as well as land sports. Prizes of value are to be offered, thus making the contests worthy of consideration by the best athletes. Taken altogether, the enthusiasm now manifest portends the largest and best outing Pine Tree Association has ever held, which is saying much.

—Eben Mitchell, of Lynn, Mass., was a welcome solicitor of business during the week just past. Mr. Mitchell is one of the best friends of the association, and is anticipating with much pleasure the coming meeting.

—The annual convention of the Lunn & Sweet Co. salesmen will be held during the latter part of July, and plans at the factory are being put forward for a novel entertainment for them during their stay.

—Harold Hall, a local sales agent for several of the Boston and New York houses selling to the shoe trade

is on a trip to Boston and New York in the interests of his business. Mr. Hall was formerly purchasing agent with the Cushman-Hollis Co. of this city.

—John Collins, foreman of the No. 1 lasting room with the Lunn & Sweet Shoe Co., spent the week-end in Lynn on a business trip.

—Eugene Packard, superintendent of the Norridgewock Shoe Co., with Earl Seavey, making room foreman, were recent guests of relatives in Auburn. Mr. Packard is one of the most popular past-presidents of the Pine Tree Association, and received a royal welcome from all the brothers.

—Percy L. Crafts, general superintendent of the J. K. Orr Shoe Co., Atlanta, Ga., is spending his vacation period with his relatives in Auburn, and with Mrs. Craft's father, Ex-Governor Haines, at Waterville. Mr. Crafts is a native of this city and is possessed of many friends here, who are much interested in his success in the Southern city.

—Friends of Salmon Tirrell were saddened to learn of his recent death at Brockton. Mr. Tirrell went from here over fifteen years ago, and has since been continuously with the W. L. Douglas Co.

—There seems to be a very manifest interest among the several boards of trade throughout the cities of the state to secure shoe manufacturers to locate their plants within their municipalities. This is occasioned to a great extent by the growth in the industry during the last decade, and marked success of the young men who have established their industries at Augusta, Gardiner and Auburn. In each instance in the three cities mentioned, the extensions made by these shoe manu-

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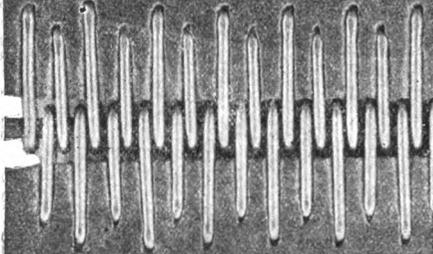
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facturers have been marvelous, and their increase of floor space, and a consequent increase of their payrolls has been directly responsible for the brisk condition of business in these localities, until other cities have awakened to the fact that the shoe industry creates more money per capita than any other line of manufacture. Wages are from 15 to 25 per cent higher than in the textile trades, and the ultimate result is that the consumer has and spends more money where shoe factories are located. These factories too are all busy hives of industry, and will average very nearly fifty full weeks in the year. This consequence also tends to attract a class of labor that desires continuous employment and clean localities to reside in. During the past few years many executives of much reputation and ability have even made the decision to locate in one or the other of the Maine shoe centres with the paramount thought that their boys and girls surrounded by the entailed environment of these communities would grow into better and stronger men and women. Consequently, the actual conditions surrounding these shoe centres have awakened other communities to the fact that the mental, the moral and the financial status of a city or town is increased by the coming in of the in-

dustry and through their boards of trade are reaching out the hand of welcome to the sons of St. Crispin.

—The interest in the shoe shop base ball league was proven on Friday evening, June 11th, when in a drizzling rain nearly one thousand people gathered at Three A Park to see Lunn & Sweet Shoe Co. defeat the Field Bros. & Gross Co. team. This was the first meeting of these teams and both were tied for first place. The game itself proved of much interest and has created much comment in the various factories by the work of Lowell, the Lunn & Sweet Co. pitcher, who pitched a no-hit no-run game, a thing seldom heard of among this class of ball players.

NEW LYNN SUPPLY HOUSE.

R. J. Brown and J. W. Bates have formed a company to be known as the Peerless Shoe Findings Co., and have located at 115 Oxford street, Lynn, Mass. Mr. Brown and Mr. Bates have been with Russell & Co. for the past ten years or more, and the former will look after the selling while the latter will have charge of the inside work. They will handle a complete line of shoe manufacturers' supplies, including drill stays, canvas box toes, sock, vamp and cushion linings, drills, heel felts, etc.

Open Side Block Planer

For
**PLANING CUTTING
 BOARDS, CLICKING**
 and **DIE BLOCKS**

By the use of this Machine a
 Board or Block can be kept
 in proper condition.

The man who uses a
 Cutting board or a
 Die or Clicker Block
 realizes the advantage
 of a level and
 smooth cutting surface
 and of uniform
 thickness throughout
 the Board or Block.



No. 0 or 4 feet, especially designed for cutting room.

ADVANTAGES :

**Saving in dies. Saving in time. Increased quantity
 and quality of work. Work is easily
 placed and changed.**

Machine will do work that it takes a man hours
 in as many minutes. There will be no comparison in
 quality. Will plane 4-foot block in two minutes.

Machine is fitted with a very effective **chip and
 dust hood**, making it not only clean but safe. There
 is an elbow on machine where customer can connect
 with exhaust systems.

MANUFACTURED ONLY BY

The Louis G. Freeman Co.

210, 212, 214 East Ninth Avenue

CINCINNATI - - - OHIO, U. S. A.

WESTERN REPRESENTATIVES

The Manufacturers Supply Company
 St. Louis, Mo.

EASTERN REPRESENTATIVES

The Markem Machine Co.
 Boston, Mass.

New Patents This Week.

Description and Claims Made for Them.

PATENTS ISSUED.

Following is a list of the patents issued during the current week, together with a brief description of each. Anyone desiring further information regarding them can obtain same through the office of American Shoemaking.

BUTTON ATTACHING Machine, No. 1,142,004—To William H. Wyman; in which the buttons are placed in a suitable receptacle and automatically fed to a point of attachment and engaged by the end portion of a coil of wire from which staples are formed to attach the buttons.

TIP MEASURING APPARATUS for Pulling-Over Machines, No. 1,142,128—To Jacob Triem; which provides means for controlling the movement of the tip measuring apparatus in such a manner that the gages avoid interference with the toe of the shoe and are positioned correctly thereon regardless of the size or style of the shoe.

WELT LAYING and Attaching Machine, No. 1,142,119—To Adam H. Prenzel; the chief feature of which is to provide means in the manufacture of a "turn welt," for severing the welt strip on a bevel such that the two ends of the portion of the welt attached to the sole will meet and present a continuous and unbroken grain surface without waste of welting.

HOLD-DOWN FOR LASTING Machines, No. 1,142,152—To Frederick W. Eager. An important feature of the invention is the provision, in connection with a hold-down finger for engaging the tip of the insole, of a supplementary member to bear in a similar manner upon the outer side of the toe, the latter member being capable of lateral adjustment without removal to fit innersoles of different patterns, or to fit either a right or left crooked innersole of the same pattern.

BACK REST AND BACK GAGE or Welt Guide Mechanism, No. 1,142,157—To Andrew Eppler; which constitutes an improved mechanism for yieldingly supporting the back rest slide which is lighter and quicker acting than those heretofore employed and mechanism for locking the back rest and welt guide slides in their forward positions.

MANUFACTURE OF SHOES, No. 1,142,265—To William Menge, Jr.; which consists of a novel way of constructing a composite sole for light wear shoes or slippers and of sewing or otherwise securing together the insole and upper of the shoe in one operation.

SKIVING MACHINE, No. 1,142,281—To John Hammond Stewart; the object of which is to provide means for skiving or trimming the edges of an article with a drawing cut by means of a knife which travels continuously in one direction in making the cut through the entire length of the edges.

LOCK STITCH SHOE SEWING Machine, No. 1,142,391—To Harrie A. Ballard. Among its features are the provision of an internal support for the shuttle in addition to the support afforded by the shuttle race; a movable presserfoot subjected to spring pressure which causes to hold the work upon the work table and locking means which prevents all possibility of displacement when actuated to lock the presserfoot.

SHOE TREE, No. 1,142,595—To William Ford McClellan; which provides a pair of slidably overlapped strips, toe and heel engaging members carried by said strips and a locking device whereby said strips may be locked in any one of their adjusted positions.

HEEL, No. 1,142,598—To Santo E. P. Maticotta; having a rotary member with a clamping structure to enable its fixture in any desired position so that it presents a per-

IF YOU WANT to sell Shoe Findings, Shoe Tools, or any Specialty in the Shoe Trade, let us have them.

It pays to deal with us, for we deal direct with every Shoe Manufacturer in Great Britain.

We are large buyers and quick sellers.

LIVINGSTON & DOUGHTY, Limited

American Importers

LEICESTER, ENGLAND



LESSEN THE COST OF ATTACHING

PAT'D MESH PLATE, FACTORY SHAPE
"VELVET" Rubber Heels

Especially designed for attaching in the regular way on your healing machines

WRITE FOR SPECIAL PRICES F. W. WHITCHER CO.

DEPT. A. BOSTON, MASSACHUSETTS

fectly constructed rear heel structure notwithstanding the wear on certain parts of the heel. A heel plate designed to engage a rubber or leather heel is also provided.

HEEL, No. 1,142,662—To William Blaney; which consists of a fixed lift fitted with two transverse grooves designed to receive the transverse ribs of the removable lift which may be of rubber, the attaching and detaching being effected by a transverse sliding movement between the two lifts.

INSTEP AND ANKLE Support for Shoes, No. 1,142,713—To Samuel Edward Johnston; which consists of a stiffening counter formed with such regard to proportion and arrangement of parts that it preserves the desired shape of the shoe and acts as an instep arch and ankle support.

METHOD OF MAKING TURN Shoes, No. 1,142,741—To Pearl J. Wentworth; a feature of which consists in making the shoe wrong side out upon a last, turning the shoe off the last, molding the sole of the shoe to the finished shape while the shoe is in temper, and finally re-lasting the shoe.

LASTING MACHINE, No. 1,142,550; and Method of Lasting Shoes, No. 1,142,549—To Matthias Brock. By application of moderate heat to the portion of the upper folded over the inner sole edge, marks, wrinkles or other inequalities of the leather may be removed and the leather is rendered more pliable, so as to enable the wiper to crowd it down more evenly and snugly against the shoulder of the inner sole.

METHOD OF MAKING SHOE Uppers, No. 1,142,155—To Karl Engel. An object of the invention is so to treat the upper while in its blank condition that one or more of the dimensions of an integral part of the upper may be varied without the necessity of uniting several pieces to form an upper.

STOCK CUTTING PROCESS, No. 1,142,156—To Karl Engel; which relates to the economical cutting of sole leather.

METHOD OF MAKING SHOES, No. 1,142,556; and Machine for Use in the Manufacture of Boots and Shoes, No. 1,142,557 — To Karl Engel; which concerns the making of uppers of shoes that have out-turned sole attaching flanges at the edge of the last and aims to obtain a more perfect fitting of the shoe stock about the sides and over the edge of the last at and near the front end of the heel and the rear ends of the in seam.

—Lincoln was a wood-chopper before he was President. If he had not done his best in his humble employment he would never have succeeded in the higher.

ECONOMY PATTERNS

WE can make SHOE PATTERNS that will effect a marked saving in leather. This is a pretty broad statement to make—a fact we fully realize—but can prove.

In these days of high priced leather, a statement of this kind demands investigation, which we invite.

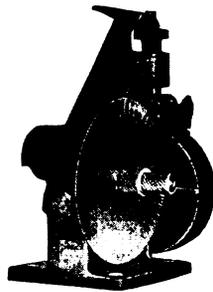
Write us—we'll show you.

Premier Pattern Company

210-12-14 East 9th St., Cincinnati, O.

Welt Measuring Machine

Measures rolls of welting accurately with no additional labor. Correction savings pay for the cost of the machine many times.



This machine is set up between the roll of welting and the welt grooving machine, and is pulled through by the operation of the groover. It measures up to one thousand yards in yards, feet and inches.

Let us demonstrate this machine in your own factory.

HALL MFG. CO.

Special Machines Designed and Built

ABINGTON, MASS.

Haverhill Happenings.

Trade Notes, Personals, Etc.

—There is a rumor, not at this time substantiated, that the Rickard Shoe Co. of Lynn will locate in Haverhill and will occupy floors of the new building just finished by the Essex Associates on Essex and Locke streets. Edward Rickard is no stranger in Haverhill, he having previous to his manufacturing, held positions as superintendent of the Hazen B. Goodrich Co. and E. F. Lang, leaving the latter position to accept a position with Down & Watson of Lynn; later entering business and is at present conducting a large shoe plant, making 250 dozen pairs daily of the finest grade. Mr. Rickard comes from Rochester, N. Y., and his reputation as a shoeman is excellent.

—It was learned in bowling circles that a former leader in the U. S. M. Co.'s Haverhill league, has again distinguished himself as a champion. Bill Craib, of Manchester, N. H., formerly of Team No. 1, of the U. S. M. Co. league, last Friday evening won the state championship of New Hampshire in a 10-string contest, winning by 50 pins, his total being 1029, his nearest competitor being Mr. Nute. Besides the championship he was awarded a prize of twenty dollars in gold. Bill takes his honors as quietly as his defeats, which are very few.

—Much interest is shown locally by delegates to the Boot and Shoe Workers' Union, who will attend the 13th semi-annual convention to be held at Buffalo, N. Y., on June 21st. Haverhill is well represented, there being a large delegation. Henry Baxter left for Buffalo this week to make arrangements for the local delegates. Among others, Walter H. Edmonds will attend, having been a delegate to nearly all conventions since the inception of this body, being also a former delegate to the L. P. Union of early fame.

—Interest grows in Haverhill Shop Baseball League as contests are very close between contestants. The two games played last Saturday showed some high class work, as many of the players are of National League fame. The first game between the Guptill and the Geo. B. Leavitt Co. teams, resulted in a defeat of the Leavitt team by a score of 3 to 0. The second game was played by the Witherell & Dobbins team vs. F. M. Hodgdon team, in which the former were the victors, to the tune of 6 to 2.

—The Haverhill Association of Superintendents and Foremen held a well attended meeting last Friday evening, at which the principal business of the evening was their regular annual outing, which is to be held July 24th. Committees were chosen as follows: Committee on transportation—L. O. Philbrick; refreshment committee, David J. Byers and William J. Porell; committee on sports, Harry Holbrook and Edward E. Nott; catering committee, President W. W. Parks. These committees will attend to the general preliminaries and later a full committee will be appointed. Two applications for membership were received.

—Mr. Wm. P. R. Estes, who has been in charge of the finishing department of the Merrimac Wood Heel Co. of this city, has left this concern and accepted a similar position with the Slipper City Wood Heel Co. of this city. Mr. Bartlett has succeeded Mr. Estes with the Merrimac Wood Heel Co.

—Mr. Ernest Prescott, a well-known leather merchant of Haverhill, has associated himself with the Slipper City Wood Heel Co. of this city, as sales manager. All the selling will be handled through him.

—T. W. Arnold & Co., formerly in the sole leather business, has re-established himself at 4 Granite street, and is carrying on a cut sole and leather commission business.

—Harvey Hodgdon, of Portsmouth, N. H., for many years lasting room foreman for the Gale Shoe Co. of that place, has accepted a similar position with Rice & Hutchins at Braintree Mass., going there from the Baker-Carpenter Co. of Portsmouth.

**The most reliable Goodyear
Welting, Side and Shoulder,
for shoe manufacturers to
use, is manufactured by**

William C. Buckley
Also Stitchdown and cheaper
grades of Goodyear.

**472, 474, 476 Eighteenth St.
BROOKLYN, N. Y., U.S.A.**

The Milwaukee Message.

Shoe Factory Gleanings.

—Mr. C. E. Albee, who has been with the Albert H. Weinbrenner Co. for over three years, in charge of their finishing department, has tendered his resignation to accept the management of the making and finishing rooms of the new Weyenberg Shoe Co. at Beaver Dam, Wis. Mr. Albee is a young man, and the son of the well-known veteran finishing and making room foreman, Mr. Fred Albee, and has had a good education in the shoe business, having worked with his father for years, and having been connected with several Brockton firms before coming to Milwaukee a few years ago.

He is a member of the Milwaukee Association of Shoe Factory Superintendents and Foremen, and has taken a great interest in the organization since its start. Beaver Dam has now got quite a few members of the Milwaukee Association, and a branch might easily be opened there for the benefit of the members. The men in the departments which Mr. Albee has run since he came with the Weinbrenner Co., presented him with an elegant traveling case as a slight token of their appreciation of his ability and good treatment of them during his foremanship, and wished him good luck with the new firm he is about to enter. The Weinbrenner management also wish him well, and while they dislike to lose him, they are not sorry to see him advance.

