

# DELLPLAIN ADDRESSES GAS EMPLOYEES

Two hundred employees of the North American Gas & Electric Company, Inc. were gathered at the headquarters of the company in Hammond, Ind., for a meeting which was held last night.

Mr. Dellplain, the company's adjutant, presided at the meeting and made an address to the employees. He spoke of the company's financial condition and the necessity of increasing rates to meet the cost of gas.

Mr. Dellplain, who recently attended the national meeting of the American Gas Association at New York, had a number of ideas to present to his hearers. He spoke in the following manner:

I want to speak to you for a few minutes tonight on what you can do to create a proper feeling in the community toward the company which gives you employment.

You can do more as individuals in your daily intercourse with your friends and neighbors to create the proper relation between the public and this company than all other factors put together. It is upon the public at every opportunity that the fact that it is the sincere desire of this company to maintain the best possible relations with the public which it serves.

It is a very difficult matter for a public utility to give 100 per cent service. In fact even small companies who count their customers only in the hundreds have great difficulty in this respect, whereas we who count our customers in the thousands can naturally expect to fall down quite often in giving proper service. This service, however, is in your hands as employees of this company and it can only give good service to the extent that you are conscientious in your daily work.

I want you to take this matter very much to heart and realize that insofar as each of you is concerned you are going to give the very best possible service insofar as your individual part is concerned.

We have heard considerable these days about prices going down and it would seem out of order for me to say anything about increased rates at this time. However, it should be borne in mind that our present rates are the result of the increase in the cost of gas during the past few months, and furthermore, the increased rates which we received in this territory came several months after your company had suffered very severe losses during the preceding years of abnormally high prices. It is only fair, therefore, that the company should be entitled, even after a genuine decrease in the cost of gas, to a reasonable length of time in which to place its property in the condition which it should be in.

Here are some of the increases which utilities have had to pay in our gas and electric departments for raw materials and labor:

Per cent increase	Per cent increase
August 1, 1914 to Jan. 1, 1920	Jan. 1, 1920 to Sept. 1, 1920
Steam coal... 125.00	25.00
Gas oil... 200.00	82.33
Iron... 104.54	101.23
Alumina... 110.84	18.00
Wire brick... 140.00	27.78
Pipe... 149.82	19.62
Labor... 72.58	21.25

Fuel and labor constitute more than two-thirds of the operating costs. I would call your special attention to the marked increase since last January and notwithstanding the talk of lower prices, we have not yet begun to benefit therefrom.

Furthermore you all know that the maintenance of our property has been deferred during the past few years, owing to our desire to keep our costs down to the lowest possible point and thus save off as long as possible the necessity of increasing our rates for gas and electric service.

It is going to take some time for the utilities in this state to place their properties in satisfactory operating condition. This will require the borrowing of considerable money and to borrow money these days utilities must show that they are receiving and can expect to receive for some time adequate rates.

The question is—How can our utilities have adequate rates?

The best answer I know to this question is "A demand by the people that the utilities receive adequate rates."

Creating this demand is something which the employees of this company have it distinctly within their power to accomplish. No one comes so closely in contact with the people of our several communities as public utility rates as do you and your associates.

It is a somewhat startling statement, but not generally understood, that the average utility company must spend \$1 for equipment for every 20 cents of gross revenue that it receives back in a year.

That equipment is a permanent fixture in the community. It is paid for by the rate of securities held by investors. It could not possibly be paid for out of earnings; that can be readily seen by any fair-minded man.

With money available only at prices averaging 10 per cent and over how can utilities expect to borrow any of the money if the peoples' representatives insist that 6 and 7 per cent on a greatly depreciated valuation shall be considered a reasonable rate. I bespeak your thoughtful consideration in the interests of your local utilities whose prosperity holds your stock a close relation to that of your own business.

For the past few years at every session of the state legislature there has appeared a movement for the abolition of the Public Service Commission. Why? Simply because this Public Service Commission has found itself, due to economic conditions, forced to grant some meager rate increases in order to keep the utilities of this state from bankruptcy.

I cannot but feel that this movement originates, not with the intelligent and reasoning citizens of our several communities, but rather with the uneducated masses fostered perhaps by some prejudiced person or some selfish politician more interested in his own selfish plans than in the community which he represents.

One would sometimes think that it was criminal for a public utility to be prosperous. As a matter of fact, from the standpoint of everybody concerned, the public good as well as the owners of the property, this is the most desirable condition.

