

UPBUILDING TACOMA

Industrial Expert Tells Some Ways In Which It May Be Accomplished

BY J. LEROY TOPE, INDUSTRIAL COUNSELOR.

On an "overland train" from Chicago, one evening I found myself wedged in between several others bound West and with an audience that filled the smoking compartment of our Pullman to far beyond standing room. All at once a pleasant appearing man got the floor and proceeded to entertain us.

"You may talk as you please about the Northwest and her future," he said, "but let me tell you no section of the country has such a positive guarantee of greater growth and prosperity as it.

"Why, take my own city, Tacoma," he continued, "some people try to say that her great population growth is only spasmodic and can not continue. This is a fallacy—"

"Why so?" asked my neighbor in the corner.

"Why, look at Tacoma—a city with the most wonderful climate, the finest homes, the most magnificent scenery surrounding, highest health record—"

"Yes,—and then what?" asked my neighbor.

"And then what—why, man, don't you know that 'the real life of any city is not its streets, shops and factories, but its homes and schools,' he replied reading from a very handsome booklet, he dug from his bag and which pictured Tacoma as a fairy palace where the gods exult in angelic harmony and all the world basks in beauty sublime."

"And then, what?"

"I fail to grasp your meaning."

"What I mean is this: I am a manufacturer in the East, employing so many people that they and their families make up practically all there is to that city of some fifteen thousand people—our pay rolls to wage-earners afford the money that supports the city.

And while I and all our people would enjoy living in your beautiful and healthful and enticing Tacoma, but I am afraid we would have to close our factory soon if we moved there. Then where the incomes to all those families living in Tacoma? Certainly I have seen many beautiful cities 'where life is worth living,' but you've got to have something to live on or life is not worth very much, eh?"

Yes, let us "take Tacoma" and let us see which of the two men was right, or rather let us see what there is to the statement we often hear about Tacoma and other Northwest cities having "run a mad race that must soon spell reaction."

And in doing this we must analyze all the facts that make or mar a great and prosperous city and omit no details even though we might discover here and there some factors that displease us. We can not afford to deceive ourselves, else we make the city and its people the losers in the end.

A city must be built—It never HAPPENS; and it must be built along the same business-like lines as any business. Moreover it must have reasonable grounds for its building and its hopes for great growth and success else the city deceives itself in its hopes and its ambitions. Boasts of beauty, climate, etc. never will build a city. After all is said and done it is BUSINESS that builds a city.

If we cut in half Tacoma's annual volume of trading, and diminish her employment pay-roll one-half for a space of a few years, what would happen? Would all her grandeur and all her beauties of home life and amusements she boasts still hold her the city of today?

It is well established that 94 per cent of the people of this country must work for a living, only 6 per cent of the families having independent incomes. And more than 55 per cent of them live in the cities and towns—and while the urban population is gaining at a 35 per cent rate the rural population is gaining at a rate of about 11 per cent each decade.

Then given the two facts that in order to have a city we must have population and that population must be employed, there comes the question as to how shall the city find employment—how does Tacoma employ her population? Also how shall she employ as many more to make her a city twice as large? Also add to this how profitably shall they be employed, since the measure of a city's prosperity must always consider this factor and rest wholly thereon?

There are only six means of employment—farming, fishing, mining, manufacturing, forestry, and trades—aside from government employment, and it is readily seen that practically all cities must look to the manufactures and the trades exclusively. (In classifying the employments that of transportation belongs jointly to manufacture and trades).

Taking the employes and their families in the factories we have about 20,000,000 people; and add to these engaged in the trades—retail stores, banks, etc., etc.—and the government employes, we have another 25,000,000; and then add the 6,500,000 depending on the transportation factor and we find we have about 51 per cent of our entire population thus employed and all but about 6 per cent of our city population.

The next fact to be remembered is that all those people engaged in merchandising—25,000,000 of them—must depend upon the twenty million in manufacture very largely since their employment and their means come from selling the manufactured articles to the people—to themselves, the factory people, and the farmers—and since 80 per cent of all raw materials used in manufacture comes from the farms it is seen that the selling market to farm trade also hinges on manufacture.

And now comes a factor to be considered that possibly Tacoma has overlooked.

It takes \$27,000,000 yearly to feed, clothe, house and supply the fairly ordinary wants of Tacoma's population, without allowing for unusual gains or losses—yes, it takes \$18,000,000 yearly for food, clothing and household needs without allowing for rent, heat, light, etc., etc.

And whence comes this money? It must come from profits in trading, of course. And since there is a limit in the margins of profits in trading, we must seek a larger purchasing population if we hope to increase the sustaining incomes in business sufficient to meet the needs of greater im-

provements and greater beautifying of the city. And that larger buying population must come from one of three sources—greater export selling, acquiring customers not now trading in Tacoma but in other cities, or build a greater population. And the last means that we are right back to the point where we can not build that greater population without affording greater employment to the people.

