IMPORTED SCOTCH GINGHAMS

for the

JOBBING TRADE

we offer for

IMMEDIATE DELIVERY

an extensive range of attractive patterns in imported Scotch Ginghams at

SPECIAL PRICES FOR QUANTITY ORDERS

This advertisement is especially directed to the Jobbing Trade.

The Distributing Corporation

257 Fourth Ave. New York

Buyers Arrived

Fairchild Service

AKRON, OHIO

A. Polsky & Co.; A. B. Drake, hosiery, gloves and knit underwear; 352 4th av., care Kirby, Block & Fischer.

ALTOONA, PA.

W. A. Aaron Co.; Sheldon Aaron, floor coverings; Pennsylvania.

AMSTERDAM, N. Y.

A. Mark's Sons; George N. Parsons, upholstery, drapery, carpets, rugs and floor coverings; 116 W. 32d st.

ATLANTA, GA.

Emporium World Millinery Co.; C. W. Smith, millinery; 621 B'way.

ATLANTIC CITY, N. J.

Emporium World Millinery Co.; M. R. Mandell, millinery; 621 B'way.

BALTIMORE

N. Rosen Co.; N. Rosen, woolen piece goods; Pennsylvania.

Weill & Hartman; Ed Wolff, boys' clothing, men's furnishings; 125 W. 30th st.

J. E. Hurst Co.; J. Lainsbach, upholstery and draperies; McAlpin Annex.

Leader; Miss P. Solomon, silk blouses, sweaters and bathing suits; McAlpin.

American Wholesale Corp.; H. S. Messersmith, remnants; 354 4th av.

BAY CITY, MICH.

Hower, Seaman, Inc.; S. L. Seaman, ladies' ready to wear; Thomas H. Tabor, ladies' ready to wear; Pennsylvania.

H. G. Wendland & Co.; E. A. Wendland, silks, dress goods, gen. indse.; E. Atkins, 120 6th av.

BIRMINGHAM, ALA.

Emporium World Millinery Co.; S. Halpern, millinery; 621 B'way.

BOSTON

Emporium World Millinery Co.; E. A. Barnum, millinery; 621 B'way.

Wm. Filene's Sons Co.; (Upstairs) Mr. Bullock, women's suits; Mr. Goodman, misses' suits; 225 5th av.

Timothy Smith Co.; John Ed. McDonald, upholstery, drapery; 6 W. 32d st.

Farley, Harvey & Co.; T. J. Ferguson, silks, satins, velvets; 359 B'way.

Jordan-Marsh Co.; C. H. Berry, small wares, hair goods and patterns; 432 4th av.

BUFFALO

C. A. Arb, ready to wear; Pennsylvania.

COLUMBUS

National Outfitting Co.; E. M. Isaac, domestics, ready to wear, men's clothing, floor coverings; Commodore.

CANTON, OHIO

W. R. Zollinger & Co.; H. R. Andrews, upholstery, rugs, drapery, carpets, curtains and floor coverings; 105 Grand st.

W. B. Zollinger Co.; Chas. Zollinger and W. R. Zollinger, ladies' ready to wear; dry goods and novelties; 170 5th av.

CEDAR RAPIDS, MICH.

Denecke Co.; W. G. Buck, upholstery, drapery, floor coverings, rugs and carpets; 353 4th av., care Kirby, Block & Fischer.

CHARLESTON, S. C.

Legerton Co.; O. L. Legerton, books, stationery and toys; Broztell.

CHICAGO

Rothschild & Co.; Miss E. Thal, jobs of children's wash dresses; 470 4th av.

Komiss & Greene; M. Levenberg, dresses; 1182 B'way, room 401.

Twelfth Street Store; Mr. Cohen, curtains and draperies; 25 W. 30th st.

Carson, Pirie & Scott; Miss Koepke, boys' clothing; 404 4th av.

Lincoln Millinery; Mrs. Harry Goldman, millinery; Pennsylvania.

Emporium World Millinery Co.; S. Kaufman, millinery; 621 B'way.

John V. Farwell Co.; Mr. Streich, silks; 43 White st.

Marshall Field & Co.; Miss R. Harper, children's millinery; Mrs. W. Nelson, untrimmed millinery; Miss B. Fannan, leather goods; Mrs. L. Norris, women's tailored skirts; Miss K. Leonard, women's suits; Miss Clementis, women's coats; F. O. Stevens, rugs; T. C. O'Connell and R. M. Long, trimmed millinery; Mrs. M. Aller, trimmed millinery (basement); Miss E. Forester, basement untrimmed millinery; Miss E. Hackett, English and sport millinery; J. F. O'Neill, women's coats; Miss C. Haynor, misses' coats and suits; Mrs. E. Dannenberg, boys' wash suits (basement); W. A. Lee, boy's clothing; H. H. Haynie, colored and black dress goods; Miss F. Anderson, infants' wear (basement); 1197 B'way.

