NEW YEAR’S GREETING.

TO OUR EMPLOYEES AT HOME AND ABROAD:

The year that has just closed has been richly marked with the blessings of Peace and Happiness at the “Home of the 57.” As an organization we have made progress, not only commercially, but in that broader and higher purpose of surrounding our work and workers with an environment that makes for better manhood and womanhood.

This great nation of which we are proud to be counted a part during 1902 enjoyed a greater prosperity than ever before. Let us not be unmindful that great prosperity and blessings are always coupled with corresponding responsibilities. It behooves every true American so to live his private life and so to discharge his civic duties as to help maintain this nation in the high position it has taken among the powers of the world.

Let each of us strive during 1903 to live our daily lives in such a way that as individuals our progress may keep pace with the progress of our country. I cannot think of any blessing so great as to learn at the very threshold of this New Year that Love and Duty are the only things in life really worth the while—the only things that pay increasing dividends and never become bankrupt. Get more out of your own life by putting more into the lives of others. Be true; true to friends, to ideas, to truth, to your task. Do something every day that will help somebody else from which you cannot reap any tangible reward, directly or indirectly, now or ever. The reflex influence from such a course will help to build your character and give you power. There is no surer road to ruin than a selfish motive back of every action. There is no surer “foot path to peace” than the practice of unselfishness. Follow that Gospel of True Living throughout the year, and 1903 will bring to you a large measure of Peace and Happiness; and they are the highest forms of Prosperity.

Sincerely,

[Signature]
MANAGERS' FIFTEENTH ANNUAL CONVENTION.

THE Fifteenth Annual Convention of the managers and assistant managers of the H. J. Heinz Co. in the United States has now passed into history and holds an important place in the records of these gatherings for council and advice. It is interesting to take a quick glance over the lapse of years and see how these conventions, in which Mr. Heinz is such a strong believer, have grown and developed. The fire-side talks at the first milestone of our business, which stands to-day at Sharpsburg, grew to councils with his business associates, many of which were held in a grape arbor on a hill side there. The first general convention, composed of the members of the firm and the sales department, was held fifteen years ago in the office of the second avenue factory in Pittsburgh. The second one, however, was more general and our travelers were invited from the east and west to attend this council in a room a few blocks away from the factory.

As our business grew the number of delegates to our annual conventions increased until they numbered 125 at our fifth meeting in 1893. The delegations marched from their hotel to the factory behind the Keystone Band, the members of which were our own employes. We were then thoroughly established in our new home and had a rousing convention. Soon, however, the number of salesmen became so large and their territories so scattered that it was deemed impracticable to assemble them in this way every year, and consequently, in order to continue the system, a sub-division was made providing for an annual convention of the managers and assistants here at Pittsburgh, to be followed a few weeks later by salesmen's conventions at the different branches. But last year, as an exception to the usual procedure, the great International Convention of all of our representatives that could be spared from their offices and territories all over the world met at Pittsburgh to exchange ideas and assimilate the spirit of "the 57". This year we have returned to the established procedure and, although the fifteenth counts but a small portion of those present at
the fourteenth convention, it stands second to none when measured by the standard of work done and the benefits received.

On the morning of Dec. 15th the flags of many nations intermingled with a number of our "Stars and Stripes", as they waved from their staffs at every window in the quadrangle and on top of our buildings, bespoke the welcome to our visitors which was later pronounced in the Auditorium by Mr. H. J. Heinz. In the reception room and around the office the exchange of greetings and the first words of congratulation over the past year's work gave a pleasing indication of what the spirit of the Fifteenth Convention was to be.

The delegates who gathered in the Auditorium representing their respective branches were as follows: New York, Messrs. J. N. Jeffares, F. T. Matthes, G. W. Girod, M. L. Auchmoody; Chicago, Messrs. N. G. Woodside, W. G. Baker; Boston, Messrs. C. E. Hellen, G. W. Watson; St. Louis, Messrs. J. W. Adderton, E. L. Walker; Buffalo, Mr. C. A. Hald; St. Paul, Mr. A. Strange; Nashville, Mr. H. R. Roberts; Philadelphia, Messrs. H. W. Wood, W. Hance; Baltimore, Mr. G. S. Keck; Kansas City, Messrs. F. H. Knight, A. Kern; Cincinnati, Mr. C. P. Homrighouse; Cleveland, Mr. R. V. Norton; Columbus, Mr. F. B. Hamblin; Milwaukkee, Mr. W. H. Roth; Denver, Mr. J. R. Pierce. Then besides these and the members of the firm, all the heads of departments and several of the office force were present to have a share in the inaugural session of the convention, to renew in some cases the friendships of years standing and in others to form those social ties which bring the members of our selling and producing forces into that personal touch which contributes the most desirable element of fraternity to our business relations. The convention was opened with a prayer by Dr. S. Edward Young of the Second Presbyterian Church of Pittsburgh, following which Mr. H. J. Heinz extended to the visitors a hearty welcome from the firm.

"MANAGERS AND YOUR ASSOCIATES:

It is a source of pleasure and gratification, after a long expectancy, to reach the time when we meet again, face to face, to hear reports of the work of the year past, to exchange views, to compare notes, and to form plans for better and greater things for the future.

I wondered what I should say. I don't believe that I shall want to pronounce the usual welcome, because that has already been done, it has preceded me in a number of ways. First of all, the flags have been placed on the buildings. I spied them as I stepped off the car on Penn avenue this morning. As I entered the courtyard I said, 'What more of a welcome could our men expect than to know that the employees had joined the firm in displaying the emblems as words of welcome?' Again, as I entered this room, I found they had preceded me here by placing this word 'Welcome' in electric lights over the stage; so that what awaits you, at the very first glance you see they have placed before you.

You come from the North, from the South, from the East and from the West, representing every part of this great, growing and prosperous country; and the thought just comes to me, by way of illustration, "how we got together." Some time ago some one said—I think it was on this platform, too—that a father and mother were once conversing on the subject of where they came from, where they were reared, when their child, a little girl who was listening, after a while broke in on their conversation and asked—'Mamma, where did you come from?' Her Mamma replied, 'From Boston.' 'And Papa, where did he come from?' 'From Chicago.' 'Well, isn't it strange how we ever got together?'

It isn't strange to me how we all got together this morning, because, with the thought in advance of Christmas, we anticipate the time when we shall look into each others' faces and tell frankly of some of our troubles. But I am glad to say you haven't many troubles to-day. If you have, you have learned to rise above them; you have realized that your troubles and responsibilities are the things that develop men. I pity a man who has never had any.

Sometimes in conversation with men you hear how they have worried over mistakes and blunders. You may well say to them, 'God bless you—I know you now get something out of all of them.' I am sure I voice the sentiments of every one present when I say that has been your personal experience; therefore you can begin to grow. You have advanced far enough so that you can pass a good thing along and teach those with whom you come in contact how to grow.

