TRIBUNE CLASSIFIED ADVERTISING

HELP WANTED MALE

A REAL OPPORTUNITY

IF YOU ARE CAPABLE OF ORGANIZING A SELLING FORCE, TRAINING SALESMEN AND CAN GIVE BEST OF REFERENCES, WE HAVE A PROPOSITION FOR YOU THAT WILL PLACE YOU AT THE HEAD OF A BRANCH OFFICE WITH A SHARE IN THE PROFITS AND GIVE YOU UNLIMITED EARNING CAPACITY. TELL US IN DETAIL ABOUT YOURSELF IN FIRST LETTER AND STATE WHETHER YOU HAVE HAD EXPERIENCE SELLING CLOTHING OR NOT.

Style-Center Tailoring Co.,
Cincinnati, O.

SALESMEN
to interview executives for business information service organization; clean, dignified, high-class work, offering permanent and profitable connection; salary; liberal bonus arrangement, enabling producers to average $40 to $100 weekly. See Brooks, 1425 Tribune Bldg.

STENOGRAPHER AND FILE CLERK—YOUNG MAN, AMERICAN, WITH SOME KNOWLEDGE OF SILK MILL TERMS; STATE AGE, SALARY DESIRED AND EXPERIENCE TO BOX M. L., 1111 ST. PAUL BLDG.

TEACHER—Man or woman instruct 12-year-old boy, French. Write qualifications and terms. M. W. 184, Tribune.

TUTOR—Instruct 12-year-old boy mathematics; mornings, 9 to 11. Write qualifications and terms. T. O. 145, Tribune.

WANTED.

ESTABLISHED FINANCIAL INSTITUTION DESIRES THE SERVICES OF 5 HIGH-GRADE MEN WHO CAN INTELLIGENTLY PRESENT ITS PLAN TO PROSPECTS WITH WHOM APPOINTMENTS HAVE BEEN ARRANGED AND WHO KNOW THE OBJECT OF YOUR CALL. NO STOCK OR INSURANCE. A REAL CHANCE FOR REAL MONEY FOR THOSE WHO DESIRE A PERMANENT CONNECTION. TELEPHONE FOR APPOINTMENT OR CALL PERSONALLY, SUITE 1001, 25 WEST 43D ST. VANDERBILT 7530, ASK FOR MR. ALLEN.

Automobile Instruction

REPAIRING, driving taught; short time; license guaranteed; ladies' classes; also Ford lessons. American Auto School, 728 Lexington ave.

AGENTS WANTED

AGENTS—Make big money selling D-REX-U Safety Signal to automobile owners; complies with safety laws; guaranteed. Write to-day for wholesale price to agents and get territory quick. Big Winter Seller. Address Comstock-Bolton Co., Dept A., 1925 East 15th Street, Kansas City, Mo.

AGENTS—$300 per month steady pay; new style written guaranteed hosiery; must wear or replaced free; experience unnecessary; spare time satisfactory; sample free. Jennings Mfg. Co., Line 856, Dayton, Ohio.

AGENTS—"PRESTO" is selling like wildfire; sample free. PREMIER PRODUCTS CORP. 79 East 130th st., New York, N. Y.

SUBSCRIPTION BOOK salesmen or saleswomen especially, with experience in American history and literature; commission. Telephone Bryant 0487, or call 8 West 47th, Room 42.

SITUATIONS WANTED FEMALE

Chambermaids

CHAMBERMAID-WAITRESS and COOK—Young Irish girls; together or separate; both experienced and well recommended; city family. K., Miss Hofmayer's Agency, 10 East 43d st., 3d floor. Tel. 8947 Murray Hill.

CHAMBERMAID - WAITRESS — Young Swede; excellent waitress; city apartment; highly recommended. H., Miss Hofmayer's Agency, 10 East 43d st., 3d floor. Tel 8947 Murray Hill.

CHAMBERMAID-MAID — Neat, refined (American Protestant); exceptionally competent; most highly recommended; $60. Mrs. Mason's Agency, 47 East 44th st.

CHAMBERMAID - SEAMSTRESS, young, neat, willing and reliable; best references. Lang & Boecherer Co., 43 W. 33d st.

CHAMBERMAID-WAITRESS — Very neat, nice appearing, thoroughly experienced, excellent references, city, $60. Mrs. Mason's Agency, 47 East 44th st.

CHAMBERMAID - SEAMSTRESS, young Spanish girl; city family. G., Miss Hofmayer's Agency, 10 E. 43d, 3d floor.

CHAMBERMAID-WAITRESS, neat, young, capable Irish girl; $60; anywhere. Shea's Agency, 6 E. 41st. Murray Hill 6774.

CHAMBERMAID-WAITRESS—Ten years' reference; pleasing; $65. Wettler's Agency, 20 West 43d.

CHAMBERMAID—WAITRESS—Four years last employer; references. Geneva Agency, 639 6th av.

CHAMBERMAID—Excellent worker; city; $60. Wettler's Agency, 20 West 43d. Longacre 8896.

