

U.S. NEEDS MORE BOATS

PAYNE SAYS THEY WILL DRAW NATIONS TOGETHER

South American Ports to Be Tapped for Trade, Says Head of Shipping Board.

WASHINGTON, Feb. 14.—Affirming his belief that only by ships and more ships could the United States and South America be brought close enough together to "shake hands daily," Chairman Payne has outlined the plans of the Shipping Board for linking the interests of the Pan-American republics on a chain of great steamers plying between the two continents.

Indicating the American government's keen desire to establish an adequate service to South American ports, Mr. Payne said the Shipping Board's policy "has sometimes manifested itself in an optimism which the cold logic of facts has not justified." Notwithstanding that, he declared, the board would proceed with its plans. An explanation of why fast passenger steamers had not already been put into the South American service, the speaker said the war delayed the building of passenger steamers by creating an abnormal demand for cargo ships, and that the repatriation of American soldiers had caused the War Department to keep in military service many big liners.

Building Twenty-Six New Boats.
"We are building twenty-six new passenger ships for delivery this spring," Chairman Payne continued. "The War and Navy Departments have turned over to us twenty-seven ex-German passenger ships but these having been made into troop ships, are not in condition to be used for a passenger service until reconditioned. The first of these is the Moccasin, now on its way to South America, and will be followed by other and larger ships as fast as they can be made ready for service."

Further present plans for the passenger service to the east coast of South America are:
"Five steamers, maintaining a two-weekly service between New York, Rio de Janeiro, Santos, Montevideo and Buenos Aires.

"Southbound, these vessels will proceed directly to Rio de Janeiro. The five vessels selected for this service are all ex-German steamers of fifteen knots speed—the Aeolus, Huron, Pocomontis, DeKalb and Princess Matilda. Mr. Payne said three of these would be ready for service in April or May. All will be converted to burn fuel oil. Their accommodations will be first-class and part of their cargo holds will be refrigerated to care for the movement of perishable products."

To Haul Passengers.
"The board regards the passenger service to South America as of paramount importance," continued Mr. Payne. "Pending the reconditioning of the five steamers mentioned above, it is doing what it can to provide a temporary service. The Moccasin will be followed early in March by the Callao, and it is hoped to secure temporary use of one of the vessels now in the army transport service to fill the gap and maintain for the present at least a monthly sailing."

"For the calendar year of 1919, 100 shipping board steamers were dispatched from United States port to Brazil, carrying a total of 44,400 tons of cargo. To the same port, 129 steamers with 639,600 tons of cargo."

"We are planning to inaugurate a regular monthly service between the River Plate, Antwerp and other European ports in February, and will place on this run refrigerated cargo steamers capable of carrying about 1,000 tons of frozen beef, loading such general cargo as may be available."

Further cargo steamers will be added to this service from time to time, there being an ample reserve to care for cargo.

Vessels for West Coast.
"Following its policy of encouraging established American steamship companies rather than competing with them, the board will place in service for the west coast, under the management of Messrs. W. R. Grace & Co., the Santa Theresa and the Santa Elisa, both thirteen-knot combination freight and passenger vessels built especially for this trade. They will call at Callao, Africa, Iquique, Valparaiso and furnish a sailing every two weeks from New York. A sister ship, the Santa Leonora, still in the army service, will be added to these steamers as possible. "During the calendar year 1919, sixty-two shipping board steamers loaded from United States port to the west coast, carrying 179,000 tons southbound and 156,000 tons northbound. Such additional cargo steamers as this business requires will be allocated as needed."

Sale of ships which have been advertised in the Times as follows: The South American service, Mr. Payne said. He estimated that the United States fleet, when present re-arrangement is completed, would total 1,658 ships of 9,295,668 deadweight tons.

What the Fire Did for Crafts!

