

CONVENTION ON THIS AFTERNOON

Lumbermen From Western States
Are Guests of Salt
Lake.

HARRIS WELCOMES THEM.

Prest. Geo. E. Merrill, Head of
Big Association Delivers
Annual Address.

Sessions Close With Banquet Saturday
Evening—Public Invited to At-
tend Meetings.

They are here! They—in this in-
stance are the Hoo Hoo's and their
kind. Between 200 and 300 lumber-
men are gathered in this city. They
have come to attend the fourth an-
nual convention of the Western Retail
Lumbermen's association, and the an-
nual meeting of the lumbermen's in-
surance organization. The Hoo Hoo's,
the social organization, will hold a
convention (whatever that is) Fri-
day evening. At this meeting the jolly
good fellows who wear the little "Tom
cat" button will bump, bounce and
bowl a large number of lumbermen
into the mysteries of the order. The
convention opened this afternoon and
will come to an end Saturday evening
with a grand conglomeration of wine,
food, wit, laughter, music and smokes
at the Knottford.

PUBLIC IS INVITED.

Fisher Harris, manager of the Com-
mercial club, delivered the speech of
welcome this afternoon. His talk was
short but made the delegates feel that
they are really welcome. Sessions are
being held at the armory in the rear of
the Commercial building and the public
is invited to attend all open meetings.
Papers pertaining to lumber conditions,
a vital subject to everyone, are to be
read and each paper will be followed
by free-for-all discussions. The aver-
age citizen knows little about the trials
and tribulations of the men who have
to explain why building materials are
scarce and advancing in price constan-
tly. A chance to learn is offered. There
was no meeting held this morning but
the delegates gathered at the Kenyon
—their headquarters—and became ac-
quainted. President George E. Merrill
of this city and other local dealers were
on hand to extend the sincerely glad
hand to the visitors. Many took rides
about the city on sight-seeing trips.
All found the bright, sunny, just-cool-
and-just-pleasant weather delightful.
Many of the delegates have brought
their wives and families with them and
Salt Lake is receiving a generous lot
of surprised attention and praise.

STILL COMING.

The states represented are Utah,
Washington, Idaho, Nevada, Montana,
Oregon and Colorado. The entire north-
west is heavily represented. "Salt
Lake and Utah look good to me," said
J. C. Wester, formerly in the lumber
business at Park City, but now located
at Pocatello, "its like coming home."
E. P. Colman and daughter from Idaho
Falls went out sight-seeing early. J. E.
Lane of Lewiston, Montana, was lavish
in his praises of Salt Lake. H. H. Hen-
naway of Colorado Springs is one of
the big "smackers" in the Hoo Hoo ag-
gregation. "To be a Hoo Hoo it is neces-
sary to be a good fellow. That's why
"Dad" Hennaway went several times
about the city, wherever that is. Wil-
liam L. Roylance is a fruit raiser of
Provo, but is moving with the lumber
men. "I use thousands of wooden boxes
every year," he explains, "so put me
among the Hoo Hoo's." A. R. Weter of
Park City was too busy talking to say
anything. L. C. Bucher comes clear
from Des Moines, Iowa. A. D. Rose reg-
isters in a large hotel from Bozeman,
Montana, with every letter of his home
capitalized. W. J. Havery is here from
Pocatello and is accompanied by his
wife. H. O. McCammon is also an Idaho
man, registering from McCammon.
H. V. Buey hails from Butte. These
are just a few of the early arrivals.
They are coming in by the dozens on
every train.

A special train has been arranged for
a large number of the Hoo Hoo's. A party
of 75 will attend tomorrow evening's
performance at the Orpheum.

PRESIDENT'S ADDRESS.

The feature of this afternoon's pro-
gram was the annual address of George
E. Merrill of this city, president of the
association. It follows in its entirety:
"Gentlemen of the Western Associa-
tion—
"Fortunately for your presiding offi-
cer, lumbermen are as a rule very
practical, little given to fine words and
flights of oratory, and more apprecia-
tive of statements of plain facts. I
take it that as busy men, you will
want a comprehensive but compact
array of information conveying a
maximum of essentials in the history

SWEET'S LONDON BUTTER TOFFEE

THE ORIGINAL—An example of
Sweet's superiority of confection
quality. 10c packages are now
being introduced at all down
town candy stands.
This the purity sign on every
box.

Sweet's

of our organization this past year,
with the minimum of inducements in
fond hopes and anticipations.

"Therefore in what I have to say
to you on this occasion, our fourth an-
nual convention, you are to expect the
plain and straightforward statement
rather than the pretty phrase. It is
safe to say that the past year has
brought to us as individual dealers a
reasonable measure of prosperity. No
better evidence of this could be
found than your attendance at this
meeting.

"The very fact of the existence of
this property accounts to an extent
for the comparative inactivity of this
western association along certain lines
in which in some years past has been
a deal of energy has been expended.
It is very fortunate for you as indi-
viduals and for our organization that
this condition of affairs prevails today,
and that you have had so little occa-
sion to invoke the assistance of your
organization along semi-protective lines.

"I say that this inactivity has been
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ment that it is well that we have not
been obliged to exert ourselves to the
utmost because the period which has
been passed has been a period of rather
than of action. If, as may
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ditions, as to be able to confront even
the most fanatical and unreasonable
reformer with such a clear statement
of our purpose and our aims, and so
accurate an insight into our workings,
that no exception could be taken to our
continued existence. We have felt that
the great good of which an association
of a fair and justifiable ex-
ercise of privileges which a trade or-
ganization always endeavors to forward
the membership. We have consulted
with the legal profession and the
officers of similar organizations in the
most careful and painstaking delib-
eration and while the results of such
deliberation are by no means completed
(and in the nature of things cannot
immediately be so completed) yet we
have reached the conclusion that we
are not in any respect violating the
law of the land.

"All of this is for your information
regarding the general lines upon which
we have been deliberating. Before the
adoption of this convention we hope
that you will better understand the ef-
forts which have been made and are
now being made to prolong the useful-
ness and straight-forward statement
of our own and of similar organiza-
tions.

"To a considerable proportion of the
consuming public the mere fact of
advance in the price of any commodity
is sufficient to create agitation and to
bring hints and declarations that those
engaged in selling such commodity are
in a combination of lawless and un-
trust. And as is usual in such cases,
those who are least familiar with the
subject in all its ramifications and who
are least acquainted with the nature of
the trade and of its sources of sup-
ply, are loudest in their denunciation.
We who do know the actual conditions
and understand the workings of the law
and the nature of the business, require
no explanation for the present era of
higher values and we understand per-
fectly well that each commodity
has advanced in price, and that these
increased values, by joining in the
demand for supplies in excess of the
normal production.

ARE NOT TO BLAME.

"The disagreeable condition of affairs
leading to accusations which are ab-
solutely unfounded exists in some
places today and in some lines of
business. It is a condition which is
suffering in common with dealers in
every line of merchandise. Granting
that this is the case, is there any reason
for enduring it? Is it necessary? To
answer, I know of no reason. It is not
to blame. Yet, all the time a powerful
remedy lies within our reach. To my
view we can overcome the present con-
dition of affairs by understanding and
putting in the possession of everyone
the facts which do really account for
the prices which we ask for our com-
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