

OUR NEW STEEL STORE  
12th and Washington Avenue.

Here are pictures of the 35 Salesmen who sold in 1902 from \$100,000.00 to \$237,000.00.



W. L. PAYNE, INDIAN TERRITORY, \$222,287.00  
T. E. BURROW, ARKANSAS, \$227,015  
CHARLES L. MCCAIN, ARKANSAS, \$215,225.39

CHARLES P. LADD, House Salesman,  
SALES \$202,629.60.

TWENTY-FIRST STREET FACTORY.



W. F. McELROY, Superintendent. Capacity 8,500 Pairs Daily.  
THE HOME OF THE AMERICAN LADY, AMERICAN GENTLEMAN and SECURITY SCHOOL SHOE.



# We have reached the 7 Millions

## OUR SALES

For 1902, Year Ending Dec. 10th. \$7,031,070.72  
A Gain over 1901 of \$423,538.05

With Additional Factory Space now contracted for Our Daily Output will shortly be 31,000 pairs.

## We are Specialty Shoe Makers

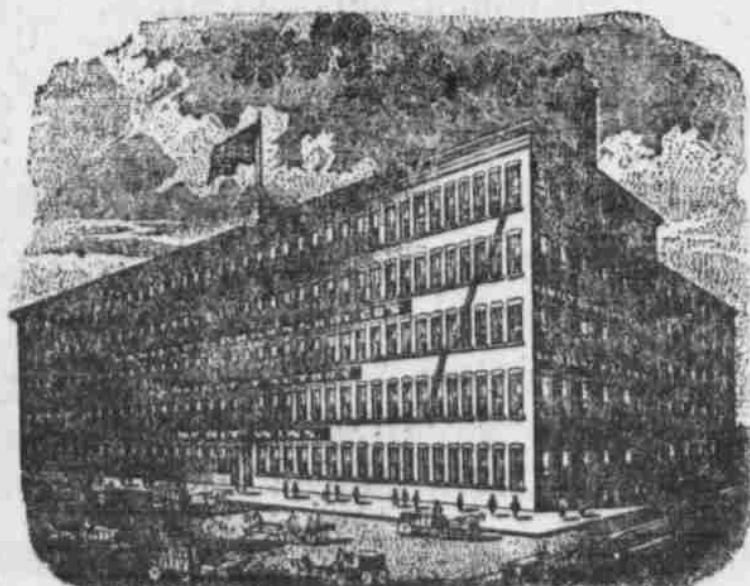
Our Salesmen whose Faces appear around the border and those whose names are given below constitute the greatest body of Salesmen on earth.

(The Figures given under the photographs represent the total Sales of each Salesman for the year.)

- |                              |                                |                             |                             |                             |                             |
|------------------------------|--------------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|
| F. J. ADAMSON, Illinois.     | H. W. BOOTH, Mississippi.      | W. T. CROWDER, Texas.       | E. R. HALE, Iowa.           | W. C. HUNTER, Pennsylvania. | W. F. SHERMAN, St. Louis.   |
| F. P. BABCOCK, Oklahoma Ter. | C. W. BRANCH, Nebraska.        | F. M. CROWE, Indiana.       | J. P. HAM, Ohio.            | J. H. JORDAN, Iowa.         | GEO. C. STERLING, Michigan. |
| H. W. BACON, Indiana.        | D. W. BRILL, Ohio.             | CHAS. L. DODSON, Minnesota. | P. M. HARRIS, Arkansas.     | W. B. LYONS, Pennsylvania.  | J. W. TOMMERSON, Oregon.    |
| T. E. BARBOUR, Kentucky.     | W. D. BYRN, Kansas.            | O. P. DYER, Kansas.         | B. C. HOUSEL, Oklahoma Ter. | J. H. McLIN, Kentucky.      | W. M. WHEELER, Montana.     |
| GEO. A. BERRY, Nebraska.     | M. T. COLEMAN, South Carolina. | T. F. FARRELL, Utah.        | H. S. HOWELL, W. Virginia.  | F. A. ROSS, Florida.        | R. W. WIKOFF, Dakota.       |
| H. C. BLACKMAN, Mississippi. | HORACE CREEK, Illinois.        | ROBT. GALLAWAY, Virginia.   | C. P. HUFNAGEL, Wisconsin.  | J. L. SELIG, Illinois.      | V. O. WILLIS, N. Carolina.  |

**WE GUARANTEE 15 per cent. more friends and 15 per cent. more money to merchants who sell our goods exclusively.**

SUNLIGHT FACTORY.



W. M. SLOAN, Supt. Capacity, 10,000 Pairs Daily.  
THE HOME OF THE HIGHLAND CALF AND WATCH US.

ST. LOUIS, THE WORLD'S FAIR CITY 1904.



ST. LOUIS, U. S. A.

OFFICERS: and DIRECTORS:  
A. D. BROWN, Pres. CHAUNCEY LADD.  
W. F. McELROY, V. Pres. J. M. SLOAN.  
H. L. BRADY, Sec'y. W. M. SLOAN.  
R. F. SPENCER, Treas.

UNION FACTORY.



H. M. EATON, Supt. Capacity 8,000 Pairs Daily.  
HOME OF THE FAITH, HOPE and LOVE SHOES.

