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I guess you never tried to read the other section!" Art of Selling.

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Exalt the straight, set aside the crooked, the people will be loyal. Be-have with dignity, they will be lowly; be plous and merciful, they will be faithful; exalt the good, teach the unskillful, they will grow willing .- Con-

A Matter of Sight. "They tell me," said the innocent maid, "that your marriage was the result of love at first sight. Is it true?"
"It is," answered the round-shouldered
man sadly. "Had I been gifted with
second sight, I'd still be in the bachelor class!"-Chicago News.

WORKMEN, ORGANIZE!

The Trades Union Is Necessary to Your Well Being.

A CALL FOR MEN OF ACTION.

Unity of Effort Is the Only Resource of the Wageworker to Protect and Promote His Rights-Be True to the Union Label.

The need of a general organization of labor, skilled and unskilled, is the theme of an editorial in the American Federationist by Samuel Gompers. Here is Mr. Gompers' call to action:

To work, then! Let every trades union in the American Federation of Labor, every international, national and local organization make an extraordinary effort this year to absorb in its ranks all the workers of its occupation. Let our movement to this end be concerted, co-operative and en-

We urgently request the officers of every affiliated trades union to issue a special circular to their members informing them of the fact that all the organizations of the country have begun a strong pull, a long pull and a pull all together for the purpose of developing our labor movement speedily in all parts of the country, in every calling. The local unions in the various communities are invited to redouble their efforts this year in organizing all the wageworkers within their possible reach, irrespective of craft. Individual members of trades unions are asked to endeavor on all possible occasions to advance the cause of trades unionism, especially inducing the unorganized men they meet to join the union that is open to them. If each member of the union would take upon himself the obligation to bring one man into the fold of unionism the result would be an enormous impulse in the desired direction.

Every union in the jurisdiction of the American Federation of Labor is also urged to appoint a label committee whose duty shall be to advocate the purchase of union made products and to wait upon merchants and request them to have on sale the products of union labor, bearing wherever practicable union labels.

The trades union is a necessity to the modern wageworker. By its means only can be protect himself against the aggressiveness of hostile employers and secure rates of wages and conditions of employment commensurate with the constantly growing demands of civilization.

The wageworkers have no other resource for common defensive purposes than the trades union.

It is now generally admitted by all educated and really honest men that a thorough organization of the entire working class, to render employment and the means of subsistence less precarious and to protect and promote the rights and liberties of the workers by securing an equitable share of the fruits of their toll, is the most vital necessity of the present day.

In the work of the organization of labor the wisest, most energetic and devoted of us, when working individually, cannot hope to be successful,

At no time in the history of the labor movement has the necessity for the first enactments on the subjects covorganization of all wage earners and the federation of their organizations been so great as at the present time.

No particular trade can long maintain wages much above the common level, and no particular locality can sustain wages for any length of time above the wage of another locality.

To maintain high wages and a normal workday all trades and callings must be organized and federated locally as well as continentally.

The lack of organization among the unskilled vitally affects the organized skilled. The general organization of skilled and unskilled can only be accomplished by united action.

It is the duty as it is also the plain interest of all working people to organize as such, meet in council and take practical steps to effect the unity of the working classes as an indispensable preliminary to any successful attempt to eliminate the evils of which we as a class so bitterly and justly complain.

All wageworkers should be union men. Their progress is limited only by those who hold aloof. Get together, agitate, educate and do!

It is true that single trades unions have at times been beaten in pitched battles against superior forces of united capital, but such defeats are by po means disastrous. On the contrary, they are sometimes useful in calling the attention of the workers to the necessity of thorough organization and federation, of the inevitable obligation of bringing the yet unorganized workers into the union, of uniting the hitherto disconnected local unions into national and international unions and of effecting a yet higher unity by the affiliation of all national and international unions in one grand federation.

All of this leads to the recognition of the urgent need of extraordinary effort now by every international organization and by every state federation, central labor union and local trades union, through the appointment of special organization committees or by other means which may be deemed most advisable, to build up unions and more closely unite the labor movement. Let every union member constitute himself a committee of one to bring at least one wage earner into the union. Organize! Unite! Federate!