CHAMBERMAID-WAITRESS—Young; excellent. Miss Hall's Bureau, 17 W. 44th. Vanderbilt 8340.

CHAMBERMAID-WAITRESS; six years' references. Miss Fitzgerald's Bureau, 366 5th av.

CHAMBERMAIDS — Two Swiss-German-French; lately arrived. Jacquin's Agency, 602 Sixth av.

SECOND CHAMBERMAID or useful maid, young Scotch girl; city family. B., Miss Hofmayer's Agency, 10 E. 43d, 3d floor.

Cooks

COOK, Swede—Equal to chef; references from prominent families. G., Miss Hofmayer's Agency, 10 East 43d st., 3d floor. Tel 8947 Murray Hill.

COOK—Good manager; neat, economical; adult family; highest references. Winthrop Bureau, 47 West 42d, room 526. Longacre 8743.

COOK and waitress-chambermaid together; city apartment; excellent references. Winthrop Bureau, 47 West 42d, room 526. Longacre 8743.

COOK, young Irish girl; city family; excellent cook. A., Miss Hofmayer's Agency, 10 E. 43d, 2d floor. Tel. 8947 Murray Hill.

COOK and waitress-chambermaid, Finnish, for small family apartment, city; $65 and $75. Anderson Agency, 854 Lexington av. Rhinelander 4917.

COOKS—Norwegian, Irish, Scotch; city or country; all highly recommended. Miss Hall's Bureau, 17 W. 44th. Vanderbilt 8340.

COOKS—Several for city families; excellent references and experience; $70, $75. Mrs. Mason's Agency, 47 East 44th st.

COOK—Very neat; economical; good manager; splendid long references; city; country; $75. Mrs. Mason's Agency, 47 East 44th st.

COOK, capable, young; three years last place; $75, exceptional woman. Shea's Agency, 6 E. 41st. Murray Hill 6774.

COOK—chambermaid-waitress; both experienced; exceptional. Miss Shaughnessy's Bureau, 860 Sixth av.

COOK, German, first class in all branches; excellent references. Lang & Boecherer Co., 43 W. 33d st.

COOK — Thoroughly experienced; clean, economical; $80-$85. Wettler's Agency, 20 West 43d.

COOK, young; good manager; exceptional references. Miss Fitzgerald's Bureau, 366 5th av.

COOK—Fine cuisine; management; references; city only. Jacquin's Agency, 602 Sixth av.

Day Workers

DAY WORKER—Laundress or cleaner; good, quick worker. Mc., Miss Hofmayer's Agency, 10 E. 43d, 3d floor. Tel. 8947 Murray Hill.

General Houseworkers, Etc.

HOUSEWORKER—Very neat, refined (Canadian); thoroughly experienced; adult family apartment; excellent references; $60. Mason's Agency, 47 E. 44th st.

HOUSEWORKER—Neat, refined; exceptionally competent, conscientious colored girl; most highly recommended; $70. Mrs. Mason's Agency, 47 East 44th st.

HOUSEKEEPER, working, German-American; good references for 1 or 2 gentlemen. Anderson Agency, 854 Lexington av. Rhinelander 4917.

EMPLOYMENT AGENCIES

Domestic Help

MISS H. Z. HALL
Superior Service Bureau
(Agency)
17 WEST 44TH ST. VANDERBILT 8340
Highest type domestic help, also social secretaries, companions, chaperons, governesses; emergency help.

Winthrop Employment Bureau
47 WEST 42D. LONGACRE 8743.
Will solve your domestic problems with diplomacy, loyalty and unusual personal interest. Best household help available. Investigated references.
MISS GRACE G. FYNES, PROP.

A. OSTERBERG AGENCY
716 LEXINGTON AVE., BET. 57th-58th STS.
Superior Scandinavian
and Finnish help for private families exclusively. References strictly investigated. Plaza 1054-55.

MISS SHEA'S
EMPLOYMENT AGENCY
6 E. 41ST ST., BET. MAD. & 5TH AVES.
Domestic help for city and country.
TELEPHONE 6774 MURRAY HILL.

MRS. MASON'S AGENCY
47 E. 44th. Murray Hill 6778.

A good place for good help.
WETTLER'S AGENCY
20 West 43d St. Longacre 8896.

GENEVA AGENCY, 639 6 Av.
FITZROY 2399 RELIABLE HELP
PRIVATE FAMILIES
Also Chauffeurs. Investigated References.

BUREAU FRANCAIS
THE SELECT EMPLOYMENT AGENCY.
Efficient servants. All nationalities. 4592 J. M. ROUXEL, 63 West 37th. Fitzroy 6068

LANG & BOECHERER CO.
EMPLOYMENT AGENCY,
43 W. 33d St. Established 1890.
First class help of all nationalities.

CARL B. SAMPSON'S
SWEDISH AGENCY. SELECT HELP
for private families; male and female.
784 LEXINGTON AVE. PLAZA 5005.

