

President Lockwood Gives Annual Report at Convention

LOCKWOOD FOR TWO MEETS

Says Stationers Ought to Get Together More Frequently.

MAKES HIS ANNUAL REPORT

Cites Benefits Derived from Association and Suggests Several Plans Whereby Improvements Can Be Secured.

President Millington Lockwood of the National Association of Stationers, reporting to the convention, recommended that conventions be held more frequently, a fixed date for semi-annual gatherings being suggested. His report, containing other suggestions, follows:

"The by-laws of this association provide that the president shall make a report at the opening of the convention. As far as my own activities are concerned, the report will be brief, as I have been compelled, on account of illness, to be absent for six months of the ten which have elapsed since the last convention.

"During this period the affairs of the association have not been neglected, as many duties which should devolve upon the president were cheerfully and effectively carried on by the other officers. I gratefully testify at this time to the enthusiastic and painstaking work done by our first vice-president, Frank D. Waterman; our secretary, Mortimer W. Byers, and the chairman of the program committee, R. S. Bauer.

Waterman Works Hard.

"Mr. Waterman at my request has traveled many hundred miles and ably represented this association at the annual meetings of local associations, and in many other ways shown his interest in and devotion to the work of the National association.

"Mr. Byers has demonstrated his exceptional qualifications for the position he has so ably filled during the great part of the last three years.

"Mr. Bauer, in addition to the time and labor devolving upon him as chairman of the important committee on blank books, has arranged a very attractive program for this convention and has assisted the president in many ways.

"During the early part of the year I attended the annual meetings of stationers in Buffalo, Chicago, Boston, Pittsburgh, Cleveland and New York, and was impressed with the enthusiasm, harmony and earnestness which was manifested at all these gatherings.

Catalogue Commission Meets.

"On January 18, 19 and 20 I attended a meeting of the catalogue commission, the chairman of the eleven standing committees and the executive committee held at Cleveland. This was a remarkable gathering. Eighteen gentlemen, representative stationers from all parts of the country, were invited to consult together for the benefit of the entire trade. Every one was present and put in three days of hard work for you, sacrificing his own interests, time and money for the general welfare. The report of the catalogue commission will no doubt contain a detailed account of the proceedings. The benefits of this meeting are so apparent that I would recommend that the advisability of similar gatherings being held more than once during the coming year, be considered by this convention.

"The work of the committee on standardization, is so closely interwoven with that of the eleven permanent committees, several of which in their reports to be presented to you during this convention make recommendations in regard to standardization, that I believe this committee should also meet with the others.

Falconer to Make Report.

"Early in April an invitation was received by this association from the United States Department of Commerce and Labor to join with other associations in a conference to be held in Washington, D. C., the object of which was to form a national chamber of commerce, the idea being to bring all the commercial bodies of the country into the constituent membership of a national body so that its influence might be as great as possible, and to make plans for the promotion of the commercial and industrial interests of the country. Former President Charles E. Falconer very kindly consented to represent this organization at that meeting, and he will present a report which I commend to your careful consideration.

"An evidence of the growing interest in, and appreciation of, the work of this association, is the fact that the chairmen of the permanent committees generally report a large increase of the number of replies received to the circulars of inquiry which they sent out.

"Our membership is steadily increasing, as will be shown in detail by the report of the secretary, but some method should be devised to cause the members to take greater interest in extending our present roll.

Wants Increased Membership.

"I have not found it at all difficult to secure applications, and if every member would get only one recruit, our number would be speedily doubled.

"More than one of my predecessors has expressed the opinion that the burden of preparing for and conducting our convention should be assumed by the National association and that the local association should be relieved of this tax. I fully concur in this and suggest that this matter be considered at this time.

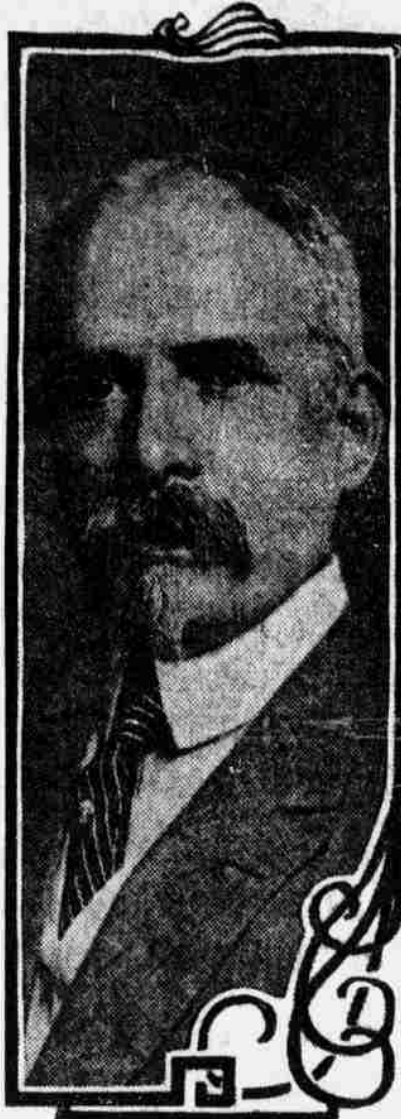
"I would also urge the fixing of a regular date for our annual meetings. At being it was the intention that the convention should be held about the middle of October, and our experience has shown that date to be the most convenient for the majority of our working members. I would, therefore, suggest that the by-laws be amended at this time to provide for an annual meeting on the second Monday of October.

