WHY PAPER PRICES HAVE NOT DROPPED

"I am asked fifty times a day 'when the price of paper will be reduced,'" said a well-known paper merchant today. "Purchasers of paper of every description seem to expect an immediate decrease in price as soon as the armistice was signed. The druggist, the grocer, and all classes of merchants whose own merchandise has not decreased in price, had seemed to expect that paper, which is an expense and not a profit maker, would be immediately reduced in price, and they were very much disappointed that such has not been the case.

"Not a few of the paper dealers themselves thought that the manufacturers would immediately reduce their prices on various grades of paper, and at the recent meeting in New York city of the entire paper industry, a conference committee met (thirty of the largest paper merchants and thirty representative manufacturers), to look into the situation from every point of view. There was absolute frankness on both sides. Both the manufacturers and the merchants placed their cards 'face up' on the table. The result was that the manufacturers convinced the merchants that there was no inflation or 'water' in the present prices of paper.

Entitled to Fair Profit.

"It was granted that the manufacturers would have a fair profit in the cost of production, and that the price of the manufacturer should be based upon his cost of production and not upon the fact that some other manufacturer was willing to sell his product without profit, in order to keep his mills running full.

"The chief item entering into the cost of paper is labor, and we know there has been no decrease in the price of labor. Labor begins in paper making with the collection of rags on one hand and the cutting of the wood in the forest on the other. Wood is higher per cord than it has been at any time within the last five years. The present prices of paper are not high compared with the prices of other commodities. The demand has not been up to normal for the past ninety days, due largely to the fact that the users and dealers anticipated their demands early in the fall before the armistice was signed, and these stocks must accordingly be used or reduced before normal buying is resumed.

"The cost finding systems of manufacturers, merchants, and printers have improved greatly during the past few years. The old theory that the manufacturer should sell his product at less than cost to keep his machines going, that the printer should sell his printing at less than cost to keep his presses going, has long since been exploded. More efficient business methods have proved to both the manufacturer and the printer that it is better to shut down than to run their machinery and sell the product at cost or without profit.

Increased Demands.

"The large advertising mediums throughout the country have booked their space full for some time ahead. Manufacturers whose commercial production ceased in order to produce war materials are gradually resuming the manufacture of commercial commodities. This will necessitate a large volume of new printed matter, such as catalogs, booklets, price lists, and, in fact, all sorts of advertising matter.

"In order to accommodate the largely increased advertising that is being offered to them, magazines of all descriptions are increasing their number of pages, as well as their circulation, which means a very largely increased consumption of book papers of every description. From the most conservative point of view, one is forced to the opinion that paper is on the eve of an era of the greatest prosperity ever known in the history of the industry."

The Gentleman Didn't Seem To Realize the Enormity of the Crime at Which Jimmy Smith Had Caught One of the Fellers Re d Handed.

By FONTAINE FOX.

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ARMY FLU TRACED TO MESS WASHING

When army physicians observed, during the severe stages of the influenza epidemic that men who ate from aluminum mess kits, washed in cool water, suffered a prevalence of the disease five times as great as those who ate from tableware, they were puzzled at first.

But study soon indicated that germs of influenza, which come from the discharge of the nose and mouth, were spread by the method of washing the mess kits, and the application of this lesson to camps saved many lives, according to Dr. William Colby Racker, United States Public Health Service, who spoke before members of the National Geographic Society yesterday afternoon and last evening at the New Masonic Temple.

This knowledge was applied with marked effect, Dr. Rucker said, in a camp where the rate was very high. Cans were placed over a hot fire where water was kept boiling constantly. Within three days the number of new cases fell sharply and at the end of a week the rate was almost negligible.

Some curious facts were found among the men examined, preliminary to entering the overseas service, Dr. Rucker said.