Berta Carlson's Swedish Agencies.
787 Lexington ave., near 61st. Male-Female.
2415 Broadway, cor. 89th. Excellent Help.

WILLIAMS Colored Agency,
45 W. 99. Schuyler 9035.
First class Southern help; references investigated.

Jussila Employment Agency
677 Lexington ave.
Finnish and Swedish Servants.

MRS. GAMNES Scandinavian Agency, 51 East 125th.
Excellent help, all nationalities. Harlem 5018.

BRENNAN Agency. Rhine. 0400.
695 Madison Ave.
Offices Rye, Greenwich and Stamford, Conn.

LEHTI AGENCY, 58 East 125th. Harlem 5515. Help, all nationalities. Finnish specialty.

Domestic Help

MISS A. A. HOFMAYER
Employment Agency
10 EAST 43D ST., 3D FLOOR.
Reliable Domestic Help
also
GOVERNESSES, HOUSEKEEPERS, ETC.
Telephones 8947 8948 Murray Hill

CHAS. IRWIN'S AGENCY, 101 W. 88 St. O. C. FITZROY 5803.
Established 1880. Domestic help; nurses, attendants, etc.; unequaled system of investigating references.

ANDERSON'S AGENCY
Highest Type Swedish Help
854 LEXINGTON AVE. RHINE. 4917.

MISS SEUDERLING'S AGENCY
2010 FIFTH AVE. HARLEM 4474.
Select, reliable domestic help, all nationalities.

LAZARE'S EMPLOYMENT AGENCY,
72d st., cor. Lexington ave.,
TELEPHONE RHINELANDER 4044,
is at your service with the best cooks and other domestic help available.

UNITED EMPLOYMENT AGENCY,
165 East 72d St.
Domestic help for city and country.

FLAHERTY'S Agency, 47 W. 42nd
Longacre 1887. High grade domestic help.

Rose M. Werner Swiss Employment Agency, 122 E. 59th.
Reliable help; all nationalities. Plaza 4647.

BLUM'S Employment Agency specializes in all kinds domestic help. 1024 Sixth Ave. Plaza 8650.

Tinka Andresen Scandinavian Agency
Select Help
2294 Broadway, near 83d. Schuyler 7992.

JAPANESE HIGH GRADE AGENCY,
100 WEST 48RD STREET.
Select help, male, female. Bryant 2384.

JAPANESE Agency, 106 West 46th.
Most reliable, experienced.
Bryant 7787. Very moderate fee.

JAPANESE AGENCY, 131 WEST 63D.
COLUMBUS 4276
Highest grade Japanese help; references investigated.

JAPANESE Employment Agency.
Most reliable domestic help furnished. 26 West 43d st. Telephone Longacre 8565.

CUMBERLAND AGENCY, excellent help; male, female. 247 Cumberland St., Brooklyn. Prospect 7823.

JAPANESE-FRENCH AGENCY, Herald Building, 1340 Broadway (36th). Fitzroy 0413. Competent help.

COLONIAL AGENCY, 18 West 43d. Longacre 8592. All nationalities for household help.

MISS SHAUGHNESSY'S BUREAU, 860 6th ave. Bryant 8519. Male, female; city country.

UNIVERSAL Agency, Select Help
825 Madison Avenue

MRS. JOHNSON'S Agency, 726 Madison av. Rhinelander 10402. First class domestic help.

SITUATIONS WANTED FEMALE

General Houseworkers, Etc.

HOUSEWORKER, young; good cook and waitress; $70; apartment preferred. Miss Shea's Agency, 6 E. 41st. Murray Hill 6774.

HOUSEWORKER, Protestant; excellent cook - waitress; splendid references. Shaughnessy's Bureau, 860 Sixth av.

HOUSEWORKER, young; excellent cook; good manager. Miss Fitzgerald's Bureau, 366 5th av.

HOUSEWORKER—Bright young girl; new arrival; city. Shaughnessy's Bureau, 860 Sixth av.

HOUSEWORKER, willing, capable woman. Miss Hall's Bureau, 17 W. 44th. Vanderbilt 8340.

Governesses, Etc.

GOVERNESS — Companion, experienced; desires position in the South or West; excellent references. Lang & Boecherer Co., 43 W. 33d st.

GOVERNESS, young French; exceptional. Miss Hall's Bureau, 17 W. 44th. Vanderbilt 8340.

NURSERY GOVERNESS, refined, tactful American; over two years; $70. Miss Shea' Agency, 6 E. 41st. Murray Hill 6774.

Laundresses

LAUNDRESS—Young; exceptionally clean, thoroughly competent; $70; anywhere. Wettler's Agency, 20 West 43d. Longacre 8896.

LAUNDRESS, thoroughly capable; three years' references. Miss Fitzgerald's Bureau, 366 5th av.

LAUNDRESS, first class, capable worker; best references. Lang & Boecherer Co., 43 W. 33d st.

LAUNDRESS (Swedish)—Wash home. Mrs. Troedson, 335 East 58th. Plaza 9375.