"If this suggestion commends itself to you, it would be well if a resolution were to be promptly introduced providing for an appropriate amendment to the by-laws, which could be at once referred to our committee on resolutions without discussion, and upon the coming in of the report by that body the question will be presented for orderly determination by the convention.

Committees Must Hustle.

"I am persuaded that the progress of our association depends in a large degree upon the measure of activity which is registered by our committees, for upon their shoulders rests the burden of assimilating the helpful suggestions which are made at our annual meetings, and putting before our members and the trade at large concrete plans for the

PRESIDENT OF STATIONERS WHO ARE MEETING HERE



MILLINGTON LOCKWOOD.

betterment of conditions with respect to the products which lie within the province of each committee.

"One way to promote efficiency is to continue in office for a reasonable time at least, those committee chairmen and members who have displayed conspicuous ability to handle their several subjects. Examples of what I have in mind are the notable accomplishments of Messrs. Charles N. Bellman, John Brewer, George M. Courts, W. J. Youmans and Ralph S. Bauer, chairmen respectively of the committees on paper and envelopes, inks, millage, hardware and glassware, miscellaneous items and blank books.

"In addition to performing the tasks which pertained to their committees as such, these gentlemen, by reason of their special familiarity with their subjects, were of the utmost value to the chairman of the catalogue commission in the arduous labors which he so generously assumed.

"Thus I feel that I can with entire propriety commend the practice of re-appointing committee chairmen, in the absence of compelling circumstances to the contrary. Wherever practicable it also seems wise to arrange committee appointments so that two members at least shall reside within a restricted radius.

When Gibbs Reconsidered.

"In this connection, it is my duty and pleasure to give public notice of what is known to but few of our members: At the adjournment of the convention in Buffalo Fletcher B. Gibbs had made up his mind that the interests of his own business, no less than a proper regard for his health and his obligations to his family, demanded that he relinquish the heavy burden incident to membership on and chairmanship of the catalogue commission.

"I betray no confidence in stating that this conclusion created a panic in the minds of the directors of your association for reasons too obvious to require comment from me, and of a nature which I forbear to state in deference to the modesty of Mr. Gibbs.

"The reconsideration of the decision by that gentleman occasioned a joy and satisfaction which could only be measured by the previous condition of depression which had so completely possessed us.

"I could not hope to express all that is in my mind in reference to the debt which we as a body of men owe to Mr. Gibbs and to his colleagues, and I leave to you, my friends, the task of manifesting your own sentiments in no unmistakable way. Not only at this time, but whenever in your daily life the opportunity presents itself.

"This report would be incomplete in the absence of comment upon the growth of interest in our work which is to be clearly discerned on the part of our friends, the manufacturers.

"These gentlemen seem now to realize two things, first, that a direct benefit accrues to them as a result of whatever improves trade conditions among the dealers, and second, that this organization possesses the equipment to aid them in the settlement of problems peculiar to their own department of the industry.

"This awakening is timely and of the greatest import, for if I read the signs aright it portends a better understanding and a quickening of that spirit of toleration which inevitably leads to closer co-operation, and that is the order of the day.

"It is of vastly greater importance now than at any time in the past, that both dealers and manufacturers should be enlisted in the campaign for co-operation together, under one banner and marching shoulder to shoulder.

"If evidence be called for of what I have in mind, reference may be had to the numerous catalogues issued by manufacturers containing the retail recommendations of our catalogue commission, and the notable but less conspicuous other services that the manufacturers have constantly rendered to that body incident to the compilation of facts, figures and other important information.

Purpose is Educational.

"It is well for us all to keep in mind that our main purpose as an organization is educational. We hope to enable each of our members to know more about his own business than he ever did before, to have a clearer understanding of its problems and incidentally to grasp the fact that each of these problems is possessed of at least two sides. The wider knowledge thus gained becomes an asset to the sensible man, the value of which is not to be expressed in the terms of any known medium of exchange.

"A plan is to be put in operation here, leading, I believe, to some partial solution at least of one important question, that of the direct-to-customer selling by manufacturers. This plan contemplates a care-

ful collection of facts and arguments by a special committee, for the purpose of framing an intelligent report for future consideration. Special announcement will be made in reference to the work of that committee later in this session.