Mr. William De Rusha, who has been assistant to Mr. Albee during his time with the company, will succeed him, and Mr. Henry Vigneau will be assistant to Mr. De Rusha.

—Mr. Elmer Grafford, who until recently has been connected with the Jerseyville plant of the International Shoe Co., is now with the Weinbrenner Co.

—Mr. A. W. Rich, president of the Rich Shoe Co. is very much pleased with the outlook for his factory during the coming months. They are running nearly up to their capacity, and in a short time will be running full time and force. The product of this company has never gone to the extremes of style, but is always dressy, and well fitting, and the best of everything goes into the shoe. Freaks have never been popular with the management, and the idea has been to make a good serviceable up-to-date article, that any woman will appreciate, and that will bring results for durability, and looks, and the "Julia Marlowe" has

certainly been a credit to the makers and to the city as well.

—Manager Muckle will soon be back at his post in the factory, and everyone will be glad to welcome him after his long confinement to his bed.

—Mr. Edward J. Furlong, manager of the Paine-Webber Co., is back from a trip to Boston and the East, and is fully convinced that the long promised prosperity boom is on, and claims that Boston business men are confident that the balance of this year will be the banner time for the country in all sections. His ideas are based on the immense wheat crop in sight, and the abundant amount of money available, and the increased foreign trade which we are getting and which is bound to increase as things straighten out. No one wants to disagree with this argument, and we all hope it will come true, and that it will come quick. The one great fault with the hosts of business people all over the land is that they have got so in the habit of saying things are bad, that they cannot get the other habit of saying things are picking up, but that more money is being spent all the time, larger buildings are being built, and better things are being worn, while far more money is being spent for amusements goes to show it is coming from somewhere, and it must come through the pay envelopes before it can be circulated, so business must be going on, and going on strong.

PASTE ECONOMY.

A number of the leading factories are now able to make their own sock lining and general shoe cement paste right out of the dry material, and at a cost less than 5 cents per gallon. This promises to revolutionize the use of paste by the factories, and the National Gum & Mica Company, who are the sole makers of the Mikah Dry S. C. paste, report that they are steadily increasing their business on the article, and that those who use it are getting perfect satisfaction.

It is not only the great cost saving that is a tremendous factor in the use of this material over that of the ordinary liquid paste, but in addition the dry material can be shipped at all seasons of the year, thus avoiding the freezing of the liquid article, which material could never be shipped during the winter months.

THE ENGLISH WORKERS' WAR BONUS.

The higher cost of living is very marked in the ordinary worker's household. Foodstuffs, coal, house rents, and even the attentions of the barber cost more than formerly.

There is reason for most of the advances, but owing to rumor, there are localities where householders are paying inflated prices for necessities which are a very little above normal prices in a neighboring town.

A rumor spreads abroad that coal, flour, or something almost as important, is sure to be a lot dearer next week, and those housewives who have a little ready money on hand promptly clear out the stock of the local shops, and during the rush, up goes the price. Bacon is very dear, and the best qualities are scarce, as the troops are supplied with it. In one district an effort to force a reduction of price was attempted by householders declaring their intention of not purchasing it. The promoter of this idea wished his followers to refrain from it so long that the stocks of shopkeepers would rot and teach them a lesson, but this has not happened.

The war bonus which some, but not all industries, now claim as necessary to the workers maintaining the same standard of comfort as before the war, has been arranged between employers and men. In the better paid trades, such as some branches of the munition manufacture, the bonus is to encourage good timekeeping and diligent attention to the output.

Workers in the shoe line are doing well where there are two or three members of the family earning, but if there is only "father's money," it needs careful house-keeping to make ends meet. The amount of war bonus varies, but it is very needful and certainly acceptable.

A NEW GRADE OF FOOTWEAR.

A new grade of footwear is appearing. It is made up of recreation

shoes, such as baseball, golf, tennis, yachting, dancing, skating and tobogganing and hunting and mountain climbing boots. The demand for recreation footwear has rapidly increased in the past few years. It is likely to increase even more rapidly in the future, because people are working shorter hours and are giving more time to out-door pastimes. Some makers of recreation footwear are putting a lot of style into their product. For instance, the shoes that they are making for Palm Beach, the leading winter resort of the country, have white leather uppers, and tips of patent leather, saddle straps of patent leather and heel foxings of patent leather. The soles may be of rubber or of leather, with white or black edges. The making of baseball shoes calls for pretty thorough workmanship, and the best football boots are custom made. The tango shoe fad gives some idea of what effect pastimes have upon shoe styles and upon the shoe manufacturing industry.

In an English shoemaking district where a great deal of work has been given out from the factories to be made up in the homes and small workshops of outside workers; one of the largest manufacturers noticed his own initials on a bottom-stock basket a girl happened to carry past him on his way to lunch. It soon occurred to him that the proper place for that basket was in his factory. After lunch he brought this to the notice of his heads of departments, and found that occasionally stuff was sent in those skeps to outworkers, but no account kept. He sent a man around to these employes with instructions to count up and order the return of each basket he could trace. The result was a considerable addition to their previous stock in the shop. After this experience the manufacturer believes there are a lot more of them in the houses of ex-employes, but that carelessness of his indoor staff is the cause of it.

Millimeter Gauge for Measuring Sole Leather

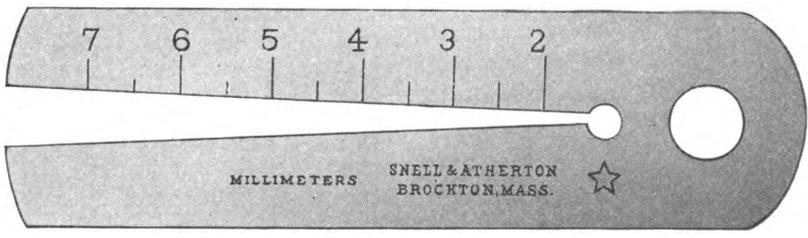


Fig. 24M
Graduated in Millimeters on one side and 48ths of an inch on the other side.

75c Each

SNELL & ATHERTON Inc., BROCKTON, MASS.

A Tight Welt Seam



is always found in the



shoe because the

UNIVERSAL CLINCHER FASTENER

draws the parts more tightly together than is possible by any other process.

No other welt shoe can be compared with it for strength, service and cost of production.

The UNIVERSAL WELT can only be produced by machines supplied by the

Universal Shoe Machinery Co.

3741 Forest Park Boulevard, St. Louis, Mo.

65 High Street, Boston, Mass.

Brockton and South Shore.

Trade, Notes, Personals, Etc.

—At the last meeting of the Brockton Association of Superintendents and Foremen, last Friday evening, two new members were voted in. There has been a steady growth the past year.

—John Fay has taken a position as buyer for the Portland Shoe Co. of Portland, Me. He was formerly with the Rice & Hutchins people in their South Braintree factory.

—Isaac S. Emerson, of Brockton, passed away at his home in this city, last Tuesday morning, at the age of sixty-eight. He was a native of Thomaston, Me., but came to Brockton, then North Bridgewater, in 1869, and was employed for three years in the factory of John O. Emerson in Campello, where he was promoted to the position of foreman of the stitching room. Later he held similar positions in the factories of Howard W. Reynolds and Charles Porter & Co. In 1877 he succeeded Gardner J. Kingman as a shoe manufacturer, carrying on the business until the factory was destroyed by fire. After that he was in charge of the factory of Packard & Grover, and later manager of the shoe business of John S. Fogg & Co.

He retired from active work in shoe factories in 1890, and since then has sold shoes on the road. He was an alderman of the city in 1883 and 1884. He is survived by a widow.

—Edgar B. Davis, formerly treasurer of the C. A. Eaton Co. of Brockton who has been abroad, has returned to Brockton.

—Herbert H. Lyons, who has been in the stock department of the E. T. Wright Co. of Rockland, has taken a similar position with a shoe manufacturing firm in Webster, Mass.

—Business among the shoe manufacturers of North Abington is on the increase. The L. A. Crossett Co. have increased their output, and now the M. N. Arnold Co. have increased their output fifty dozen pairs per day.

—With the exception of a few details, the final arrangement between the local unions and the Geo. H. Snow Co. for a readjustment of prices for the third grade shoe, have been effected, and it looks as though that branch of their business will remain in this city.

—The local unions of the Boot and Shoe Workers' Union in Whitman have finally agreed on a price list for a new grade of shoes to be made by the Regal Shoe Co. of that town. It is a line of boys', youths' and little gents', and will add about \$60,000 to their annual payroll.

—William Hennessey has resigned as advertising manager of the E. T. Wright Co. of Rockland, to accept a position with the Boot and Shoe Recorder of Boston.

—For the first time in two years the Brockton Rand Co. are to close down for a week or ten days; not for lack of orders, but for stock-taking, and the absolute necessity of making repairs on their machinery and to give their employes a short vacation.

—James B. Conley has taken a position as foreman of the night shift on army shoes at the Montello factory of the F. F. Field Co.

—The L. Q. White Co. of Bridge-water, in order to fully carry out more stringent rules in regard to smoking in and about their big plant in the town, have fitted up a building near their plant for a recreation room for their employes.

Not a Bargain Sale but a Real Commercial Opportunity

DURING this recent business depression we have utilized our spare time in making heels for future use, and are now offering these at money-saving prices. These heels are not seconds, left overs, or a job lot. On the contrary they are first class in every way and were made for just such a situation as exists in the business world today. Shoe manufacturers desiring to take advantage of a real commercial opportunity should write today for prices.

O'KEEFE
HEELS

JOHN O'KEEFE

1219 Munroe St., Allentown, Pa.

A part of the building will be used by the members of the firm and heads of departments who own automobiles as a garage.

—Harold C. Keith, assistant treasurer of the George E. Keith Co. of Brockton, gave a lecture last Friday evening at the South Congregational Church, to the boy scouts. The lecture was on his recent trip to the Pacific coast, and was much enjoyed by the boys of the brigade. It was illustrated by a stereopticon and gave fine views not only of the San Francisco exposition but of other parts of California.

—Ralph Jacobs has resigned his position as inspector at the factory of Thompson Bros. in Campello. He was formerly with the F. M. Hoyt Shoe Co. at Manchester, N. H.

—The United Shoe Machinery Co., who operate a nail and tack factory at Paris, N. H., have secured the services of Lewis E. Edson of Whitman, who has been employed in the same industry in tack factories in the South Shore district.

—George B. Ferguson has accepted a position as assistant superintendent of the Bridgewater factory of the W. H. McElwain Co. He was formerly with the Ashby-Crawford Shoe Co. of Marlboro, who moved from Brockton to that town.

—The George E. Keith Shoe Co. of Brockton has been awarded the grand prize for the best exhibit of shoes at the Panama-Pacific exposition at San Francisco. This firm also took first prize at the Paris and St. Louis expositions. These are the only three exposition that they have ever shown their lines and it is a great source of satisfaction to them to know that they have taken three first prizes. The exhibit contained 450 pairs of shoes, shown under the direction of the advertising department at a cost of \$7500.

—Shoe shipments from Brockton last week show an increase over the week before, a total of 5811 cases, sent out from shipping points as follows: Brockton Centre, 1320 cases; Montello, 2924 cases; Campello, 1567 cases. This is the best week since the 22nd of May. The total shipments to date amount to 249,652 cases, which is 71,255 cases

less than for the same number of weeks one year ago.

—Herbert V. Irving, formerly foreman of the sole leather room at the factory of Churchill & Alden Co., has taken a position as foreman of the sole leather room at the factory of the F. F. Field Co. at Montello. He will have charge of the night shift, which is making the big order of army shoes.

WOODEN SOLED SHOES.

Milwaukee, because of its large percentage of German population, has been known all over the country as a wooden shoe town, but it has remained until recently for a company to be established to actually make, commercially, wooden shoes, with an expectation of an extensive sale of footwear, topped with leather and soled with timber.

Wood soled shoes will eventually take the place of leather soled shoes for farm work and for laborers in America, in the opinion of Christ L. Wosgaard, manager of a Milwaukee lumber company who is now directing the establishment of a factory there for the manufacture of these shoes.

Mr. Wosgaard was born in Denmark, coming to the United States when he was 20 years old. As a youth he wore wooden shoes in the fields of Denmark, and thought them superior to the leather soled shoes which he was compelled to wear after he came to America.

"Many people from northern Europe who have settled in Wisconsin have tried to buy wooden shoes," he says, "but most of the patterns which have been turned out so far are very clumsy. This made the shoe uncomfortable. We are working out neat patterns so that our boot or shoe will be as trim as are the all-leather product. I know personally that thousands of farmers, tanners, sewer diggers and brewers are anxious to buy a wood soled product."

The sole is made of hard wood and is fitted with a groove, into which the leather of the upper is tightly drawn by means of a wire fastened by staples. The wood is treated so as to be impervious to moisture.



Wood Heels

We make an attractive line of Latest Style Heels. Let us quote you prices and send samples. **Heels Fitted to Any Last.**

ATLANTIC WOOD-HEEL CO., Inc.
322 to 332 Van Buren Street, Brooklyn, N. Y.

ROYAL KID



ROYAL KID. Like Tan Royal Calf except its black finish, having a full grain, smooth and natural. Its fine softness and long service make Royal Kid the favorite where rich appearance and durability must be combined in men's and women's best footwear. Shoe manufacturers noted for prime quality use it liberally.

AMERICAN HIDE & LEATHER CO.

NEW YORK

BOSTON

CHICAGO

PLEASE SEE FURTHER PARTICULARS ON THE OPPOSITE SIDE OF THIS SHEET

AMERICAN HIDE & LEATHER CO.

THE LARGEST PRODUCERS OF CALF & SIDE UPPER LEATHER



THE FINEST TANNAGES & FINISHES. THE BEST SERVICE FOR BUYERS

CLASSIFICATION OF OUR PRINCIPAL LINES OF LEATHER

CALF AND VEALS, CHROME TANNED. Tan Royal, Box Calf, Box Kid, Dull Box, Box Veals, Royal Kid, Willow Calf, Ooze Calf, Nob Calf, No. 102 Box, Empire Veals, Mat Cadet Veals, Prime Empire Veals, Patent Box Calf, Cadet Kid, Cadet Calf, Mat Cadet Kid, Cadet Kid Veals, Cadet Calf Veals.

UPPER LEATHER SIDES. Bronko, Milwaukee, and Black Hawk Chrome Patent; Combination Patent, Cadet Kid Chrome Sides, Cadet Calf Chrome Sides, Combination Colored Russia Sides, Special Colored Russia Sides, Mat Royal Chrome Sides, Satin, Kangaroo Grain, Kangaroo Kid Sides.

STORM AND HARD-WEAR SIDE UPPER LEATHER. Waterproof, Black and Brown, Full-Grained Chrome;—Boris, Black and Colored, Combination Tannage;—Zulu, Black and Colored, Combination Tannage;—Bison, Black and Colored, Combination Tannage;—Ottawa, Black and Colored, Combination Tannage;—Sheboygan Calf, Black and Colors;—Peary Storm Chrome, Black and Colors;—Number 12 Storm Chrome, Colored.

SPLITS—BLACK, WAXED, FLEXIBLE, CHROME, Etc. Flesh Splits, Belt Knife Waxed Splits, Oxford Calf Union Splits, Ooze Vamp Splits, Ottawa Black and Russet Splits,—Flexible Splits and Flexible Bends for Goodyear, Gem, and McKay Innersoles;—Ooze Gusset Splits.

OTHER LINES. Mat Horse, a Chrome Topping; Bag, Case, and Fancy Leather; Collar Leather; Goodyear Welting, Black and Tan; Bark Tanned and Chrome Heeling; Pasted Stock for Counters and Innersoles; Innersoles cut from Flexible Splits.

SOLE LEATHER. Three Superior Tannages of Slaughter and Dry Hide Hemlock Sole in Sides, Bends, Shoulders and Bellies.

AMERICAN HIDE & LEATHER CO.

OFFICES AND STORES

NEW YORK BOSTON CHICAGO ST. LOUIS CINCINNATI

CALF AND SIDE UPPER LEATHER TANNERIES:

Lowell, Danvers, Chicago (3), Milwaukee, Sheboygan, Ballston Spa, Curwensville, Woburn (3)

SOLE LEATHER TANNERIES:

Munising, Michigan; Manistee, Michigan; Merrill, Wisconsin

SHOE STOCK PLANT:

Binghamton, New York.

Industrial Information

New Enterprises and Changes in the Trade

RED WING, MINN.

The sum of \$25,000 has been subscribed to start a new shoe factory here. Additional capital will be provided as growth demands.