Nurses, Etc.

BABY'S NURSE—Scotch, young, hospital graduate; $65. Wettler's Agency, 20 West 43d.

CHILD'S NURSE, or Nursery Governess—Young English woman; child over three years; good references. B., Miss Hofmayer's Agency, 10 East 43d st., 3d floor. Tel. 8947 Murray Hill.

CHILD'S NURSE, young Norwegian; highly recommended. Miss Hall's Bureau, 17 W. 44th.

INFANT'S NURSE, experienced, competent and willing to care for older children; excellent references. Lang & Boecherer Co., 43 W. 33d st.

INFANT'S NURSE—Scotch; very capable, conscientious, neat, reliable; highly recommended. Miss Hall's Bureau, 17 W. 44th. Vanderbilt 8340.

NURSE (Scotch, Protestant)—One, two children; thoroughly experienced; excellent references; city; country; $70. Mason's Agency, 47 East 44th st.

NURSE—Invalid or delicate child; exceptionally competent; conscientious (Scotch, Protestant); highly recommended, $75. Mason's Agency, 47 East 44th st.

NURSE—Growing children; very neat, capable, conscientious; most highly recommended; city; $75. Mrs. Mason's Agency, 47 East 44th st.

NURSE - CHAMBERMAID, young, thoroughly capable; excellent. Miss Fitzgerald's Bureau, 366 5th av.

NURSE, English Protestant, thoroughly capable; excellent. Miss Fitzgerald's Bureau, 366 5th av.

NURSE, thoroughly capable; country preferred; exceptional. Miss Fitzgerald's Bureau, 366 5th av.

NURSE, young, hospital trained; exceptional references. Miss Fitzgerald's Bureau, 366 5th av.

NURSE, young; two children; exceptional references. Miss Fitzgerald's Bureau, 366 5th av.

Waitresses

WAITRESS-PARLORMAID, young Irish girl; thoroughly experienced and highly recommended. Q., Miss Hofmayer's Agency, 10 E. 43d, 3d floor. Tel. 8947 Murray Hill.

WAITRESS—Equal to butler; excellent care of silver; good appearance; $75. Wettler's Agency, 20 West 43d. Longacre 8896.

WAITRESS, young, thoroughly capable; exceptional references. Miss Fitzgerald's Bureau, 366 5th av.

WAITRESS-PARLORMAID, Scotch; experienced; highly recommended. Miss Shaughnessy's Bureau, 860 Sixth av.

WAITRESS, capable, good appearing; $65; long references. Miss Shea's Agency, 6 E. 41st. Murray Hill 6774.

Miscellaneous

COMPANION-NURSE—Very neat, refined; exceptionally competent; conscientious; most highly recommended; city, country. Mason's Agency, 47 East 44th st.

FRIENDS, young cook, $70; waitress-chambermaid, $65; separate or together. Shea's Agency, 6 E. 41st. Murray Hill 6774.

SITUATIONS WANTED FEMALE

Miscellaneous

COUPLE (Hollanders)—Useful butler-cook; willing, capable; excellent references. Winthrop Bureau, 47 West 42d, room 526. Longacre 8743.

KITCHENMAID-USEFUL, newly arrived, bright Irish girl; $40. Miss Shea's Agency, 6 E. 41st. Murray Hill 6774.

LADIES' MAID (Swiss, Protestant)—Neat, nice appearing; excellent seamstress; highly recommended; city; $65. Mason's Agency, 47 East 44th st.

LADY'S MAID, excellent seamstress; willing and obliging; highly recommended. Lang & Boecherer Co., 43 W. 33d st.

MAID-CHAMBERMAID—Very neat, nice French Protestant, excellent seamstress, city, $65. Mason's Agency, 47 East 44th st.

HELP WANTED FEMALE

WOMAN WANTED—Educated, cultured, ambitious;; preference given former teacher; educational welfare work opportunity; spend winter in South if desired; $1,400, with promotion. Burns, 522 5th av., room 323.

SITUATIONS WANTED MALE

Domestic

BUTLER and chambermaid or parlormaid, young Scandinavians; two excellent city references. R., Miss Hofmayer's Agency, 10 E. 43d, 3d floor. Tel. 8947 Murray Hill.

BUTLERS, Cooks, Valets, Housemen, Houseworkers who cook, several neat efficient (Filipinos); highly recommended. Mason's Agency, 47 East 44th st.

BUTLER, cook and chambermaid or parlormaid, French; entire work of small family. F., Miss Hofmayer's Agency, 10 E. 43d, 3d floor.

BUTLER-COOK, young, capable; most highly recommended; city or country. Miss Hall's Bureau, 17 W. 44th. Vanderbilt 8340.

BUTLER, English, tall, good appearing, capable; well recommended; $90. Miss Shea's Agency, 6 E. 41st. Murray Hill 6774.

BUTLERS, second men, housemen and couples; excellent references. Lang & Boecherer Co., 43 W. 33d st.