CRAFTS' MESSAGE TO YOU—

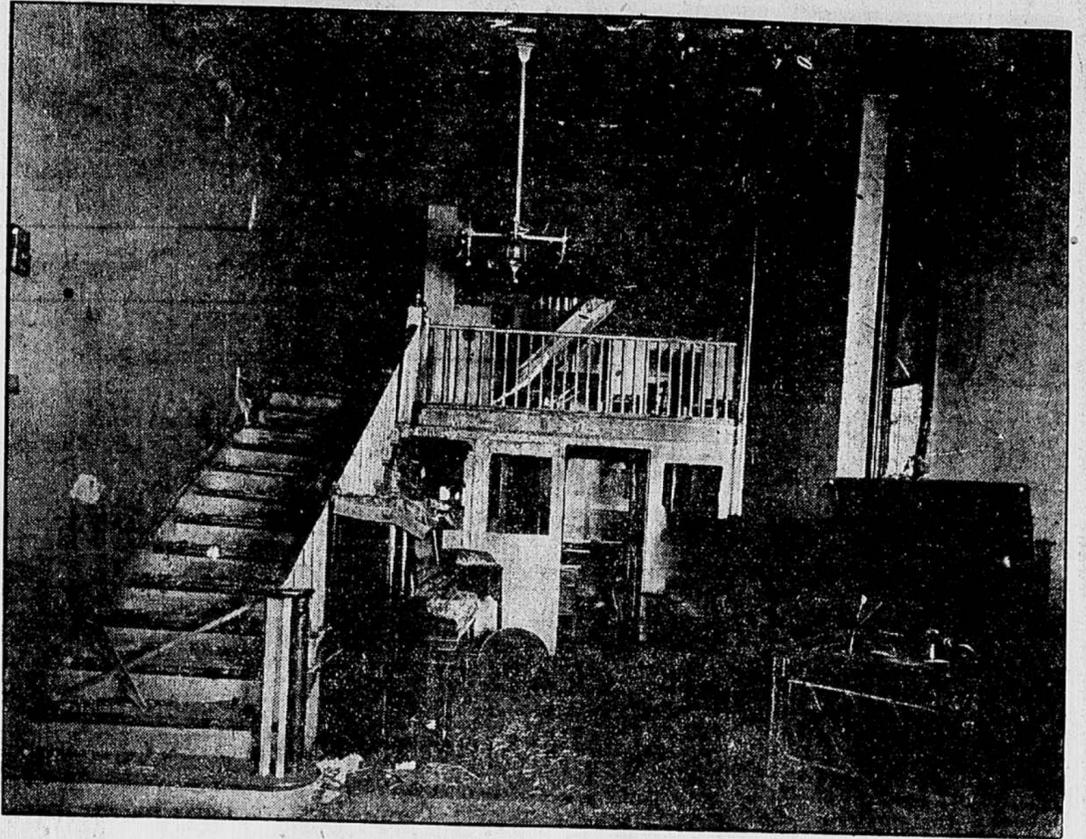
It has taken several weeks to place our Pianos, Player-Pianos, Organs and Phonographs in condition, since the fire to offer to discriminating buyers. This misfortune which overtook us on the morning of January 19th was of such a nature as to retard our progress; in fact, our business has been practically suspended during this period, and now, in our desire to start afresh in our retail business, and our anxiety to retrieve the actual loss sustained, which, of course, could not be covered by insurance, I have agreed to include all available stocks in this sale, though some of our goods were at the factories instead of in our retail department, on Second Street.

This makes the CRAFTS proposition more attractive because there are a number of new Records, a number of new Music Rolls and a quantity of other merchandise which ordinarily we would sell at the regular retail prices, but which we are including in this sale in order to make it still more of an inducement for music-lovers to attend.

I appreciate the fact that it takes something unusual to interest a buyer at this time, but this is the unusual which we have; therefore, it is of interest to you personally, and we want to see you here the first thing in the morning. We want to show you just what we have to offer. Bring your friends and pass the word on to your neighbors!

Mail Orders will receive my personal attention, and if it is impossible for you to get here, you may leave the selection of an instrument to me. You may feel perfectly safe in doing this, because the success of this sale rests upon one word in our dealings. We stand or fall thereby, and for your information we are going to state it here and spell it in capitals—T-R-U-T-H—to impress it more forcibly. Be with us in the morning! We will make you glad you came!

A. J. Crafts



What the Crafts Fire Has Done for You!

The old adage, "It is an ill wind that does not blow some one some good," can be aptly applied in this instance. The above photograph was taken on the morning of January 19th. This shows a corner in one of our rooms, and you can readily discern the complete destruction which took place.

Immediately beneath the room pictured was the wholesale stock of Talking Machine Records, Needles, Albums and Accessories of all sorts. Practically everything was destroyed on the floor below.

The stock in the two rooms referred to was the most seriously damaged; the stock in the balance of the building was either smoke-damaged or very slightly injured.

Stocks which cannot carry the regular CRAFTS Guarantee will not be offered in this sale. We must clear our warehouses of all Pianos, Player-Pianos, Talking Machines or Phonographs, Records, Player-Rolls and other goods which we had on hand during the fire and on which we have received an adjustment from the insurance companies. These we are pricing in such a way as to make them move quickly.

In deference to the various manufacturers and to the general reputation of our merchandise, we shall refrain from giving the names, except in remote instances, and then only in such a manner as will avoid injuring the reputation of the manufacturer or the merchandise which he produces.