Emporium World Millinery; A. R. Stumer, mdse. mgr.; B. F. Key, millinery; 621 B'way, room 633.

Carson, Pirie & Scott; D. C. Litt, floor coverings; Mr. Delaney and Mr. Cunningham, representing; 404 4th av.

CINCINNATI

Emporium World Millinery Co.; H. J. Bilhars, millinery; 621 B'way.

Joslins & Doepke; Miss Blanche Salviter, ladies' muslin underwear and negligees; 350 B'way.

H. & S. Pogue Co.; Miss Marcuson, children's and infants' wear; Miss L. Braam, handkerchiefs and embroideries; E. A. Crane, linings; 866 8th av.

CLEVELAND

May Co.; Miss M. Davies, millinery; 37 W. 26th st.

COLUMBUS, OHIO

F. & R. Lazarus Co.; Miss Hempstead, neckwear and ribbons; 225 5th av.

DALLAS, TEXAS

Sanger Bros.; H. H. Calvert, muslin underwear, kimonos, infants' wear, aprons, corsets; W. H. Hirst, floor coverings; Mr. Hilquit, representing; 119 East 24th st.

DAYTON, OHIO

Louis Traxler Co.; Harry Levy, white goods, voiles, silks, Turkish towels, dresser scarfs, percales and ginghams; Louis Traxler, representing; Rod. Staley, curtains and draperies, rugs and linoleums; Alfred Fantl, 116 West 32d st.

Rike, Kumler Co.; W. Rike, woolens, cottons, silks, satins, velvets; Wm. Roetter, blankets, comforts, bedding; John Davis, cotton piece goods; S. A. Stevens, petticoats, house dresses, wraps and aprons; 225 5th av.

Rike-Kumler Co.; L. Rosser, leather goods, silverware; 225 5th av.

DETROIT

Frank & Seder; H. L. Ware; 1372 B'way.

DENVER, COLO.

A. T. Lewis & Son D. G. Co.; Miss F. Feinberg, jobs waists; 3 West 29th st.

DUBUQUE, IOWA

J. F. Stampfer & Co.; F. Stamper, ladies' ready to wear; 1261 B'way.

ELGIN, ILL.

Joseph Stress Co.; Mrs. B. S. Reid, coats, suits, blouses, dresses; McAlpin.

FALL RIVER, MASS.

E. S. Brown & Co.; Albert P. O'Malley, women's, misses' and children's ready to wear; Commodore.

GARDNER, MASS.

Peterboro Mfg. Co.; H. H. Cohen, muslin underwear; Pennsylvania.

GRAND RAPIDS, MICH.

Emporium World Millinery Co.; A. C. Marsh, millinery; 621 B'way.

HARTFORD, CONN.

Emporium World Millinery Co.; A. Mendelson, millinery; 621 B'way.

HELENA, ARK.

Ware & Solomon; J. N. Ware, jobs silk dresses; care of McGreevey, Werring & Howell, 220 5th av.

HERKIMER, N. Y.

H. G. Munger & Co.; E. Harter, waists, petticoats, children's wear, art goods, pictures, trimmings, braids, underwear, lingerie, handkerchiefs, neckwear; 404 4th av.

HOLYOKE, MASS.

McAuslan & Wakelin Co.; R. C. Goehring, upholstery, drapery, floor coverings, rugs, carpets; Arlington.

INDIANAPOLIS

Traugott Bros.; L. Traugott, graduation and white dresses and jobs cheap coats; care Hoffman & Hartblay, 117 W. 33d st.

Selig Dry Goods Co.; Max I. Dessau, waists, underwear, lingerie, sweaters; 352 4th av.

Louis Traugott; Louis Traugott, dresses, coats, suits, waists, skirts; Hoffman & Hartblay, 117 W. 32d st.

JAMESTOWN

Abrahamson-Bigelow Co.; Miss A. Morgan, coats, suits and wash dresses; Miss Gayle Holt, children's and infants' wear; M. J. Eckman, carpets, rugs and draperies; Hotel Bristol.

JOHNSTOWN, PA.

M. Nathan & Bro.; J. M. Lloyd, wash dresses, jobs sport coats and suits; 37 W. 26th st.

KANSAS CITY, MO.

Jones Store; C. E. Austin, floor coverings, rugs, carpets; 23 E. 26th st.

KNOXVILLE, TENN.

Anderson, Dulin & Varnell; G. L. Crosby, knit goods; L. Bruner, representing; care Biggins, 319 7th av.

LAWENCE, KAN.

Innes, Bullene & Hackman; H. B. Bullene, hosiery, art needle work, ready to wear; Great Northern.

LITTLE ROCK

J. D. Back & Bros.; Walt Marx, mer. mgr.; 38 W. 32d st.

LOS ANGELES

A. Hamburger & Sons; A. Haberbosch, carpets and draperies; 225 5th av.

Bullocks; C. L. Custer, floor coverings; 225 5th av.