L. D. STICKLES of Duluth is to be at the head of the new company, and they will manufacture men's and children's summer shoes. Mr. Stickles was formerly treasurer and general manager of the Northern Shoe Company, and is widely known among shoe men of the Northeast.

DERRY, N. H.

It has been practically decided that a new shoe factory will be constructed by the Citizens' Building Association, to take the place of the one burned several months ago. The new factory will be of mill construction, 200 feet long and 45 feet wide, on the former site on South avenue, and will be occupied by the WOODBURY SHOE CO.

QUEBEC, ONT.

The last manufacturing plant of the Dominion Last Works has been purchased by the GRANBY RUBBER CO., Ltd., of Granby.

TORONTO, CAN.

The NATURAL TREAD SHOES, Ltd., is the name of a new company organized for the purpose of manufacturing and dealing in boots and shoes with a capital stock of \$40,000. The incorporators are Vernon E. Taplin and Dr. Charles S. Wright, both of this city.

HAVERHILL, MASS.

It is stated that another brick factory of mammoth dimensions will be erected on Hale street by the SLIPPER CITY WOOD HEEL CO. Joseph S. Moore is the promoter of the new plant, being the present owner and a member of the firm.

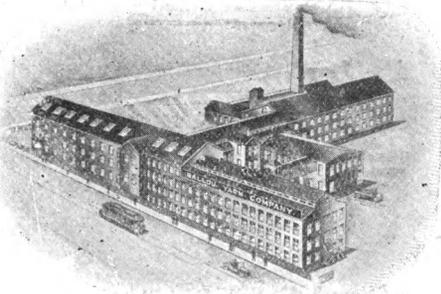
—Mr. Griffin, an architect, has drawn plans for the construction of a nine-story brick factory building on the corner of Hale and Winter streets, with a 200 foot frontage on Hale street, running back 100 feet, with a width of 50 feet, giving a floor space of 15,000 feet to a floor, and an aggregate floor space of 135,000 square feet to the building. The construction will no doubt be mill construction and it is claimed there will be more light than any of the present buildings, as this location was formerly a residential district on the one side and the local freight depot and offices on the other side. It is also stated that low insurance rates will prevail. The building will be modern in every way adding one more monument to the enterprise of Haverhill's shoe men. At present the Slipper City Wood Heel Co. occupies two floors of the new Merrimack Associates' building on Locust street. This firm will remain there, as Mr. Moore is part owner of said building.

WEYMOUTH, MASS.

Another new shoe corporation in the South Shore shoe district is the HUETTE SHOE CO., which is capitalized for \$50,000.

NEW THREAD COMPANY.

Mr. E. G. Thomson, who is better known in the trade in connection with the Summit Thread Co., for which company he traveled among the shoe factories as salesman, has recently resigned and purchased a joint interest in the John W. West Co., of which he is president and sales manager. The entire trade extend their very best wishes to Mr. Thompson in his new venture.



THREAD

Cotton Shoe Threads

All Sizes, Forms, Colors
and Finishes

Manufactured by
Ballou Yarn Company
PROVIDENCE, R. I.

In and About St. Louis.

(From Our Special Correspondent)

—Joseph Mandeville, who until recently was with the Hamilton-Brown Shoe Co. for more than 16 years, where he had charge of the finishing room in their Sunlight factory, has accepted a position with the Pullman Palace Car Co. as conductor. He will begin his new duties in a few days.

—A recent order from the United States Government for 355,000 pairs of standard army boots, was awarded to three firms. Sixty-five thousand pairs were given to the Brown Shoe Co. of this city; 160,000 pairs to Joseph M. Herman & Co. of Millis, Mass., and the remainder, 130,000 pairs, was given to the Endicott-Johnson Co. of Endicott, N. Y.

—Bradstreet's local office gave out a long report that could not help but revive hope. It gave facts and figures as compared with a year ago, to prove that business generally is in a much better condition.

—The Wertheimer-Swartz Shoe Co. was reorganized June 5th, when Jacob J. Wertheimer, the president, and all the officers and directors resigned and were succeeded by new directors and officers through-out.

Obligations that the company were unable to meet, although it is solvent, was responsible for the reorganization.

Frank O. Hicks, first vice-president of the Mechanics American National Bank, was elected president; Montague Lyon, attorney representing the retiring officers and board of directors, was elected vice-president; Walter H. Sanders, lawyer, was secretary; Geo. E. Hoffman, cashier of the Merchants Laclede National Bank, was elected treasurer, and James B. Campbell, manager of Marwick, Mitchell, Peat & Co., certified accountants, was chosen as assistant secretary. The new officers constitute the new board of directors. Walter H. Sanders represents the interest of the Mechanics American National Bank on the new board.

Jacob J. Wertheimer, the retiring

president last Saturday authorized the statement that the business of the company would be conducted under the old name, but it probably would be conducted under the supervision of the International Shoe Co., of which Jackson Johnson is president.

While Mr. Wertheimer and his associates turned over the management of the business to the new board of directors, they still retain their interest in the company and still own their stock. Mr. Wertheimer and Chas. L. Swartz are the largest stockholders.

The authorized capital stock of the Wertheimer-Swartz Shoe Co. is \$700,000, of which \$500,000 is common and \$200,000 preferred.

Only \$111,500 of the preferred stock is outstanding. This has a guaranteed annual dividend of 7 per cent.

The financial troubles of the company began about a year ago. The indebtedness has been largely reduced and a system of retrenchment was begun, by which the board believes every creditor will receive every cent due him.

—G. H. Foree, foreman of the welt room in the American Lady factory of the Hamilton-Brown Shoe Co., has been laid off on account of business depression. He has been connected almost continually with the firm for nearly 16 years. It is said departments in the factory may be doubled up unless business gets better.

—Mr. Mandeville, formerly foreman in the Sunlight factory of the Hamilton-Brown Shoe Co., has given up his vocation as a foreman and accepted a position on the police force in this city.

—Paddy Costigan, for a number of years with the Burrow, Jones & Dyer Shoe Co., but more recently foreman of the finishing room in the White House plant of the Brown Shoe Co. has accepted a position with the Hamilton-Brown Shoe Co. as foreman of the finishing room in their Columbia (Mo.) factory.



**MIKAH DRY
SHOE GEMENT PASTE**

Prepare your own sock lining paste.
It is now easy and costs less than five cents (5c) per gallon. Samples free and full information from

National Gum & Mica Co.
59th Street and 11th Avenue, New York City

Pay When You're Satisfied

THIS IS OUR WAY OF DOING BUSINESS

IT is our business to buy up complete shoemaking plants, and then to rebuild the machinery thus secured, renewing and replacing until these machines turn out work equal to when new—oftentimes better work as a matter of fact.

Further than this we sell these machines at money-saving prices and with a guarantee.

We go even further than this. We let you keep all machines sold under our guarantee until you are satisfied before you pay.

Complete
Pattern
Making
Outfit

\$115

McKay
Sewer

\$85

E. P. VENOR

89-91 MILL STREET
ROCHESTER, N. Y.

—The Boot and Shoe Workers' Union, Locals 25, 90 and 338, have moved from 810 Olive street to their new quarters in the Holland Bldg., 209 W. 7th street. Their offices will be on the 12th floor; a meeting hall will adjoin their offices.

—About fifteen shoe workers have secured employment with a tool company making bayonets. Others have secured work in the harness companies making belts and knapsacks and others in a stove company. In all several hundred shoemakers are employed in making supplies for the allies. This has to some extent relieved the large crowds around the factory doors in the morning.

—Most of the factories are working on their samples, while they have little else to do, and this year more than ever they have paid especial attention to the very latest creations. Some styles are entirely original; some of the houses have increased the number of styles, others have reduced; very few new lasts have been purchased.

—Mr. Chas. B. Packard, of the Avon Sole Co., manufacturers of the Du Flex Sole Co., left Wednesday night for a ten days' business trip among the principal western shoe cities. He will return to Boston July 1st.

ANOTHER ADVANCE FOR SAVINGS BANK LIFE INSURANCE.

The Savings Insurance Banks have begun to issue policies on the lives of children between the ages of nine and fourteen. To the large extra dividends declared by the two oldest insurance banks and to the privilege of issuing \$1,000 policies recently granted by the Legislature, the banks now add this opportunity for parents to secure all the advantages of Savings Bank Life Insurance on children's policies.

A straight life policy for \$100 on the life of a child ten years old costs only 1.2 cents per month. A twenty-year endowment policy for \$100 costs 39 cents per month.

These policies receive annual dividends, and are in immediate full benefit.

The maximum insurance on any one life between the ages of 9 and 14 is \$300. Since the establishment of Savings Bank Life Insurance policies on the lives of children fourteen years of age and over have been issued by the banks.

The banks issuing these policies are: Whitman Savings Bank, Whitman; People's Savings Bank, Brockton; Berkshire County Savings Bank, Pittsfield; and City Savings Bank of Pittsfield.

Lynn and the North Shore.

Trade Notes, Personals, Etc.

—There is new and growing interest in foreign trade among Lynn manufacturers. The other evening Henry Holder, European agent of the Turner Tanning Machinery Co., addressed a group of Lynn manufacturers on foreign trade prospects. He has been developing trade for years, so he speaks from actual experience, rather than from theory. He says that American manufacturers have before them the greatest opportunity in the history of the country for the development of their foreign business. In Europe, he said, 20,000,000 men who were formerly engaged in making necessities and luxuries of life, are now engaged in war, or in making war supplies. England is bound to run short of necessities and luxuries and so are other countries. The people of Africa, China and other foreign lands, who used to depend on Europe for supplies, also will run short of goods. So there will be a great opportunity for American manufacturers to spread their foreign sales all over the world. Mr. Holder said that American manufacturers, large and small, should give more attention to foreign trade.

—During the week there came to Lynn reports from the United States Department of Commerce of opportunities to sell shoes in South Africa. The reports were very definite. With them were samples of such shoes as are wanted in South Africa, and one request for a price on an order for 5,000 pairs of men's shoes. One Lynn firm making women's shoes has been sending shoes to South Africa for some time. It is expected that the South African business will be good, for South African dealers will miss their shoes from England.

—Inquiries for shoes are coming to Lynn from Denmark, Spain and other neutral countries of Europe, and also from South American countries. There are even prospects of sales to China.

—The week of June 14th was rather a broken week in Lynn, for the shops shut down on the afternoon of June 14th for the celebration of Flag Day, and again on June 17th, for the celebration of Bunker Hill Day. On Flag Day 20,000 paraded. There were many shoemakers in the line. Over 50,000 people attended patriotic exercises. While shutting down the shops decreased production, yet life is something more than shoemaking, and it

is better for shoemakers to have a day or two off for patriotic exercises now and then than it is for them to spend a year or two in the trenches.

—The labor situation in Lynn is in better shape than for some time. Several manufacturers and their employes have agreed to submit disputes to the state board of arbitration. This week, this board settled three disputes, which would likely have led to strikes had they been handled in the old way.

—The tanners' picnic will take place at Lynnfield, Wednesday, June 23. Over 200 will attend. Among them will be Lynn shoe men, tanners of the North Shore district, Boston salesmen and some Winchester tanners.

—Chandler L. Parker, Lynn shoe expert, has invented a device for truing rolls of the heel scouring machines. The device has a metal arm and a swinging hand, to which is attached a pad of sandpaper. The operator applies the sandpaper to the roll as it revolves and thereby trues it.

—The Rickard Shoe Co. is to move from Lynn to Haverhill. It

JENKINS
TITAN FIBRE

This Mark
Represents the
Highest Quality of

**HEELING
BOARD**

It assures a smooth,
glossy finish and a heel
which will not break out
or check.

Write for samples and quotations F. O. B. your city.

The Geo. O. Jenkins Co.
BRIDGEWATER, MASS.

makes women's welt shoes and employs 350 persons. Edward Rickard, manager of the firm, says that "It is for the best interests of the Rickard Co. that it moves," and declines to say anything more.

—The United Shoe Machinery Co. Relief Association is getting ready for its annual Sam Sam. This is the great big outing which takes place on the company's grounds, and which is attended by about 15,000 people.

—Among the recent visitors at the U. S. M. Co. plant at Beverly, was James C. Greenlay. He was formerly superintendent of the factory of Fuller & Co., Salem. Later he went to China for the United Shoe Machinery Co. Now he is superintendent in one of the Craddock-Terry Co. factories at Lynchburg, Va.

MAKERS OF THE DU-FLEX SOLE ENLARGE.

The Avon Sole Co., of Brockton, Mass., manufacturers of the Du-flex fibre soles and heels, are making arrangements to double the size of their factory at Avon, Mass. The enlarged plant will be 300 feet long by 50 feet wide, just double its present size, with a daily capacity of 12,000 pairs of soles. From September, 1914, to April, 1915, the factory has been running to full capacity, night and day, and the growing increase in this line of bottom stock has compelled the corporation to make the earliest possible changes.

The enlarged building will be two stories high and will be completely reorganized and systematized.

New machinery and a new boiler are to be installed to meet the increased volume of business. There will be separate partitioned rooms for the molding, pressing, mixing, stoning, shipping, laboratory work, and the offices. At each end of the building there will be doors to abutting streets, and there will also be a spur track joined on to the N. Y. N. H. & H. R. R. tracks.

GENERAL NOTES.

—The Continental Shoe Button Company of Newark, N. J., has moved from 397 Market street to 277 Broom street, that city. The Sriwanch Button Company, which is still located at 397 Market street, manufactures the bodies of many of the buttons which the Continental Company puts shanks on and finishes.

—Chas. H. Chute has accepted a position as superintendent with the C. N. W. Shoe Co. of London, Ontario, Can. Mr. Chute has had a wide experience as superintendent, and in the upper leather departments of a number of factories in New England and the West.

Moulded Sandpaper

To fit all kinds of wheels and rolls

We also supply Sandpaper for

**The Buzzell Tip Scourer
Buzzell Buffer
Buzzell Heel Breast
Scourer and
other machines**

Our method of Recovering Rolls and Wheels is a guarantee of satisfaction. Our work has stood the test for a generation.

J. G. Buzzell & Co.

SHOE MACHINERY AND
FACTORY SUPPLIES

102 High St., Boston, Mass.

BLANCHARD

PATTERNS

have an individuality given them by the addition of personal attention throughout the designing and manufacturing process of each pattern.

Do you want this personal attention without extra cost?

Frederick E. Blanchard

129 EAST GAY STREET
COLUMBUS, OHIO

**LET US FIT
YOUR SAMPLES
WITH
CRAWFORD
ARCH
SUPPORTING
SHANKS**

Send us the insoles and we will see that they are properly fitted without charge and promptly returned to you. Shoe retailers are deeply interested in this shank. The best and most reliable yet devised. Locked to insole, cannot wear through outsole.

United Shoe Machinery Co.

Shank Department

205 Lincoln Street, - Boston



TRADE WANTS



MANUFACTURERS and SUPERINTENDENTS can usually obtain very satisfactory foreman and workmen for various departments through this department.

Advertisements listed under "Help Wanted" and "Position Wanted" are printed at the rate of 2 1-2 cents per word for one week; 5 cents per word for two weeks; 6 cents per word for three weeks; 7 cents per word for four weeks.

Advertisements to appear in this department must be in this office by Thursday morning to insure publication.

HELP WANTED.

PRICE WANTED—Men's heavy working uppers and boys' school uppers. Address J. Hendriks, 277 Vermont St., Blue Island, Illinois.

WANTED—To purchase shoe machinery; fitting, making and finishing; also racks and other equipment suitable for men's welt shoes. Must be in good order. Address 4110, care of American Shoemaking.

WANTED—A line of cut soles for sale in New York and Pennsylvania, on a commission or salary basis, by one who knows the trade. Address 3108-B, care of American Shoemaking.

POSITIONS WANTED.

POSITION WANTED—Can you use a young man, 32 years of age, energetic and ambitious, with 12 years' experience in sales-order-system and tag departments; men's and fine welts? Has necessary tact for handling help and the bigger the position the better. A-1 references furnished. Address 2308, care of American Shoemaking.

POSITION WANTED — Superintendent of successful heel manufactory desires to connect with progressive concern in same line. Address 1501, care of American Shoemaking.

POSITION WANTED as assistant superintendent by young man with unusual experience in system and detail work in large factories. Would prefer small or moderate size plant where opportunity to organize and extend business is open. Address 1115, care of American Shoemaking.

POSITION WANTED—Ambitious young man wants position as sole leather foreman, in factory making medium grade welts. Eight years' experience in leading New England factories. Address 1116, care of American Shoemaking.