It is told of a boy who had slipped on a banana peel how he seized the opportunity to tell others of the danger, and, just when a gentleman was about to step where he had fallen, said; 'Don't step there; that is where I fell.' As we slip and fall, as we all do, let us
rise again to higher and nobler purposes and profit by our falls—they are the very means of helping us to climb the hills of difficulty.

I do not wish to take up much more of your time just now. There are others you will want to hear from, and I am quite sure we at home will be glad to hear from you. Your individual homes you have left, and you have now come to your commercial home. Surely we want you to feel when you come here that it is your home as much as it is ours, and that you have helped to build this home, have helped to make possible in every way its growth to such proportions. I do not refer merely to its commercial side. There is another side, if you please—one that we do not consider of least importance by any means. I refer to the influence exerted in this home for character building. We want this place to stand for something more than the making of dollars; we want you to take that thought with you. The employees in this establishment, from the smallest boy in any department up, need no longer be talked to. We have had no occasion for three or four years to refer to a man's drinking habits, or his language, or his temper. These are some of the things that have helped to make this place a home to us, a place where we love to be. Some of the younger members of the firm ought to be away now, but they enjoy this home so much that they prefer work to a vacation. We want you to catch this spirit, to take it away with you, to invest your branch with it, so that from you and from them there will go out an influence that will make every employee feel that the place where duty is to be performed has all of the charm and attractiveness of a home.

As every building casts its shadow upon some adjoining building, so does every man cast his shadow—that is to say, his influence—upon those with whom he comes in contact. Let us plan to get as much out of our lives here as possible, by putting more into the lives of others—taking thereby a dividend in happiness that will mean more than a mere dividend in dollars and cents.

In conclusion, I thank you for your attention and will close by saying that you are once, twice, thrice welcome at this your Commercial Home. May you take away an inspiration and encouragement to continue in a straightforward course—the only course that will win out and gain for you the respect and confidence of your fellow men.”

To this Manager Jeffares of New York responded on behalf of the managers and their assistants with a short talk, replete with appreciation of the firm's attitude toward the branches and expressive of the earnest desire on the part of the managers and their assistants to realize the ideals which have been set for them. Then under the program heading “General Talks”, Mr. Mueller, Mr. Fred. Heinz, several of the managers and a few of the heads of departments here at the Main Plant spoke on the subjects most closely allied to their work, and thereby worked out that general introduction to one another which is the first step in every gathering of this kind.

After a trip through the plant and the first luncheon together, the members of the convention went into executive session to begin the real work of the week. Many and earnest were the talks and the general discussions which occupied the remainder of the week; and that the convention was a busy one need hardly be stated, when it is known that the final session did not close until late Saturday afternoon, and that several of the managers remained here until Tuesday or Wednesday of the following week to complete the business which they desired to take up with the firm.

Throughout the week many interesting addresses were made to the convention, both by members of the firm and by the managers and assistant managers, each of whom had assigned some subject which dealt with problems common to all. During one of his talks to the Convention Mr. Mueller gave an interesting review of the manufacturing department during the year, in which he drew attention in a forcible way to the large quantities of raw materials used in the production of “the 57” He spoke in part as follows: “‘Quality’ has been the watchword in the manufacturing department from the very day when this business was established and to this very moment we are urged and spurred on by the founder of the house never to let up, but to improve and make “the 57” better whenever possible. It may be interesting for you to know that for the production of Cider Vinegar, Apple Butter and Mince Meat, we have handled this season close to a million bushels of apples, and that this vast quantity had all to be taken care of in the period of not more than ten weeks.

The Hon. W. H. Graham, who represents this district in Congress, said in his maiden speech before that body: ‘There is a firm in Pittsburgh which produces a pickle for every living inhabitant in the United States.’ Had the pickle crop been an average one this season, we should have probably been able to say that
we could furnish every inhabitant, not only of the United States but of all of our newly acquired territories, with four pickles instead of one.

Let me add a few statistics which may be of interest to you. To produce the pork that was used in our Baked Bean department during the current year it required over 15,000 hogs.

The largest productive days in the Tomato Soup department required the cream of such a quantity of milk as could only be provided by 3,000 cows, each giving an average of two gallons of milk a day.

Twenty million pounds of glass were used to make the bottles for 1902.

Ten million square feet of lumber were required for our Box Factory and Tank Shop.

Over twenty thousand acres of the various products that we raise were under cultivation during the past year; and, assuming that the labor of two people was required during the harvest season to care for one acre, a vast army of forty thousand persons must have been steadily employed during that time.

Twenty thousand barrels of granulated sugar were used to sweeten the life of ‘the 57’.

If the apples which we received this season had been shipped in cars with average loads, they would have made a solid train covering ten miles of railroad track.

This year we had the largest onion crop in the history of our business. We could have supplied every inhabitant in this country, Canada, Mexico, and Central and South America with an onion apiece. If these onions were put on a string, they would make a pearl necklace 1070 miles in length.”

The following is a portion of the address delivered by Mr. Howard C. Heinz upon the subject, “The Spirit of the 57—From Factory to Manager.”

“In my opinion this business has always stood for two things—first work, second character building. Among the earliest recollections of my boyhood is that of father coming home at night with a large bundle of letters under his arm, to which he would give his attention until 11 or 12 o’clock. Then I remember that Mr. Mueller would reach the factory at half past six in the morning. He would arrive home late at night, but not too late to go to the radish works and pack into cases all of the bottles which had been filled with radish during the day. The business was then in its infancy. Long hours and hard work were then the principal asset of its present, the chief promise for its future. The spirit of the establishment then was work. It is work to-day, and it always will be work if this establishment is to prosper and realize its possibilities. The founders of the House had confidence in it and in themselves; they had confidence in the goods; they were determined to succeed, come what would. No matter how small was their force, how many their difficulties, how discouraging the outlook, they worked away, line upon line, precept upon precept; and
what we are to-day is the result of the spirit that dominated them then and is a part of the organization to-day.

The business grew apace. From First avenue we came to the North Side. Here we spread over a little more ground. Branches were established, expansion continued, until we had carried our operations to the uttermost parts of the world. Still the spirit of work was there. It seems to me this spirit is well exemplified in that of the beehive. Everyone is working, whether at home or abroad, for one common purpose, and that—the success of the House. Zealously maintaining the honor and dignity of the organization, undismayed by perplexing difficulties, with implicit confidence that they will win success, each one is faithful, each one adopts the same high standard of personal honor, has an abiding confidence in the wisdom of our business methods and a firm belief that there is no limit to the business, and that it is the best business in which he can be engaged. This is the spirit that animates members of this organization, be they in the factory or office, on the farm or on the road.