BUTLER-VALET-HOUSEMAN, Filipino. $70. Wettler's Agency, 20 West 43d. Longacre 8896.

CHAUFFEUR MECHANIC; 32, single; 14 years' experience; at present employed shop; wants private position, country; best private references. 21 Washington av., Lynbrook, L. I.

CHAUFFEUR -HOUSEMAN-GARDENER, experienced; $80. Wettler's Agency, 20 West 43d st. Longacre 8896.

CHINESE COOK-BUTLER, experienced; $90. Wettler's Agency, 20 West 43d st. Longacre 8896.

COOK—First class, exceptionally competent (Filipino), very highly recommended, city. Mason's Agency, 47 East 44th st. Murray Hill 6778.

COOK-BUTLER-HOUSEWORKER, splendid, colored; $90 to $100. Wettler's Agency, 20 West 43d st.

COUPLE, with daughter, French; cook, butler, daughter chambermaid or laundress; highly recommended. Miss Hall's Bureau, 17 W. 44th.

COUPLE, colored; butler-valet; wife excellent cook-manager; six years' splendid references. Miss Shaughnessy's Bureau, 860 Sixth av.

COUPLE, excellent cook, butler-valet; thoroughly competent; English, Finnish; $170; city only. Wettler's Agency, 20 West 43d st.

COUPLE, excellent cook, useful butler, neat, dependable colored; $150. Wettler's Agency, 20 West 43d. Longacre 8896.

COUPLE, colored; butler-useful; excellent cook; entire work; $140; anywhere. Shea's Agency, 6 E. 41st. Murray Hill 6774.

COUPLE, English; butler, cook; entire work; $160; anywhere; long references. Shea's Agency, 6 E. 41st. Murray Hill 6774.

COUPLE, good cook, useful butler-chauffeur; neat young Germans; $160. Wettler's Agency, 20 West 43d. Longacre 8896.

COUPLE, good cook, useful butler, young, English; 5 years reference; $160. Wettler's Agency, 20 West 43d. Longacre 8896.

COUPLE, excellent chambermaid, useful chauffeur-gardener; French, Swiss; $130. Wettler's Agency, 20 W. 43d. Longacre 8896.

COUPLE, cook, butler-chauffeur, neat, colored; $150. Wettler's Agency, 20 West 43d st.

COUPLE, cook-houseman, young; $125. Wettler's Agency, 20 West 43d. Longacre 8896.

MAN, housekeeper, secretary, educated American of middle age; seeks position in widower's or bachelor's home; highest references; home desired more than salary. E. 244, Tribune.

VALET, COOK, BUTLER, for bachelor's establishment; exceptionally competent, conscientious (Filipino); most highly recommended. Mason's Agency, 47 East 44th st.

LOST, FOUND AND REWARD

CERTIFICATES (10) lost of 100 shares each Schulte Retail Stores common stock, standing in name of Knella R. Bolger, Nos. 2900, 2903, 3380, 3331, 3332, 3333, 3334, 3530, 3531, 3532; stock no good to any other person and the public is warned that transfer has been stopped. Please return to J. C. Bolger, Schulte Retail Stores Corp., 384 Broadway, and receive suitable reward.

BUSINESS CARDS

Diamonds, Jewelry, Etc.

BORG BUYS diamonds, old gold, silver, platinum, antiques and pawn tickets. 146 West 23d st.

DIAMONDS bought and sold for cash. Advice free. Bennett, 172 B'way, 2d floor.

CASH PAID for Diamonds, Gold, Silver, Platinum, Pearls. Friedman, 747 6th av.

Furniture

WE PAY highest prices for furniture, pianos, antiques, bric-a-brac, books, art. Kingsley, 88 University pl. Stuyvesant 2377.

BUSINESS OPPORTUNITIES

TOWEL MILL FOR SALE
To close an estate, towel mill, near Buffalo, N. Y., including buildings, land, machinery, stock on hand and good will. Equipment up to date in every particular. No reasonable offer refused. Address D. 988, Tribune.

OIL LEASE of 1,100 acres in good Kansas field with production all around, railroad and townsite on land. Fine proposition for syndicate. Own fee title and lease. Will sell or give drilling contract. L. L. Mosher jr., 1025 Scarritt Bldg., Kansas City, Mo.

COLLEGE MAN—Wanted to buy combined College Preparatory and Secretarial School, in thriving city seventy miles from New York. Address D 802, Tribune.

CAPITAL negotiated for corporations requiring additional capital through the sale of its stock to private investors; state full particulars. E 133, Tribune.

YACHTS AND MOTOR BOATS

WILL CHARTER FOR SOUTHERN waters, thirty-five foot raised deck cruiser, fully equipped, sweet and clean, and in perfect condition. Will sleep four in cabin, three in cockpit. Cruising speed nine miles, maximum, twelve. Right party can charter at reasonable rate. Apply for further particulars, or photo, Crosby, 140 Pearl st., 'phone Bowling Green 0950.