Walnut Upright, \$73

Ask for Instrument No. 12051.
This is an old-style Upright, but is richly worth much more than the price we ask. With a small outlay it could be made an excellent Piano for beginners. Easy Terms if you do not wish to take advantage of a liberal cash discount. You may use this piano two years and we will take it in exchange, allowing the full amount paid to apply on to the purchase of any new piano.

Player-Piano, \$637

Ask for Instrument No. 127830.
This we do not hesitate to state is one of our beautiful ART-O-CRAFTS Player-Pianos, listed to sell at \$1,000, and carries the regular CRAFTS Guarantee, which is your every protection. It is an unusual value at the price named, and any terms in reason may be arranged. Liberal discount if you pay all cash. Thirty Rolls (your own selection) and Bench included.

Upright Piano, \$328

Ask for Instrument No. 128727.
This is one of our beautiful CRAFTS Cabinet Grand Pianos. The case is Mahogany. Piano in excellent condition. This \$500 model is going for only \$328 because we must move it quickly. Some one will benefit by our misfortune.

Player-Piano, \$565

Ask for Instrument No. 50272.
Large mahogany case, brand new. Slightly damaged by smoke, but as good as the day it was made. The make is well and favorably known, and has been sold in this territory for fifteen years or more. This instrument was manufactured during the month of December, and was listed by us at \$800. The price quoted includes twenty-four Rolls of Music (your own selection) and bench.

Upright Piano, \$278

Ask for Instrument No. 61073.
Magnificent Piano of popular make. The regular list price is \$450. The case has been thoroughly refinished. The interior is in excellent condition, and it is a value that cannot be duplicated at \$100 more. There is but one quick action on your part if you are seeking a Piano that will give you permanent, pleasurable service at a low price. This Piano carries our regular Guarantee. Stool included. Easy Terms if you do not wish to take advantage of a liberal discount for cash.

Parlor Organs

Such makes as Mason & Hamlin, Chicago Cottage, Estey and others equally prominent. These have all been thoroughly rebuilt, refinished and put in first-class condition. They carry the CRAFTS Guarantee, which is your protection. Priced at \$68 up. Easy Terms if you wish them!

Rosewood Upright, \$115

Ask for Instrument No. 171228.
This is a very nice Piano of prominent make. Many dealers who handle this make consider it one of the best selling Pianos on the market. For the reason above stated, we do not give the name, but the instrument is here for your inspection, and we consider this an excellent value at the price quoted. You may use this Piano two years, and we will then take it in exchange, allowing the full amount paid to apply on to the purchase of any new Piano.

ART-O-CRAFTS Player-Piano, \$598

Ask for Instrument No. 204705.
This instrument is in very fine condition, having been carefully polished and gone over. Beautiful Mahogany case. Guaranteed. Twenty-five Rolls (your own selection) and Player Bench included.

Upright Piano, \$387.50

Ask for Instrument No. 139070.
This Piano is without a blemish, absolutely perfect, and made to sell as a 1920 model for \$500. Carries an unlimited Guarantee. Here is an unusual opportunity to get a really high-grade Piano at a price within your reach.

Old Instruments Taken in Exchange

LOT No 10—CRAFTS Q-R-S and Vocalstyle Rolls at Practically Half Price.

We have fully determined to clear our warehouses of all merchandise which we owned prior to the fire, so the entire stock of Music Rolls which were absolutely new before the fire, and which are new today except that they have a slight odor of smoke, which soon will disappear, is being offered to you at prices which speak for themselves. Any CRAFTS Q R S Roll in stock—and we have a large stock from which you may make selection—is offered to you at 40% discount. These Rolls are absolutely guaranteed to be perfect. (If you find an imperfect Roll in the lot, we will gladly release you from your purchase.) Most of these Rolls have the original seal of the manufacturer. They have not been used, even for demonstration. The Vocalstyle Rolls are being offered at exactly one-half the regular price, and they are in good condition. Any two \$1.00 Rolls may be had for \$1.00. Any two 75c Rolls may be had for 75c. So, you see, the opportunity for increasing your library and making your Player-Piano more enjoyable is at hand. Grasp it and welcome it! Be on hand the first thing in the morning!

This unprecedented sale in the history of The House of CRAFTS will attract buyers from far and near, and in order to give those who reside at a distance an opportunity to be here when the sale starts, the doors will not open until 9 o'clock tomorrow morning. Our store will remain open until 9:30 every night during the CRAFTS Fire Sale.

We will arrange the easiest of terms with persons worthy of credit, provided agreement is made to pay at our office—this because we do not employ collectors.

A. J. CRAFTS PIANO CO.

Piano and Phonograph Manufacturers,

P. S.—This is an excellent opportunity for music merchants to secure attractive bargains for their trade.

218-220 North Second Street.

LOT No. 6.

