

THE UNION LABEL.

ALL ABOUT THE CHIEF WEAPON OF ORGANIZED LABOR WHICH IS USED BY MILLIONS.

Union Work For Horses and Bottle Babies—John Mitchell Talks of the Boycott—The Views of Ten Thousand Union Hatters—Big Non-Builders, Tells How he Handles the Millionaire Capitalist—Union Men Who Overreach Themselves—Two Good Stories from Dayton, Ohio.

(Special Correspondence of the Deseret News, by Frank G. Carpenter.)

WASHINGTON, D. C., April 28.—Take off your hat and look inside the band!

If it has a union label pasted there it was made by union labor. Pull off your shoes, and you may find the union stamp on them; and if you go over your clothing, bought in a ready-to-wear shop, you will, in all probability, find the union label of the Garment Workers sewed inside the pocket or under the collar. David M. Parry, the anti-union organizer, was surprised the other day when he was told that his clothes were union-made, and he would not believe it until the label was shown him.

THE HORSES MUST PATRONIZE THE UNION.

If you are a horseman look well at the shoes on your steed before you go to the blacksmith's, for if they are not union-made your horse's feet may go bare. I talked the other night with a Philadelphia millionaire who has a \$5,000 team. He was driving last week on the outskirts of the City of Brotherly Love, when one of his horses dropped a shoe. The coachman picked it up, and the team was slowly walked to the nearest blacksmith shop and the man asked to nail on the shoe. He looked at the horse and examined their feet, and he refused the job. He said the horses were non-union, and that the horses had been shod by non-union labor, and that he would not touch them for love nor money. Then he walked the horses to the next blacksmith shop, where they met with similar treatment, and then to a third, where the smith replaced the shoe, but only on condition that he be paid four times the ordinary rate, because the work in the first place had not been done by union men. The first two men were told that if the shoes were not put on the horse might go lame. One man said he couldn't help that, and the other did not care.

LABELS FOR EVERYTHING.

I am surprised at the growth of the union label in all sorts of business. It makes its appearance on the loaf of bread that comes to me with my breakfast. There is a union card in the shop where I get shaved, and if a little baby friend of mine could read it might see it in the bottle from which it sucks its condensed milk. I was told the other day at the American Federation of Labor here that that body sends out 25,000,000 labels every year, and that each of these finds a place on a union-made article. The United Garment Workers, who make a large part of the clothing of the country, spend \$50,000 a year advertising their label and warning people not to buy goods from which it is not used. There are 50 different labels endorsed by the American Federation of Labor, and those labels which cannot use labels have union cards hung up in their shops. The salesmen, barkeepers and waiters all have cards of their own, and labels are used by coopers, hatters, shoemakers, laundrymen, leather workers, cigar makers and every union manufacturer under the sun. The first label was used by the cigar makers in 1830, the first hatters' labels were put out in 1835, the first printers' labels in 1837 and the first garment workers' in 1891. I am not arguing for or against these labels, but merely stating facts.

MITCHELL AND THE UNION LABEL.

There is a question in the mind of many as to whether the union label is not a kind of boycott, and some believe both the label and the boycott, an outrage upon the public. In a recent talk with John Mitchell I asked him what he thought about it. Said he: "The union label is perfectly legitimate, and it is one of the chief weapons of organized labor in its warfare against the unjust employer. It was started by the California cigar makers to protect their work against Chinese cheap labor, and it has now spread to every branch of the cigar trade. The Cigar Makers' union puts its label on 22,000,000 boxes of cigars a year. The label shows that those cigars were made by union men who worked for union wages under sanitary conditions."

"The union label is now used by all sorts of industries," Mr. Mitchell continued. "Something like a million new labels every month, and every one goes into a union-made hat. The merchant tailors have a union label and so have the bricklayers. The number of men who use nothing but union goods is constantly increasing, and it now embraces many millions outside those who belong to labor organizations."

THE RIGHT TO BOYCOTT.