Prosperous Times Close at Hand in South, Say Bankers

Crop Outlook Bright and Settlement of Strikes Is Helping Industrial Situation; Big Ore Deal

(Special Financial Correspondence)

CHATTANOOGA, Tenn., Oct. 6.—The Chattanooga industrial region had already adapted itself to the rail strike and was resuming full production when the separate agreements were signed. Prospects for the fall and winter are declared by bankers to be better than for a decade. "The brakes have been taken off business, and the coming months will see full employment and active trade in practically every line, now that even a partial peace has been attained in transport," said E. Y. Chapin, president of the American Trust and Banking Company.

"What's to stop us? I can see nothing ahead but good business. In fact, we have been having perceptible quickening before the shopmen's strike, and the impetus has not altogether been lost.

"On a recent motor trip through Tennessee, North Carolina and north Georgia, I was impressed with the fine condition of the crops, so much better than last year. I was told the farmers are prosperous again. Every town I passed through seemed active and hard at work."

These views are reflected through the general business community. There is an air of expectancy throughout the region, which comes from big things in the air. Several large scale negotiations are in progress, which will open up large new areas to exploitation. Those factories and foundries which were forced to shut down, are resuming, coal and pig iron being at hand again.

The local plant of the United States Cast Iron Pipe and Foundry Company is about ready to resume full time. This plant used eight to ten cars of pig iron a day. Seven hundred men will go back at once.

Textile industries were less affected by strikes than any other, as their main power dependence is hydro-electric, and coal use confined to dyeing and similar processes. Hosiery plants are running at an average of 75 per cent capacity; Richmond Hosiery has booked large orders for fall delivery. United Hosiery mills are running all mills at 80 per cent.

Three of the railroads in Chattanooga kept full service during the shopmen's strike and made warm friends of shippers thereby. These were Nashville, Chattanooga & St. Louis, Central of Georgia and Tennessee, Alabama & Georgia.

The Southern's policy, although it has alienated shippers here, has cemented workers to it. For five weeks after the strike began the Southern refused to advertise for shop workers, seeking to end the strike. It did not hire guards until sporadic outbreaks forced it to do so.

The shopmen go back to the Southern with the best of feeling. They expressed it "the road has treated us fair in every move, and we haven't a thing in the world against it. We're proud to work for such bosses as Fairfax Harrison and H. W. Miller."

Southern officials declared here that in thirty days the road would be normal as to equipment and as to traffic. The men can get back to work in full number, and the road's equipment will take the work of all the men, both those now in and strikers, for the time to put it in shape.

One of the interesting developments industrially of the last few weeks is announcement that an unknown group of New York financiers has secured an option on the Gadsden, Ala., furnaces and foundries of the Alabama Iron Company. The option is for four months, two of which have already passed. The price set is $6,400,000.

Belief is that the Great Southern Steel Corporation, which in the last year has bought up several hundred thousand acres of coal and iron ore lands in Etowah and De Kalb counties, Ala., near Gadsden, either has or controls the option. President Baker of the Great Southern, of Chicago, said in August that September 1 he would have an important announcement to make of Great Southern's plans. It has not been made, but belief is that it will be that purchase of Alabama Iron's three furnaces has been consummated.

Ford has let it be known that in event his Muscle Shoals offer is accepted he will be in the market for large areas of Southern ores, but that if it is refused he will not. Negotiations are under way as to one large tract.

West Better Buyer Than East

Midwestern and Western retailers are purchasing more in anticipation of a rise in prices in the dry goods markets than are their Eastern brothers nearer the market, according to a local dry goods selling agent. "The Western retailers," he said, "have broken away to some extent from the hand-to-mouth policy of buying, but the Eastern stores still adhere to the system of buying only for immediate requirement. In my opinion they soon will be caught short of goods and will have to pay higher prices for those they can obtain."

Stock Exchange Honors Employee of 50 Years

Officers, governors and employees of the New York Stock Exchange gathered yesterday morning in the governing committee room in testimonial to John P. Burns, who, at seventy years of age, rounded out a half century of service in the employment of the exchange. Blair S. Williams, chairman of the committee of arrangements, presented Mr. Burns with a purse of gold, which, together with a three months' leave of absence, constituted the exchange's recognition of his service. John Tangney, for the employees, presented him with a chest of flat initialed silver.

Mr. Burns, who does not look his age, has served under twenty-one presidents of the exchange and has seen the force of pages on the floor increased, despite the introduction of mechanical advices facilitating trading, from fifty-seven to 338. Entering employment of the exchange as a page in 1872, he was appointed door keeper in 1879 and is to-day superintendent of the floor force. He said yesterday that of the hundreds of members on the floor now he recognized but eleven faces of 1872.