If it isn't prosperous, not alone will the holders of securities suffer but the employees must suffer, due to failure to secure the wages which they ought to get, the community will suffer on account of poorer service and failure to secure adequate extensions of service.

What are the facts with regard to these increases in rates? Speaking from my own experience, I can assure you that in no case have utilities received a rate within 25 per cent of what it should be, and even those increases have only been granted several months after they should have been.

The people of the state of Indiana can rest assured that their Public Service Commission has consistently adhered to a policy of granting only such increases in rates as have been absolutely necessary to keep the several utilities from receivership which would mean a demoralization, if not an absolute curtailment of service.

I should say that rather than censure, the people of the state owe to the Public Service Commission a vote of thanks and I am sure that if the general public were fully aware of the facts its attitude in this regard would be changed. You can do much to make it known.

I do not want to be understood as holding a brief for the Public Service Commission. I feel that their policy of keeping the utilities just one jump ahead of the sheriff has been a mistake and a policy which will react unfavorably on the community served. This policy has made it necessary for utilities to defer maintenance to an almost dangerous degree, and it will take several years of normal costs to place plants and distribution systems in proper condition to maintain adequate and satisfactory service.

Just avoiding insolvency far from meets the situation. If public service companies are put in a position where it is a constant fight between solvency and insolvency private capital will not go into them.

No city or town can be more prosperous than its utilities. This is a demonstrated and admitted fact.

If its utility companies are "starved" and unable to furnish adequate light, heat, communication or transportation services the city immediately feels the effect.

Paralyze any one of these services; cause it to entirely suspend—consider what would be the effect not only upon all business, but upon the convenience, happiness and contentment and everyday life of every citizen, man, woman or child.

When a utility company is abandoned, suspended or becomes bankrupted in any community, the financial effect is widespread and immediate. Bonds of that company are immediately affected, for to the outside world it causes immediate doubt as to the fairness of its citizens. New capital in any line of industry, hesitates to seek investment in that locality, going to communities more progressive and who have more carefully guarded their reputation for fair dealing.

It must be remembered that property values are largely dependent upon improvements. A community without efficient utility service is bound to decay.

Let us analyze for a moment where the opposition to the Public Service Commission probably originates. We find considerable opposition from that small element of our citizenship who are interested in municipal ownership. The insistence of the Public Service Commission that the accounts of municipally owned plants be kept in proper form has aroused considerable opposition inasmuch as it has brought to light the fact that these municipally owned plants are not as favorable to the interests of the communities as some would have us believe. The politicians interested in fostering municipal ownership do not look with favor on any official or informed body in a position to point out the defects in their propositions.

Another phase of this opposition to

The Public Service Commission is a representative of the part of those municipalities in charge of water works and other utilities who have found it necessary, owing to economic conditions, to increase their rates. These authorities resent having to secure the approval of a central body feeling that it is entirely a "Rome-Rule" affair and an unwarranted interference with their management of the property. The managements of privately owned utilities can appreciate this feeling. It is strange, however, to find that these same municipal authorities are eager in their demand that the rates of privately owned utilities shall not be increased, and if increases must be granted that they be granted only after the most rigid investigation. It would appear that what is "saucy for the goose is not saucy for the gander."

I know that my remarks will be used by some to show that the utilities are for the commission regulation idea, and therefore, that this regulatory principle must be against the interests of the general public. I am frank to say that the best brains in the field of utility management today along with the leaders of thought in all fields of legitimate business and sound economics are strongly in favor of the regulatory principle as against the old system, but I absolutely refuse to concede that this means that the regulatory principle is not the best from the standpoint of the general public.

I fail to find any opposition to the regulatory idea which is based on economically sound reasons.

The right to regulate must carry with it the obligation to protect; and this obligation to protect is not subject to reservations or evasions. The Public Service Commission of Indiana was created, and clothed with full regulatory powers, for the protection of the citizens of the state, whether those citizens be producers or utility service, or users of utility service. To sacrifice the interests and rights of either class to those of the other is equally reprehensible and unjust.

Whether the utility to be regulated is

An individual or corporate creature of the state, corporation and individual are equally entitled to protection, just as the smallest user of gas or electricity or other public service is entitled to protection.

An impartial investigation of the subject will prove that, taken as a whole the general public has been better served and the public interests have been more fully protected during the trying period we have just passed through than could possibly have been the case under the old system.

I believe it is your duty to your company, to yourselves and to the best interests of our community to openly oppose any move which would tend to place utilities again at the mercy of petty politicians and other sinister influences.