MEMPHIS, TENN.

B. Lowenstein & Bros.; E. J. Bishop, paper patterns, buttons mfg., cotton piece goods, linings; care A. Fantl, 116 W. 32d st.

Wm. R. Moore D. G. Co.; H. Pund, house furnishings; 256 Church st.

MILWAUKEE

The Unity; C. M. Blumberg, coats and suits; 48 W. 38th st.

Gimbel Bros.; A. A. Heuer, floor coverings, rugs, carpets; B'way and 32d st.

MINNEAPOLIS

Dayton Co.; Mr. Larson, millinery; 225 5th av.

Wyman, Partridge Co.; H. L. Gearhart, upholstery, drapery, linings; 43 Leonard st.

MONTREAL, CAN.

S. Rosenthal, mfr. women's wear; Breslin.

MOUNT CARMEL, PA.

Mrs. S. Cahn, millinery; Grand.

OKLAHOMA CITY

C. L. Blein, ready to wear; Monticello.

T. Tobias, millinery; 37 W. 37th st.

NEW HAVEN, CONN.

Emporium World Millinery Co.; A. H. Smith, millinery; 621 B'way.

NEW ORLEANS

D. H. Holmes Co.; P. L. Bernard, upholstery, carpets, rugs; 15 E. 26th st.

OAKLAND, CALIF.

Manheim & Mozor; Mr. Manheim, jobs coats, suits, dresses, sweaters, waists, house dresses and aprons; Kirby, Block & Fisher; 352 4th av.

PHILADELPHIA

A. Graff & Co.; A. F. Lippincott, floor coverings; Imperial.

Caplan Bros.; H. Caplan, woolen and cotton piece goods; Herald Square.

Waldman & Fastman Co.; G. Fastman, floor coverings, rugs, carpets; H. Fastman, representing; Broztell.

N. Snellenberg & Co.; C. D. Southworth, floor coverings, rugs, carpets; 1261 B'way.

PITTSBURG, PA.

A. Rosenstock & Co.; Paul Rogers, floor coverings, draperies, china, glassware, blankets, furnituref, house furnishings; care I. D. Rothschild, 44 E. 23d st.

PITTSBURGH

Kaufman & Baer; Miss C. Toole, girls', misses' coats, dresses and suits; C. A. Churchill, carpets and rugs; 404 4th av.

Boggs & Buhl; Miss K. Sullivan, ladies' waists; for catalogue, special, lots; 1140 B'way.

PORTLAND, ORE.

Meier & Frank Co.; R. See, millinery and children's hats; Mr. Nielson, carpets; 212 5th av.

PORTSMOUTH, OHIO

The Marting Bros. Co.; A. F. Marting, cotton piece goods, hosiery, knit underwear; 126 W. 33d st.

PROVIDENCE, R. I.

J. P. Mourin & Co.; J. P. Mourin, ready to wear; Hart-Flanagan Co., 253 5th av.

RICHMOND, VA.

Kaufman Co.; F. L. Lockett, millinery; Pennsylvania.

Emporium World Millinery Co.; W. Warshauer, millinery; 621 B'way.

ROCHESTER, N. Y.

Emporium World Millinery Co.; B. B. Toor, millinery; 621 B'way.

SAN FRANCISCO

Robert Karmelenski, woolen jobber; Pennsylvania.

Western Woolen Co.; Robert Karmelenski, woolens; Pennsylvania.

SCRANTON, PA.

Emporium World Millinery Co.; F. W. Conklin, millinery; 621 B'way.

N. B. Levy, jewelry; Pennsylvania.

SEATTLE, WASH.

J. P. Graham, Inc.; Mrs. Wilson, millinery; 225 5th av.

SIOUX CITY, IOWA

Davidson Bros. Co.; Max Nussbaum, laces, embroideries, trimmings, braids, veils, vellings; 1150 B'way.

Pelletier Co.; Miss O. M. Grieve, misses', ladies' and children's ready to wear; care Alfred Fantl, 116 W. 32d st.

Emporium World Millinery Co.; R. Kerfoot, millinery; H. Shuman, milliner; 621 B'way.

SOUTH BEND, IND.

Ellsworth Stores; R. Robertson, ladies' ready to wear; 1261 B'way.

SPOKANE, WASH.

Spokane D. G. Co.; Miss I. Metcalf, waists, silk petticoats; C. C. Mecum, carpets, rugs, curtains; 440 4th av.

Spokane D. G. Co.; H. D. Moore, cotton piece goods; 440 4th av.

SPRINGFIELD, MO.

Hear Stores Co.; Mrs. M. Clark, ladies' ready to wear; care J. M. Biggins, 319 7th av.

ST. LOUIS

McClanahan's; A. Wolff, dresses; Pennsylvania.

Famous & Barr Co.; J. E. Bishop, millinery, veils, vellings, ribbons, handkerchiefs, neckwear; 37 W. 26th st.