In the course of time an idea was evolved and developed which now constitutes a part of this ‘Spirit of the 57’, namely, that there is a little more in life than mere dollars and cents. The man who works from day to day and gets nothing out of it but dollars and cents gets very little of the best that is in life. As father says, if we don't get a little bit of heaven here, how are we going to take it with us or enjoy it hereafter?

So it seems to me the ‘Spirit of the 57’ has come to stand, in a broad view and in the last analysis, for character building. We read of fortune building and empire building, but higher and nobler in every way, for time and eternity, is character building. Character is what we stand for. It is the sum of the qualities that makes one individual different from another. It is the impression that we make of ourselves upon others. In this great land of ours, where there is equal opportunity for each and every citizen to develop the best that is in him, irrespective of race, creed, and even sex, the value of character has long been recognized. Wealth may dazzle us, wit may charm us, genius may attract our attention, but the final standard by which the majority of the sturdy American people test the personal value of the individual is character. To that is the final appeal made; by that does the individual rise or fall.

The matter of character is no less important to a business than to an individual. If the pickle business of the world isn't any better for our having been in that business, what have we stood for? Just so in the case of the individual—if he dies without this world being any better for his having lived in it, what has he stood for? What has he lived for? We are working onward and onward. To stand still is to go backward. This spirit, which pervades every one in this establishment, must be passed on. We must have an aim or a goal in view. And could we have a greater one than to make this spirit so pervading, so incorporated into the warp and woof of the lives and character of our people, of such an influence upon them that, should any man leave this establishment for any reason and go to another, it would be a sufficient recommendation of this man to say that he had been employed here. His past associations would tell what he stood for; they would define his character.

The ‘Spirit of the 57’ has been sent out among you men. The responsibility is upon you to hand it to your assistants, and through them to have it handed on to all those with whom you come in contact. We can only hope the younger men will take it up and pass it on, this ‘Spirit of the 57’.

While the managers and assistants came here essentially for the purpose of working, for business quite as exacting as the supervision of their own branches, the old proverb that “All work and no play makes Jack a dull boy” was not allowed an opportunity to be tested, for almost every evening of the week they were entertained in some way. They dined at different times with Mr. Evans, Mr. Mueller and Mr. Robinson, and on Wednesday evening Mr. W. P. Kuipers gave a most enjoyable card party for his fellow managers. Then Friday evening, at the invitation of Mr. Heinz, they spent some time inspecting the curios in his museum and the numerous works of art which he has gathered to his residence from all parts of the world. After this they separated for a while to enjoy the recreations of the bowling alleys and the billiard room before sitting down to the enjoyable supper which brought the evening to a close.

As the managers and their assistants returned to their different branches on Saturday and during the first part of Christmas week, they went away full of enthusiasm and well prepared to impart to the conventions of salesmen, soon to be held at the various branches, the new ideas gained in the Fifteenth Annual Convention.
PICKLES

AN EDUCATIONAL TRIP.

Mrs. Dunn, forewoman, Manufacturing Department, Miss Sullivan of the Sociological Department, W. F. Gibson of the Time Office and J. S. Foster of the Advertising Department give an account of their interesting trip through Ohio.

It has always been the policy of the firm to adopt the latest improvements and innovations which will increase the efficiency and add to the comfort of the employees at "the Home of the 57", and this trip through Ohio was but an extension of this policy in order that an opportunity might be afforded for observing what our fellow workers are doing and to spread that education of travel, in which our founder so thoroughly believes. Anyone who thinks that the American manufacturer of to-day is not solicitous of the welfare and comfort of his employes has but to inspect the factories visited by our party to have this erroneous belief dispelled.

We left Pittsburgh by the Pennsylvania railroad on December 3rd for a ten days trip through the principal manufacturing centers in Ohio. Our itinerary took us to the following cities: Cincinnati, Dayton, Columbus, Cleveland and Akron. We enjoyed the opportunity of visiting the various points of interest in each of the cities where stops were made, such as parks, public buildings, residential sections, etc., but inasmuch as many of the readers of this article have seen these things or read of them, we have concluded to confine this report to an account of the things that impressed us at the various industrial establishments visited; for the average visitor does not carry his sightseeing to the factories, nor make an investigation of the conditions under which they are operated. With one exception—the National Cash Register works at Dayton—the plants visited had no provisions for receiving regular visitors and almost all of them refused us admission until they were told we came from "the Home of the 57" in Pittsburgh and learned the purpose of our mission. Then we met nothing but the most cordial hospitality and willingness to do everything possible for us.

Arriving in Cincinnati on Thursday morning, we established our headquarters at the Gibson House. Our first visit was to the plant of the United States Printing Company, whose Brooklyn branch turns out many of the labels used on the bottles and packages of "the 57". This company confines its work to the manufacture of labels. One noteworthy feature of all the plants visited first came to our attention in their press room, where each press is supplied with a separate electric motor, and thus no belts for transmitting power are anywhere used. Mr. Schwarm, who guided us over the plant showed us the interesting work in the school where boys are taught the art of engraving on stone and the proficient ones prepared for subsequent employment in the engraving room. We also found there, as we did in the other modern
factories, a complete system of automatic fire sprinklers and fire doors besides numerous racks of buckets distributed about the plant.

Thursday afternoon we took the trolley to East Norwood, that most model manufacturing suburb, where are located in the center of attractive parks and lawns the four large plants we visited that afternoon and Friday morning.

First we went to the Bullock Electric Company, with its three low buildings of buff colored brick, which house the busy shops where its electric motors are built. There the harnessed lightning reigns supreme. In the main building hundreds of electric motors run as many separate machines, electric cranes lift up and convey raw material and completed motors from place to show bills for theatrical advertising are thrown off the great presses. The plant is a model one in every way, embracing the most improved apparatus for enlarging photographs and drawings, for performing the work of lithographing and even including facilities for manufacturing the ink used on the posters.

At the United States Playing Card Company's works, which stand at the end of a beautiful boulevard nearly half a mile long, we found the same attractive and healthy surroundings which are characteristic of all the Norwood establishments. As visitors are not usually allowed to go through these works, we appreciated thoroughly the exceptional arrangements they made for us. Their Mr. Hayes ex-

place and load the cars which are shifted about the yards by an electric trolley, while in the beautiful big engine room automatic stokers have replaced the human shoveler. We found here an interesting system of work prevailing. The foreman of a department, when he assigns a piece of work to one of his operators, gives him an estimate of the time required for finishing the task, and, if the man completes the work in less than the estimated time, he receives a bonus of half pay for the amount of time saved. In the lawn before the building stands a great iron flag pole on which the U. S. weather signals are daily displayed.