"But," said I, "do you think the trades unions have the right to boycott whom they please?" "The boycott is not confined to organized labor. It is used by every class of society, by churches, and by all sorts of organizations as well as trades unions. Manufacturers are often boycotted by other manufacturers and by jobbers and retailers. The retailers are often boycotted by the manufacturers. Certain firms are boycotted by banks and certain banks are boycotted by the general public. In the business world men of all kinds boycott for certain reasons, and why should not the trades unions do the same? There is no doubt about the legal right to boycott. No one can compel John Smith to buy goods of John Brown. No one can compel him to travel in the same car, sit in the same church or eat at the same table. I think, however, that the boycott should be open and above board, and that the man to be boycotted should have the right to be heard before the boycott is enforced. I don't believe that the boycott should be intimate or unjust. I don't think for instance, that it is right to dismiss a school teacher because her father worked during a strike, nor allow the children of union workmen in school to boycott the children of a non-union workman. It would be unjustifiable to refuse the last services to a dying man, whatever his past record has been and I would disapprove of any boycott which should in any way disturb the burial of such a man."

THE LEADER OF TEN THOUSAND HATTERS.

Speaking about the hatters' label I had an interesting talk in New York the other day with John Phillips, the secretary of the United Hatters of North America, who number 10,000, an army as large as that which Napoleon led on his march to the sea. Mr. Phillips has been secretary of the Hatters' union for many years, and he knows all about hats and the men who make them. Referring to the union label he said:

"We give our labels to the union shops and they are put inside of every union-made hat. Many men will not buy a hat without it has our label, and we find that the label greatly helps the union. As it is now nearly the whole

trade belongs to the union and some of the factories keep the closed shop."

SILK HATS AND DERBYS.

"In the first place, Mr. Phillips, tell me something about the men engaged in your trade. Who are they and what kind of hats do they make?"

"They are mostly Americans," replied the secretary of the hatters, "although there are some foreigners. There are two hatters' unions, one has to do with silk hats or plugs and the other with soft hats and derbys. These different classes of hats are generally made in different factories and each sort has its own union."

"Where are the chief hatmaking centers?" I asked.

"They are in the east," replied Mr. Phillips. "There are more in New York and Brooklyn than anywhere else, but you find hat factories also in Newark, and Orange, N. J., and in Philadelphia, Boston, and in and about Danbury, Conn. Danbury lives off the hatters. There was a lockout there some years ago and the retail merchants had to carry the men on their backs or stop business. All their trade came from the hatters."

"How about the west, are there no hats made there?"

"Not many," was the reply. "There are a few factories in Chicago and St. Louis, and quite a large one at Wabash, Ind. The Wabash factory was started by a Jew livery stablekeeper. He makes his hats out of the fur of Belgian hares and has a hare farm associated with it to supply the fur. All the best of the soft hats and derbys are made out of fur or down of rabbits, hares or conies."

UNION HATTERS' AND STRIKES.

"Does your union do good?" I asked.

"Yes, it does," replied Mr. Phillips. "We have not had a strike for years, and we have raised our wages and shortened the hours. When there is any trouble the employers come to us. We talk the matter over together and try to avoid a strike by making mutual concessions."

"What advantage is the union to its members?" I asked.

"It is of great advantage," replied Mr. Phillips. "Suppose I am a workman in a union shop, and a union man comes there and wants a job. When the man comes in he does not apply to the employer or the boss, but comes up to one of the men, me, for instance, and lays down his union card, saying: 'How is shop?'"

"Even if we have not much work I will reply: 'Oh, just fair. Do you want to take a turn?'"

"I would not mind," he says.

"And thereupon I take his card to the boss and tell him there is a union man here who would like a turn, that is, something to do. If there is any work

PLANS FOR THE WAR GAME.



Gen. Henry C. Corbin, commander of the department of the east, is preparing for the fall maneuvers at Bull Run, where more than 30,000 men, of which 13,000 will be state militia, will participate. It will be one of the greatest gatherings of armed men in this country for practice in the arts of war since the trouble with Spain.

the boss gives him a trial, and if he is a good man he keeps him."

"How about apprentices?"

"We allow one to every 10 men. The apprentice works for the first two or three months for nothing, his earnings going to the hatter who breaks him in. After that the apprentice receives the regular prices for piece work, except that 10 per cent is deducted for the employer on account of his being a green hand. A place as an apprentice is in

as much demand among us as a cadetship at Annapolis or West Point is among the general public. We want our own sons or friends to have the places, and they never go begging."

NON-UNION HATTERS.

"You say that most of the hatters use union men," Mr. Phillips. I happen to know that the Stetsons do not, and I have a Dunlap hat here which bears no union label."