"Of 165,000 on whom accurate records were kept," he stated. "Eight had more toes than normal and thirty had webbed toes. In fitting shoes for men two were found requiring size '18 triple E.' One went barefoot until shoes could be made, but the other resourcefully secured a pair of 'fourteens,' cut off the toes and let nature take her course.

Mental tests also were interesting. One officer's record, the speaker said, showed a gap of two years not accounted for and when asked what he had been doing he replied, nonchalantly, "Looking for the North Pole." He was subjected to a mental examination—but it was found he had been telling the truth.

SAY GUARDS VISITED PRISONERS' WIVES

BALTIMORE, Md., Feb. 23.—Declaring that guards of the Maryland House of Correction made a practice of visiting the wives of prisoners, Frank Metzerott, minority member of the board of prison control, which is investigating the charges against Warden William E. Lankford, created a sensation yesterday at the hearing which had been transferred from Baltimore to the "Cut," the better to get testimony of prisoners and officials who could not well be brought to the city.

The statement came while Leroy Griggs, a prisoner, was on the stand and was a result of an objection on the part of Harry B. Wolf, counsel for Lankford, who demanded that the board confine its inquiry to Lankford alone. Mr. Metzerott replied that he had understood the inquiry was to include the entire institution and its officers, but Chairman Crane said he did not know that the statement concerned the charges against Lankford.

Stopped Her Visits.

Griggs, while on the stand, testified that his wife had stopped coming to see him after a guard had called on her. He said he was twenty-one years old and his wife twenty. The name of the guard was given as William H. Lankford, although it was said he is not related to the warden. Mr. Metzerott declared that this was not an isolated case, but that many of the guards made it a practice to call on the wives of prisoners.

The session of the board began in the morning, when several witnesses were examined. After luncheon the inquiry was continued until late in the afternoon, when the hearing was adjourned until next Tuesday. It will be continued at the office of the board in the Continental Trust Building.

Hear Many Witnesses.

Numerous witnesses were heard in the afternoon session, among whom was Matron Johnson, of the institution, who vehemently denied the statement made by Mrs. Catherine Beary, a former matron, at the hearing at the Maryland Penitentiary on Thursday, at which institution Mrs. Beary is now a matron. Mrs. Beary has told of terrible conditions at the "cut," which she said existed there, and of ill prisoners being neglected.

Dr. William C. Stone, of Ellicott City, sanitary officer of the State Board of Health, when put on the stand to testify in relation to the statements made by Mrs. Barnett, a Government official, admitted he had made what he called a "bull" in talking to Mrs. Barnett, and he confessed that he had made statements to her which he had since discovered were unfounded.

Wife's Wedding Dress Disappears; Has Her And Admirer Arrested

ALLENTOWN, Pa., Feb. 23.—Willing to forego the loss of $15 which he alleged was stolen from the cash register, Jacob Reiterman, an Allentown hotel proprietor, thought the limit had been reached when his wife's wedding dress was taken.

He has his wife and S. D. Stonecipher, an admirer, arrested on a charge of both thefts, and an Allentown alderman committed them to jail.

NEGRO CHARGED WITH ROBBERY; SEEK SOLDIER

Charged with assault and robbery, Robert Banks, colored, twenty-three years old, was arrested today and locked up at the Sixth precinct police station. It is charged that Banks in company with a soldier, held up and robbed James C. Willis, colored of $68 at First and K streets northwest last night.

Yeoman Howard P. Brockway, U. S. N., was robbed of his petty officer's uniform, a pair of shoes, and a dozen pair of socks by an unidentified man who entered his room at the Columbia Hotel, 485 Pennsylvania avenue northwest, last night.

Buy War Savings Stamps today and provide for your future.

AD CLUB TO FIGHT FOR MORE DAYLIGHT

Attempt to repeal the Daylight Saving Law is denounced by Lester Lansburgh, president of the Advertising Club of Washington and a large employer of labor, in a letter today to the National War Garden Commission. The Washington Ad Club is a member of the Associated Ad Clubs of the World.