Out of the wage-earners' envelopes comes the money that supports the city—its stores, banks, realties, public improvements, etc.

This brings us to the point where, upon these fundamental facts, we shall take up in the succeeding articles concrete and positive facts that Tacoma must do and what she must not do—possibly quit doing—if Tacoma hopes to achieve the goal of her far-sent claimed ambitions.

The people of every city—even the city of homes and with a snow-capped mountain in its door yard—have a burden of responsibility of vast significance as well as grave responsibility at all times. They must feed the people that make their greater city, and feed them with employment

Editor's Note: The author of this article and three additional ones is an industrial expert who, as the representative of a group of Eastern manufacturers, made a careful investigation of Tacoma and other Western cities with regard to their advantages and disadvantages for all lines of manufacturing. These articles are truthful and unbiased. In them Tacoma may see herself as others see her.

These articles show the fallacy of the usual kind of city advertising—the kind that aims to attract new factories by showing pretty pictures and talking about climate. There are some unpleasant truths in them. And then, Mr. Tope goes on to show Tacoma some of her real advantages—advantages which would enable certain kinds of factories to operate here at a big saving over other cities because of low power cost, because of shipping facilities, etc.

The Times, through a mutual friend, induced Mr. Tope to write these four articles about Tacoma as a result of his investigation made for his Eastern manufacturing clients. The Times believes and hopes that their publication will prove of great service to Tacoma.

In this President Stone, of the Commercial club, who has read the articles with great interest, agrees with us.

—equitable and profitable to them.

BREAK JAIL AT GRANTS PASS, OR.
GRANTS PASS, Ore., Aug. 16.—John Hooper, who was held in the Josephine county jail for the alleged hold up of the Southern Pacific station, aided by another prisoner, Joe Collinge, last night gagged heriff Smith when he entered Hooper's cell and escaped.

YES, RESINOL CERTAINLY DOES STOP ECZEMA
Are you an eczema sufferer? Do those ugly patches of eruption start up and itch as though they would drive you frantic? And have you tried treatment after treatment with, at best, only temporary relief? Then you are only going through the experience of thousands of others who at last found that Resinol healed their sick skins for good!

With the first use of Resinol Ointment and Resinol Soap the itching and burning usually stop, and soon all trace of eczema or similar torturing skin-trouble disappears, even in severe and stubborn cases. Doctors have prescribed the Resinol treatment for twenty years. Sold by all druggists. Samples free, Dept. 25-R, Resinol, Baltimore, Md.



THE PEOPLES STORE SALE OF KENNEDY BROS. ARCADE BANKRUPT STOCK

A Sale of Tremendous Proportions

Amazement will succeed wonder when you view the replenished stock and see the great bargains awaiting your approval Tuesday morning. This sale has been the most important even that the thrifty home-loving people of Tacoma have ever seen. The entire establishment is a-whirl with happy people seizing on the great Bargain Economies a rapidly as we can serve them. Our personal guarantee goes with every article sold here—and if there be any inattention to your wants or misrepresentation of the goods or values, please call it at once to our attention.

If it is possible to carry your small parcels with you it will be a great favor to us, as deliveries are very crowded.

Women's Outing Flannel Garments

GOWNS

Outing gowns in white or colors, splendid styles in full sizes; regular value to \$1.95; our price

98c

PETTICOATS

Outing Petticoats in white and colors; some have scalloped and some plain hem; regular values to 50c a garment; our price

25c

THE PEOPLES STORE

MEN'S WHIPCORD PANTS

Regular \$1.50 Values for SIZES 32, 33, 34 AND 36 WAIST

Men who work, men who fish, ride, hunt, motorbike, or who want a neat appearing, hard wearing trouser for any rough service, here is your chance. Regular \$1.50 Whipcord Pants.

85c

THE PEOPLES STORE NEW FALL SUITS

There is more than mere style importance in these new Tailored and Semi-tailored Suits for fall. There is value in material, richness in lining and quality of workmanship exceeding anything we have ever seen at this moderate price.

\$19.98

There is a model of French serge, tailored and fitted jacket, with pointed skirts long on the hips; rather a paddock effect. There is a belted model giving the back a shirred effect, a Russian peasant suggestion by passing the belt through straps in the back. Some of the models have military dash or a distinctly military collar; bands of braid and buttons are used for trimmings. One clever little suit is pleated with six pleats in the back and belted in Norfolk style. The materials are Tweeds, Poplins, Serges, Gaberdines and Mannish Suitings, tailored strictly or semi-tailored. Half belts are effectively used. Don't neglect looking them over when in for Kennedy's Bankrupt Bargains tomorrow. You will find these the newest of the new fall suits, as good buy at the special

\$19.98

REDUCTIONS ON WOMEN'S WAISTS SKIRTS, DRESSES, COATS, PETTICOATS, WRAPPERS AND DRESSES FOR THE CHILDREN

Kennedy prices are shattered, but the stock is now in small lots. Still many wonderful bargains are to be found in quantities of the above items from 4 to 20 of a kind. These are assembled on the 2nd floor for Tuesday's selling. Be there.