SOLE LEATHER room foreman desires a position. Expert on cutting, fitting, counter making and heel building. Can install system whereby all divisions are brought under thorough control; also teach all help. Best of references; will go anywhere. Address 405, care of American Shoemaking.

POSITION WANTED by an experienced edge trimmer; has run Goodyear stitcher, Heel Trimmer, Slugger and Wire Grip machines. Would accept a position as working foreman or assistant. Address 229, care of American Shoemaking.

AN EXPERT CUTTER on ladies' shoes desires position as cutter, instructor of cutting leather, or shoe sorting. Has had extensive experience in this line and can give valuable service. Fifteen years' Lynn training. Highest of references as to ability. Strictly reliable. Will go anywhere. Address 1927 care of American Shoemaking.

POSITION WANTED as foreman of finishing room by a man 38 years of age, with several years' experience as foreman on men's, boys' and youths' welts and McKays. Excellent references from former firms as a first-class man. Do you want a hustler? One that can tone up your finishing; excellent workman and instructor; can make own finishes. If desired take advantage of my services now and have an interview. Address 1930, care of American Shoemaking.

STITCHING ROOM foreman wants position; experienced on men's, women's, misses' and boys' shoes, can teach help, and is also a machinist. Can repair Reece button hole machines; age 33 years. Good references. Address 508, care of American Shoemaking.

A THOROUGHLY practical shoe man of wide experience and acknowledged ability on men's or women's fine welts, will be open for a position as superintendent, or would take a large room, after July 1st. If you want a steady, consistent plugger, who will get results and produce good shoes, address 1323, care of American Shoemaking.

POSITION WANTED as superintendent or assistant superintendent, or would accept position as bottoming room foreman. Experienced on women's, misses' and children's welts, turns and stitch-down, both eastern and western. Also familiar with the Rex turn system; will go anywhere; references. Address 2310, care of American Shoemaking.

MR. MANUFACTURER:

Are you looking for a man in your factory that can either take charge of the manufacturing end or step in and do your bookkeeping, having had years of experience in all branches? I have been some eighteen (18) years in the business and feel that I would like to associate myself with some large concern.

I am at liberty to go anywhere and at any time, and can furnish best of references. Address 1821, care of American Shoemaking, Boston, Mass.

YOUNG MAN experienced in bookkeeping and office work desires to take up cost work in a shoe factory and would gladly work for a small salary for the privilege of learning this in some good reliable place. Address 2007, care of American Shoemaking.

AN EXPERT fitting room machinist, 39 years of age, 10 years as machinist, desires a position either as foreman or machinist. Learned the trade right through from cutting to lasting. High grade work. Address 2008, care of American Shoemaking.

SUPERINTENDENT with thorough knowledge of men's fine shoemaking, capable of bringing a line up to a high standard of style, snap and good shoemaking in an economical manner, is open for a position. Successful eastern and western experience with successful firms. Address 1930, care of American Shoemaking.

POSITION WANTED as quality man or foreman of large making room; turn work. New York experience. Address 324, care of American Shoemaking.

—The Hazen Brown Co., manufacturers of cements, Brockton, Mass., have removed their Boston store from Beach street to 100 South street.

—The Samuel Brown Leather Co. is the name of a new concern located at 100 South street. This firm will handle various lines of upper and sole leather on commission.

LEATHER STORE FOR LYNN.

Frank C. Stuart, leather dealer, has bought the Williams factory at 292 Broad street, Lynn, next to the new office of the United Shoe Machinery Company. He is having it thoroughly remodeled. Plate glass windows will be put into the street front of the first floor. The stairways will be taken out of the middle of the building, and will be put into an exterior tower. New floors will be laid and the walls will be whitened, and a new equipment of lights, benches and other necessary things will be put in. When the changes are completed, which will be about August 1, Mr. Stuart will move into the building the leather and shoe trimmings business which he now carries on at the corner of Washington and Union street, Lynn.

PEABODY, MASS.

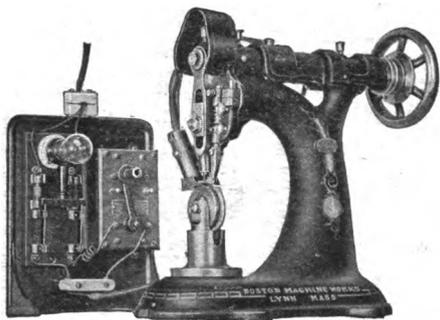
The AMERICAN GLUE CO. is having an addition built on to its factory. The addition will be one story, 140 x 170 feet, of brick and glass, with a steel truss roof. It will be fireproof throughout. The glue company takes scraps of hides and skins from tanneries and makes them into glue. Much of the glue is used for making sandpaper, and some of the sandpaper is used in buffing shoes and leather.

—The R. M. S. Leather Co., who recently removed to Salem, Mass., from Danvers, Mass., into the old Vaughan calfskin tannery, have outfitted their plant with up-to-date machinery and are now ready to manufacture wax splits.

—On account of the rush of orders, the F. M. Shaw & Sons Co. of Brockton are working nights. They are getting out shoe supplies for several firms who have received big orders for army shoes.

—E. Daub, formerly assistant superintendent of the Blue Ribbon plant of the Brown Shoe Co., now has full charge of the entire plant since A. Frazier, general manager of the country factories, has resigned.

New Electric Ironing Attachment FOR Boston Power Seam Presser

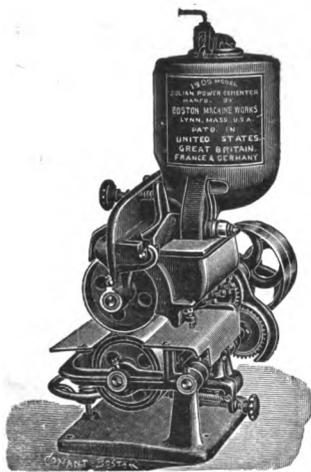


Irons out cloth seams. Takes its heat from the regular light service. Includes switchboard and rheostat for regulating the heat. Capacity 150 to 200 dozen pairs daily. Greatly improves

appearance of shoe. Eliminates hand work.

Attachment can be applied to any Boston Power Seam Presser.

The Best Investment you can make for the fitting room.



Julian Sole Cementer

Saves so much labor and cement that it is a recognized necessity in every perfectly equipped factory.

Boston Machine Works Company

LYNN, MASS., U. S. A.

ST. LOUIS, MO.

CINCINNATI, OHIO

MILWAUKEE, WIS.

Why Spoil Shoes and Lose Orders



By trying experiments with your patent leather.

MULLEN'S PATENT LEATHER REPAIRER

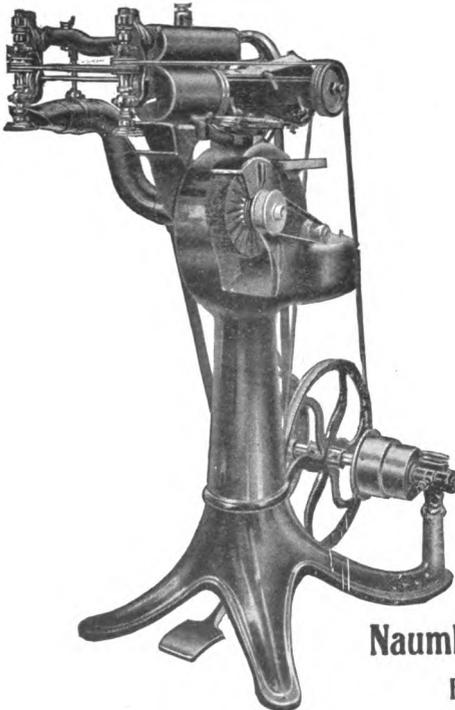
Is a positive insurance that your patent leather shoes will be properly repaired and made salable at least cost and least effort.

MULLEN BROTHERS

BROCKTON, - MASS.

WESTERN AGENTS
Blelock Mfg. Co., 913 Locust St., St. Louis, Mo.
CANADIAN AGENTS
Kelfer Brothers - 98 Prince St., Montreal
GERMAN AGENTS
Wachholts & Hertz - - - - Hamburg
ENGLISH AGENTS
Gimson & Company - Leicester, England

ABSOLUTELY ESSENTIAL FOR PERFECT FINISH



THE NEW TWIN-HEAD NAUMKEAG

Permits use of two abrasive grits. Air cooled pads prevent burning. Fitted with cleaning brush and blower.

THREE IMPORTANT OPERATIONS
ONE HANDLING

WRITE US

Naumkeag Buffing Machine Co.

BEVERLY, MASSACHUSETTS

RED LETTER LIST



PEERLESS SPECIALTIES

Rapid Eyeletter, Gang Eyeletter, Automatic Perforator, Universal Skiver, Peerless Folder, Improved Tip Press, Economy Fold Cementer, Duplex Fold Cementer, Automatic Scourer, Rapid Paster Button Sewing Machine, Rapid Inker, Eyelets of All Kinds, Shoe Buttons.

PEERLESS MACHINERY CO. - **Boston, Mass.**
 St. Louis, Chicago, Rochester, Lynn, Cincinnati



ADAMS CUTTING DIES



Guaranteed to Cut Straight
Fit Patterns Perfectly
 and Stand Up Better
 than any Dies made.

Successor to A. M. HOWE
 (Established 1857)
 Worcester, Mass.

JOHN J. ADAMS.

SHOE BUTTONS

**Strong — Uniform
 Good Finish**

HARDMAN BUTTON CO.
 Factory and Office: BEVERLY, MASS.

“SHOE FACTORY BUYERS’ GUIDE”

A list of firms selling shoe factory Supplies, classified according to the product.
 3 1-4x6 1-4. 230 pages. Should be in the hands of every buyer in the Shoe Factory.

Sent free to new subscribers to American Shoemaking.

Novelty Edge Protectors

Save money in the packing room
 Make tip repairing easy.
 Keep fair-stitching and edges clean
NOVELTY SELLING CO.
 67 Essex Building, Boston, Mass.

1888 “**M.B.**” 1915
 TRADE MARK REGISTERED

**Uniform and
 Reliable Cements**

**FOR CHANNELS, SOLE LAYING
 FOLDING, WELTING and FABRICS**

Montgomery Bros., Inc.

PHILADELPHIA, PA., U.S.A.

Boston Lynn Cincinnati St. Louis San Francisco

The Peerless Heel Reducer

This advertisement is to introduce a new machine, but we have purposely left out the cut in order to whet your curiosity, cause you to read the ad, and then write us regarding same.

THE increasing demand for rubber heels has created the necessity for a device which will lower or tear down a heel and make it level. We have built a machine for this purpose, simple in construction, easy and sure of operation, and a great saver of labor. By its use a heel can be lowered, two, four, or any number of lifts at once, and it will save its cost in a short while.

MADE ONLY BY

CLAPPER & STARKEY
ALLIANCE, OHIO

Acme Backing-Plumping Cloth

Plumps—Reinforces—Fortifies—all kinds of Upper Leather and Cloth

We manufacture it in many qualities, for all kinds of work at various prices, from the cheapest up.

For plumping, saving, smoothing out, thin, wrinkled parts of skins, it has been a source of help and profit to leading American Shoe Factories for many years, while making Shoes longer lived and shape retaining; it **Prolongs Shoe Life**; some call it "Shoe Life Insurance."

It is easily applied, like Ironing a Handkerchief, requiring little heat. Boys and girls do the work. Samples and teacher free; we invite correspondence; we supply Special Formulae for special problems.



PETERS MANUFACTURING CO.

304-310 East 22nd St.
NEW YORK

Backing-Cloth Specialists
3 Generations

43-59 Lincoln St.
BOSTON, MASS.

AMERICAN SHOEMAKING

THE RED BOOK

Volume LV No. 13

June 26, 1915

BECKWITH BOX TOES

Process Pat.
Jan. 12, 1904
Patented
Jan. 12, 1915

Process Pat.
Aug. 19, 1913
Patented
Jan. 12, 1915



Agent
G. W. KIBBY & CO.
Chicago St. Louis

Agent
GEO. A. SPRINGMEIER
Cincinnati, Ohio

VULCO-UNIT BOX TOE
THE BOX TOE OF TODAY
BECKWITH BOX TOE COMPANY
108 Lincoln Street, - BOSTON, MASS.

PUBLISHED EVERY SATURDAY

AMERICAN SHOEMAKING PUBLISHING CO.

683 Atlantic Avenue, Boston, Mass.

**LET US FIT
YOUR SAMPLES
WITH
CRAWFORD
ARCH
SUPPORTING
SHANKS**

Send us the insoles and we will see that they are properly fitted without charge and promptly returned to you. Shoe retailers are deeply interested in this shank. The best and most reliable yet devised. Locked to insole, cannot wear through outsole.

United Shoe Machinery Co.

Shank Department

205 Lincoln Street, = Boston

Are Your Costs Right?

You cannot be sure of this unless you have a simple, accurate, complete system of Cost Accounting.

Is Your Organization Efficient?

If not, you are losing opportunity to add to your profit and to successfully meet competition.

You can get accurate costs and efficient organization by applying the information contained in Frederick L. Small's Book

Comprehensive Accounting Methods

Manufacturers who have read the book pronounce it thoroughly practical and helpful. One of them says:

"Dear Mr. Small:—

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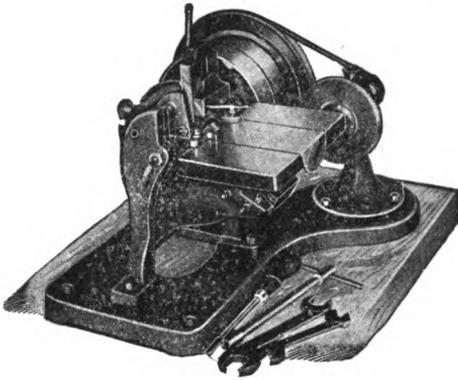
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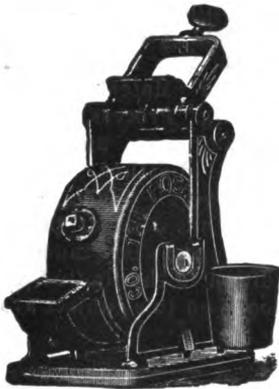
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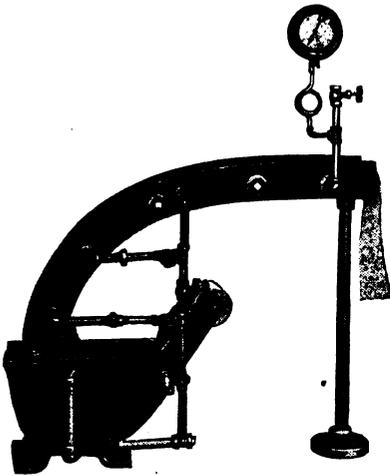
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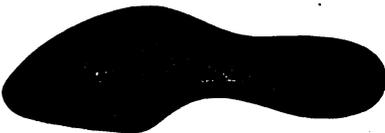
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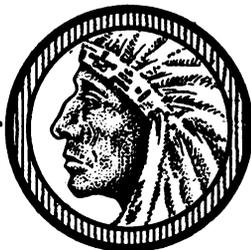
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CANCELLATION AND RETURNS.

It is gratifying to note that some of the shoe trade magazines devoted to retail interests are advocating the "no cancellation" and "no return" policy, which the manufacturers' associations are fighting for.

It has been the fear that shoe buyers did not mean what they said that has led many manufacturers this season to refrain from offering certain fancy styles, or, when offering them to accept orders only from certain dealers. From past experience, they have learned that a considerable element among retail merchants place orders with the mental reservation that, if the goods do not sell, or in other words, if the public does not back up the judgment of their buyers, they will at once throw the responsibility on to the manufacturer by cancelling orders or by handing him

back the goods already in the store for which a duly executed order was placed.

Manufacturers owe it to themselves, as well as to the best class of retailers, to refuse to accept cancellation on orders after having cut the goods, and also to refuse the return of goods which are not distinctly defective or different from the sample from which they were ordered.

The cancellation and return goods problem involves an item of cost of doing business uncertain in amount and tends to make of a standard manufacturing enterprise a highly speculative investment. To protect himself, a considerable item must be added by the manufacturer to the cost of goods for which the responsible dealer must pay. It is, therefore, equally to the advantage of the best retail merchant and of

manufacturers that the return of goods or cancellation of orders should cease.

Everybody knows that a duly signed order placed by shoe merchants is legally collectible, but the lack of a fixed policy on the part of shoe manufacturers has resulted in a situation that has placed all orders of nearly all shoe merchants under suspicion and given to the unscrupulous shoe buyer a brazen effrontery in the matter of cancellation of orders and return of goods that has become well nigh unbearable. It is a condition brought about by excessive competition in manufacturing and can be easily eliminated if manufacturers' associations will agitate the matter and induce their members to take a strong position in refusing to accept the dictation of shoe buyers.