From here we went on to the United States Lithograph Company, where the posters and

plained to us the intricacies of the process of turning out perfect packs of cards and showed us step by step the course of the cards through the machines. Great care is exercised in inspecting the backs of the cards to insure that uniformity in the deck which is the first essential; for if one card is of a slightly different shade or size from the others or bears any defective lithographing it can be readily "spotted" by shrewd players and will greatly detract from the value of the deck. When inspected and sorted the cards are placed on large revolving tables and assembled into packs just as a book is put together in a bindery.

In the center of another picturesque park is located the Globe-Wernicke Company's factory,
where are made the sectional or "elastic" book cases, filing cabinets, desks and distributing files, for which this company is so well known throughout the country. The plant, modern throughout and one of the most complete of its kind in the world, is a marvel of perfection in its construction and appointment. At one end the green logs, cut into lengths of three or four feet roll into a tank of boiling hot water, from which they are lifted and put into the lathe where a powerful knife shaves off the wood in thin sheets to be dried and used for veneering. These in turn are steam dried, glued together in three layers and pass on to be used as the covering for the desks which seem to be completed at the other end of the factory but a few moments after the rough timber has entered the building.

Friday afternoon found us on our way to Ivorydale, the home of Ivory Soap. We saw the ingredients of this well known household soap come into the plant in big tank cars, very much like our own new vinegar cars, watched them boiling in the great eight hundred barrel vats before being run out for the final heating in the smaller kettles, and there learned that the heating of the liquid just prior to cooling is the cause of its buoyancy. From these kettles the oily fluid is drawn off into cooling tanks, which hold eleven hundred pounds each and which are mounted on trucks so that they can be moved over into another part of the building and left for two or three days to harden. When the mass has cooled sufficiently it is cut by wires into five sections and these are then passed on to the modeling machines which press and print the small cakes ready for wrapping. In their finished form these are borne along on a traveling belt to the girls who wrap them and place them on another belt, which carries them to the packers. When a case is filled, it travels to the nailing machine to have its cover fastened home and then slides down a chute to the warehouse for storage until the time of shipment.

Saturday was spent in a visit to the Lucky Cigar Factory, where Mr. Lucky was kind enough to personally show us over the different departments and to explain to us many of the interesting features of his business. After that we called at our Cincinnati branch.

Monday we reached Dayton and were anxious to see the home of the National Cash Register, of which we had heard and read so much. Nor were we in the least disappointed, but rather surprised that the reality so far surpassed our most fanciful expectations. Mr. E. S. Thomas, in charge of the Advance Department, gave us
a most cordial reception and showed us every kindness possible during the day. To attempt a detailed description of the operations of the plant and of the accessory features in connection with the work of the Advance Department is out of the question. We can only tell of some of the more noteworthy things we saw and heard.

In the factory we watched the metal and wood gradually take form and shape and receive the devices and decorations, until from the shipping room went forth the completed machine. The equipment necessary for this work embraces besides foundry, machine shop and finishing room, a plant for gold lacquering and electroplating, a tool shop where the tools used in the factory are made, and a testing room, in which the keys of all machines undergo a thorough endurance test.

Then we visited the printing department, where the "N. C. R." the company’s bi-weekly publication, "The Advance", a monthly magazine published by the girls’ club, and all the company’s advertising matter are prepared for the public. The new temporary dining room for the girls was opened that day and we were fortunate enough to be present when the girls took their seats for the first time. While Mrs. Dunn and Miss Sullivan had luncheon here, Mr. Gibson and Mr. Foster were taken to the officers club and entertained during the noon hour.

Near the clubhouse are located the garden plots set apart for the boys of the place, whether they are sons of the company’s employees or not. Each one has a bed 10x15 ft., is furnished with seeds and tools for its cultivation and then has the opportunity of competing for cash prizes offered for the best garden. Then not far away is the House of Usefulness, which under the direction of Miss Garretson offers the advantage of a library and of instruction in many useful subjects to both the employees and their children and to the children of the neighborhood.

As we left late in the afternoon, we carried away with us lasting impressions of the hospitality of the N. C. R. Company and of the wisdom of its president, Mr. John H. Patterson.

Monday evening we traveled to Columbus. After calling at our branch Tuesday morning we went through the plant of M. C. Lily and Company, manufacturers of flags, badges and uniforms, and then we separated to visit the State Capitol and the Ohio peniteniary. That evening we reached Cleveland and on the following day went through the works of the Sherwin-Williams Paint Company and those of the Forman-Bassett-Hatch Printing Company.

On Thursday we took the trolley to Akron to visit the Goodrich Rubber Company’s plant and that of the Werner Printing Company. Unfortunately we had only time enough to go through one of the departments in the former and but a portion of the latter. One order alone that is now being filled, we were told by Mr. Werner, calls for 130,000 sets of the Encyclopaedia Britannica of thirty volumes to a set.

Friday we spent in and around Cleveland, and on Saturday in a violent wind and snow storm we left for Pittsburgh where we arrived that evening, tired and glad to be at home but thoroughly pleased with our outing.

In conclusion we wish to extend our thanks to the firm for the privilege of being permitted to enjoy this, the first educational trip inaugurated by the company, and to say that the sense of enjoyment it gave us is equalled only by our appreciation of the firm’s kindness.

Signed Dunn

A. P. Sullivan

W. J. Gibson

J. O. Foster
THE CHRISTMAS FESTIVITIES.

The full enthusiasm of Christmas revealed itself in the girls' dining room on Monday, the 22nd, when the girls from all over the factory gathered for their Christmas banquet. About six hundred girls partook of the dinner, while in one corner of the room there was a table at which were seated the members of the firm and several of the branch managers who had remained after the close of the Convention during the preceding week. During the meal music was furnished by Mr. Krueger's orchestra and, after the coffee had been served, Mr. Mueller arose as toastmaster to introduce in turn Mr. Evans, Managers Woodside, Keck, Adderton and Pierce, followed by Mr. Howard C. Heinz and Mr. H. J. Heinz, all of whom made short addresses apropos of the occasion and of the season. Then when the speeches were over, the girls adjourned to the Auditorium to indulge in dancing and merrymaking during the rest of the afternoon.

On Tuesday the men gathered at noon for their Christmas dinner, at which informal talks were again given by members of the firm and responses made by representatives of the employees. On behalf of the men who regularly take their dinners in the men's dining room, Mr. Louis Kramer, head of the printing department, presented John Poe, their cook, with $25.00 in gold as an expression of their thanks to him for his efficient management of the dining room. At the same hour on Tuesday the members of the office force had a very jolly dinner in the Auditorium.

These gatherings were followed on Wednesday at two o'clock by a meeting of all the employees for the twenty-seventh annual Christmas entertainment. For the past two years presents have been given to the children and younger brothers and sisters of the employees; but this year, in accordance with the former custom of presenting each employe with a gift for himself or herself, the men received silk handkerchiefs and the girls lace ones.