"You are right about the Stetsons," was the reply. "John Stetson won't have a union man in his factory. I went over his establishment once. I met the old man, and when I told him I was secretary of the Hatters' union he took me over the factory himself, showing me everything. During the walk I said: 'I understand, Mr. Stetson, that you have determined to never employ a union man as long as you live?'"

"That is true," was the reply.

"But how about when you die?"

"Oh, I will provide for that, too," said the old man.

"After we had finished," Mr. Phillips continued, "we went back to the office, where I smelt some delicious fried oysters being cooked for the officers' lunch. Mr. Stetson asked me to come in and eat, and in reply my stomach cried out yes, but my reason said no, and I refused."

"Why did you refuse?" I asked.

"Why? If you knew our men in the union you would know why. If I had lunch with Stetson I could never have explained it to the world. They would have thought I had been bought off by the chief non-unionist of the trade."

"But how about the Dunlaps?" I asked.

"The Dunlaps employ union labor," replied Mr. Phillips, "but they won't use the union label. We never have trouble with them, for they are especially good to their men. They mix with the men and are full fellows with them. I remember once old Mr. Dunlap, now dead, called me into his office and said: 'John, I want to give you a check for \$1,000 for the union. We have had a prosperous year, and I want to show the men that I appreciate them. You can put it in the death fund out of which you pay \$300 every time a man dies.'"

"We can't take it," I replied.

"Why not?" asked Mr. Dunlap.

"For several reasons," said I. "First, if some of the men knew that we had that thousand dollars in the treasury they would not pay their dues, and, anyway, three deaths would about take it away, and we would be just where we are now. Again, if we had any trouble with other factories and not here, the employees of the other places would say that you had bought us for \$1,000, and we would also feel under obligations to you, so you see we can't take it."

"From the docks we can't take it,"

A labor leader of quite a different type from Mr. Phillips is James Daly, the head of the Dock Builders' union of New York city. He is as rough as Phillips is smooth, and makes no bones of saying just how he gains his ends for his men. I had a chat with him the other day. He said:

"I represent the men who build the docks of New York. We have three thousand of them in our union and we do practically all the building along the 25 miles of dock frontage in New York and Brooklyn. We drive down piles and

fortify them with stone, sand and cement, and we also put down the caissons or foundations for the big skyscrapers."

"Does your union control the trade?" I asked.

"Of course we do," was the reply. "No one can work on the docks without us has a card from the union. We won't have non-union men, and if they are put on we strike."

"What are your wages and hours of work?"

"The lowest wage is \$3 per day of eight hours. We have been steadily raising wages since we organized and the millionaires have come to respect us."

"What do you mean by 'the millionaires'?"

"I mean our employers, the big contractors. Oh! they are rare birds. When I was first elected secretary of the union they talked nice to me. They called me Mr. Daly and said that they hoped we would have no trouble and that they would make it worth my while not to have any. I told them that I could not be for the union and that I could not be anything but honest for the men would soon find me out. Said I: 'I will do what I can for you, but I am for my men all the time.'"

"How do you go about raising wages?" I asked.

"That's an easy job," replied Secretary Daly, "but you want to know how to do it. The way we do it is to say that we will demand bigger wages six months from now. Suppose it is January, we notify the capitalists that we must have more money after the 1st of June. They think the matter over and conclude to stop it. They fix it so that they will have but little work on hand June 1, and arrange their contracts so that it would not hurt them if we struck. We know all about their contracts as well as they do and when the time comes we say nothing about wages. We just lay low and wait until there is a big job on hand worth several hundred thousand dollars to the contractors, then we come up with our old demand for extra wages or no work."

"But don't the contractors object?"

"They squeal, of course, but I tell them we notified them in January and they thought they could fool us. They now see that we have the upper hand and they come down. Oh! it is dead easy if you know how to work it."

UNIONISTS WHO OVERREACH THEMSELVES.

There is no doubt but that many of the demands of organized labor are extravagant. They may not come from the unions as such, but from union men, so foolish that they overreach themselves to their own hurt."

I heard the other night of two instances in connection with the National Cash Register company of Dayton, Ohio. That company has been noted for its kindness to its men and for the sanitary condition and conveniences of its factories. Among other things, it

has free bath houses for its employees and it had furnished not only soap and towels, but a certain amount of time during working hours if he wanted to. As members began to object to trifling things as contrary to union rules, and the bath house, the union committee said that the men could not use the baths because the towels were not washed by union labor."

