LOCAL PEOPLE ATTEND HARDWARE CONVENTION

Mr. and Mrs. J. W. Tilton, of Carlisle were delegates to the convention of Hardware dealers, a report of which is given below:

New Haven, Conn., the home of the 31 acre plant of the Winchester Repeating Arms Company) the last week in June was the scene of the largest gathering of hardware and sporting goods dealers the United States has ever known, when the first annual convention of the National Association of Winchester Clubs was held.

Some 1000 dealers, augmented in many instances by their families, came from all parts of the country and State to sit in on the meetings and most important convention of its kind ever held. It was a gathering unlike anything else ever known. The Winchester idea and the Winchester Plan has been the most talked of thing in the trade world for many a day and quite naturally the trade and the people at large are interested in the accomplishments of the convention.

Thursday'd is not, right at the start to tell of the officers who were chosen to pilot the National Association. Charles T. Woodward, of Carlisle, Ky., one of the best known men in the entire hardware business, was elected president. For nine years Mr. Woodward has been one of the outstanding factors in the National Retail Hardware Dealers Association. He was President one term, vice president for one year, three years on the advisory committee, and four years on the executive committee. He has always been an active worker in the Illinois Association and is rated one of the most progressive men in the trade. It is thought of as a leader of leaders and the trade attention given to this country than Mr. Woodward and his selection as President of the National Association of Winchester Clubs is an indication of what may be expected from this organization.

Mr. Woodward informed the delegates from the platform that he wanted the assistance of every dealer in his efforts to make of the association and he asked if every one in the hall was with him. The affirmative and "We are" satisfied him.

The other officers chosen were first vice president, A. M. Campbell, of Bowling Green, Mo., second vice president A. J. Osborne, Holyoke, Mass., third vice president, C. E. Davison Houston, Texas, treasurer, W. J. Logan, Utah; and secretary, W. J. O'Brodsky, New Haven. Past each of the clubs one member of the Board of Governors was elected. The Board imposed upon every one in attendance that the success of the Winchester Club association could only be made by hard work and every one was requested to work with a will.

In his remarks opening the convention Mr. C. D. Otterson, President of the Winchester Repeating Arms Company, got to the hearts of the dealers quickly when he said:

"A gathering such as this is truly an inspiration. I need not tell you that there is much necessity in unitedly taking work at this kind. There must be work to do with many trade and tax tribulations, some doubts, some difficulties. These doubts and difficulties must be met and overcome, I believe, by the presence of you men here today.

I think that it is a significant fact that hundreds of busy hardware merchants and clerks and parts of the U. S. States are willing to leave their work and travel hundreds of miles in the interest of an idea and an ideal and a thing of greater or greater need for the strength of that idea and ideal when the number of those who are willing to be identified than is the National Association of Retail Hardware Merchants. There must be something in the Winchester idea. We, of course, believe it to be the finest and most worthy idea and it gives us courage and strength and inspiration to go on with the work of such a large proportion of the hardware dealers. It does not seem reasonable to accept our judgment in any matter unless we have reasons for it. I may say briefly that it is our purpose to make and sell the highest quality manufacturing institution in the world manufacturing sporting goods, tools and hardware specialties. I am not sure but it is the largest single institution today. I am sure that it will be the largest institution in the future.

Other words by Mr. Otterson impressed the convention very much.

From the talks made it was learned that there are 1000 dealers in the Winchester clubs in the United States and that the club is being augmented at the rate of 10 a day and this is done with a minimum idea to have about 2000 Winchester dealers.

Mr. Otterson made a great deal about Winchester but before they left the New Haven plant they were taken to the inside of the Winchester factory and shown how the guns and tools are made quite naturally the trade and the people at large are interested in these