B. Nugent D. G. Co.; R. O. Dodge, upholstery, floor coverings, rugs, carpets; 1261 B'way.

Kopelowitz-Fixel Garment Co.; Joseph E. Kopelowitz, woolens, mdse. mgr.; Pennsylvania.

William Sicher & Sons Garment Co.; B. J. Sicher, dresses, coats, suits, waists; Morten B. Sicher, representing; Pennsylvania.

Scruggs, Vandervoort & Barney; B. Frieberg, handkerchiefs, neckwear; 225 5th av.

Stix, Baer & Fuller Co.; E. Borck and E. G. Samish, millinery; 1107 B'way.

Ely-Walker D. G. Co.; E. P. Cave, linings and linens; 56 Worth st.

Emporium World Millinery Co.; C. Husch, millinery; 621 B'way.

Stix, Baer & Fuller D. G. Co.; Miss M. Kearney, muslin underwear; Miss M. Weaving, corsets and brassieres; Miss C. Hamm, basement coats, suits, dresses; L. Baer, house dresses, kimonos, bathrobes; 1107 B'way.

ST. PAUL

Lindeke, Warner & Sons; Geo. Warner Prince, percales, ginghams, tapestries; 350 B'way.

Finch, Van Slyck & McConville; J. O. Olsen, silks; R. B. McDonald, men's shirts; F. W. Peterson, ready to wear; 350 B'way.

Bannon Bros.; A. Domb, house dresses, children's dresses, aprons, kimonos; care of Kirby, Block & Fischer, 352 4th av.

TERRE HAUTE, IND.

Root D. G. Co.; H. L. Kutchback, upholstery, rugs, carpets, drapery, floor coverings; 23 E. 26th st.

TOLEDO

Emporium World Millinery Co.; M. Moses, millinery; 621 B'way.

La Salle & Koch Co.; B. F. Tully, mdse. mgr., basement jobs coats and dresses; 225 5th av.

UTICA, N. Y.

Robert Fraser; F. J. Bauer, boys' clothing; Continental.

WATERBURY, CONN.

Emporium World Millinery Co.; M. S. Aarons, millinery; 621 B'way.

WARREN, OHIO

The Warner Co.; C. E. Warner, dry goods, mdse. mgr.; 4 W. 22d st.

WASHINGTON

M. Goldenberg; K. Miller, children's wear, muslin underwear; 208 5th av.

WICHITA, KAN.

Cohen-Hinkel D. G. Co.; S. Stutesman, upholstery, drapery, rugs, carpets, floor coverings; 125 W. 30th st.

WILMINGTON, N. C.

Belk-Williams Co.; W. N. Beery jr., notions, millinery, ribbons; Miss Elizabeth Mulford, women's ready to wear, children's wear; 116 W. 32d st., 14th floor.

WORCESTER, MASS.

John C. MacInnes Co.; E. M. Bartlett, upholstery, rugs, carpets, drapery, floor coverings; 432 4th av.

Louise Shop; Miss Mourin, ready to wear; Hart-Flanagan, 253 5th av.

YOUNGSTOWN, OHIO

G. M. McKelvey Co.; S. Barclay, floor covering, draperies, etc.; 1261 B'way.

Stewart's; M. Kay, small wares, waists, underwear; Mrs. A. Kay, coats, suits, dresses; Mrs. Schreck, children's wear and knit goods; Mr. Weiss, millinery; 1170 B'way, room 602.

BUYERS COMING

PITTSBURGH

Boggs & Buhl; Miss K. Sullivan, ladies' cotton dresses for catalogue and special lots; 1140 B'way. Expected April 5.

BUYERS WANTS

OUT OF TOWN CONTRACTORS WANT contracts on dresses of all kinds. Peerless Dress Co. G 816 Tribune.

FINANCIAL MEETINGS

THE CHESAPEAKE AND OHIO RAILWAY COMPANY

NOTICE OF ANNUAL MEETING

Richmond, Virginia, February 17, 1921.

Notice is hereby given that the Annual Meeting of the Stockholders of The Chesapeake and Ohio Railway Company will be held, as provided in the By-laws, at the general office of the Company in the City of Richmond, Virginia, on Tuesday, the 19th day of April, 1921, at eleven o'clock a. m.,

(1) for the election of directors;

(2) to approve and consent to, by vote or otherwise as may be provided by law and subject to any necessary approval or consent by public authority, the lease to the Company, or the acquisition otherwise by the Company if and to the extent authorized by law, of the railroad and property, with the appurtenances thereof, of The Chesapeake and Ohio Railway Company of Indiana, in which the Company owns substantially all the capital stock;

(3) to authorize and consent to the form and terms of any instrument of lease or otherwise in the premises that may be submitted to the meeting;

(4) to approve, ratify and confirm such action theretofore taken or authorized by the Board of Directors or by the Executive Committee of the Company, whether pursuant to any previous authorization by the stockholders or otherwise, as may be submitted to the meeting; and

(5) to transact such other business as may lawfully come before the meeting.