NEW EFFICIENCY THOUGHT.

Edison says that people sleep too much and eat too much. If there is any truth in this, what of the golden division of the day, in which many shoemakers believe—eight hours for work, eight hours for play and eight hours for sleep?

Edison has not said that people should work more and sleep less and eat less. But he has set an example in his own life of working long hours. Yet he is not a slave to work. Rather is he a conqueror of work. He has invented and developed more labor saving machines than has any other man. His machines save labor in most all tasks, from the simple one of lighting the evening lamp to the great one of building the Panama Canal.

As the machines save labor, the individuals save energy, and, perhaps, they can get along with less sleep and with less food, as Edison says. He declares that man has got into the habit of over-eating and of over-sleeping. But he promises that man can get out of these habits. Supposing Edison's views are true! What new conditions would come about? Consider the shoe industry, for example. Is it not pos-

sible that if people ate less and slept less that they would have more time for work, as well as for play. Take two hours from that portion of the golden division of the day which is given to sleep, and add one hour to the hours for work, and add the other hour to the hours for play. Would not that give a tremendous development to the production and consumption of goods? Here is another view: Supposing men became less dependent upon sleep than they are today; would it not be possible to successfully establish the 24-hour-a-day run of the factories. There are certainly great economies to be gained by this 24-hour run, for the production of every foot of floor space and of every machine would be tripled over what it is today.

Edison's views open up a new line of thought to men who are studying efficiency. If they are true, why struggle to limit production? Why not endeavor to achieve more and to enjoy more? Edison has proven in his own life that a man can achieve a tremendous amount, if he tries.

AFTER THE WAR.

An increasing number of inquiries and notifications are coming to hand regarding trade organizations formed for the extension of business in Europe after the war. Among the latest is the organization of Belgian business men, formed in Great Britain for the purpose of extending American trade in Belgium after the hostilities cease. If these advances are met half way, they offer exceptional opportunities for laying a solid foundation for future profitable business. Don't neglect to get in touch.

—The best kind of an employe is the one who give more thought to what he can do to help the business along than to what he can do to help himself along.

—When you find a man who has reached the end of his ambition, you find a man whose ambition was not very high.

Seen in One Year's Travels

Brief Hints Which May Help Some Other Fellow

Cloth linings allowed to accumulate at the cutters' feet for a week.

Saw hole cut in floor that allowed waste to go into a bin.

Saw patent tip cutter cutting whole stock into tips, where the large pieces left by the vamp cutters were sold. The reason given by the foreman was that the tip cutter could cut whole stock faster.

Saw patent tip cutter have a few dies for vamps which he used to cut a few pairs from sides that were right for vamps.

Saw all work that went into stitching room tied up with jute twine, which was cut by the stitchers and thrown on the floor. Also saw all work for the stitching room tied with a patent canvas strap, which was easily unfastened and returned to the cutting room to be used again.

Saw cement kept in open tin dishes which allowed it to evaporate; also saw patent cans that only allowed a certain flow in right but enough quantity to work with.

Saw stitchers sitting idle at machines waiting for work while the foreman tinkered with a machine or a belt.

Saw stitchers go to benches and take work to do; also saw each stitcher have a box beside her machine with work in it.

Saw vamping machines in the four corners of a room; also saw machines so arranged that the work went along in rotation of operation.

Saw lasters go to barrels for counters; also saw counters carefully counted and placed with uppers.

Saw more toe gum on the as-

semblers' fingers than could be put on to a case of shoes, and at the same glance noticed dirty linings.

Saw the fellow who operated the No. 5 bed lasting machine toss shoes onto the rack; also saw racks that were partitioned off into spaces just wide enough to hold one shoe.

Saw the beater-out use a shoe horn to force low cut shoes on to the forms on a cold winter's morning, in a factory where the steam was low during the night. These were patent leathers and they cracked along the tops.

Saw many barrels of heels around the heeling machine.

Saw a tier of boxes built in which heels were kept.

Saw the heel scourer waste from one to four inches of sandpaper each time he put on new; also saw a machine which cut this sandpaper to the exact length.

Saw twelve girls repairing patent leather, finger method; also saw same grade of shoe, same amount of business, where three done the same amount by the brush method.

Saw three superintendents who said that they were not interested in trade technical journals, and also knew that their foremen were not.

Saw a goodly number of other superintendents who wished to convey their thanks to the publishers of American Shoemaking for the prompt answers they had received to technical questions asked through its columns. Many other items of interest were noted during the year's travel, but these mentioned seemed to stand out more prominently than the others.

ARMY SHOES.

Orders for army shoes to the extent of several million pairs have been placed with American manufacturers. One line of these army shoes is made with the uppers flesh side out and unlined.

The idea being that, as the shoe is unlined and the grain side coming next to the stocking, there will be less wear on the stocking than would be the case if the reverse were true. Some of these shoes are worn without stockings, a coat of grease being smeared on the feet instead.

These army shoes are made over extra size lasts, to enable the wearer to put on two pairs of heavy woolen stockings. Many of them are hob-nailed both sole and heel.

It may surprise some American people to learn of this feature, as, no doubt, many will find it hard to believe that a long march could be made day after day with as stiff a shoe as the hob-nailed shoe is.

But, as the writer understands the situation over there, the wooden shoe is worn by the people of both Germany and France in the rural districts, so the hob-nailed shoe is not such a hard proposition after all.

It is merely that the people of those countries have never gotten their feet accustomed to light and flexible footwear, with the exception of England, whose army shoes are more like the American.

In looking over the pictures of the various styles of army shoes worn by the European soldiers, which appeared in American Shoemaking a short time ago, one could not help but feel proud of the shoe furnished the American army.

NEW SAMPLE TRUNK.

A new shoe trunk for salesmen's samples has recently been invented which possesses some unusual features. The trunk is so constructed that, in the act of opening, it will automatically throw every shoe into an upright position, ready for inspection and handling by the customer or

salesman, and will do this in less than one minute's time.

When through showing the goods the salesman has only to release the dog in the top box and turn a small crank, when the trunk will close itself, carrying the shoes back into compact position so that the trunk assumes its normal appearance.

It is claimed for it that it enables salesmen to work much faster than under any other method, as shoes can be instantly displayed and there is no waiting for the other fellow to get through with the sample room. All of the goods, of course, are shown at one time, and the buyer, it is claimed, will give salesmen with this equipment opportunity to show their goods, owing to the fact that there is no time wasted in getting out and setting up the sample line.

The same collapsible arrangement is provided for hand cases.

THE SUGGESTION BOX.

The writer recently noticed in a restaurant, that is one of a chain operated throughout the country, a box, wherein the patrons could drop written suggestions for the betterment of the service. This idea has already been worked out in a few shoe factories to good advantage. One shoe factory where this idea is carried out offers cash prizes for suggestions that are considered worthy of a trial. The workman at the bench is as likely to have an original idea as anyone, so, why not give him a chance to state it. The average workman would hesitate about going to the manager or superintendent, for fear of getting in wrong with his foreman, but if a suggestion box were placed in the hallway, he could drop a written suggestion in there without fear, for these suggestions are read by the man higher up, and in no instance need anyone but the man higher up and the writer of the suggestion know who wrote it. At the same time the writer believes that the average foreman would be more inclined to favor this idea than to resent it, for the man who knew it all died yesterday.



In Wrong & Co.

Reputation is What Others
Think of You; Character is
What You Know Yourself
to Be.

By Mr. C. P. Lawrence

Article XXV.

IN WRONG & Company gained the reputation, and justly, too, for producing poor merchandise, both in style, workmanship, fit and material. There are firms in all sections of the country that have built up a large and prosperous business, building unsightly shoes with a low labor cost, who pay little or no attention to style and tone, graceful lines are unknown to them. With but few lasts and patterns, but those few right; with material that has been well considered as to the fitness for wear; with a selling organization able to dispose of all shoes made, which enabled the factory to build up an organization and produce shoes at a low labor cost.

It is not so much the price per pair that satisfies the American workman. It is the conditions under which his work comes to him. It is what he sees in his envelope on Saturday that counts with him, and those firms that have made a name and place in the shoe world were quick to see if they were to secure a low labor price and maintain it, conditions must be made that would enable their employes to be kept at work. They also saw that if their employes were to earn a fair wage, the fewer styles that were produced and the larger lots made, their operators would become proficient, which would assure a

low piece price to the firm and a fat envelope on Saturdays to the employes. True, it is, they have succeeded and their merchandise is in stores, and satisfying both merchant and consumer, and you cannot get them out.

In Wrong & Company saw how those manufacturers were succeeding. They had, and were successful with, a low labor cost. Why not they? And with no thought as to conditions that must be complied with, a low price was installed, and that price hastened their end.

It is not enough to install the phone in your office; you must fulfill certain conditions if you would derive the benefit from it. It is not enough to make a sweeping reduction on labor just because you see industrial conditions such that labor goes unemployed, without first making conditions such that your employes can earn a fair weekly wage. If you attempt it you will find out, as In Wrong & Company did, that you are fooling yourself. Every thoughtful man or woman that enters your employ knows what they must receive on Saturday to make both ends meet, and if the price is low and conditions right, they can earn that amount and give you in return shoes that will come up to your standard.

In Wrong & Company started with a low labor cost in a town

that was noted for low prices. They lost money through poor management and changeable methods. And when they were nearly to the bottom of the hill, someone thought of a general reduction, and to think was to act.

Their shoes were already poor, both in material and workmanship under the old conditions. Lack of system caused shoes to move through the factory in bunches, like bananas. Some operators would have nothing to do in the morning, and it would come to them in the afternoon in hacks. As a result they would do the day's work in one-half of a day, and those apologies for shoes would be shipped out, only to be returned on sight from the merchants.

But that general reduction came when quality was at a low ebb, and the firm guessing where the next orders were to come from, and no attempt was made to improve conditions, that their employes might make a fair wage through improved conditions, though at a lower wage.

The new labor scale was accepted and In Wrong & Company were happy (for a short time only) as they had taken advantage of the industrial conditions, and established a price that was to be their end.

True, it is, the new labor price produced shoes below a standard that would be accepted by merchants at any price. Operators drew the same weekly wage under the reduction, made possible by a lower standard of shoes. Losses taken on shoes made at this time were frightful. Many of them were never shipped to the trade that ordered them, but sold as floor goods at a substantial loss, and many of them that were shipped came back with orders to cancel balance of order.

Still, changes were ever in order. Foremen were let out with little or no notice, and as new came, some quickly saw that no operators would long remain at prices paid under the poor conditions that were found, and they were forced to resort to that

great evil of guaranteeing a certain amount weekly, which sent the cost skyward. Some operators were guaranteed from \$12 to \$15 a week, and earned half of it, while other operators, foremen would allow from one to three dollars a week and O.K. that amount weekly on their work book. Instead of the low labor cost so much desired by the firm, they were now paying more than some firms that built the standard lines, but far below them in quality.

Why? The standard had been set and prices arranged to build a cheap country shoe. Operators that accepted positions with them knew they must do a large quantity of shoes to make a small weekly wage, and as the work did not come to them with any degree of regularity—one hour none, the next more than they could do right in two hours—the standard was kept at a low ebb.

Still one more change came, and then they struck bottom. A new superintendent thought another factory should be started to build a still lower grade of work at a still lower labor price, and to think was to act, so in a distant town, factory No. 2 was started.

One thing In Wrong & Company always did right, and that was to start with the best equipment possible. So factory No. 2 was launched on the shoe world in a distant town. With an equipment second to none, with a labor price lower than all, with a man to build their shoes poorer than all before him, with a class of operators, many of whom were never in a shoe factory before but willing to be taught, factory No. 2 was started and died within a month.

And with the end of this venture came the end of In Wrong & Company. Let me repeat what has already been said:— If you would succeed, you must have a well planned line of action, intelligently thought out and religiously lived up to. What does it profit to sow if we fail to reap? Neither should we expect to suc-

ceed if we ignore those sound fundamental business principles that others have followed and whose efforts have been crowned with success.

In Wrong & Company's retirement from the business world was not through lack of capital or for want of credit; they had both. Not that they were not successful business men; they had succeeded in other lines. Not that they were harrassed by labor agitators; they were free to arrange prices to suit conditions. Simply leaping in the dark. No intelligent thought as to organization; changeable methods, both in merchandise produced and material used. While the name of the concern was not changed as often as were the foremen, merchants found it hard at times to keep up with the lightning changes that were made.

Lack of system, poor organization, changeable methods, and lover of new faces spells loss, disorganization, poor management, loss of business, and in the end failure was theirs.

Don't employ a foreman until you are sure that you want him.

Don't discharge a foreman until he has had a fair chance to demonstrate his ability.

Remember his reputation is his capital, and you both are hurt if you acquire the name of a changer.

Don't discharge a foreman just because you don't like him. If he runs his room well, he is a good man and should be retained. I consider a fairly good foreman that has been with you a long time is more valuable to you than a world-beater that has just arrived.

A firm that is willing to lower the dignity of foremen by discharging them without giving them a chance to make good should be prevented by a brotherhood of foremen from securing good men. In Wrong & Company was known to do it.

(To be continued)

DAYLIGHT CUTTING.

The cutting of shoes by daylight entirely is a beautiful theory. During the winter months

this would mean only seven hours work and on some days less. But every factory should so arrange their cutting department as to get the best light to be had. The cutting of shoes by artificial light has two bad results. It is a strain on the cutters' eyes, and it also means that there are more imperfect pieces cut which is a loss to the manufacturer.

The question often arises whether it would not be advisable to work the cutters for fewer hours during the winter than during the summer. The drawback to this, however, is that it would require much more space for the cutting room in winter that would be idle in summer. Also, the cutters would cost more per pair on the week basis, or would have to be paid more per pair on the piece price basis. The shop would have to arrange for cutters to make as good wages in the shorter time as they do in the longer time.

There is one factory in the West that tried this experiment. This factory works 55 hours per week. During the winter months they worked their cutters 40 hours. The work was on the piece price basis. To get a desirable lot of cutters, they had to make their price high enough to let the men make as good wages as they could make at other factories in the longer time. Also, a part of their factory space was unoccupied during the cold months.

They seem to be well satisfied, however.

—Never have the water too warm for a turn shoe, as it affects the working of the shoe from beginning to end. The channels at the sewing machine will often be ripped on account of the water being too hot at the time of tempering, which renders the leather brittle and easy to tear. Another trouble with sole leather relates to shrinkage and is due mainly to defective tannings, as sole leather which is thoroughly tanned and has been given time to ripen will not cause trouble in this direction.

The Stitching Room

Improved Wire Holder

The stitching room requires a person of patience in order to be successful. There is no department where a foreman will meet with as many different temperaments as in the stitching room.

The writer has listened to the complaints of stitching room foremen in various parts of the country regarding the lack of matter in the technical trade papers, dealing with this room. The reason for this may be laid largely to the foremen themselves.

The columns of a technical paper are open for discussion of matters that are of interest to the foremen. There is no one man who knows it all regarding any department; neither will systems worked out in one particular factory always work out the same in all others, although they will often work out in some others.

The reason for this may be laid to any one of several reasons, chief of which are prices paid, labor conditions, scarcity of help, and grade of shoe made.

The writer would suggest to foremen writing articles for a technical journal, that they make mention of these points when giving their views about this department. If stitching room foremen would write to the technical journals, telling of their successes, and of their difficulties they would find it of benefit to themselves, as well as to others. The writer knows that American Shoemaking has exceptional facilities for reaching a solution of troubles common to any department, and is glad to supply this information to its readers.

The stitching room requires a person of patience in order to be successful. There is no department where a foreman will meet with as many different temperaments as in the stitching room.

Fixing machines and running a stitching room are two sepa-

rate lines of employment, and the firm who tries to place the responsibility of both on one man will eventually be the loser, either in machines not rightly adjusted or poor quality of workmanship, both of which cost dollars. To see that all machines are kept clean should be a duty of the foreman, not only for clean shoes but for the life of the machine.

In factories making upwards of one hundred dozen, the writer believes that two assistants are necessary. These assistants should have certain operations to watch and may be held responsible for quality, as well as for getting the work through on time. While at first sight this may look to be expensive, it will eventually prove to be economy.

There are several reasons why the stitching room foreman should have at least two competent assistants. First, in a room turning out 100 dozen pairs or more a day, the foreman cannot keep close watch of quality, along with his other duties; second, with two competent assistants, the foreman can have some green help, and be sure that they are being taught. This last point to the writer's view, is the most valuable feature connected with this department.