The Auditorium had been beautifully decorated with ropes of running pine and wreaths of holly, while on the stage had grown a great Christmas tree that twinkled with innumerable little colored lights and hung heavy with the Yule-tide decorations. When the seats had filled, the following program was given:

Selection by the Orchestra; Choral Society—"Birthday of the King"; recitation—Minnie Neumann; selection by the Orchestra; recitation—Mr. David Timothy; Choral Society—"Nazareth".

After these excellent and well rendered numbers, Miss Minnie Neumann presented Mr. H. J. Heinz with a large bouquet of flowers from the girls in the factory, which Mr. Heinz accepted with a brief talk full of sympathetic appreciation of the gift; and Miss Stella Sutter then spoke for the girls in a similar presentation to Mr. Mueller. Following this, Mr. Mueller was asked to read to Mrs. Dunn, forewoman of the manufacturing department, the accompanying letter from all the girls, and to give her on their behalf a leather upholstered couch as a more material expression of their gratitude.

"To Our Dear Friend Mrs. Dunn:

We, the young ladies of the factory force desire to express to you on this occasion, so replete with the spirit of good cheer, our united sentiment of good will and appreciation.

For many years you have passed in and out among us, shedding impartially the kindly light of a genial spirit. Considerate and thoughtful for the comfort and happiness of others, you have been at once our advisor and friend. Requiring from us always a just measure of return for what we receive, you have yet been charitable towards our faults and shortcomings; constantly seeking by example to lead us to higher purposes and inspiring us with that enthusiasm which lifts all work above mere drudgery. While ever ready to promote our plans for pleasureable recreation, your helpful sympathy is never denied when sickness befalls or misfortune overtakes. Thus, through words and acts without number, you have endeared yourself to all.

That the honorable position which you hold among us is richly deserved is attested by the respect and affection of your associates as well as of the firm which you have served so long and so faithfully.

May it add to the joy of your Christmas, to the happiness of the New Year and of all the years to come, to know that your unselfish labors have not been in vain; and that you live forever enshrined in the hearts of

Your Girls at the 'Home of the 57.'"

As the employees scattered to their different departments to receive the gifts awaiting them, the oft heard wish for a "Merry Christmas" came as a pleasing assurance of what the week had already proved itself to be.
Every one who is old enough to appreciate the significance usually attached to the passing of the year realizes that this is the season for retrospection and for the balancing and recasting of life’s accounts, the season when introspection and resolutions reign supreme. If human nature were stronger and our characters more nearly perfect, we could fearlessly follow the example of the author of “Elizabeth in Her German Garden” and not worry about New Year’s resolutions. She says that it is much easier to do right all the time and thus not allow habits to accumulate for a general clearing up at the end of the year like a bundle of long neglected letters.

Pickles heartily endorses this theory of living and wishes to bring it to the attention of those who have never chanced to catch this view of the New Year’s resolution question. Yet in any case some clearing house movement at a definite season of the year is highly advisable for all of us. Take a healthy peep into your own soul. See what is not in order there and try to set it right, remembering always that no degree of success or perfection as measured by the plaudits of others should satisfy you. Only when you have satisfied your own inner conscience will your ideal have been attained. If you make New Year’s resolutions, keep them and you will be the stronger for it. But better not make them, if they are to be disregarded.

Before another issue comes Our Birthday from the press, Pickles will have had a birthday. Our “first appearance” in the world of printerdom was made on January 25, 1897, when as a small four page sheet we announced with almost our first breath that we had a serious and joyful purpose in life—to advance the “interests of the traveling salesmen and representatives” of “the 57”—It is necessary here to drop the metaphor.—In October, 1897, we expanded to eight pages and when that Christmas came round we were given our first cover, although it was not until the November following that we boasted of having regularly an outer sheet. In July, 1901, a slight change in our policy was announced. Since then we have appeared “in the interest of the employes and friends” of the H. J. Heinz Co. With our later life most of you who read this are probably familiar. Let us turn then for a moment’s glance into the future. It is our purpose during the coming year to make a few minor changes but in the main to conform to the established precedents of the past. What we hope will prove to be one of the innovations most fraught with benefits to us all is the establishment of a corps of branch correspondents who will help us to carry out our desire to keep the scattered representatives and friends of “the 57” in as close touch as possible and to increase that community of interest between them which touches the welfare of each one with the sympathy and encouragement of all the others. To accomplish this purpose we must have the hearty support of you whose interests we endeavor to conserve. Let each salesman send us whatever he can about the work or success of himself or of others and let each branch keep us informed of whatever transpires at these outposts around “the Home of the 57” that will be of interest to the others. Then we shall surely have a happy, prosperous year and you will have helped to make it.

By recent cable advices we learn that our Mr. MacWillie is about to leave Australia for South Africa, where during the past year our agents, without the assistance of any personal representatives in their territories, have done a volume of business showing a marked increase over that of the previous year.
AGENCY AND BRANCH CORRESPONDENCE.

BUFFALO

The accompanying cut shows the enlarged building of Crick Bros. in Niagara Falls, now one of the most prominent grocery firms in western New York. The business had its inception in a small store opened by Richard Crick in 1885, expanded in 1892 to give the two brothers John C. and C. F. Crick places in a partnership and later was still farther enlarged when Messrs. Lawrence and Robert joined the firm. And as the business has increased, so has its home been enlarged and improved, until now this well equipped store, with its comfortable Russian leather divans and its flooring of mosaic marble, ranks among the most expensively furnished stores of its kind in the State. They deal not only in groceries but also in oysters and meats, and are now making a specialty of "the 57 varieties", as can be seen from the well arranged display of our glass and canned goods in their window. Back of the pyramids of our goods they have a large oil painted sign which reads: "Headquarters for the Heinz '57' Varieties of Pure Food Products. If it is Good to Eat, we've Got It", and which shows the motto that has so largely contributed to their success. As they are careful to live up to this motto as well as they can and to sell only the very best of goods procurable, they find that the public appreciates their efforts and enables them to conduct a "strictly cash business".

We desire to extend our thanks and congratulations to the Crick Bros. and to wish them a prosperous New Year.

As a man grows in experience his theories of conduct become fewer.

BOSTON

Dont Talk or Think Limitations.

Make up your mind that the Creator made you to enjoy life and to have all the good things in this world necessary to your well-being and moral and spiritual growth. Think large things
for yourself; for God did not set for you the
narrow limit which you have in mind. Limita-
tion in thought will certainly produce limitation
in possession. If you are convinced that you
will never have much, that you are poor and
will remain so, the chances are ten to one that
you will.