The stock transfer books will be closed at the office of the Company, No. 61 Broadway, New York City, on Saturday, the 19th day of March, 1921, at twelve o'clock noon, and will be reopened on Wednesday, the 20th day of April, 1921, at ten o'clock a. m.

By order of the Board of Directors.

A. TREVVETT, Secretary.

Virginia Railway & Power Company.

140 Broadway, New York, March 21, 1921.

NOTICE IS HEREBY GIVEN that the Annual Meeting of the Stockholders of the Virginia Railway & Power Company will be held at the General Office of the Company, in the City of Richmond, Virginia, on Wednesday, April 20, 1921, at 12 o'clock M.

The Transfer Books will be closed on Thursday, March 31, 1921, at 3 o'clock P. M. and will be reopened on Thursday, April 21, 1921, at 10 o'clock A. M.

G. B. WILLIAMS, Secretary.

The Week in Business

Steady Progress Shown in Trend Toward Recovery of Some Industries; Developments Irregular

DEVELOPMENTS in the general business field last week were of minor importance, and about evenly divided between those making for progress and those of an adverse influence. The textile, leather and kindred lines, which go into articles of daily consumption, appear to be making steady progress.

Price trends are still downward in most commodities, and fluctuations were confined within small limits. Raw materials in the textile and leather field, although showing more firmness, did not make noticeable advances. The impression is growing that such commodities as raw wool, silk, cotton and hides are farily well stablized for the time being.

Retail trade, according to all reports, showed a slight falling off, which was not unexpected, following Easter. Adverse shopping conditions throughout the North and East also aided in holding down retail sales.

Business surveys just completed by a number of financial institutions and other organizations all point to the fact that the general situation is distinctly improved compared to the opening of the year, but that ultra-conservatism is still being practiced in all lines of industrial and commercial endeavor.

Cottons

Raw cotton and finished goods were decidedly spotty in price and movement into trade channels. Following the rally the previous week primary cotton goods dropped slightly, and then gave another display of strength toward the close of the week. On the whole, however, gray goods closed last week slightly lower than the week before.

One of the outstanding features of the cotton goods trade is that fabrics that go into retail consumption, either as yard goods over the counters of the stores or in the form of garments, are being taken in more liberal quantities than are the goods used in the mechanical trades.

With the exception of a line of shirt materials no new goods were offered the trade last week. One prominent line of cotton flannels was withdrawn from sale, as the fall production has been entirely sold.

Silks

The silk trade continues to lead the textile field, in the opinion of most trade leaders. Business has been steady in silks almost from the beginning of the year. Orders are being placed for delivery further into the future and high quality goods are in brisk demand. Prices have been fairly steady, largely because of the steadiness of the raw silk market. The new loan to the imperial syndicate in Japan, it is believed, will enable that organization to continue its successful pegging of raw silk prices for some time to come.

Raw silk prices hardened during the week under a strong demand and a short supply of some of the most wanted sizes and grades in this market. Reports from primary raw silk markets indicated more activity and slightly advanced prices.

Woolens

The woolen and worsted goods business appears to be more than holding its own. The good buying of fall fabrics begun some time ago proceeded last week and new openings of goods met with a good response from buyers. The many withdrawals of lines because of production's being sold up is hastening some buyers to the market, but has not precipitated a rush for goods or led to higher prices in primary circles. Among jobbers better prices are ruling, but this merely indicates the elimination of the desire to liquidate at any cost.

Production in the woolen and worsted field is increasing, according to the monthly report issued last week by the Department of Commerce, the advance between February and March being much greater than that between January and February.

Furs

The fur trade continues to mark time. Developments of importance were absent last week. The coming spring auction sales in this city and London are the subject of much discussion, much of it taking the trend that the fairly large offerings, together with a lack of funds in the trade, will not be conducive to higher prices. The slight speculative boom of a month ago has subsided and some dealers are shading prices slightly to move goods at present.

Apparel

Following the seasonal improvement before Easter, interest in apparel lines in general has subsided somewhat. Buyers are now in the market looking for close-out lots of merchandise at low prices. Their experience in finding such goods varies, some of them asserting that manufacturers' stocks are heavy and that concessions are being made. A more conservative view, however, is that although there are some manufacturers who are overstocked, the market in general is not carrying an uncomfortable surplus.

Men's clothing producers in Chicago and women's garment manufacturers in Cleveland last week began movements looking toward further wage reductions. In New York, the strike or lockout in the men's clothing trade continues and is no nearer settlement than it was months ago. Sentiment in the manufacturing trade is decidedly toward a lower wage scale and efforts undoubtedly will be made to put it into effect before operations for the fall season are begun.

More activity in the hosiery and underwear markets was reported last week. Silk hosiery appears to be in better demand than cotton. Some jobbers of underwear have placed small orders for fall delivery, but not to an extent that gives much encouragement to manufacturers.