Chilean Congress Passes Measure Authorizing Loan

Portion of 135 Million Peso Issue To Be Sold Abroad Is Undetermined; Would Develop Nitrate Trade

Special Foreign Financial Correspondence

SANTIAGO, Chile, Oct. 6.—The new fiscal loan, which has occupied the attention of the Chilean Congress for the last month, has now been definitely settled and approved. The bill is at present awaiting the President's signature. In its present form it authorizes the government to borrow, for a long or short term, 135,000,000 paper pesos, at an annual interest not to exceed 8 per cent. It is not known as yet whether an effort will be made to obtain the entire amount abroad—in London or New York—or a certain portion only, the rest to be obtained in this country.

In the Chamber of Deputies attention has been called to Germany's deficiency in nitrates for the coming year and the difficulties in the way of disposing of the Chilean product there. It appears that the Nitrate Producers' Association recently directed a note to the government of Chile advising that during the year beginning with July German agriculturists will be in need of an additional amount of fertilizer equal to 500,000 or 600,000 tons of Chilean nitrate, and indicating that it would be advisable to take diplomatic steps toward obtaining a withdrawal of the embargo existing in that country against the importation of foreign nitrates.

The sale of such an amount of nitrate as that indicated above would be of inestimable benefit to Chile at this time from an economic and financial point of view if the difficulties in the way of its accomplishment could be successfully overcome. For several years the importation of nitrate into Germany has been subject to prohibitive tariffs and strict government regulations, and the most that Chile has so far been able to obtain has been the permission to place her nitrate in the German market at a price not to exceed 10 per cent more than the price of German synthetic nitrate.

This concession, however, holds but little encouragement to nitrate producers here, for synthetic nitrate is sold in Germany at the present time for 17,654 marks per English ton, and according to the above arrangement the Chilean product would have to be offered there for 19,419 marks, which, at the day's rate of exchange, would yield around £6 11s. On this basis, according to calculations of the Nitrate Association, the cost at the Chilean coast would have to be £4 11s. per ton, or 4 shillings per Spanish quintal, which is only about half of its present value.

Suggestions have been made that, in view of Germany's desire to regain her former market in Chile for manufactured goods, the government of Chile should be in a position to dictate an equally free entry of her products into Germany.

Trade Is Advancing In Cleveland Section

No Seasonal Slump Noted in Auto, Rubber and Building Trades

CLEVELAND, Oct. 7.—Among the outstanding features of the past month, according to the October review of business conditions by the Federal Reserve Bank of Cleveland, has been the remarkable volume of business done in the automobile, rubber and building industries. "The fall months," says the review, "usually see a marked tapering off in these lines of business, but this fall is proving an exception to the rule."

In industries in this reserve district the past few weeks have been marked by a resumption of activity in many lines which had been forced to curtail operations because of the fuel shortage. These include particularly the automobile, paint, electrical goods, paper box board, hardware, pottery, machine tools, agricultural implements, rubber and textiles.

Department store sales in August, as reported to the bank, averaged 10.8 per cent ahead of August, 1921. In Cleveland, the gain was 16.6 per cent; in Pittsburgh, 9.1 per cent; in Cincinnati, 2.8 per cent; in Toledo, 5.6 per cent, and in other cities 19.4 per cent.

In wholesale lines August sales in dry goods were 37.4 per cent ahead of July and 5.2 per cent ahead of August, 1921; in hardware, 10.8 per cent ahead of July and 26.7 per cent ahead of August, 1921; in drugs, 14.4 per cent ahead of July and 14.7 per cent ahead of August, 1921, and in groceries, 7.7 per cent ahead of July and 5.1 per cent behind August, 1921.

More Copper Used in Building

The total consumption of copper in the building industry this year is estimated at 150,000,000 pounds, according to the Copper and Brass Research Association. This is an increase of 100,000,000 pounds, as compared with 1921; 96,000,000, as compared with 1920, and 73,000,000, as compared with 1919, in which years the amount of copper used in the building industry varied between 4 and 6 per cent of the total copper consumption in the United States.

It is estimated that 118,000,000 pounds of copper will be used this year in roofing and sheet metal work, 17,000,000 pounds in plumbing, 11,000,000 pounds for lighting fixtures and 4,000,000 pounds in hardware. The potential market for copper and brass in the building industry on the basis of this year's construction is estimated at 650,000,000 pounds, says the association.

Develop Fast Pink Dye

A fast pink dye, which was imported in fairly large quantities before the war and since has been brought in under license, has been developed by E. I. du Pont de Nemours & Co. The new dye is named Pontamine Fast Pink G and is used principally as a self color on all classes of cotton goods. It is also suitable for coloring artificial silk and paper, the company states.

Canadian Business Still Evinces Fear Of Eastern Crisis

Chief Attention, However, Is on Harvesting of One of Biggest Grain Crops Ever Produced; Loan a Success

(Special Financial Correspondence)

MONTREAL, Oct. 6.—While confidence is again being restored in Canadian business and industrial circles there is still some fear evinced regarding the situation in southeastern Europe. The effect of resumption of hostilities upon Canada might be very pronounced, inasmuch as the country is now heavily burdened with debt and is making valiant efforts to lighten the load. What another war might mean would be hard to say, but it would be anything but a favorable influence.