How can you expect to expand your life, to
enlarge your possessions, to widen your sphere,
while you think and talk limitation? Enlarge
your horizon; be generous to yourself in thought
and ambition. The Creator never made people
to limp along the starvation line; there are
enough resources in the world to make every-
body well, happy, and contented. The great
trouble with us is that we circumscribe ourselves
by thinking within narrow limits, "As a man
thinketh in his heart, so is he".

"Every great and commanding movement in
the annals of the world is the triumph of enthu-
siasm. Nothing great was ever achieved with-
out it."—Emerson.

Mr. G. B. Tillinghast, our Providence, R. I.,
representative, reports a case of establishing
confidence in the mind of the grocer which may
be new to some of the boys.

After he sold a customer Heinz Pure Pickling
Vinegar, a competitor came along and offered
"just as good" for half the money. Practical proof
was necessary to convince the merchant who
was in the right; so a gallon of each vinegar
was procured, a glass jar was filled with each
and navel oranges were packed therein. After
only four weeks the "just as good" jar was a
black mush, while the Heinz Pure Pickling
Vinegar had preserved the oranges in perfect
condition.

H. J. HEINZ CO.,
Boston Branch.

Dear Sirs:-

Your salesman has worked this town thor-
oughly house to house canvassing and we are
greatly pleased with the results and consider it
the most up-to-date system of selling and intro-
ducing goods to the consumers that we know
of. Thanking you for favors your Mr. DeLoriea
has rendered us, we remain

Yours truly,
C. A. Leland & Son.

"We're in a pickle now," said a man in a crowd
"A regular jam," said another.
"Heaven preserve us," exclaimed an old lady.

ST. LOUIS

Mr. G. K. Hall gives us the following infor-
mation as to the price paid for some of "the 57"
in Mexico: "I notice in a recent edition of
PICKLES a comment upon the fact that in
South America a Style 'B' jar of Heinz Pre-
serves retails at $2.00 in the money of the coun-
try, with the remark that people in any country
appreciate good goods. It may interest you to
know that in Mexico, where I have the honor of
representing our house, the retail price of a
polygon jar of Heinz Preserves is, in the silver
money of that country, from $3.00 to $3.50.

If these statements shall have the effect of en-
couraging some Heinz salesman who is afraid
of his price being too high, it will have accom-
plished its mission."

Strong men can well afford to be
gentle—those who know can well culti-
vate silence.

PHILADELPHIA

How Sales can be Increased.

Under the above heading we wish to give you
the results obtained by two of our salesmen last
Saturday afternoon and evening at a demonstra-
tion which proved very successful from many
standpoints. Many salesmen representing our
house have an idea that work cannot be done
on Saturday afternoon and evening. We wish
to state that all the salesmen at this branch are
making good use of the few hours at this time
to pay at least half a dozen calls, fix up the stock
of the merchants, dress their windows, assemble
all of our goods in one place in the store,
demonstrate the goods, tack up advertising
matter and make themselves generally useful,
the result being that increased sales inevitably
follow this kind of work. If any customer
claims that he cannot sell our goods, the sale-
man makes arrangements with one of our
other salesmen and the two go to the store to-
gether, work up a demonstration, re-arrange
his goods for him in an artistic way, and we
have yet to find any case where this has not in-
creased our sales to the merchant. We never
allow our salesmen to feel that they must work
on Saturday afternoon and evening and we tell
them so frankly, but we have great pleasure in
saying that every one of them finds delight and
profit in the work described. We commend
this work to salesmen who have never given it a trial and we feel confident that no social function will prove more enjoyable than one at which you are working out a happy solution of "How Sales can be Increased".

To make our present illustration more convincing, we give a list of goods sold at the demonstration by P. J. Hersh on Saturday, December 6th, at the store of John M. Beidler, Philadelphia: thirty-seven cans Baked Beans, seven 3-lb. crocks Apple Butter, four bottles 10-ounce Octagon Ketchup, two bottles Mustard Dressing, seven bottles India Relish, one bottle Sour Midgets, two bottles Tomato Chutney, two 14-ounce Sweet Gherkins, one quart bottle Malt Vinegar, one bottle Clifford Sauce, two 8-ounce bottles Polygon Mustard, three bottles Pint American Chow, Mixed and Plain, one bottle 18-ounce Octagon Chow, two pounds Extra Family Mince Meat.

One of the largest pastry and confectionery firms in this city is building up an excellent business in making mince pies for export to Europe. A few days ago the head of this firm told the writer that he is sending these pies to London, Berlin, Paris and other points on the continent, besides supplying them in large numbers to local restaurants in Philadelphia. In the manufacture of these pies he has used exclusively our Extra Family Mince Meat, and he estimates that before the end of the season he will have made up from forty to fifty barrels of our product.

Salesman D. W. Merritt tells how he induced one customer to take up the sale of Apple Butter from eighteen pound crocks: "I had a customer who refused absolutely to see the advantages in selling by the pound from an eighteen pound crock of Extra Family Apple Butter. 'No call', 'Too much trouble', and replies of that sort were his constant answers to my arguments. Passing his store late the other afternoon I dropped in and said to him: 'Mr. ——— I don't want to carry this crock all the way home. Will you kindly keep it here until morning? Set it there on the counter and if you can sell a pound or two of it before I call, you can keep the money for the rent of space. When I called in the morning he had sold two pounds and at once gave me his order for this variety'.

On Tuesday, November 25th, the "57" Varieties Club was entertained at dinner by the Misses Schuberts of 327 Central Park West, New York City. The hostesses had prepared a menu composed of the "57" and included among their guests the "Vinegar Girl". The "Song of the Pickle Man" helped to make this a thoroughly "57 variety" evening.

One of our largest buyers in Connecticut is Mr. J. A. Pilgard, proprietor of the Union Grocery in Hartford, to whom our Mr. Voorhis recently sold a car load of "the 57". Mr. Pilgard's is one of the largest stores of its kind
in New England, embracing as it does ten separate departments with a foreman over each and with a force of forty clerks to care for his customers. In speaking of the different departments, Mr. Pilgad said "Our delicatessen trade is one of our greatest features. We have a French chef who has worked at this business all his life. He has been with us since our early days and consequently appreciates fully what our customers want. He insists on Heinz Pickles, Chow Chow and Preserves and always displays them in white porcelain dishes on his counters. In our grocery department you will find twelve large shelves loaded with Heinz bottled goods as well as the supplies of Malt, Cider and White Vinegars. We sell for cash only and do not have to cut prices on Heinz goods to dispose of them, for they are as good as gold dollars to me or to any other merchant; and as long as Heinz puts up such goods at popular prices, I will sell 'the 57' while I continue in business."

"To love one's friends, to preserve a right mental attitude—the receptive attitude, the attitude of gratitude—and to do one's work—these make the sum of an ideal life."