"But," said the manager, "don't you know that those towels are washed by the widow of one of our old employees? We pay her just as much as we would have to pay at any union laundry. She is poor and needs the work, and we thought we should like to help her."

"That makes no difference," said the unionist. "The woman don't belong to the union and we are bound to dry ourselves on union-washed towels."

"To this the boss did not reply, and the men went away. The next morning employees asked for towels, and when they found that the company preferred that every man should furnish his own towel so that he could have it washed where he pleased."

A somewhat similar trouble arose later on in regard to a swinging door between two rooms. In one of the rooms the door demanded groceries, and the door was put in for the comfort of the workmen in the room adjoining. One day a union mechanic employed in this second room happened through to the ill-smelling place, happened to notice that the hinges of the door were made by non-union labor. A protest was at once filed and the men said that the hinges must come down. "All right," said the manager, "we can take them down. We don't need our mechanic and we can just take it away. And so they did."

Some actions of this kind showed the company that sooner or later there must be a strike and they prepared for it. They said nothing, but pushed the work and laid in a large amount of extra stock. Then when a strike came a strike they refused to submit and the strike came.

The company said nothing, but shut down the works and supplied the trade with the stock on hand. Two weeks went by and nothing was said. A month passed and there was no sign of opening the shops. Then the workers began to feel uneasy. Many of them had little homes which they had partly paid for. They needed money for interest on their mortgages and other things, and when they heard that the company was considering the moving of the shops from Dayton to a place of better labor conditions they said so back to work. They did go back, and from that time to this, I understand, there has been no complaint about petty matters in the factory.

FRANK G. CARPENTER.

Great May Sale of New and Dainty

Muslin

Underwear

SALE BEGINS

MONDAY

MAY 2nd.

MAIL ORDERS

WILL RECEIVE IMMEDIATE ATTENTION.

Big Saving Advantages and Immense Quantities to Choose From

THIS GREAT SALE is Organized on a Broader and Grandeur Scale than any previous underwear sale of ours, and the generous patronage of all our former sales fully warranted us in making these extraordinary preparations and how well we will merit your patronage is exemplified in every item quoted below. Reliable Garments at Low Prices was the Main Idea Throughout. This collection of Dainty, Pretty Undermuslins was bought from manufacturers of the highest repute and every piece is made under the strictest sanitary conditions, insuring a grade of muslin underwear that is not to be confounded with the "sweat shop" productions. Properly fashioned garments of good materials, generously cut and daintily trimmed with pretty laces, embroideries and ribbons, are the only kind that can be found here, and whatever price you pay for any garment we know you will be satisfied.

CORSET COVERS

Muslin corset cover, low neck, full French shape, trimmed with tuck and lace edge
19c
25c for 25c

Cambrie corset cover, full French shape, low neck, trimmed with lace or hemstitched ruffles, regular price
25c
35c for 35c

Cambrie corset covers, trimmed with tuck and lace edge, regular price
35c
50c for 50c

Cambrie corset covers in square or round neck, trimmed with lace and lace edge, regular price
50c
65c for 65c

Cambrie corset covers with yoke, back and front of Val insertion, heading ribbon lace edge, worth 85c, for
65c
1.00 for 1.00

French nainsook corset cover trimmed across front with fine lace and embroidery, heading ribbon and lace edge, worth 1.25, for
1.00
1.25 for 1.25

French nainsook corset cover trimmed across front with fine lace and embroidery, heading ribbon and lace edge, worth 1.25, for
1.00
1.25 for 1.25

DRAWERS.

Ladies' muslin drawers, trimmed with wide ruffle and fine tucks, regular price
25c
35c for 35c

Ladies' cambrie drawers, wide lawn ruffle, hemstitched, regular price 50c, for
33 1/2c
50c for 50c

Ladies' cambrie drawers, umbrella shape, wide ruffle trimmed with the tucks and lace or embroidery, regular price 75c, for
50c
75c for 75c

Ladies' English long cloth drawers, ruffle trimmed with two rows of tuck and lace edge, worth 1.00, to sell for
75c
1.00 for 1.00

Ladies' fine nainsook drawers, trimmed with Val insertion and lace edge, regular price 1.25, for
85c
1.00 for 1.00

Ladies' cambrie drawers, umbrella shape, deep ruffle, trimmed with Val insertion, fine embroidery and lace edge, regular price 1.25, for
1.00
1.25 for 1.25

Ladies' cambrie drawers, umbrella shape, deep ruffle, trimmed with Val insertion, fine embroidery and lace edge, regular price 1.25, for
1.00
1.25 for 1.25

GOWNS.