Just now, of course, all attention is turned to the West, where harvesting of one of the biggest grain crops ever produced in this country is now nearing an end. This is releasing a great deal of money which has been withdrawn from the East and where it is now badly needed. The farmer seems to have disposed of his wheat in unusually quick order this year, the war scare having furnished him with a market of some temporary strength, of which he was keen to take advantage. The Canadian farmer has also had a preference over the American farmer in the matter of price, and this has helped him a great deal. The result is a quick cash return, and this rapid liquidation of the crop will go far toward strengthening the financial position of the country as a whole.

The heavy seasonal demand for money has been well handled by the Canadian banks, and while the stock and investment markets have, quite naturally, suffered to some extent on this account the ultimate result of the situation cannot be otherwise than constructive.

During this month nearly $16,000,000 is being distributed in the form of interest and dividend payments, and the greater part of this is expected to be available for reinvestment.

Canada's conversion loan has been a success and Ottawa is much elated. Moreover, there have been a number of improvements in the general condition of government finances of late which have added considerably to the joy at the capital. Revenues have been mounting steadily, the National Railways have produced larger net earnings and, all in all, something like a fiscal revolution seems to be in process. Settlement of the government upon the new head for the National Railways, Sir Henry Thornton, has also been a step toward clearing the atmosphere.

The Canadian stock markets have recovered partially from their war scare slump, while greater activity is being noticed in the bond market. Prevailing steadiness of this market has been a noteworthy feature of late, although the market has been anything but active. Definite decision on the part of the government regarding the new Federal loan, however, will tend to improve sentiment all along the line.

Industrially the outlook is hopeful. Coal production is on the increase, encouraging reports are being heard from the iron and steel section, although there is still room for improvement in that field, with the steel rail position still rather discouraging, although railway equipment orders seem imminent. Throughout the country distribution of commodities is showing expansion and colections are fairly good.

Return Evil Still Problem in Garments

Expense of Shipments Keeps Up Prices, Says Mosessohn

The quantity of coats, suits and dresses returned to manufacturers every season by retailers is sufficient to keep the women and girls of New York State clothed for a year, according to David N. Mosessohn, executive director of the Associated Dress Industries of America, in a statement yesterday.

"The bald evidence of this extravagant waste is staringly significant," he said. "A trip through the streets which constitute the garment market of New York City is sufficient proof of the statement. Particularly on Monday mornings or after a holiday, when returned shipments of two days are delivered to the manufacturers, the mute evidence of unscrupulous merchandising speaks volumes against the present system.

"Retailers are not alone to blame for this expensive abuse. Manufacturers who resort to the memorandum system of selling merchandise are as much to blame as retailers. They send one or two garments or more to a long list of retail accounts, hoping that luck will be with them and that the retailers will retain the goods. Some of them do, but the percentage who return these shipments is so great that the expense of the operation, added to the already too heavy overhead, makes it necessary to keep prices higher than they otherwise would be.

"The correction of the return evil lies in the greatest measure in the hands of the manufacturers. They have encouraged the retailer to return. They must insist that no returns be made and back up their policy with their actions. The retailer will return as long as he knows the manufacturers will stand for it. It is natural that he should, even though he knows it is not right."

Want International Passports Abolished

American Section of World C. of C. Sends Request to Government

Rehabilitation of Russia and the resumption of trade with that country, essential conditions requisite for world-wide currency stabilization, financial measures necessary to the restoration of international trade, restrictions on import and export trade and land and sea transportation are the principal topics of discussion that the American section will bring to the International Chamber of Commerce meeting in Rome next March, it was decided at a meeting here late last week, at which A. C. Bedford, vice-president of the international chamber and chairman of the American section, presided.

The body also passed a resolution calling upon the United States government to bring about arrangements permitting our citizens to enter most countries without passports, if passports are necessary to dispense with vises, and, if vises and passports must be retained, to reduce fees to actual cost of the service. Other national committees were requested to make similar demands upon their governments.

The international meeting next spring will be attended by representatives of thirty different countries. About 200 Americans have signified their intention of going.

Harvard Business School Publishes New "Review"

Quarterly Periodical Edited by Faculty and Students; Presents Significant Problems

CAMBRIDGE, Mass., Oct. 7.—The first issue of "The Harvard Business Review," a new quarterly periodical edited by the faculty and students of the Harvard Business School, appeared yesterday.

The larger part of the magazine is given over to leading articles contributed by business men and members of the business school staff. They include papers on "The Taxation of Capital Gains," by George O. May, senior partner of Price, Waterhouse & Co.; "The Future of American Export Trade," by Dr. Julius Klein, director of the United States Bureau of Foreign and Domestic Commerce; "Bank Management and the Business Cycle," by O. M. W. Sprague, professor of banking and finance in the business school; "Bank Reserves," by Frederick H. Curtiss, chairman of the board and Federal Reserve agent of the Federal Reserve Bank, of Boston, and "The Railroad Consolidation Plan in New England," by William J. Cunningham, professor of transportation.

Harry R. Tosdal,