Mr. Lansburgh's letter follows:

"I note in the newspapers they are contemplating trying to repeal the Daylight Saving Act. In my estimation, as a merchant, the Daylight Saving Act is one of the best reforms that was ever instigated. As one much in favor that the Daylight Saving should stand I assure you of any co-operation that can be given by the Advertising Club of Washington."

LESTER LANSBURGH.

Two repeal bills have just been introduced in Congress and it has just been discovered that a similar bill has been placed as a rider in an appropriation measure in an endeavor to kill the bill that provides an extra hour of daylight for desk and factory workers throughout the country. The present law provdies that the clocks shall be turned ahead one hour on the last Sunday in March.

All of the leading countries of Europe have adopted Daylight Savings. The National War Garden Commission points out that the law means millions of hours of extra time for the home food producers of the land and that with the world facing a food crisis the law should not be repealed at this time.

BIG OIL FIELDS ARE FOUND IN ENGLAND

LONDON, Feb. 23.—In Derbyshire, where early in the month oil was struck near Birmington by American drillers working for the government, important discoveries of fuel oil have been made on the estate of the Duke of Devonshire at Chesterfield. The supply is said to be vast.

TO CONVERT AVENUE INTO NO MAN'S LAND

Maneuvers practiced on the battle fields of France by District fighters will be re-enacted durjng the reception parade next Thursday.

The demonstration which will convert portions of Pennsylvania avenue into a miniature "No-Man's Land" is being planned in order to give spectators an idea of how the men from the National Capital conducted themselves in battle. Tanks from the proving grounds at Aberdeen, Md., will be utilized, in the "attacks." The War Department has informed Colonel Harper, chairman of the reception parade committee that equipment will be issued if a bond is put up guaranteeing its return.

Equipment for approximately 2,500 men will be needed.

District men who have been decorated for bravery in battle are being organized by Brig. Gen. R. D. Simms, of the District national guard, into an escort of honor for the President. All such men are requested to send their names to Capt. E. H. Grove, Room 13, District Building.

Lieut. Charles Ford, in charge of the air squadron of the parade, has received applications from thirty-five aviators to participate. Sixteen will be selected.

The Y. M. C. A. will keep "open house" for the District men after the parade disbands. Doughnuts and hot coffee will be served by a committee of women headed by Mrs. William M. Black.

Catholic women are requested to attend a meeting at Carroll Hall, Tenth and G streets northwest, tomorrow afternoon to make arrangements to take part in the parade.

Singers who wish to join the chorus which will sing in Lafayette Park, opposite the reviewing stand, on the day of the parade, should send their names to Mrs. Streeter, 1150 Connecticut avenue today.

Don't forget that victory must be paid for and that our war expenses did not cease when actual fighting ceased. Keep your War Savings pledge and buy more W. S. S.

ADVERTISEMENT ADVERTISEMENT. ADVERTISEMENT.

Is Your Blood Starving for Want of Iron?

Modern Methods of Cooking and Living Have Made an Alarming Increase in Iron Deficiency in Blood of American Men and Women

WHY NUXATED IRON SO QUICKLY BUILDS UP WEAK, NERVOUS, RUN-DOWN FOLKS—Over 3,000,000 People Annually Taking It In This Country Alone To Increase Their Strength, Power, Energy and Endurance.

"Is your blood starving for want of iron? Iron is red blood food. If you were to go without eating until you became weak, thin and emaciated you could not do a more serious harm to yourself than when you let your blood literally starve for want of iron—iron that gives it strength and power to change food into living tissue," says Dr. James Francis Sullivan, formerly physician of Bellevue Hospital (Outdoor Dept.) New York and the Westchester County Hospital.