I know that my remarks will be used by some to show that the utilities are for the commission regulation idea, and therefore, that this regulatory principle must be against the interests of the general public. I am frank to say that the best brains in the field of utility management today along with the leaders of thought in all fields of legitimate business and sound economics are strongly in favor of the regulatory principle as against the old system, but I absolutely refuse to concede that this means that the regulatory principle is not the best from the standpoint of the general public.

I fail to find any opposition to the regulatory idea which is based on economically sound reasons.

The right to regulate must carry with it the obligation to protect; and this obligation to protect is not subject to reservations or evasions. The Public Service Commission of Indiana was created, and clothed with full regulatory powers, for the protection of the citizens of the state, whether those citizens be producers or utility service, or users of utility service. To sacrifice the interests and rights of either class to those of the other is equally reprehensible and unjust.

Whether the utility to be regulated is

**ACID STOMACH**

Gases  
Sourness  
Indigestion  
Heartburn  
Flatulence  
Palpitation

Just as soon as you eat a tablet or two of Pape's Diapsin all the stomach distress caused by acidity will end. Pape's Diapsin always puts sick, upset, acid stomachs in order at once. Large 60c cans—drugstores.

**PAPE'S DIAPEPSIN**

**The Winner**  
CLOTHING & SHOES  
67 STATE STREET

**Great Bargains In Overcoats**

Styles and Quality That Every Man and Young Man Will Appreciate.

Values up to \$37.50 to \$60.00

Values up to \$32.50 to \$50.00

Values up to \$30, Special \$23.50

**SILK SHIRTS REDUCED**

\$10.00 values	\$6.95
\$8.50 values	\$5.95
\$5.00 values	\$3.95
\$3.50 values	\$2.45

**Unusual Low Prices on MEN'S UNDERWEAR**

\$7.00 Wool Union Suits	\$4.95	\$3 Wilson Bros. Union Suits	\$1.95
\$3 Fleece Lined Union Suits	\$2.25	\$5.00 Wool Union Suits	\$3.65

**Men's Shoes**

Black and Tan, rubber heel attaches, all styles, \$10 values at—

**\$6.95**

We are exceptionally equipped with a full line of

**Xmas Gifts for Men**

AT EXTREMELY LOW PRICES

**Whitezel & Rees**  
5¢ & 10¢ STORE OR MORE

160-162 State Street, Hammond, Ind.

## OUR GRAND FREE OFFER

Owing to a special concession by the manufacturers of the Girl's Dresses, which we offer at this time we are enabled to give away absolutely free, a Kewpie doll, with every girl's dress sold at \$1.98 and up. The most attractive offer of the season—Read carefully the following: We advise early buying on these items.

## Hundreds of Girls Dresses and Middies on Sale Here

Without doubt the most attractive sale of Girls' Dresses and Middies that has been offered in years. There is no use mixing words about this matter—they must be sold and sold for cash—Keep in mind the free offer above and come in prepared to supply your needs for future days and months—Below follows a few detailed descriptions:

<b>SERGE DRESSES</b> For the larger girl—made of navy Serge, neatly trimmed, sizes 12 to 20— <b>\$3.98</b>	<b>GINGHAM DRESSES</b> Values in this lot to \$3.95. Ages 6 to 14 years. Wonderful values at— <b>\$1.98</b>	<b>SERGE DRESSES</b> Come in navy, cotton serge trimmed, with braid. Ages 6 to 12 years at— <b>\$2.49</b>	<b>SERGE MIDDIES</b> A good Navy, Cotton Serge, well made, Ages 6 to 12 years. Special at— <b>\$1.49</b>
<b>FLANNEL ROMPERS</b> Of fine gray Outing, Piped in red. Sizes 2 to 6 years, very special at— <b>69c</b>	<b>BROCADED CORSET</b> Of very high quality, well known make. A regular \$3.50 value, at— <b>\$1.69</b>	<b>OUTING GOWN</b> For Ladies, of fine fleecy and outing cut, all sizes, while they last, at— <b>\$1.39</b>	<b>LADIES' APRON</b> Bungalow style of fine nurse stripe, gingham, very serviceable, for— <b>89c</b>

## You Cannot Resist These Bargains

<b>UNION SUITS</b> For Ladies, in low neck no sleeve, fine gauge. All sizes. Special at— <b>\$1.29</b>	<b>TURKISH TOWEL</b> Fancy Turkish Towel, fine quality, size 20x40 inches, for only— <b>95c</b>	<b>CASHMERE HOSE</b> Very fine quality of a well known make. A regular 85c value, per pair— <b>39c</b>	<b>COTTON CRASH</b> About 1,000 yards of fine Cotton Crash with red border, fine twill weave, at per yard— <b>10c</b>
--------------------------------------------------------------------------------------------------------------	-------------------------------------------------------------------------------------------------------	--------------------------------------------------------------------------------------------------------------	-----------------------------------------------------------------------------------------------------------------------------

## Men's Dress Shirts values to \$5.95 for \$3.45

We are offering some wonderful values in Men's Dress Shirts—You can buy them cheaper than we can. Choice styles for your selection. Sizes 14 to 16½.