Good quality muslin gowns, moth-er Hubbard shape, yoke of the tucks neck and sleeves ruffle trimmed, regular 65c
40c
50c for 50c

Muslin gown, V shaped neck, yoke of the tucks and insertion, worth 75c, for
50c
75c for 75c

Cambrie gown, daintily trimmed with two rows of tuck and lace edge, regular price 85c, for
85c
1.00 for 1.00

Extra good quality muslin or cambrie gown, high or low neck, square or V shape, extra length and width, trimmed with Val insertion and lace or embroidery, regularly 1.25, for
98c
1.50 for 1.50

English long cloth gown, new chemise style, low neck, short sleeves, trimmed with lace insertion, heading ribbon and lace edge, worth 1.25, for
1.50
2.25 for 2.25

Fine nainsook gown, French style, square neck of lace and heading, natty and dainty, regular \$3.00 gown, for
2.25
3.00 for 3.00

Fine nainsook gown, French style, square neck of lace and heading, natty and dainty, regular \$3.00 gown, for
2.25
3.00 for 3.00

SKIRTS.

Good muslin skirt, deep umbrella ruffle trimmed with fine tucks and lace or embroidery, worth 1.25, for
85c
1.00 for 1.00

Muslin skirt with deep umbrella flounce trimmed with two rows of tuck and lace edge, worth 1.25, for
1.00
1.25 for 1.25

Muslin skirt wide umbrella shape, flounce trimmed with Val insertion and lace or hemstitched tucks, regular price 1.75, for
1.25
1.98 for 1.98

Fine cambrie skirt umbrella shape, flounce trimmed with dainty French insertion and embroidery, always sold at \$2.50, for
1.98
2.25 for 2.25

Cambrie skirt trimmed with three rows of Val insertion, fine tucks and wide lace flounce, for this sale
2.25
3.00 for 3.00

Fine cambrie skirt, umbrella shape, circular flounce of alternate rows of lace and lawn daintily for misses or ladies
3.00
3.50 for 3.50

Fine cambrie skirt, umbrella shape, circular flounce of alternate rows of lace and lawn daintily for misses or ladies
3.00
3.50 for 3.50

CHEMISES.

Muslin chemise, neck and sleeves trimmed with tuck and lace, regular price 35c
25c
35c for 35c

Muslin chemise, neck and sleeves trimmed with fine hemstitched ruffles, worth 50c for
35c
50c for 50c

Extra heavy muslin chemise, yoke of fine tucks and insertion and sleeves ruffle, regular price 60c, for
50c
60c for 60c

Cambrie chemise, yoke of tuck and lace edge, worth 85c, for
69c
85c for 85c

Skirt chemise, extra length yoke, trimmed with insertion and embroidery, tucked ruffle on skirt, never sold for less than \$1.25, only
98c
1.25 for 1.25

Cambrie skirt chemise, full length yoke of Val insertion, heading and ribbon lace edge, ruffle trimmed with two rows of Val insertion and lace edge, regular price 1.75, for
1.25
1.75 for 1.75

Cambrie skirt chemise, full length yoke of Val insertion, heading and ribbon lace edge, ruffle trimmed with two rows of Val insertion and lace edge, regular price 1.75, for
1.25
1.75 for 1.75

Infants' Dresses.

Children's short white dresses, Bishop shape, trimmed with hemstitched ruffles and lace, regular price 55c, for
25c
50c for 50c

Children's short white dresses, yoke of embroidery, neck sleeves ruffle trimmed, regular price 75c, for
50c
75c for 75c

Children's short white nainsook dresses, yoke of all-over embroidery, neck and sleeves embroidery trimmed, special price
75c
1.00 for 1.00

Infants' long white slips, neck and sleeves ruffle trimmed, regular price 35c, for
20c
35c for 35c

Infants' long white slips, Bishop shape, neck and sleeves trimmed with hemstitched ruffles, or embroidery, worth 50c, sale price
35c
50c for 50c

Infants' white nainsook long slips, yoke of embroidery, neck and sleeves yoke of dainty insertion, in this sale
75c
1.00 for 1.00

Infants' white nainsook long slips, yoke of embroidery, neck and sleeves yoke of dainty insertion, in this sale
75c
1.00 for 1.00