As a rule, the stitching room is the one department that is behind in getting their work out, and the usual excuse is, that they have not help enough. But if the foreman would, when the rush season begins, take in a few who wish to learn shoe stitching, this difficulty would be overcome. There are many girls working in stores, restaurants and mills who

would be glad of a chance to learn this trade. Closing, staying, lining making, closing on and lace row stitching should not prove difficult to learn, when one has an experienced operator to instruct green help. But the writer believes that the foreman should not be the one to do this, for he has other work that needs his attention. The manufacturer would be surprised at the number who would answer an advertisement for girls to learn shoe stitching, whether it be in a shoe centre or in a country town. To carry out this feature, a slight increase must be made in the overhead expense to allow for the hire of at least two competent instructors, but the writer firmly believes that in the end it will prove an economical move.

IMPROVED WIRE HOLDER.

One stitching room foreman has invented a wire holder that is an improvement over the old kind, with the spring top attachment.

This new style is made similar to the old one, with the exception of the spring top, which is done away with entirely. In this holder one wire is one-quarter of an inch longer than the other, and hook shaped at the upper end, while the other is in the form of a loop. When the case is put on the wire, it is a very simple matter to place the hook wire through the loop. This can be done much faster than by putting on the spring fastener, as is used on the old style.

Another feature connected with this new style is that the hook by which the case is hung up, is on the bottom instead of the top, which allows the shoes, when hung up in the lasting room, to hang so that dust will not collect in the linings. Patent has been applied for on this, and they will soon be on the market. There is no question but what these will prove much faster than the old one, and perhaps the best feature is that no new tops are required, as is the case where the old style is used.

RIPPED SHANK.

Ripped shanks on both welts and McKays may be laid to poor moulding, more so than to any other one reason. Welt shoes rip perhaps more frequently than the McKay sewed shoe.

This fact is accounted for because the straight sole is laid on the welted shoe, to be formed in the sole pressing machine, which has rubber pads attached to the moulds. Of course, the forepart conforms to the shape of the last, but the shank extends straight across and must be forced down to the wood at this operation. This is after the shoe has been sewed, and it stands to reason, as this sole has been stitched when flat, that when the shank is put under strong pressure a great strain must naturally come on the stitching thread.

This trouble is overcome to some extent by the use of nails placed in the shank. But the writer believes that the welt sole should be moulded to shape when stock fitted. It is claimed by some that if this is done, the rough-rounder cannot cut a good channel, but the writer is yet to be shown.

WHY THE SYSTEM FAILS.

We hear so much about systems in the shoe trade that possibly a few observations from the view point of a foreman may interest some manufacturer, who is displeased with conditions in his factory.

There is one fact that many foremen know to their sorrow, that no system, no matter how elaborate or comprehensive it may be, can be of any practical advantage to any concern, unless the office force keep in close touch with the heads of departments as regards equipment, help, conditions, etc. To expend good money to install a system and allow the office to manipulate the day sheet, etc., to their own convenience and handicap the foreman, and thus render inoperative or ineffective the best system in the world, seems to the writer to be a very poor exhibition of economy on the part of the management.

It has been the writer's good fortune not to have these conditions to contend with, as the superintendent was in close touch with conditions in this respect, and the result proved his sagacity as this factory had the reputation of getting the goods out on time, and in a satisfactory manner.

The question now arises; why are such conditions allowed to exist? Oftentimes it is the fault of the foreman himself who, being afraid of getting in wrong with the office, and knowing full well the disadvantage he would labor under on an affair of this kind, drifts along, does the best he can under the conditions, until he can secure a position elsewhere.

In closing, just a word to my fellow foremen. Did you ever stop to think what it must mean in dollars and cents to your employer for a year, all the wire pulling, bickering and knocking that has existed during that time? Let us all cultivate the spirit of harmony and co-operation from now on, and thus make the grand old game more attractive and remunerative to us all.

"HARMONY."

THE MCKAY AND THE WELT.

The writer was in a retail store lately and picked up shoes that were very flexible. Investigating the bottom at the inside, he found a sock lining and was surprised to note that the shoes were McKays. The advancement of the McKay shoe depends on its flexibility, and this does not necessarily mean slashing the insole laterally of the bottom, but it does mean the discarding of cardboard for a filler. Nothing will so stiffen a shoe as a leather-board filler. Then there is another notable fact and that is, the excessive number of tacks in a McKay shoe. Very few tacks are needed, except at the ball part, where most of the strain comes when the shoes are on the wearer's feet. A great number of tacks are also needed around the toe, but, at that point, the tacks do not stiffen the bottom. There is a general tendency to do away

with the rigidity of McKay shoes, and in due time the McKay will offer comfort and flexibility to the wearer and become quite a stiff competition to the welt shoe.

In the writer's opinion, the flexible McKay is the coming shoe for the greater part of the American people. The medium grade welt would supersede the medium grade McKay if there were less operations in the making. There are three times as many operations in the making of the welt shoe, and that will have to be cut down, or competing with McKay manufacturers will be an impossibility for welt shoe manufacturers.

EMPLOY MORE ASSISTANTS. It Will Pay in Better Work and More Business.

Lack of competent assistants in any department is a losing proposition for any firm. Still there are many firms doing a business of 100 dozen pairs a day and upwards that seem to feel that one person should be held responsible for quality and quantity.

The writer does not wish to convey the idea that a foreman should do nothing but draw his salary; but he does believe that in many instances the firm expects more from the foreman than any one person is capable of doing. Take the stitching room, for example, there are, on a boy's button shoe between twenty-five and thirty operations in this department. On a business of 100 dozen pairs a day somewhere about forty-five operations are required. Does it seem fair to expect one person to stand responsible for each of these operations when they cannot possibly, personally, see one-half of the operations? The average firm will not hesitate to employ a sufficient number of office help to take the burden of that end of the business from their shoulders, but when it comes to the actual manufacture of the shoe they seem to think that one person can be in forty-five places at one time.

Lack of competent supervision has spelled ruin for more shoe

firms than has lack of capital.

The writer during a career of shoemaking, extending over twenty years, has observed that the firms that fail to allow their foremen competent assistants to oversee quality, do not extend their business to a very great extent, but, on the other hand, those firms who realize that quality spells success, make rapid growth.

Some time ago the writer visited an old friend who runs a shoe factory in a small country town, and while making the rounds of this shop, he asked the manager why he did not provide more assistants to the several foremen, the answer was that our business is not large enough to warrant it. The writer's reply was that if a sufficient number of assistants were employed to guarantee quality, why could not the business be greater, as quality and prompt shipments mean repeated orders, as well as new business.

A short time afterwards the writer again visited the factory and noted assistants on the floor of the several departments where they had not been at the previous visit, and during the past few months, when business has been quiet, this firm has been running steadily and the manager told me that several of their customers had asked if they had employed a new superintendent, as the quality of the work was much improved and shipments coming more promptly. This is one of New England's oldest firms, and should the writer mention the name every reader would recognize it.

LOSS IN THE PAYROLL.

Importance of Careful Checking.

Talking with a well-known stitching room foreman the other day, the writer learned that it is possible for the stitchers to raise their pay and for a time to get away with it. An article written by Mr. C. P. Lawrence recently recalled what this stitching room man had mentioned concerning this fact. To enable the stitchers to do this successfully, the girl

who does the checking in the office must be a hustler, so much so that she does not have time to note the price on every operation. Office checking is usually done in a big book which has a general description of the shoe and the case number. The checking is done by placing a small check mark in a space ruled off on the page, each operation having a space to check in. This calls for many spaces to be checked in. The checker will note if a wrong number is put on a slip, but unless the checker is thoroughly familiar with all piece prices, there is a big chance for the stitcher to put down a wrong price. There are so many operations in the stitching room that it is no wonder that the checker will overlook the price at times, and it is mighty sure if she does this for a day or two the wrong price will appear to be right.

Another thing mentioned by this man was paying for operations that the make-up of the shoe does not call for. This is done when the checker is not familiar with the make-up of the shoe.

It is something that might puzzle a great many practical men in the business, to say off-hand whether a certain operation was done to a certain style or not? There is a safeguard against this by crossing out the spaces against these operations, when the case number and description of the shoe is written into the checking books. It is very simple if you will stop and think it over for a minute.

One cannot have a separate checking book for each style made, but it is possible to cross out the spaces against each case number that do not have to be performed. This is little work for an amateur if the one doing it is provided with the sample cost sheet, when entering the case number and description. This work cannot be hurried, but should be done carefully, and in many instances will prove a money saver.

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**BROCKTON,
MASS.**

The Milwaukee Message.

Shoe Factory Gleanings.

—The many readers of the American Shoemaking were surprised to read of the retirement from the management of the magazine of Mr. Rupert B. Rogers, who has been so long connected with the company, and they feel a personal interest in him having been in contact as it were for so long a time. There are many men in the western factories who came from the East, and personally acquainted with Mr. Rogers, while many practically owe their present positions to his efforts, and they have learned to look upon him as a valuable friend, both from a business and social standpoint, for he was always ready with the glad hand to welcome them when they went to Boston, and always invited them to make the rooms of the Red Book their headquarters while in Boston, and left no effort undone to make their visit pleasant, and profitable. There are many, also, who have never had the pleasure of meeting him face to face, who are well acquainted with him through correspondence, and one and all wish him the best of good luck in whatever field he may enter.

—The shoe business in this section is improving, and most of the factories are fairly busy five days a week, while some work five and a half. It is predicted that the business will continue to improve right along and that the summer run will be a good one though not rushing, as it has been formerly.

—One of our pushing managers, in speaking of the business done by his company during the last year, which has been marked by so much depression, claimed that his business had been nearly up to normal simply because he had forced his sales

to that point, and when others were calling in salesmen and curtailing expenses, that he had thrown his men into the field and got the business that was to be had, and he got the idea into his sales force that the business must be had and that it was to be had, and the result was that they caught the same spirit he had and went out and brought it in. There is some logic in this idea, and if more firms would adopt it instead of settling back in the harness, the business would never drop as it has during the twelve months just passed. So many buyers have got the hard times microbe so deeply imbedded in their system that they don't dare to spend a cent, and yet they have to do business just the same, and keep the doors open, so if they would loosen a little and not be afraid of the other fellow, they would all come out better in the count-up. Many manufacturers are waking up to the point, too, for they see the display windows of nice new goods and it shows that some one is doing the business, so why not get their share

—The regular social meeting of the Milwaukee Association of Superintendents and Foremen was held on the evening of June 18th, with a good attendance. The following gentlemen were appointed as a committee to make the preliminary arrangements for the annual outing to be given by the association during the summer: Mr. William J. Thomas, chairman; Mr. Phil Reisweber, Mr. J. M. Adamson, Mr. Fred Hollis and Mr. William C. Reagan. This committee will report at the next regular meeting in July, when the general committee and sub-committees will be appointed, and the work

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of getting up the games and amusements will be begun in earnest. The Chicago association have expressed their desire to attend in a body, and they will certainly be welcome, and a good time is assured all who attend.

—Mr. A. Robert Alstatt surprised his many friends in Milwaukee by sending them cards announcing his marriage to Miss Carolyn Roper, daughter of Dr. William H. Roper, Springfield, Mo. Mr. Alstatt has been connected with the shoe trade in the Milwaukee section so long that he is looked upon almost as a native, and he will receive a warm reception on his next trip to this city. He is now connected with the Lewis Blind Stitch Co., St. Louis, in their experimental department.

—Mr. P. W. Hurlihy has resigned his position as manager of the Weyenberg Shoe Co., at Beaver Dam, Wis.

—Mr. Edward Freeman, superintendent of the Milwaukee factory of the Weyenberg Shoe Co., is dividing his time between this city and Beaver Dam, until the new superintendent is secured.

—Mr. Otto Hintz, who recently assumed the management of the cutting room of the new factory of the Ogden Shoe Co., has resigned his position and is in the market for a position.

—Mr. Erlish, of Cincinnati, has been secured by the Rich Shoe Co. of this city, to act as quality man for their factory.

—Mr. E. C. Snell, local manager of the Geo. H. Van Pelt Last Co., had a close call from a serious accident on his way to the outing of the St. Paul Superintendents and Foremen and the members of the St. Paul office of the United Shoe Machinery Co., at Webster, Wis., the train he was on being derailed, but he escaped with a bruised hand and was able to catch the largest fish at the outing; so he is receiving congratulations for both.

TWO LEATHER FIRMS CONSOLIDATE.

It is rumored that a consolidation has been effected between the Lewis Leather Co., of South Easton, Mass., and N. J. Reilly & Co., of 112 South street, Boston. The latter company is a well-known leather house handling high grade lines of patent side and kid leathers, and also glazed kid. Mr. N. J. Reilly, it is said, is president of the consolidated company and will assume the sales management of both companies, having taken over the entire selling staff of the Lewis Leather Co.

Such an organization should greatly improve the conditions, and the terms upon which this leather has formerly been sold, assuring

larger working capital and prompter deliveries to customers. It is presumed the Lewis Leather Co. will devote their entire attention to the tanning and japanning of leather. The Lewis Leather Co. have conducted a tannery and japanning plant at South Easton for a number of years and are one of the best known concerns in this line. Mr. Reilly, previous to his starting in business for himself, was identified with the American Oak Leather Co. and covered the entire country for this house.

MANCHESTER, N. H.

—Extensive changes are being made by the Geo. P. Crafts Co., who are changing over their blower system and their making rooms, and re-locating all their machines. When this is completed they will increase their Goodyear output over 100 dozen pairs a day. With their new equipment and complete factory changes, they will have one of the most up-to-date factories in New Hampshire.

ATHLETIC SHOES.

The Hansen Shoe Co., Quincy, Mass., makers of athletic shoes, want to locate in Saugus, Mass., a suburb of Lynn. H. M. Hansen, manager of the company, is in conference with the Saugus Board of Trade about a factory. The company controls a patented method of making shoes.

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"BOOT AND SHOE PATTERNS," by C. B. Hatfield. A book on designing, cutting and grading. Illustrated, 150 pages. \$2.50 postpaid.

"THE BUILDING OF A SHOE," compiled by Fred Hammond Nichols. Thirty chapters by different writers of experience. 150 pages. \$2.00 postpaid.

"MANUFACTURE OF BOOTS AND SHOES," by F. Y. Golding of England. A text book of useful knowledge on all the processes of manufacturing shoes; 300 pages, illustrated. \$3.00 postpaid.

"BOOT AND SHOE PATTERN CUTTING AND CLICKING," by Paul N. Hasluck of England. A comprehensive treatise on English methods with many engravings and diagrams. 160 pages. \$1.00 postpaid.

"BOOT AND SHOE MAKING," by John Bedford Leno of London, Eng. A practical handbook of Measurement, Last-fitting, Cutting-out, Closing and Making. 225 pages, illustrated. Price \$1.00 postpaid.

"BEARDS' FINISHERS' GUIDE BOOK," by A. Beards. A handbook on dressings, stains, blacking, waxes, etc. Price \$5.00 postpaid.

"SHOE AND LEATHER LEXICON." An illustrated glossary of trade and technical terms relating to Shoes, also Leather and other Shoe Materials and allied commodities. 40 cents postpaid.

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"PATENTS, AND HOW TO MAKE MONEY OUT OF THEM," by W. B. Hutchinson and J. A. E. Criswell; 238 pp. Price \$1.25.

American Shoemaking Publishing Co.

683 Atlantic Avenue

Boston, Mass.

Auburn Maine Events.

From Our Own Correspondent.

—Social welfare work between manufacturers, executives and operatives seems to be receiving enthusiastic attention, second only to "making shoes." Not only among the Auburn shoe workers is this penchant in evidence, but it extends throughout the state. The Lunn & Sweet Shoe Co. have during the past year encouraged the organization of athletic and musical associations, not only with their consent and patronage, but with generous financial assistance, until these bodies have gained a prominence that attracts those shoe workers who are interested in either one or the other of these social adjuncts and seek employment that they may become a part of the branch in which they have some proficiency. In particular is this emphasized in the application of instrumental musicians for the band, and ball players. In Gardiner the same outcome has been the result, from the instituting of this social work, and the assistance given the organizers by R. P. Hazard has had much to do with the success. The latest activities in this direction have been at the factory of Leonard & Barrows at Belfast, where an athletic association has just been formed, with Supt. Walter C. Shaw as president, Arthur H. Leonard, of West Newton, Mass., as vice-president, and Mr. Luther A. Hammons as secretary and treasurer. The directors will consist of the foremen of the factory; Verrill S. Jones, B. L. Tuttle, C. E. Rhoades, E. F. Littlefield, E. L. Ellis, H. P. Peters, and A. W. Miles. Their present attention will be to baseball, but in the near future will give more attention to other branches of athletics with the opening of a gymnasium and the instruction of those interested in winter or indoor sports, including basket ball and polo. Also, during the coming fall and winter a musical organization will be consummated.