Our Bargain Basement is full of Toys for Girls and Boys. See us now. See Us Often.

**TOYS**

We can make the Xmas Buying an easy task—visit our bargain basement. See Us Often.

<b>DECORATED CHINA</b> Set of decorated China for dall—17 pieces; special, only— <b>39c</b>	<b>DOLL CARRIAGE</b> Imitation reed, 6 inch wheel, rubber tires—hood, very special at <b>\$4.45</b>	<b>METAL CART</b> Two wheel Metal Cart neatly painted, strong, well made. Special <b>39c</b>	<b>EMBOSSED TEA SET</b> Has six pieces, very neat, attractive design very special at— <b>10c</b>
<b>CHARACTER DOLL</b> Has hair wig, a very attractive Doll. Very special at— <b>89c</b>	<b>DOLL SPECIAL</b> Full 20 in. in length, real kid body, real hair and lashes, full jointed <b>\$7.95</b>	<b>SPECIAL DOLL</b> Has imitation kid body full length, 13 inches. Full jointed. Special <b>\$1.29</b>	<b>DOLL CART</b> Folding wheel, has five inch wheel, leatherette canopy toy. Special <b>89c</b>

## Shop Early and Late Here, It Will Pay You

<b>CLIMBING MONKEY.</b> You cannot beat it, always pleases everybody. Special at— <b>34c</b>	<b>BALKING MULE</b> You never grow tired of this toy—it is very amusing. Only— <b>59c</b>	<b>DOUBLE TELEPHONE</b> With bell, very attractive toy and will also be very pleasing, at— <b>59c</b>	<b>KITCHEN RANGE</b> Has canopy top—set of cooking utensils—very special, only— <b>29c</b>
<b>A. B. C. BOARD</b> Interesting and very instructive, something that will please, at— <b>\$1.19</b>	<b>CARD GAMES</b> A very large assortment of the very latest and best, at— <b>10c</b>	<b>ALABAMA COON</b> You'll laugh at this performance. Buy it now, for— <b>69c</b>	<b>BUFFALO BILL</b> A new game and full of real interest and excitement, only— <b>25c</b>

## Jewelry for Christmas Gifts—On Main Floor

<b>WRIST WATCH</b> For ladies, a \$15.00 value, only— <b>\$9.95</b>	<b>BAR PINE</b> Sterling Silver—A \$3.50 value, at— <b>\$1.95</b>	<b>BUY A WATCH</b> Good time keeper and attractive model, at— <b>\$1.79</b>	<b>ALARM CLOCKS</b> A regular \$2.00 value Very Special at— <b>\$1.39</b>
---------------------------------------------------------------------------	-------------------------------------------------------------------------	-----------------------------------------------------------------------------------	---------------------------------------------------------------------------------

**Whitezel & Rees**  
5¢ & 10¢ STORE OR MORE

160-162 State Street Hammond, Ind.

**16799 DIED**

In New York City alone from kidney trouble last year. Don't allow yourself to become a victim by neglecting pains and aches. Guard against this trouble by taking

**GOLD MEDAL HAARLEM OIL CAPSULES**

The world's standard remedy for kidney, liver, bladder and uric acid troubles. Holland's national remedy since 1895. All drug stores, three sizes. Guaranteed. Look for the name Gold Medal on every box and accept no imitation.

**MERRY CHRISTMAS 1920**

**HEALTHY NEW YEAR**

Stamps may be secured at: EAST CHICAGO POSTOFFICE E. C. MINAS CO. LION STORE J. A. AUBREY, 251 N. Hobman St. DWYER'S ICE CREAM PARLOR, Conkey and Harrison.

**Men's Shoes**

Black and Tan, rubber heel attaches, all styles, \$10 values at—

**\$6.95**

We are exceptionally equipped with a full line of

**Xmas Gifts for Men**

AT EXTREMELY LOW PRICES