Leather

A general improvement in the condition of the trade was perceptible last week. Although the quantities called for in the orders have not reached any large dimensions, leather men reported a gradual increase in the volume of orders received. Trade men asserted that the demand for leather specialties, although falling off slightly, has continued beyond their expectations. It is the opinion of one factor that the demand for this line of goods will continue for about three months. Reports received from sections in the West indicated that a fair sized demand for specialties still exists.

In the shoe phase of the industry orders received by salesmen, in most instances, call for immediate shipment. This policy of ordering indicates that buyers apparently are in need of supplies. Orders calling for future delivery have not reached any favorable volume, it is said. Prices in the leather market, in many cases, have been subjected to shading.

Jewelry

Nothing of importance developed in the jewelry trade last week. Retailers reported that the steady volume of sales which have been received in the last month still continue to come in. Their stock of goods, however, is said to be in such a state as to warrant buying only in small quantities as the occasion arises. Wholesalers, as a result of the policy adhered to by retailers, are not receiving a favorable volume of orders. The same state of affairs is found in the manufacturing line. Wholesalers also are ordering conservatively of manufacturers. The cost of labor employed in the trade, which has not been subject to any reduction, has been an important factor in the maintenance of firm prices on jewelry.

Hoover to Protect U. S. Dye Interests AgainstCompetition

American Industry To Be Made Secure Against Competition of German Trade; Cotton Conference To-day

WASHINGTON, April 3.—Defense of the nation's war-born dye industry against competition of the German dye and chemical trade will be taken up soon by the Department of Commerce in conference here with representatives of American manufacturers. Rapid revival of the German industry, especially as a factor in foreign trade, department officials said to-night, must be taken into account by American interests that the industry may be secure here and the country remain independent of foreign sources of supply.

Other American products needing the cooperation of the government in the field of foreign trade, according to Secretary Hoover, will be given the attention of the department one at a time. Mr. Hoover is to meet with the War Finance Corporation and Southern bankers to-morrow in an effort to develop workable plans for building up cotton exports.

The credit angle in the trade revival program, officials said, is in the hands of the War Finance Corporation, which is expected to aid the exporters through corporations organized under the Edge act in different sections of the country. In addition, formation of combinations for extending foreign commerce under the Webb-Pomerene act has been advocated by Secretary Hoover as the most practical method of moving commodities after credit has been obtained, and also as a defense against similar combinations by foreign exporters.

Government experts, in commenting to-night on the situation, expressed the opinion that American concerns should follow their goods to the market rather than rely upon foreign middlemen to dispose of the commodities. In many foreign countries where American goods are competing with the French and the British, they said, the Americans were selling through wholesalers, who naturally favor their own nationals wherever possible. American merchants, they added, should make their front line the foreign markets rather than the port of shipment.

Strengthening of the country's shipping position, Commerce officials asserted, would naturally follow the foreign trade revival, to which the Administration is now giving its efforts. Resumption of the flow of American goods to the ports of the world, they contended, would provide the business to take American shipping out of its present slump.

Credit Men's Convention

The twenty-sixth annual convention of the National Association of Credit Men will be held in San Francisco June 14 to 17, it was announced yesterday by William F. H. Koelsch, president of the organization.

France Increases Tariff; U. S. Imports Excepted

Previous Rates Kept on American Goods, Despite Change to Protect Her Industries

PARIS, April 3 (By The Associated Press).—The Official Journal publishes this morning a decree signed March 20 increasing the duty on importations on numerous commodities. Article II provides that importations originating in the United States shall remain admissible under the terms of the previous general tariff. The increases will become effective immediately. Goods now in transport, however, will be exempt from the new rates.

Premier Briand's covering letter in transmitting the decree says the purpose of the revision of the tariff is the safeguarding of national industries "which are menaced, not only for development, but for existence, because of the competition of other countries and through depreciated exchange."

Tests for Power Plants

Formation of nineteen scientific tests for all sorts of power plants into a code is being undertaken by the American Society of Mechanical Engineers. Nineteen separate committees are now at work on the codes, which, when completed, will affect a wide range of industrial enterprises, large and small. They will provide courses of procedure by which everything, from an electrical superstation to a boiler feed pump, shall be tested to see if it complies with the terms of purchase or if it is operating at the desired efficiency.

Americans in Mexico To Contest Income Tax

Suits To Be Filed in Baltimore Will Open Campaign of Expatriates

MEXICO CITY, April 3.—Collection of United States income taxes from Americans resident in Mexico will be contested in the United States courts, according to an announcement by a committee represening a group of Americans here.

The announcement stated that sufficient funds already have been raised to start two suits, for testing the right of the United States government to tax non-resident American citizens and that these suits will be filed in the Federal District Court at Baltimore. One of the suits will be filed on behalf of Americans whose entire income is derived and expended in Mexico and the other on behalf of individuals whose income is partly derived from Mexican sources and partly from sources within the United States.