"Modern methods of cooking and the rapid pace at which people of this country live has made such an alarming increase in iron deficiency in the blood of American men and women that I have often marveled at the large number of people who lack iron in the blood, and who never suspect the cause of their weak, nervous, run-down state. Lack of iron in the blood not only makes a man a physical and mental weakling, nervous, irritable, easily fatigued, but it utterly robs him of that virile force, that stamina and strength of will which are so necessary to success and power in every walk of life. It may also transform a beautiful, sweet-tempered woman into one who is cross, nervous and irritable. I have strongly emphasized the great necessity of physicians making blood examinations of their weak, anaemic, run-down patients. Thousands of persons go on year after year suffering from physical weakness and a highly nervous condition due to lack of sufficient iron in their red blood corpuscles without ever realizing the real and true cause of their trouble. Without iron in your blood your food merely passes through the body, something like corn through an old mill with rollers so wide apart that the mill can't grind.

"For want of iron you may be an old man at thirty, dull of intellect, poor in memory, nervous, irritable and all 'run-down,' while at 50 or 60 with plenty of iron in your blood you may still be young in feeling, full of life, your whole being brimming over with vim and energy.

"As proof of this take the case of former United States Senator and Vice Presidential nominee Charles A. Towne, who at past 58 is still a veritable mountain of tireless energy. Senator Towne says: 'I have found Nuxated Iron of the greatest benefit as a tonic and regulative. Henceforth I shall not be without it. I am in a position to testify for the benefit of others to the remarkable and immediate helpfulness of this remedy, and I unhesitatingly recommend Nuxated Iron to those who feel the need of renewed energy and the regularity of bodily functions.'

"But in my opinion you can't make strong, keen, forceful men and healthy rosy-cheeked women by feeding them on metallic iron. The old forms of metallic iron must go through a digestive process to transform them into organic iron—Nuxated Iron—before they are ready to be taken up and assimilated by the human system. Notwithstanding all that has been said and written on this subject by well-known physicians, thousands of people still insist in dosing themselves with metallic iron simply. I suppose, because it costs a few cents less. I strongly advise readers in all cases to get a physician's prescription for organic iron—Nuxated Iron—or if you don't want to go to this trouble, then purchase only Nuxated Iron in its original packages and see that this particular name (Nuxated Iron) appears on the package. If you have taken preparations such as Nux and Iron and other similar iron products and failed to get results, remember that such products are an entirely different thing from Nuxated Iron." In commenting upon the value of Nuxated Iron as a means for creating red blood, strength and endurance, Dr. Ferdinand King, a New York Physician and Medical Author says: "Scarcely a day goes by but that I see women whose careworn faces, dragging steps and generally weak, tired appearance show unmistakable signs of that anaemic, run-down condition usually brought on by lack of iron in the blood.

"There can be no strong, healthy, beautiful women without iron and inasmuch as refining processes and modern cooking methods remove the iron of Mother Earth from so many of our most common foods this iron deficiency should be supplied by using some form of organic iron just as we use salt when our food has not enough salt.

"Iron is absolutely necessary to enable your blood to change food into living tissue. Without it no matter how much or what you eat your food merely passes through you without doing you good, and as a consequence you become weak, pale and sickly-looking just like a plant trying to grow in a soil deficient in iron. Pallor means anaemia. The skin of an anaemic woman is pale, the flesh flabby. The memory fails, and often they become weak, nervous, irritable, despondent and melancholy. Give such a woman a short course of Nuxated Iron and she often quickly becomes an entirely different individual—strong, healthy and rosy-cheeked. I have used Nuxated Iron widely in my own practice in most severe, aggravated conditions with unfailing results. I have induced many other physicians to give it a trial, all of whom have given me most surprising reports in regard to its great power as a health and strength builder.'

Who Should Take Nuxated Iron

Manufacturers Note: Nuxated Iron which is used by Dr. Sullivan and others with such surprising results, and which is prescribed and recommended above by physicians, is not a secret remedy but one which is well known to druggists everywhere. Unlike the older inorganic iron products, it is easily assimilated, does not injure the teeth, make them black, nor upset the stomach. The manufacturers guarantee successful and entirely satisfactory results to every purchaser or they will refund your money. It is dispensed in this city by People's Drug Stores, Liggett Co., and all other druggists.