WHAT UNIONS TEACH.

Lessons Taught In Labor's Meeting Halls.

In arguing for the value of trades unionism the average friend of organized labor frequently makes the mistake of discussing questions which are debatable and concerning which there will probably always be a difference of opinion. No doubt these debatable questions have their place in a full discussion of trades unionism, but for the sake of a better understanding of the aims and objects of organized iabor it would seem to be more tactful and more logical to first talk about what it has accomplished. There are many matters with which organized labor has to do concerning which there can be absolutely no dispute. Trades unionists would make more friends for their cause among the public if they presented more frequently the ethical value of their organizations.

For instance, one might proclaim the fact that labor halls have come to be important social centers. Here helpful lecture courses on moral and economic subjects are frequently given. The labor press has its educative value. Many of the labor journals, especially those published by internationals, give courses in technical training. A real moral uplift comes through the regular meetings of the union because a man must present his facts in a definite. tangible form if he hopes to win over his associates to his beliefs. Every man has a fair chance to preach these views, no matter how unpopular they may be. Nowhere does a man get a more patient hearing than at a labor union meeting. Here, too, he learns the lesson of subordination to the will of others. He learns the value of team work, of co-operation.

In the labor movement the workingman learns the lesson of thrift. Rarely does a trades unionist apply to organized charity or any other form of charity for relief. Talk about the value of the trades union as a force for temperance. You can easily make a strong argument in this direction. The question of the education and the Americanizing of the immigrant must be discussed in favor of the trades union. The report of the labor commissioner in the Bulletin of January. 1905, clearly proves this.

Child labor, the sweatshop, insanitary conditions in shop and home, are all questions concerning which trades unionism need not be ashamed to speak.

Having clearly established the points, it will be easier to discuss the measures through which these ends have been and shall be secured.

An intelligent presentation of the broader work of organized labor must win to its support the thousands of impartial men and women whose indorsement will be of great value to the cause.—Rev. Charles Steizle.

LABOR LEGISLATION.

Many Laws Passed in Interest of Wemen and Children.

Judged by the number of laws enacted on the subject, the employment of women and children is the question most in the legislative mind in so far as labor legislation is concerned, thirty-two states having enacted fifty-four laws or amendments thereon in the past two years. In the majority of cases these laws are amendatory. Principal laws were enacted in ten states, oni. North Dako ta, Oklahoma and Washington-being ered, while in the other six case Kansas, Kentucky, Louisiana, Michigan. Pennsylvania and Virginia-the statutes supersede prior enactments. The laws relate to age limit, hours of labor, prohibited employments, compulsory school attendance, certification, registry and all the provisions that have been found valuable in the matter of the regulation of the employment of women and children.

The employment of children is the subject of the large majority of these acts. Extended and detailed lists of employments prohibited for children appear in the legislation of New York, North Dakota, Ohio, Oklahoma and Pennsylvania, and in a number of states new laws are added prohibiting night work. In several states the hours of labor of children were reduced to eight per day. In Massachusetts and Rhode Island the hours of labor of women and children were reduced to fifty-six per week in manufacturing or mechanical establishments.

LABOR NOTES.

The Hotel and Restaurant Employees International paid \$70.928 in sick bene fits during the last fiscal year. The Western Maryland Railroad com-

pany has granted its locomotive engineers an increase in wages of about 8 per cent. Telegraph operators on the Big Four

railway system have received an increase in wages amounting in the aggregate to \$3,400 a month. Every typographical union in Califor-

nia has indorsed the proposition to obtain the convention of the interna tional body for San Francisco in 1911.

The report of Secretary Morrison of the American Federation of Labor for the five months ending March 1 indicates an increase of 6,000 in membership over the same period last year. The balance on hand March 1 was \$154,603.

The latest semiannual renow of the International Association

ists shows that the receipt sources during the preceding six months were \$211,111.02 and the expenses during that period \$176,423.12. The union has invested in government and other bonds \$94,538.75.

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