—Supt. John Shepard, of the Dingley-Foss Shoe Co., entertained the members of the firm, the foremen and the assistants for the week-end at his summer home, Lake Penesewassee, Norway, Me. The trip was made in automobiles, leaving the Elm House at 2 p. m., Saturday, June 19th. The party of twenty-seven were most royally entertained and look forward to this event each year with enthusiasm. This is the third consecutive year of the extension of this hospitality of Mr. and Mrs. Shepard.

—The progress of the schedule in the "Twilight League" increases the interest of the "fans," and the attendance likewise. The present standing of the league is as follows: Lunn & Sweet, won 6, lost 0; Field Bros. & Gross, won 4, lost 2; Dingley Foss Shoe Co., won 2, lost 5; Cushman-Hollis, won 1, lost 6. One game only has been postponed, between Lunn & Sweet and Field Bros. & Gross, and according to league rules, will not be played unless necessary to decide the championship.

—R. M. Lunn, Henry Lombard, J. C. Soutar, and C. H. Nichols left Saturday noon of last week in Mr. Lunn's Winton "6" for a fishing trip to Belgrade Lakes, which was enjoyably successful to all.

—The annual summer vacation at the Lunn & Sweet Shoe Co. factories began by the closing of the cutting department on June 24th, and each department in succession will enjoy one week of recreation. The whole factory will be in operation again during the week of July 19th. The season at these factories has been exceedingly busy with the day production at 400 dozen pairs in both factories, and with an increase for the fall trade, the outlook is for a busy year at this plant.

General Supt. W. V. Robbins is rapidly improving in health and will be a welcome return to the Lunn &



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Sweet Shoe Co. forces on June 28th.

—The new turn factory of the Seans-Roebeck Co. at Springvale, is in operation and the manufacture of turn shoes in the state will be increased accordingly. Some few turn teams have already left Auburn and taken work at the new factory. The growth of the turn shoe industry in this state during the last decade has been phenomenal and is directly responsible for the increase in the production of shoes annually. In 1893, at the time of the big strike in Auburn, there were practically no turn shoes made in the city and few in the state. Today Auburn alone will easily average 4,000 pairs daily.

—The employment office maintained by the Auburn Shoe Manufacturers' Association, is of much efficient assistance to the various factories, and in other directions not connected with the shoe trade. This department was established some few years ago, and is in charge of the secretary of the association, Ara B. Cushman. During the years Mr. Cushman has been connected with the office, he has registered every shoe worker employed in the various factories, together with the changes they have made in employment or residence, thus making the filing cabinet a veritable source of correct information in accurately locating quickly any party of whom information is desired. The value of this to the foremen, or those who hire help, is much appreciated and reflects credit to those who took the initiative in establishing the office and in the selection of Mr.

Cushman to carry forward the work. Here all, from manufacturer to room boy, are met with a courteous reception and earnest attention.

—Since deciding on July 17th as the date of the annual outing of the Pine Tree Association of Superintendents and Foremen, it has been learned that the outing of the National Association, Boston, occurs on that date. The meeting of the association last Friday evening considered the advisability of changing the date, as many salesmen from Boston houses, selling the shoe trade, desire to attend both outings.

EXETER (N. H.) NOTES.

—Supt. Joseph G. Morrison of the Chas. S. Bates factory, accompanied by Mrs. Morrison, has the past week enjoyed a vacation mainly spent in auto trips through Massachusetts. Mr. Morrison is a member of the class of Harvard of '09, and on Tuesday of this week attended the reunion of his class.

—Mr. Cram, cost man of the F. M. Hodgdon factory at Haverhill, Mass., was a week-end visitor with friends in Exeter.

—Thomas Spargo, assistant foreman of the lasting room at the Gale Bros., Inc., plant, is out with a new 1915 Ford car.

—Mrs. Alcena McDougal, forelady of Gale Bros., Inc., stitching room, was a visitor in Haverhill, Mass., over Sunday.

—The C. A. Cossaboom, Inc., who were recently burned out, have established an office on Water street in this town.

Things of Interest

DO YOU KNOW ABOUT THEM?

Combination counter end skiver and buffer for fiber counters.

A preparation that plumps kid, calf or other upper leathers, making it possible to use light skins without backing.

A new process for making shoes, which automatically mould themselves to the foot and furnish proper support for the arch.

New machine for finishing fibre and leatherboard counters.

New machine for imprinting cartons in place of labels.

New die holding device for holding Haverhill heel dies, said to largely increase the output of heels.

Gold and aluminum leaf furnished in rolls adapted for all kinds of embossing machines.

Dye for coloring soiled satin slippers.

New Adhesive for Sticking Taps, Heels, etc. Very strong.

A new idea in die blocks claimed to double the wear.

High-speed ball-bearing heel shaver lengthens life of cutters.

New method of repairing patent leather tips first applies wax with hot spreader, then flow. Ready to pack in fifteen minutes. Costs reduced.

Bag holder for holding bagging for scrap leather.

Breasting and scalloping machine for Louis leather heels.

Canvas flange counters.

Preparation for bronzing leather.

Heel building machine that builds heels without nails, and which are ready to apply when they leave the machine.

Patented process for protecting patent leather tips from cracking.

New leaf for embossing upper and sole leather, made in all colors.

Combination Louis Leather Heel Breasting and Scalloping Machine.

Haverhill Happenings.

Trade Notes, Personals, Etc.

—Haverhill's new factory building of the Essex Associates is at present the object of interest, as the building is finished and the lower floors occupied during the past week by Blake's restaurant. It was open to the public for two days. While this is on the first floor, the shoe firm of Hazeltine & Colby are equipping their shoe plant, moving from Phoenix Row, where they had their cutting, stitching and packing rooms, their shoes being made by Tessier & Beauvain, shoe contractors. All their manufacturing will now be done at their new place of business, having ordered three lines of Goodyear machinery. The machinery is due to arrive the first of this week and they will start with 1500 pairs a day at least, and increase as they get settled down. They have their cutting room nearly ready and also their fitting rooms, with a number of orders on hand.

—The Rickard Shoe Co. of Lynn will occupy three floors of the new Essex Associates building, as stated in the last issue of American Shoemaking. This firm will employ 300 hands and all high-class workmen, as their product is a high grade of Goodyear welts and turns, and is for the retail trade. Mr. Rickard is well known here, as in Lynn and Rochester, and his ability is unquestioned as a sound business man, as well as a shoemaker. They are already moving their cutting and stitching rooms, as they will put their cutters on as soon as possible to keep up with their present orders. No doubt, in about ten days, they will be fully equipped to do business. This firm receives the hearty support of the business interests of Haverhill.

—The Ruddock Shoe Co., one of Haverhill's busy firms through the dull period, having had a remarkable successful season, will close down July 3rd to July 12th, giving their employes a vacation, and will start up briskly, and will, no doubt, continue their successful business operations. They are at present making 180 dozen pairs daily and will continue until their close down.

—Emerson, Pennington & Lewis laid off their cutters on June 15th and each department will close down as they finish for June 30th, and will start up full blast on July 6th. A few days' shut-down was expected for this firm but a large order compelled them to again put on their cutters, so their lay-off will be of short duration.

—The past week recorded the death of one of Haverhill's early

shoe manufacturers and pioneer shoe contractors, Thomas H. Finney, dying at his home in Groveland. He had been engaged in manufacturing and shoe contracting for over forty years. Mr. Finney was born in Canada, coming here when a young man, and had been at times superintendent and general foreman for Haverhill's most successful shoe firms. His generosity was well known, as well as his genial open hearted disposition. He was 73 years old and leaves a widow.

—An accident at the Hayes power plant caused a short shut-down of six factories, the breaking of the main shaft being the cause. The break was repaired, only a little over one day being lost.

—Haverhill lost one of her oldest active shoemakers during the past week in the death of Nathaniel E. Patten, his death being due from a shock. Mr. Patten was one of the early shoemakers of the old team systems, continuing in the modern way, and was an active machine operator when stricken. He is survived by his son, Dana G. Patten. The burial took place last Sunday.

—Two games were played last Saturday afternoon in the Shop League. The first game, between Witherell & Dobbins and the C. K. Fox teams, resulted in a win for the former by a score of 5 to 1. The second game resulted in the Geo. B. Leavitt Co. team defeating the F. M. Hodgdon team by a score of 3 to 2.

—Edward Moulton, lasting room foreman of the Gale Shoe Co. of Haverhill, has just returned from a ten days' motoring and fishing trip, going from Haverhill to Norway, Me., and then out to the Berkshire Hills as far as the New York State line. Ed. is much improved by his trip, his successful catches and outdoor life being very beneficial.

SOME ETHICS OF THE SHOE TRADE.

A handy little book of the above title has been put out by the conference committees of the National Shoe Retailers, National Boot and Shoe Manufacturers and National Shoe Wholesalers' Associations. It contains very interesting comment on various phases of the manufacturing and retail business. Copies of this book can be obtained by addressing the National Boot and Shoe Manufacturers' Association of Rochester, N. Y.

New Patents This Week.

Description and Claims Made for Them.

PATENTS ISSUED.

Following is a list of the patents issued during the current week, further information regarding which may be had through the office of American Shoemaking.

FASTENING DEVICE for Shoes, No. 1,142,812—To Thomas F. Horrigan. One of the objects of this invention is the provision of means for holding the tongue in place in the shoe so that it cannot work on one side or wrinkle down into the instep, also to hold the top of the shoe in closed position notwithstanding looseness in lacing or the breakage of one or both lacing strings.

INSTEP ARCH SUPPORT, No. 1,142,848—To William M. Scholl; which consists of a main plate made of light material, such as German silver or an aluminum alloy having considerable stiffness and strength, with a recess or pocket extending transversely across the major portion of the width of the main plate in which is a reinforcing plate of brass, soft steel or other tough material. Also letters patent on an Instep-Arch Support, No. 1,142,849, and No. 1,142,850.

SANDAL, No. 1,142,854 — To Charles Beurgan Slocum; which is designed for wear where it is desirable to lift the sole of the shoe above the surface of the floor.

DEVICE TO PREVENT Slipping, No. 1,142,967—To Adam Karzubski; which consists of a frame, a novel gripping device for securing the frame to one edge of a shoe sole and spring held spikes movably mounted in the frame. The spikes are normally extended below the plate and held in that position by loops of spring steel, which permit of the spikes being forced up when walking on impenetrable surfaces.

FLEXIBLE DRESS OVERSHOE, No. 13,928—To Clara L. K. Ferguson; the chief object of which is to make the dress overshoe so that it will have the appearance of a complete dress shoe and can be worn over a dress slipper.

It consists of a flexible sole, an upper and a combined vamp and counter made of an elastic consisting of a series of strands of rubber covered and woven with a series of threads and a hollow heel arranged to receive the heel of a dress slipper.

BOOT AND SHOE, No. 1,143,481—To William B. Arnold; the chief feature of the invention being the middle sole, to which is secured the welt at or near the middle portion of the middle sole. By the use of

the middle sole, greater flexibility is acquired and greater variety in the various modifications of the exact outline of the insole.

MACHINE FOR Preparing Welts, No. 1,143,078—To Thomas Herbert Seely; relating especially to machines for grooving and bevelling a welt strip preparatory to its use in a welt sewing machine, which can be continued throughout the entire length of the welt strip. It provides improved means for reeling the welt after it has been operated upon by the cutting knives and mechanism for automatically stopping the welt reeling mechanism.

METALLIC COUNTER for Shoes, No. 1,143,294 — To Benjamin F. McCoy; which has sufficient flexibility and the necessary rigidity to enable it to be fitted to the shoe on the last and lasted by machine.

INSOLE REINFORCING Machine, No. 1,143,016—To Alexander M. Alexander; which provides novel means for trimming the fabric so as to prevent the fabric on reinforced insoles from being seen when viewed from the reinforced side, which is accomplished by means of a knife located above the leather and within its edge, in combination with means beneath the fabric for supporting it so that it may be cleanly severed by the knife and slitting of the leather prevented.

DEVICE FOR CLENCHING Eyelets and Hooks, No. 1,142,797—To Ralph Burrell; which consists of a pair of levers pivotally connected having a supporting block on the outer end of one of the levers in the inner face of which is a series of recesses of various sizes to receive the various sizes of eyelets and on outer end the other lever is a die block, the periphery of which is opposed to the inner face of the supporting block.

—An organization of Belgian business men, under the lead of Mr. Willy Lamot, formerly of Antwerp, Belgium, for the purpose of introducing American products in Belgium after the war, is announced. Mr. Lamot, in referring to the matter, states that the association has a double object, one, to introduce in Belgium as soon as the war is over, all American products and manufactures; two, to employ as agents, representatives, etc., a large number of Belgian manufacturers and business men who have been partly ruined but still possess enough capital and can give the necessary guarantees as agents, dealers, etc.

Industrial Information

New Enterprises and Changes in the Trade

CHELSEA, MASS.

Samuel M. Glass, of the firm of GLASS & LUDDY, South Boston, has purchased the factory of Sneier-son Bros. at 270 Fifth street, EXETER, N. H.

A committee has been appointed to make some provision for the C. A. COSSABOOM SHOE CO., whose factory building was recently destroyed by fire. Unoccupied buildings are scarce here, but if one cannot be procured, it is likely that the committee will decide to build in the neighborhood of where the burned building was situated, and it is expected that within a few weeks everything will be in working order again.

HARTFORD, CONN.

A certificate of incorporation has been filed by the TOLLAND LEATHER BOARD COMPANY of Hop River. The capital stock is \$15,000. SPRINGFIELD, MO.

The W. & W. SHOE CO. of this city has been incorporated by B. B. Woods, R. H. Wagstaff and Lena Neaves, with a capital of \$5,000.

BROCKTON, MASS.

THE COMMONWEALTH SHOE & LEATHER CO. of Whitman, Mass., have increased their output from 400 to 450 dozen pairs per day.

BROCKTON, MASS.

The HOWARD & FOSTER CO., who have been doing 100 dozen pairs per day during the dull season, have increased their output to 200 dozen pairs.

BRIDGEWATER, MASS.

C. F. Kalish and E. W. Richards of Boston have bought the bankrupt stock and machinery of the W. B. MAY SHOE CO., and will soon begin the manufacture of shoes. They expect to make a line of sporting shoes and athletic articles, and will employ about fifty hands.

VULCAN LAST CO. SECURES NEW ENGLAND REPRESENTATIVE.

Mr. Ambrose Redmond, a popular salesman now representing G. Levor & Co. in New England, will cover this territory after July 1st for the Vulcan Last Co. of Portsmouth, Ohio. Mr. Redmond will give up his leather line and devote his entire attention to this rapidly growing business. The Vulcan Last Co. makes new lasts from old ones and thereby saving manufacturers big sums of money on their last bills. Besides remodeling lasts, they manufacture new lasts.

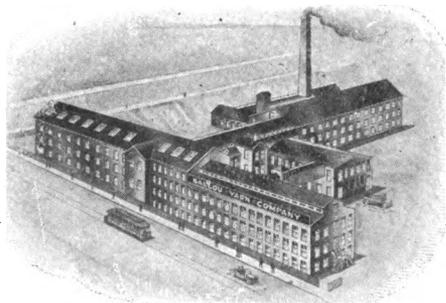
The friends of Mr. Redmond extend their good wishes to him in his new venture.

—Mr. Elmer E. Bailey, who has been for the past two years in Rio de Janeiro, Brazil, in charge of a shoe manufacturing establishment, has returned to this country and was a recent visitor in the office of American Shoemaking, Boston. Mr. Bailey has had many interesting experiences while in the southern continent, and on his return trip spent some time in Europe studying the army shoe problem.

—When advertisement writing seems to be hard work, just bear in mind Richard Brinsley Sheridan's remark that "Easy writing makes curst hard reading."

—Co-operation begins at home. See that you are co-operating with yourself, that all your efforts are working together to produce harmonious results.

—Co-operation with your trade paper will pay as well as almost any form of co-operation. Help the paper to make good and it will help you to make good.



THREAD

Cotton Shoe Threads

All Sizes, Forms, Colors and Finishes

Manufactured by
Ballou Yarn Company
PROVIDENCE, R. I.

Brockton and South Shore.

Trade, Notes, Personals, Etc.

—The Diamond Shoe Co. of Brockton are planning to double their capacity about November 1st, when their new addition will be ready. They expect to be making 400 dozen pairs a day at that time and will increase their number of employes from 100 to 1400.

—Frank M. Bump, member of the State Board of Arbitration, who still retains his membership-at-large in the Boot and Shoe Workers' Union, was selected to represent that membership at the annual convention, but has been obliged to decline on account of state duties. Michael J. Hallinan, a prominent member, has been selected to take his place.