It was made clear that companies and corporations, such as those operating mines and oil wells, are not embraced in the suits, which relate solely to individuals.

Action taken by the committee in Mexico is expected to serve as a precedent for Americans in other countries.

The amount of taxes affected in the case of Americans resident in Mexico is understood to be less than $3,000,000.

Tendency Is Toward Normal, According To Mortgage Co.

U. S. Mortgage Co.'s Information Is Improvement Is on Way in Many Angles of the Housing Problem

The United States Mortgage and Trust Company, in view of the degree of uncertainty as to economic conditions at present existing, particularly with respect to the housing situation throughout the country, following its long established custom, has obtained through its correspondent banks, mortgage representatives and attorneys in over fifty cities in the South, West and Middle West a consensus of opinion relating to the housing problem.

The opinions show that the shortage in business and residence space, particularly the latter, brought about by lack of construction during the war has not been met to any large extent by reason of excessive labor and building costs and to what is perhaps of equal importance, a condition in the building trades which until recently has made for inefficiency and uncertainty. The seriousness of the shortage is not to be minimized, but the encouraging fact noted is a quite general if slight evidence of improvement. Rents are naturally holding high and firm, pending the erection of more buildings.

Volume and Class of Construction

The reports indicate clearly that the volume of building construction is substantially reduced. This is due in a measure to higher money rates and the sudden recession from war-time prosperity. The residential shortage being the most acute and financial requirements in connection with same being more readily met by local funds, it is but natural that new construction is confined largely to homes. Such business buildings as are being erected consist of structures for public use, buildings for special utilities and occasional business buildings for pressing needs. There is but a small amount of business property changing hands, owing to financial conditions and to a reluctance to capitalize increased values because of the operations of the excess profits tax. There is a moderate activity in residence properties, particularly in the smaller types.

Supply Mortgage Rates

In general there seems to be a fair supply of mortgage funds, but with rates ruling high and lenders cautious as to building costs and types of property. The funds of the large life insurance companies, which are going increasingly into city and farm loans, are now an important factor. While rates are firm in certain sections, the tendency may be said to be slightly downward.

While labor costs are almost uniformly lower, the largest reductions are confined to unskilled labor. The trend of wages, however, is clearly downward. Building costs have generally dropped somewhat more than labor costs, apparently as the result of reductions in materials and greater efficiency of labor, which latter in turn has been influenced by widespread unemployment.

It is significant to note that retail prices have always invariably failed to approximate the substantial reductions in wholesale prices, retail merchants resorting to special sales and increased advertising to tide over a situation which is apparently improving. Purchases are being confined much more generally to essentials and buyers are more cautious as to prices and quality.

Philadelphia Minimum Wage Held Insufficient

PHILADELPHIA, April 3.—The minimum living wage level for Philadelphia at present is $2,385.27 a year, according to the results of an extensive survey completed last week by the Labor Bureau, Inc., for the Philadelphia District Council of the Brotherhood of Painters, Decorators and Paper Hangers, it was announced last night.

The bureau's report says this figure represents a wage level "below which no family can afford to live without danger of physical and moral deterioration," adding that it represents not a "health and comfort" level, but a "minimum of health and decency level."

The husband, according to the budget, is allowed one-half and the wife one-third of an overcoat a year. The wife is allowed two nightgowns a year. The husband can get his suit pressed but once a year. The wife is allowed a winter hat every other year. One cheap motion picture show a week is the only amusement mentioned. No provision is made for a trip or vacation outside the city. Food takes $706, or 26 per cent of the total yearly outlay. Clothing is the next largest item, with $463, or 19.4 per cent allowed.

Fire Record

A. M.	LOSS.
12:25—371 E. 142d st., the Bronx; Helen Fraser	Unknown
12:50—220 E. 70th st.; Frank Lavender	Slight
1:05—1329 St. Nicholas av.; Frank Grossman	Slight
4:25—560 7th av.; John Pursico	Unknown
11:15—125 W. 60th st.; Samuel Weschler	Slight
P. M.	
12:20—4324 Broadway; Anna Kearney	Slight
3:10—226 William st.; N. Y. Journal	Unknown
3:40—2111 Pelham Boulevard; M. Rosenblatt	Slight
3:55—539 City Island av.; William Twaitte	Slight
4:45—81st st. and Central Park West; unknown	None
4:50—78th st., east of West Drive; lawn fire	None
5:10—753 E. 131st st., the Bronx; Adolph de Gross	Unknown
6:00—116th st. and Hudson River; railway ties	Unknown
7:30—170th st. and St. Nicholas av.; vacant lot	None
7:00—143d st. and Harlem River; boathouse, Timothy Jones	Unknown
7:55—1733 Parker st., the Bronx; auto, unknown	Slight
8:10—149 W. 49th st.; American Allied Relief	Unknown

Real Estate News

Labor Solution Now Big Factor In Building

Artisans Against Readjustment of War-Time Wages, but Promise Greater Efficiency in Day's Work

Helping Hand for Builder

Finds Encouragement Everywhere, Except Labor Conditions, to Enter Market

Expectant eyes in the building investment market have turned from capital to labor for its contribution to the readjustment program leading to the solution of the building problem, according to the current Dow Service Daily Building Reports.