CINCINNATI

The visit of our first educational party composed of Mrs. Dunn, Miss Sullivan and Messrs. Foster and Gibson was made the subject of interesting articles in the leading Cincinnati papers of December 9th.

Mr. J. C. Decker of Dayton, Ohio, has the happy faculty of combining business with pleasure. On the way to Columbus to attend the convention of the Retail Grocers of Ohio on December 3rd, he so lavishly distributed that ever popular variety—the pickle charm—that the Dayton delegation was mistaken for a Heinz convention. Dayton was better represented than any city in the State and carried off the convention for 1903.

The Dayton, Ohio, people have a convincing way of showing their appreciation of "the 57". They have consumed five mixed cars since October 15th and have orders for two more before the first of January.

The accompanyting letter, written by Miss Helen Alberger in the Cincinnati office, was sent out in circular form to the salesmen connected with this branch:
"There are times when we indulge in self-pity and take a mournful sort of comfort in thinking every one else has an easier time of it than we have.

The most popular people are those who never tell their troubles, and let the world believe all goes well with them even though they have to skirmish around most energetically to pay "the butcher, the baker and the candlestickmaker". This world of ours is a good-natured old cynic and favors the sturdy nature that thrives on hardships and keeps a bold, brave front to the last.

We don't mean to say that Heinz men have the hardest lot in the world, although some seem to think so, judging by the gloomy, pessimistic looks they assume on being told to cut certain articles from their list.

Be ambitious but not discontented. Still, do not confound content with inaction. A drove of pigs went by the other day;—one of these interesting quadrupeds suddenly flopped down and blissfully wallowed in a huge mud puddle. If anything ever looked contented, that pig did.

Sympathy is very sweet in its place, but there is a little too much of the gratuitous kind flying around loose. When your grocer friend offers the soothing balm of his sympathy over hardships (real or imaginary) imposed on you by your House,—rise in all your manly dignity and proceed to "squelch" him. Let him know that Heinz can’t be blamed because the weather was hot when it should have been cold and cold when it should have been hot—because the pickle crop was short and fruits and vegetables scarce—but dwell with glowing enthusiasm on the varieties you have to sell, and you will always find that you have more articles in your list than you can do full justice to.

A great writer has said that any human life, however humble, could furnish material for a noble poem or a great play. If we took this view of it, the apparently insignificant duties would become ennobled; and, while battling with present difficulties, we would still look and hope for better things.

Very truly,

H. J. HEINZ CO.

H. I. A."

LONDON

The following is an extract from a talk on Evaporated Horse-Radish given by Mr. E. H. Williams in one of our weekly conventions:

"Disraeli said: 'Do not sneer at sentiment for the world is governed by sentiment', and other modern authorities declare that 'Sentiment stands in the way of advancement'. Be that as it may, personally I prefer a little sentiment. It appears to make one's life and work happier and more interesting. There is to me a touch of sentiment about Horse-Radish in connection with the firm.

As you are aware, the nature of the Horse-Radish root once planted and established is to spread until it becomes difficult to dislodge. The foundation of this great firm was laid in three quarters of an acre of horse-radish. The Heinz Horse-Radish has been true to its character, inasmuch as the roots have spread all over the civilized world, carrying other varieties with them."

A gentleman is one whose virtues are not founded on self-interest.

CHICAGO

The Chicago branch has recently added another variety to "the 57". The new article is a bowling team which is a member of the Benzinger League of Chicago, which in turn has a place in the Illinois Bowling Association. The "Heinz 57", as the team prides itself upon being called, has demonstrated its right to a position among the other varieties by winning the first two matches of three games each, one by taking two out of the three and the other by making a clean sweep. When the League’s tournament, which extends over a period of about four months, is finished, the "Heinz 57" hopes to have made good the comparison drawn between them and "the 57" by one who said at the beginning of the matches—"They can't be beat."

Mr. F. H. Knight of the Kansas City branch and Mr. Curran of Omaha called at the Chicago branch on Saturday, the thirteenth. They left the same evening for Pittsburgh in company with Messrs. N. G. Woodside, W. G. Baker, W. H. Roth and A. Strange.

Mr. G. H. Capps has just sold and delivered a car of Keystone Kraut to M. A. Golobitsh, one of his customers in Joliet, Ill.

"Mamma", said six-year-old Harry, as his mother was giving him his bath, "be sure and wipe me quite dry, so I won't get rusty."

—Ed.
THE REALIZATION OF OPPORTUNITY.

"Master of Human Destiny am I!\nFame, love and fortune on my footsteps wait.\nCities and fields I walk; I penetrate\nDeserts and seas remote, and passing by\nHovel and mart and palace—soon or late—\nI knock unbidden at every gate!\nIf sleeping, wake—if feasting, rise before\nI turn away, It is the hour of fate,\nAnd they who follow me reach every state\Mortals desire and conquer every foe\Save death; but those who doubt or hesitate,\Condemned to failure, penury and woe,\Seek me in vain and uselessly implore.
I answer not, and I return—no more!"

It is said that opportunity visits every one once in a life time; yet in a minor way it is always before us. One of the human failings is that "having eyes, we do not see", or will not see until often-times too late. The close proximity of opportunity has a tendency to prevent us from realizing its presence. We fail to take advantage of it because we do not fully comprehend the benefit to be derived.

So, many times, the removal of opportunity will quicken the senses to "what might have been". It is our weakness that leads us in a pursuit not immediately productive to carelessly abandon the undertaking with the notion that the object sought is not there; whereas the object is within easy reach, would we but believe it exists and push on in that confidence to full attainment.

Only when another steps in and picks up what we throw down, do we sometimes realize an opportunity lost. We may have in our possession, or have offered to us, something of exceptional value, of extraordinary possibilities, and yet fail to realize it. We all remember when Barnum bought Jumbo from the Royal Zoo of London. No sooner had the bargain been closed than our English cousins realized their loss. They knew all the while that Jumbo was a big elephant, a very big elephant, but they had not realized that he was "the very biggest elephant in the world" until Barnum began to advertise him as such. Before Jumbo could be removed, Barnum was offered a handsome advance on the purchase price, the sum being raised again and again if he would only leave Jumbo with them. They now knew the value of Jumbo! When his agent had cabled concerning Jumbo, Barnum instructed him to buy; for instantly he saw the opportunity and realized that possession of the biggest elephant in the world was wherein the immense advantage lay.

And so, as salesmen, are we alive to the opportunities in the line of "the 57'? Do we fully comprehend the possibilities in each of these varieties? Is there anything in having not "just as good", but in having the very best?

As salesmen, have we seen the occasional merchant with an item of distinct merit on his shelves and heard him say, "There is a good thing, but I do not seem to be doing much with it"? Have we suggested to that merchant that he send our line around with his clerk or solicitor, recommending that his customers try them? The fault of the merchant lies in his failure to realize what he has. He knows it is "a good thing", but he does not realize its possibilities. To admit a distinct merit in an article and then do nothing with it, is simply to neglect an opportunity. But to have the right article and to handle it properly is a realization of opportunity.