—The shoe shipments from Brockton last week amounted to 7793 cases, sent out from shipping points as follows: Brockton Centre, 2081 cases; Montello, 3252 cases; Campello, 1460 cases. The total shipments to date this year amounts to 257,445 cases, which is 71,379 cases less than for the same number of months in 1914.

—John Wilkinson of Lynn has succeeded John J. Reagan as foreman of the dressing room at the factory of A. E. Little & Co. in Brockton. He was formerly foreman of the packing room at the factory of Allen, Foster & Willett, of Lynn.

—Edward Martin, who is to succeed Francis J. McSherry as head foreman of the gang rooms at the plant of the W. L. Douglas Shoe Co. of Brockton, has held a similar position at the factory of Hanan & Son in Brooklyn, N. Y. He has also held the same position at the factories of the Forbush Shoe Co., Grafton, and Leonard & Barrows in Middleboro.

—James Kelley, who has been foreman of the stitching room at

the factory of Hanan & Son in Brooklyn, N. Y., is to come to Brockton with General Superintendent Beckman, to take charge of the stitching room at the plant of the W. L. Douglas Shoe Co. He was formerly a resident of No. Easton.

—Mr. F. H. Shurtleff, who is to succeed John Emerson as assistant superintendent at the big plant of the W. L. Douglas Shoe Co. in Brockton, was formerly assistant superintendent at the factory of Hanan & Son, Brooklyn, N. Y. He will come to Brockton as assistant to General Superintendent Harrison C. Beckman at the beginning of the new run on July 1st. Mr. Shurtleff was with Mr. Beckman when he was superintendent of the factory of Leonard & Barrows in Middleboro.

—The Joint Shoe Council of Brockton, at its meeting last Wednesday evening, got a report from the several local unions that the proposition of the Diamond Shoe Co. for a price list for a cheap grade of welt shoes, to be wholesaled at \$1.85 to \$2.25, had been accepted. The company have recently built a big addition to their plant and will be able to materially increase their output.

—An adverse decision has been handed down by the State Board of Conciliation and Arbitration in the application for a new adjustment of prices on the third grade shoes made in the Farnum factory of the Churchill & Alden Co. of Brockton. The prices effect shoes to be wholesaled for \$2.50.

—W. Dow has resigned his position as foreman of the stitching room at Clark Bros., Lt., shoe factory at St. Stephen, N. B., and is succeeded by R. H. Mack of Sanford, N. H.



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DURLACQUE MFG. CO.

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BOX TOE GUM

will eliminate your box toe troubles, reduce your cost and increase your quality. Sample on application.

DURLACQUE MFG. CO., ST. LOUIS, MO.

Lynn and the North Shore.

Trade Notes, Personals, Etc.

—The labor situation is pressing hard on the shoe industry of Lynn, as it is in a number of other shoe centres. Some of the large shoe manufacturers have practically come to the conclusion that they must make popular grades of McKay shoes in order to satisfy their customers, and if they cannot make them in Lynn, they will come to some cities or towns where they can make them. In order to make them in Lynn, they must have a graded price list. It is proposed by the Chamber of Commerce that the labor unions of the city once more take a vote on the matter of adopting graded price lists, to provide for the making of first, second and third grade shoes, in both welt and McKay lines. It is currently reported that four of the large shoe manufacturing firms of Lynn have taken steps to secure country shops in which to make McKay shoes, and that they will actually start up these shops unless Lynn shoe workers grant them the graded price lists which they desire. The manufacturers want to make McKay shoes at from \$1.35 to \$1.85 a pair.

—Lynn will finish up the first half of this year with shipments of shoes less than for the first half of the previous year. The shrinkage in shipments was due to the general depression in business, and also to strikes in Lynn shops and to firms moving from Lynn. The strike at the Creighton factory, one of the largest shops in Lynn, caused a considerable decrease in shipments. Four firms moved during the half year—Gottshall Shoe Co., Mersky Bros., Bolander & Parker, and the Rickard Shoe Co.—and that caused a decrease in shipments.

—The bottom stock market of Lynn is pretty active in the matter of prices, but the volume of business is smaller than normal. As shoe manufacturers in Lynn and all over the country are making only 60 or 70 per cent as many shoes as usual, they are buying only 60 or 70 per cent as much bottom stock as usual. Besides, they are substituting for leather as much as they can, using rubber in place of leather soles, fibre counters in place of leather counters, and patent process box toes in place of regular leather box toes. Nevertheless, the price of sole leather was marked up two cents a pound recently. The price of sole leather counters has become so high that manufacturers who commonly use such counters are now using

pigskin counters, or even fibre counters. One of the sole leather dealers, who has advanced his prices, says that the European war bureaus are draining this country of its sole leather, and that the only limit on sole leather prices is the sky.

—Some of the new ideas in dealing with employes that are being put into effect at the General Electric Co. works in Lynn, are getting a lot of attention from Lynn shoe men. A few days ago the company established a system of medical examination of employes in its works. This week it followed it up with an order that every employe of the company, who has served it for ten years, shall have one week's vacation with full pay. The company also maintains at its works the best methods for the prevention of accidents, and for safeguarding the health of its employes, that are known. It is said that the company has already spent more than \$100,000 in various ideas for protecting its employes while at work.

—It was a year ago June 25th that the great Salem fire took place. During the year since the fire, Salem has taken up the task of rebuilding itself bigger and better than ever, and has succeeded in a large measure. The factories constructed, or now being constructed, will provide more floor space and better manufacturing facilities than were in all the factories that were burned. The new shops are for the manufacture of shoes and machinery chiefly. The tanners have not rebuilt their shops because it is too difficult for them to get supplies of raw material, most of them being tanners of Russia calf skins.

—The United Shoe Machinery Relief Association is making plans for its Sam Sam, or monster field day, Aug. 14. About 20,000 people attend this event. To stir up interest in it, the association usually gives away an automobile. Formerly, the auto was given to a person holding a lucky ticket. The police say that this is a lottery and is forbidden. So this year the association has an unique contest of skill. It has had a bottle made of unusual mould. It will fill it with distilled water. The person who determines nearest to the number of drops of water in the bottle may have the auto. It is said that a skilled draftsman can calculate the number of drops with a reasonable degree of accuracy. So the contest is one of skill, rather than of luck.

In and About St. Louis.

(From Our Special Correspondent)

—All of the St. Louis factories are operating at about one-third capacity, five days per week, excepting the McElroy-Sloan Shoe Co., Johansen Bros. Shoe Co., and Sucherland, Farwell & Pedigo Shoe Co. These factories are busy. Seventy-five per cent of the factories' product are special rush orders, a majority of them being white orders with various colored trimmings.

—That the present condition in the shoe industry cannot continue indefinitely is a reasonable assumption, and as the season is close at hand, it is absolutely necessary for wholesalers to place their fall delivery contracts immediately, or not later than a week or ten days, to insure delivery by Sept. 1st. If conditions were normal it would be impossible for the manufacturers to fill orders in such a short time, but as conditions are and have been for the last year, manufacturers have from necessity filled orders in considerably less time than it was thought possible two years ago. They have been buying leather and supplies in small quantities, ordering by telegraph and having the shipments come by express. While this method is somewhat more expensive, manufacturers here can safely count on saving from two to four weeks on an order over the old method of ordering by letter and having the goods come by freight, especially on women's fine shoes, where a majority of the leather is purchased in Philadelphia.

—A. Frazier, formerly of the Brown Shoe Co., accompanied by Mrs. Frazier, has gone North. They will spend the summer at their summer home near Duck Lake in Northern Michigan.

—Wm. Dooley, formerly of the W. H. McElwain Shoe Co., is now with the International Shoe Co. in their Bolivar street factory in Jef-

erson City, Mo. He has charge of the treeing and packing room.

—C. R. Wilder, of the Excel Supply Co., has returned from a business trip to Red Bud, Ill. He said the "Little factory there was the best equipped, nicest arranged, neatest and ablest manned of any small factory he had ever seen." J. Madden, formerly of the Brown Shoe Co. and the Priesmeyer Shoe Co., is the general manager.

—J. Picard, of the Dutracque Co. of this city, has returned home from a business trip to Dixon, Ill.

—Several of the eastern blacking and ink manufacturing firms have informed some of the large shoe manufacturers here that they are unable to furnish them with one-set edge ink, because it contained acid aniline, which they are unable to buy in sufficient quantities to manufacture ink. It is said that this chemical is almost entirely a foreign product, and since the European conflict, it has been entirely shut off and the stock in this country entirely depleted with very few exceptions.

—A. Thies, formerly vice-president of the Brown Shoe Co., is taking a vacation in the North.

—Dick Baldwin, of the Lawrence Leather Co., has gone to Boston. Arthur Peterson is taking his place while he is away.

—G. H. Foree, who until recently has been connected with the American Lady factory of the Hamilton-Brown Shoe Co. for nearly sixteen years, has been confined to his bed for more than a week.

—E. A. Burns has opened a branch office at 2106 Olive street for the Vulcan Last Co. of Portsmouth, Ohio.

—Fred Tumey, formerly of the Hamilton-Brown Shoe Co.'s Colum-

(Continued on page 540)

BORAX

—FOR THE—
Shoe Factory

BORAX USED IN THE WATER FOR DAMPENING THE SOLE
MAKES THE SOLE FLEXIBLE, PREVENTS CHIPPING OF
THE EDGES, AND MAKES A SMOOTH, VELVETY FINISH.

**WRITE PACIFIC COAST BORAX COMPANY,
100 William Street, NEW YORK, FOR RECEIPT**

American Shoemaking, Volume LV.

APRIL, MAY, JUNE

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TRADE WANTS



MANUFACTURERS and SUPERINTENDENTS can usually obtain very satisfactory foreman and workmen for various departments through this department.

Advertisements listed under "Help Wanted" and "Position Wanted" are printed at the rate of 2 1-2 cents per word for one week; 5 cents per word for two weeks; 6 cents per word for three weeks; 7 cents per word for four weeks.

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WANTED—Binders and Reed power graders. Only first-class help need apply. D. H. Baldwin & Company, 347 Classon Ave., Brooklyn, N. Y.

PRICE WANTED—Men's heavy working uppers and boys' school uppers. Address J. Hendriks, 277 Vermont St., Blue Island, Illinois.

WANTED—A line of cut soles for sale in New York and Pennsylvania, on a commission or salary basis, by one who knows the trade. Address 3108-B, care of American Shoemaking.

POSITIONS WANTED.

POSITION WANTED by energetic young man with unusual experience as foreman of treeing and packing rooms. At present employed, but desires to change. Will go anywhere. A-1 references. Address 712,

POSITION WANTED—Stitching room foreman, 35 years of age, experienced on all grades, is now open for a position; one who is also a first-class machinist and competent to teach green help. At present employed with a Haverhill concern, but desires to change. References. Address 406, care of American Shoemaking.

POSITION WANTED — A first-class stitching room foreman with exceptionally long and broad experience, both at home and in foreign countries, on all lines and grades, including the English army boots, will take under consideration any proposition, on any of these lines, in any part of the world that carries with it a just appreciation of high grade service. For interview or further particulars, address 231, care of American Shoemaking.

POSITION WANTED—Can you use a young man, 32 years of age, energetic and ambitious, with 12 years' experience in sales-order-system and tag departments; men's and fine welts? Has necessary tact for handling help and the bigger the position the better. A-1 references furnished. Address 2308, care of American Shoemaking.

POSITION WANTED — Superintendent of successful heel manufactory desires to connect with progressive concern in same line. Address 1501, care of American Shoemaking.

POSITION WANTED as assistant superintendent by young man with unusual experience in system and detail work in large factories. Would prefer small or moderate size plant where opportunity to organize and extend business is open. Address 1115, care of American Shoemaking.

POSITION WANTED—Ambitious young man wants position as sole leather foreman, in factory making medium grade welts. Eight years' experience in leading New England factories. Address 1116, care of American Shoemaking.

POSITION WANTED as foreman of finishing room by a man 38 years of age, with several years' experience as foreman on men's, boys' and youths' welts and McKays. Excellent references from former firms as a first-class man. Do you want a hustler? One that can tone up your finishing; excellent workman and instructor; can make own finishes. If desired take advantage of my services now and have an interview. Address 1930, care of American Shoemaking.

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A THOROUGHLY practical shoe man of wide experience and acknowledged ability on men's or women's fine welts, will be open for a position as superintendent, or would take a large room, after July 1st. If you want a steady, consistent plugger, who will get results and produce good shoes, address 1323, care of American Shoemaking.

POSITION WANTED as superintendent or assistant superintendent, or would accept position as bottoming room foreman. Experienced on women's, misses' and children's welts, turns and stitch-down, both eastern and western. Also familiar with the Rex turn system; will go anywhere; references. Address 2310, care of American Shoemaking.

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bia (Mo.) factory, is visiting among friends here.

—B. Kearney, formerly of the Columbia (Mo.) factory of the Hamilton-Brown Shoe Co., has gone to Jefferson City, Mo. It is said he will be connected with one of the shoe factories there.

GUARD AGAINST FIRES ON THE FOURTH.

Prudent manufacturers will take general and extreme precautions against fire during the celebration of the Fourth of July. Rubbish and combustible materials will be cleared away from factories. Fire hose and other equipment will be made ready for emergency use. If there are to be bonfires or fireworks near the factory, windows will be closed so that no sparks or brands may fall inside the workrooms, and extra watchmen will be stationed at the danger points. A few hours' precaution at Fourth of July time may save the factory.

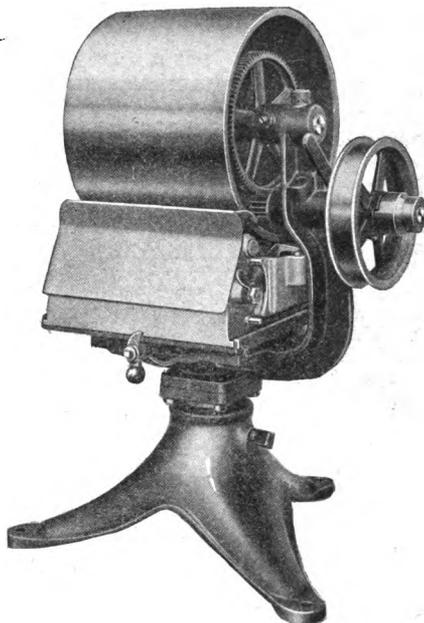
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Figures of a leading New England shoe firm making medium and fine lines of women's shoes show that its fall and winter shoes will be made up as follows:

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Glazed kid.....	18
Dull goat.....	3
Miscellaneous.....	3

Materials of Tops	Per Cent
Cloth.....	75
Mat kid.....	13
Dull goat.....	9 1-2
Cabretta.....	2 1-2

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CONTINENTAL CLOTHING HOUSE, Washington and Boylston Sts.
C. L. Stay, buyer.

WM. FILENE'S SONS CO., Washington and Summer Sts. W. H. Leith, buyer, men's. Mr. Scates, buyer, women's. Mr. Tobey, basement, buyer.

JORDAN-MARSH CO., Washington St. Walter G. Lewis, buyer.

Part II—SHOE WHOLESALEERS

A list of Shoe Jobbers with names and addresses of firms handling general lines, specialty lines, job lots, commission manufacturing agents, etc.

FOR EXAMPLE:

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BALTIMORE BARGAIN HOUSE (mail orders), 200 W. Baltimore St. Henry W. Straus, buyer.

BALTIMORE HARRISBURG SHOE MFG. CO., 23 So. Hanover St. Mrs. Agt.

BALTIMORE SHOE HOUSE, 113 Lombard St. Henry Abrahams, buyer. Gen.

Part III—WHOLESALE FINDINGS

A list of wholesale dealers in Shoe Findings, Shoe Store Supplies and Leather, giving names, addresses and names of Buyers.

FOR EXAMPLE:

EVANSVILLE.

EVANSVILLE LEATHER & BELTING CO., 429 Sycamore St. F. N. Hirlvershorn, buyer.

G. MEYER LEATHER CO., 212 Locust St. G. Meyer and H. J. Meyer, buyers.

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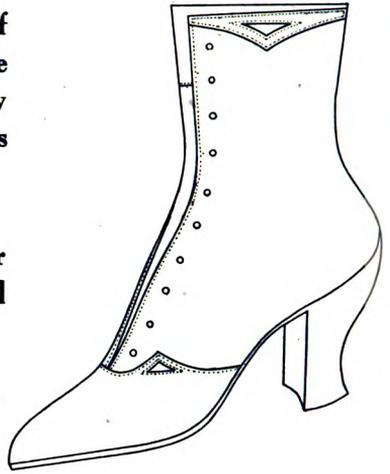
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