Soon after the strangulation of the building business by high construction costs last autumn the demand came for a lowering of building material prices. The official facts as gathered by the Calder Senate Committee on Reconstruction and Industry show that building material prices in the seven months prior to February dropped 75 points from a peak in May, 1920, of 341, as against 85 points for general commodities from a peak in May, 1920, of 272. There was a further drop in February of 10 points in building material, according to the Department of Labor.

Price reductions are still continuing in some sections of the material market. New quotations downward in Hudson River common brick, plaster boards, fire brick, metal flooring, lumber and a change from 25 cents to 10 cents in empty cement bag rebates are announced in the current week's listing.

After building material prices began to drop inquiring gaze was directed toward the lending institutions and to the financial market in general. Slowly, but steadily, a change was wrought in that department. Financial houses began to listen more receptively to building construction projects, with special bearing upon habitation building of various kinds. Some of the lending institutions have advertised their intention to assist building construction of this kind at attractive terms for the builder. Some to-day are even soliciting by telephone building construction operators with the idea of placing loans.

Relief Measures Pile Up

When the change came in the financial market the building investors turned to legislation to find out what it would do and the city passed the tax exemption act applying to habitation construction, and the state Legislature is flooded with all sorts of relief measures, ranging from mortgage tax exemption to the Governor's plan to change the usury laws applying to mortgage interest rates to make the maximum 8 per cent instead of the present legal rate of six.

Everywhere the prospective builder has turned for encouragement to enter the building market to help solve the space shortage problem he has found cooperation. Perhaps it is because he has the whip hand, but labor represents the last contributing factor.

Building trades artisans are operating in this city on the wage premium levels fixed by war and post-bellum expediency and necessity. This is also true of some of the outlying sections. There are talks of strikes if any attempt is made to open existing agreements just as there were talks of strikes during the period when cost of living was advancing if the agreements were not summarily opened to provide for higher wages for artisans.

To-day a strike is scheduled to start among the tugboat captains and brick barge crews because the brick manufacturers of the Hudson River district, in an effort to bring the cost of their product closer to the prospective builder, announced a reduction in wages for barge captains from $165 to $125. On Saturday another strike was scheduled to start among the brick handlers when a reduction of twenty cents was made from the former wage of $1. Strikes in these two trades alone in other times have been sufficient to temporarily cripple the building industry seriously.

Labor Against Readjustment

Labor's defense is that there is no provision in certain existing agreements for a revision downward of wage scales in accompaniment with lowering cost of living. It contends that if a rush of building should develop during the second half of the year there would not be skilled labor enough to go around, and that any adjustment downward made now would avail the prospective builder nothing if demand should again put a premium upon the services of experienced workmen. It promises, however, greater industry and a fuller day's work, citing the fact that bricklayers formerly laid between 1,200 and 1,500 brick a day, and although the average dropped to around 900 during the reign of war conditions, the average, they say, is now around 1,400 and 1,500. It is contended that the prospective builder will gain more by this sort of coöperation on the part of a well-paid workman than by a price reduction that will start a condition of competition among contractors for the most capable workmen with some sort of a premium pay arrangement.

Speculative builders, who in the final analysis are the building factor that makes, by activity or inactivity, a building market great or small, are, nevertheless, holding back for labor to take a visible share of the readjustment program in the building industry, with the result that by June 1, when many of the present-day problems will have been ironed out, there will be a decided rush for building material and equipment supply. This is amply evidenced by the increasing activity of architects and engineers and the purchasing agents of large corporations. In consequence there has been considerable future delivery buying and call purchases in some lines, not only from dealers, but from manufacturers at distant points.

Recent Buyers of Realty

The Duross Company reports that Bridie Donohue is the purchaser of the dwelling 260 West Twenty-fourth Street, recently sold for Harris Liftin. Mrs. Donohue will improve it for her own occupancy.

Eustace Conway is the buyer of the ten-story building at 78 Fifth Avenue, sold recently by Frederick Brown.

Francis B. Robert and the Brown Wheelock Company, Inc., negotiated the sale of 4 East Sixty-seventh Street. The buyer is a speculator.

Town and Country Realty To Be Put Under Hammer

Special Arranged Auctions Will Provide Many Opportunities for Investor

City and suburban properties of almost every character are included in the special sales arranged by Joseph P. Day for April 7 and 14.

The principal offerings on April 7 are in the Bronx and consist of eight large plots in East Bronx. These plots are to be sold to close the estate of the late Charlotte F. Trowbridge.

Another important Bronx offering is that of ninety-four lots, a two