Organization is Necessary.

"The cohesive force of organization is something to be reckoned with in every walk of life in this day and generation and I am thankful to report that we have apparently passed the place in our own history when it is necessary to spend any particular time in discussing that subject in our extensive campaign.

"Since our last meeting, death has invaded our ranks.

"Ad. Heyman, for forty years associated with the Eagle Pencil company, passed away on April 10 last, after a long illness.

"Mr. Heyman was a charter member of our association, was a member of the board of control, elected in New York on June 22, 1904, and served at various times on committees. He was a man of sterling worth, warm-hearted, energetic, a true friend and a zealous worker for the association, and his passing is the occasion of real grief to those of us who knew him.

Commends the Trade Press.

"The trade press, as usual, have been more than generous in giving publicity to all of our activities, and more particularly in this true with reference to this convention. For their continued interest in our welfare, and for their uniform courtesy in all their dealings with your association, I wish to thus publicly make profound acknowledgment to each and all of the publications which have for their object the promotion of the stationery interests. The house organs of our manufacturers have spared no effort to speak a good word for this gathering, and to them, also, our thanks are due. The Y. & E. Carter Ink company, and National Blank Book publications have exhibited more than a friendly interest in our welfare and we are duly appreciative.

Thank the Omaha Stationers.

"To the stationers of Omaha, we shall owe a lasting debt of gratitude for their bountiful hospitality in assuming the responsibility for this convention and the entertainment of our delegates and their wives. This is destined to be a memorable chapter in our history and we cannot but be grateful for the good fortune which decreed that it should be written in the good city of Omaha.

"And now, gentlemen, as we turn ourselves to the performance of the tasks which lie before us in this pleasant place, let us gather renewed inspiration from the friendships thus fittingly renewed from year to year, and when we depart for our homes, let us carry with us a stronger conviction than ever, that this association of ours is altogether worthy of our highest and most earnest efforts, and if we are unsparring in our loyalty, we shall have the proud satisfaction of contributing to its exalted destiny."

Membership of the Stationers Shows Very Good Increase

The report of the membership committee of the National Association of Stationers and Manufacturers shows that a total of 622 members are now in good standing, an increase of sixty-seven since the last convention. Revenue from dues has been \$6,220, the expenditure of which will be set forth in the treasurer's report.

There have been thirty-two registrations received and fifteen members have been dropped for nonpayment of dues by the executive committee. The entire number of new members who have joined since the last convention, plus those reinstated by payment of arrears, is about 114, and the net gain is therefore very encouraging.

Pursuant to a resolution passed at the last convention a special membership committee was formed containing forty-five members, who took it upon themselves to interview eligible houses for the purpose of inducing them to join the organization, and in the main the work of that committee has justified its existence. For purposes of record it is interesting to note that the following named gentlemen have assumed a personal responsibility for the extension of our membership, and the number of members procured by each follow their names:

- Millington Lockwood, 13; Charles H. Langbein, 1; Charles E. Falconer, 2; Lansing G. Wetmore, 2; Charles A. Stevens, 4; C. E. Hillis, 1; Edwin I. Baer, 1; Samuel Ward, 1; F. L. Coggin, 12; James Logan, 5; Harry A. Tompkins, 1; R. Keller, 2; John D. Lamond, 1; Frank W. Basley, 3; Ralph S. Bauer, 2; W. E. Cooper, 3; H. Taylor Rogers, 3; A. B. Daniels, 1; F. B. Towne, 2; W. H. Wallace, 2; W. J. Youmans, 1; Fletcher B. Gibbs, 1; Charles A. Lent, 3; Frank D. Waterman, 1; Charles N. Bellman, 1; James T. Lacey, 2; Edward Huber, 5; W. H. Brooks, 3; Sam Mayer, 1; Richard B. Carter, 1.

In addition to the foregoing particular mention should be made of the very active co-operation which has been extended by the houses of Eberhard Faber, the Carter's Ink company, National Blank Book company and the Chicago office of the Dixon Crucible company, in their efforts to increase our numbers, and an acknowledgement to these manufacturers is thus prominently made in the hope that others will follow their example during the coming year.

As has been heretofore urged, all members at large must assume a full measure of responsibility for the growth and vitality of the association for the good of the movement in general, and particularly in order that a notable recognition may be according to the achievements of the catalogue commission.

Not Always the Same. "What is your name?" asked the new teacher, as she was taking a roll call of her new class before disbanding for the summer.

"It's Jule."

"No, not Jule, but Julius," said the teacher, for the disliked abbreviations.

"Next boy, what's your name?"

"My name's Bill, but I suppose I ought to say Bilious."—Brooklyn Eagle.

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