If we can but bring ourselves to feel that the fault is more often with us than with anybody or anything else, we will profit accordingly; and in proportion as we realize the opportunities before us and push on to the end sought, in such a degree will our success be measured.

W. H. GRUBBS,
Cincinnati Branch.

A DAY'S DUTY.

We hear it often said that life is but a day. It is said to express the shortness of our stay upon earth. It is said for the most part sorrowfully. Let us reverse it and say, with more striking truth, that each day is a life, fresh with reinstated power, setting out on its allotted labor and limited path. Its morning resembles a whole youth. Its eventide is sobering into age. It is rounded at either end by a sleep—unconsciousness at the outset and oblivion at the close. We are born anew every time the sun rises and lights up the world for man to do his part in it. One thing at least may be shown of each day as it dawns and darkens; it is that every one, short as it may be, embodies the fullness of the past and indicates what is long afterwards to come.

F. T. BAILEY, Chicago Branch.
ASBURY PARK BABY PARADE.

At last summer's baby parade at Asbury Park, N. J., in which about 600 little ones took part, Donald Mackenzie was awarded the Heinz Loving Cup as first prize for children dressed in costumes portraying life in foreign countries. It is a pleasure, for us to be able to present Master Donald and his mother's appreciative letter to our readers.

Messrs. H. J. Heinz Co.,
Pittsburgh, Pa.

Gentlemen:—We have sent you this day, under separate cover a photograph of our son Donald Mackenzie, who took first prize, the "Heinz Cup", in the recent Asbury Park Baby Parade. Owing to the inclement weather we were unable to get the photograph sooner or else we would have sent one before.

Allow us to thank you for your handsome donation which was awarded to our son. It is needless to say it will always be held as one of the highest treasures in our home.

Wishing you ever success, we are,
Most cordially yours,
Mrs. A. Mackenzie,
81 Halsey Street, Brooklyn, N. Y.

THE DIMINSTRASHUN!

"Oi say, Mrs. Muldoon, did ye see the Diminustrashun that Mr. Hinze, the Baked Bane man, was doin up in Mr. Bitler's store on 5th St. Och it was gran! The gentlemin had a wee counter all to theirselves. Wan iv thin bi the name iv Mister P. J. was head man (did ever ye hear sich a name) an ye should have seen him hand round the purtiest wee chainey plates ye ever saw with banes on thin and silver spoons to ate with.

Thin a feller frum Irelan comes up to me and says he "Heve a sample of Apple butter"—(The saints prasave us). Who iver heered iv apples givin butter. Cows butter is good enough for me, says I, but says 'e, Cows is 34 cents a pound and you'll get three pounds and this beautiful wee crock for 35 cents, and where thers childer, says 'e, ye ken aislsee it'll go three times as far and with that he hands me a cake with about an inch thick iv apples butter on it. Taste it, its gran, says he.

Thin I begun to think iv the seven childer an even my auld man, how they make the butter fly and thinks I, here's where I kin save the price iv 2 pounds iv the best Cows Butter. So I bought wan, and I'll tell ye the nixt time I see ye how we all liked it."—JAMES McGHEE, Philadelphia Branch.
PERSONALS.

Mr. J. D. Graves and Mr. H. H. Cowan have just returned to Pittsburgh after an extended trip, taken for the purpose of selecting sites for new salting stations.

Mr. R. E. Eggleston of the advertising department at headquarters has gone to the New York branch to enter the selling force.

Mr. S. W. Beckley spent ten days during the past month going over the local territories with the various Cleveland salesmen and was greatly pleased with the improved condition of affairs since his former visit of two years ago.

At the convention of the Pittsburgh local salesmen, held in the Auditorium on December 29, 30 and 31, Messrs. R. Muat and A. A. Adams were here from Toronto; Messrs. S. G. Stewart and W. R. Caron from Montreal; Messrs. J. W. Powers, J. A. Bassett, J. T. Toben and D. M. Stewart from Detroit; Messrs. M. M. Kennedy and L. E. Davies from Toledo and Messrs. F. L. Bennett, B. E. Johnson and J. Z. Davidson from Scranton.

Mr. A. C. Burlingame, formerly connected with the Baltimore branch, has been transferred to Buffalo with headquarters at Syracuse.

One of the heads of departments here at Pittsburgh has received the following letter from a representative in Ohio whose activities and abilities are evidently not entirely confined to the distribution of "the 57".

"Dear Sir:—I told you last winter that I was going to build a house. I enclose a photograph of it for you. The plans and specifications as well as the photograph were made by myself.

Yours truly,
B. C. Holwick."

Mr. C. L. Shuman of the Buffalo branch was in Pittsburgh on December twenty-seventh.

On Wednesday, November 26th, Mr. Herbert Vickers, one of our Brooklyn salesmen, and Miss Laura J. Scott were married at the residence of the bride’s father, 195 Nassau Street, Brooklyn, by Dr. Alexander Vance.

Another member of our selling force has recently been married. Our Buffalo correspondent sends us the news that "Mr. L. Grant Besser entered into the joyful state of matrimony with Miss Anna Magdalen Voght of this city on Thanksgiving eve. Of course the quartette sang for him and at our convention on Saturday evening he received the hearty congratulations of all".

Mr. S. W. Haley of the Cleveland Branch was called home to Pittsburgh the last week in November by the sad news of his father’s death. Although Mr. Haley has been with us only about three months, he has proved himself to be an energetic and thorough going salesman and he is now a welcome member of the staff of branch correspondents which PICKLES has established.

The following letter was received by Mr. Mueller from Mary A. Soffer, née Dotterweich, who was married on November 25th. She was formerly forewoman in the ketchup department and had been with the house 14 years.

"I am sending you just a few lines to let you know that I am still thinking of ‘the home of the 57’ and will never forget it. I had a little bad luck on my wedding day, which was very exciting and threatened to prove fatal. We were almost drowned in the creek at Cameron, Ohio. We had been driving in a carriage for six hours or more when the horses lost the road and we were thrown into a stream of water up to the horses’ necks. The driver called to my husband to try and save our lives, and that is the last I remember. I was too badly scared to know anything that happened after that. I reached the shore in safety, however, but did not regain consciousness until two o’clock the next morning. I am glad to say that I am feeling all right again.

We are staying at the Hill House in Scottsdale, Pa. I presume we will be in Allegheny by Christmas and should like very much to call and see you all at the Plant before we return.

Please give Mrs. Dunn and all the girls my loving regards, and believe me as ever,

Sincerely yours,
Mary A. Soffer, ‘One of the 57’.”