MERCHANT MARINE UP TO THE PEOPLE

Chairman Hurley, of the Shipping Board, will inquire, at first hand, what the people of the Mississippi Valley think should be done with the merchant fleet.

It was stated today, Hurley will go to St. Louis early in March—probably the 4th or 5th—to confer with commercial and civic bodies there on the merchant marine question.

The Shipping Board chairman is in Chicago today discussing the disposition of the fleet with the merchant marine committee of the Illinois Manufacturers' Association. Monday and Tuesday he will confer with New York commercial, shipping and civic groups.

Hurley's plan to submit the question on a referendum through the United States Chamber of Commerce is meeting with approval generally according to reports reaching the Shipping Board. This method is looked upon as providing opportunity of expression to practically all interests concerned.

URGE WILD GOOSE HUNT AS LIVING COST SOLUTION

HAMMONTON, N. J., Feb. 23.—"If you can't afford to buy meat go goose hunting," is the slogan of three well-known Hammontonians, who brought in over two hundred pounds of wild geese as the result of two days' gunning near the Tuckerton wireless plant.

The lucky sportsmen are Edward W. Strickland, Wilson S. Turner, and Swain T. Godfrey. The trio brought down twenty-five geese, weighing from five and a half pounds to twelve pounds each. This display of game made ordinary residents' gaze with longing eyes and local meat dealers frown, but say nothing for Strickland is the superintendent of the Atlantic county department of weights and measures, and a bad man to have down on you if you make an error in weighing out merchandise in these days of high prices.

HANDSOME, EFFICIENT FIXTURES

Now is the time to install new Gas Fixtures selected from our splendid stock of new and up-to-date types. These modern appliances not only give greater illumination, but they save their cost in a short time through their economy of gas consumption.

Our stocks are large and the variety wide, so you'll be sure to find appropriate fixtures in our expert selection.

WELSBACH "C.E-Z" Gas Light

A STRONG BRIGHT LIGHT

For General Use

This wonderful burner actually gives three times the light with one-half of the gas consumed by the ordinary flat-flame burner; therefore it gives six times the light for the same costs. It is essentially the light for the home, office or shop, where strong, white, brilliant illumination is desired at a most moderate expenditure.

Price, $1.50 and up

ARTISTIC AND ECONOMICAL

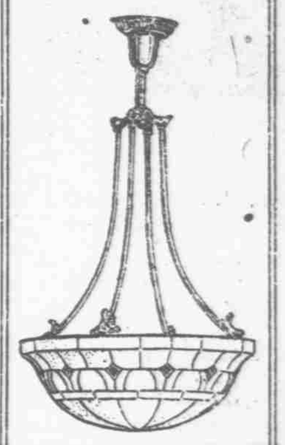
Kinetic Gas Bowls

The beauty of design of the Welsbach Kinetic Gas Bowls renders them suitable for the most elaborately furnished room. Metal parts of these handsome fixtures are in standard stock in "old brass," but can be had in many special finishes. Art-glass bowls are of either solid or leaded opal glass of varied tints and shades to meet the requirements of any color policy.

These fixtures are easily installed, simple in principle of operating, are without cylinders or chimneys, **trouble-proof,** clean and efficient, and **do not smoke the ceiling.**

Consider well the possibilities of your Gas Service. Realize that you can obtain **greater service** and **more home attraction,** and actually **save money,** by installing at a comparatively small cost new and up-to-date fixtures such as are pictured here, and you can **Charge Them —Paying in Small Sums When Each Monthly Gas Bill Is Paid.**

KINETIC GAS BOWL



Price from $17.00 up

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Appliance Department

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