

# PEOPLE WHO MAKE DULUTH



**WILLIAM SILVIAN.**

Mr. Silvian came to Duluth three years ago from New York city and opened his store in an office in the Manhattan building. Careful buying made satisfied customers, until he was obliged to move into larger quarters at 27 West Superior street. Few business houses in Duluth show a more rapid growth than the New York Oriental Importing company. Mr. Silvian is an enthusiastic booster for Duluth and prophesies an early business revival. He is a member of the Odd Fellows.