Talking Machine Needles
Wall-Kano Needles and CRAFTS Steel Needles retail regularly at 15c and 10c per package, respectively. There are thousands of packages to select from—loud tone, extra loud, medium or soft. Sale price: 3 packages for 10c.

LOT No. 7.

Albums
There are hundreds of 10-inch Albums which are but slightly damaged—some almost perfect—and which we are offering at 15c and 25c each; none higher than 50c. Absolutely \$1.50 value.

LOT No. 8.

Talking Machine Records
Some guaranteed to be absolutely perfect and listed at from 50c to \$1.50 each—late selections—are offered at 50c each. Records which have been damaged, and so show, are offered at 25c each. The Records offered during CRAFTS Fire Sale will play on CRAFTS, COLUMBIA or VICTOR machines. An excellent opportunity to add good music to your library.

LOT No. 9.

Player-Piano Music Rolls
About two thousand Rolls, smoke damaged and slightly shop-worn. These Rolls are priced at 20c each, or 0 for \$1.00. \$3-note. Absolutely playable, but we will not exchange any Rolls, Records or Musical Merchandise during this sale. No small goods charged or sent. C. O. D. during CRAFTS Fire Sale.

LOT No. 1.

There are but a limited number of machines in this lot. They were originally listed at \$200. The cases are in good condition, but the hardware and trimmings show the effect of the smoke from the fire. To dispose of these quickly, they are priced at



\$53.75 EACH

LOT No. 2.

These Talking Machines represent splendid value and are offered at prices far below their original list prices. Six Records (twelve musical selections) and two packages of Needles included with each machine in this lot, at



\$73.65

LOT No. 3.

These Talking Machines are in very good condition and will give absolute satisfaction. The price on each one of these, including twelve records of your own selection, is



\$87.50

LOT No. 4.

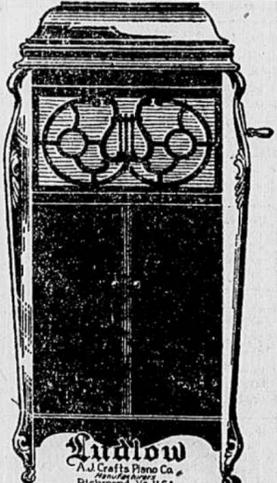
These Phonographs, like all the others, carry our Guarantee of satisfaction. The styles included are ideal for home use. Eight Records (sixteen musical selections) with each one, at



\$62.00

LOT No. 5

These \$200 machines are 48 inches high and are the equal in tone of almost any machine obtainable at \$200. They are absolutely without blemish, having been thoroughly polished and placed in first-class condition by our factory experts—You know, it is our business to manufacture Phonographs! They cannot be told from new, and the most skilled musicians would be pleased with the tone of these machines. With each we supply fifteen double-face Records (thirty musical selections), two hundred Needles and the Guarantee of Satisfaction. The hardware, both on the cabinet and the interior, is in first-class condition. The cases are a beautiful mahogany, finished with the luster of a fine piano. This is an unusual "buy" at, each **\$100.00**



Terms May Be Arranged by Those Who Do Not Wish to Take Advantage of a Cash Discount.

Pianos Taken in Trade at Full Value

A. J. Crafts Piano Co.
Richmond, Va., U.S.A.

You Need Strength
to overcome the cramps, colic and other natural diseases of winter. Restore healthy circulation, soothe the nerves and relax the muscles. **DR. J. C. PERINA'S TONIC LAXATIVE** Aids digestion, relieves the bowels, clears away all catarrhal inflammation. It builds up the strength by making the organs concerned to properly do their work. Thousands testify to its value after protracted sickness, an attack of Grip or Spanish Influenza. The ideal medicine in the house for everyday ills. **SOLD EVERYWHERE TABLETS OR LIQUID**

VIRGINIA LEAGUE OF FINE ARTS AND HANDICRAFTS
INSTRUCTORS
Ascle Clark and Nora Houston
Evening Sketch Class
Every Monday Evening From 8 to 10 o'clock
ATELIER
118 East Franklin,
Landon Row

POSILAM REAL TREAT FOR SKIN THAT ITCHES
Only those who have itched and scratched and still itched continually can appreciate what it means when the aggravation is ended by the soothing, penetrating, antiseptic influence of Posilam. And what relief to be rid of any eruptions, blemish which has entailed a prolonged harassment! Turn to Posilam first for the quick healing help which ailing skin must have. You do not have to wait in uncertainty for indications of improvement. It soon SHOWS. Sold everywhere. For free sample write to Emergency Laboratories, 243 West 47th Street, New York City. Urge your skin to become clearer, healthier by the daily use of Posilam Soap, medicated with Posilam.—Adv.