Only 7 Left They Are Kennedy Bros. NEW FALL SUITS

Values \$25.00 to \$35.00 and were just received when we purchased the stock. Seven women can be made happy Tuesday with these high grade

\$15.00

BOYS' DEPARTMENT HUMMING ALONG HERE'S THE GOOD ONES

Boys' Flannel Shirts; Boys' Flannel Blouses, 69c Blouses, sizes 5 to 14. Shirts, sizes 12 1/2 to 14.

BOYS' NECK BAND SHIRTS
Values to \$1.00, broken lines, various kinds; our price

25c

SHOES

This has been the greatest slaughter of High Grade Shoes for men, women and children's street and dress wear that Tacoma has ever seen. There are still many hundreds pairs to be closed out, but owing to lack of time during the great rush we have been unable to get them segregated in time to tell you at this writing just what lots and sizes remain. We can assure you, however, that women who want boots, pumps or slippers will find wonderful bargains awaiting them. The men and children will fair nearly as well. Come in Tuesday, it is not too late.

MEN'S 50c WORK SHIRTS
Men's blue, grey and stripe Work Shirts of chambrays or twills, all sizes; regular 50c grade; our price

39c

MEN'S UNDERWEAR
Buy now, for both present needs and fall and winter—it is like coinng money; broken lines and sizes; prices for the smallest fraction of their real worth. Among the great bargains in our Men's Shop will be found:

\$1.50 WOOL UNDERWEAR AT 98c
Bath Shirts and Drawers. These garments are in natural grey, both medium and heavy weight, a few tan garments are included; various styles

99c

CORSETS—\$1.00 Models.
Sizes 18, 19 and 20, a pair

25c

BLACK AND WHITE CHECK 15c LISSE, A YARD
A sheer and graceful fabric, 24 inches wide. This cloth is a crepe effect and much in demand as a beautiful check. The regular price is 15c a yard; our price

9c

45c WASH SILKS FOR 29c
Granite Cloth, silk Tussah, Brocade Jacquards, figured, white, plain and fancy, shades and combinations, a beautiful assortment of rich summer wash silks that will outwear silk and are just as exquisite. Regular values to 45c a yard; our price

29c

"KOMFORTER KOTTON"
A complete quilt covered with cheese cloth, the size is 72x90, and weight 4 full lbs. The quilt is evenly made and tied with zephyr. Kennedy sold hundreds of this brand. Put up in sanitary packages and perfectly clean cotton. Kennedy price \$1.75; our price

\$1.00

UNDERWEAR FOR WOMEN AND CHILDREN

Now that the first great rush is over, you will find it easy to make selection from the great bargains still remaining. Kennedy Bros. stock of Underwear was most complete, and there is plenty of goods still to be had for a mere trifle.

CHILDREN'S COTTON KNIT WAISTS, reinforced with knit bands on the seams adding greatly to their service and elasticity; regular price 15c a garment; our price

9c

WOMEN'S "GLOBE" WOOL VESTS AND TIGHTS

Regular \$1.50 values for

69c

Regular \$1.75 value for

79c

Regular \$2.00 and \$2.25 values for

\$1.12

WOMEN'S "Athena" Underwear

Separate garments of the well known make. Fine grade underwear with a national reputation. Vests and tights of Merino or Silk and Wool; regular price a garment wherever sold is \$1.25. Our price, a garment, is

63c

SILK TAFFETA RIBBONS, A YARD 3c
2 1/2 and 3 inches wide, good grade of taffeta in all colors, including white and black, various prices, all in one lot, a yard

3c

WOMEN'S FINE NET CHIMSETTE 19c
A variety of fine lace net Chimsettes, former prices 35c and 39c; our price

19c

SCARES, one and three-quarter yards—Pink, blue and white, with hem-stitched ends; regular values 25c and 35c; while they last

19c

\$1.50 tied Silkoline Comforts, each

75c

10 pieces of 35c Linen Suiting Exposition Blue, a yard

21c

\$1.00 Slightly Damaged Camp Comforts, each

25c

\$1.00 stitched 3-lb. Cotton Batts (white cotton)

85c

BOYS' WASH SUITS. VALUES TO \$2.48 FOR

98c

Almost anything you want for the little men in pretty Wash Suits, Russian Blouse, Vestee Blouse or Middy Blouse style; all well made and high grade materials absolutely fast colors; values to

\$2.48; our price

HERE AND ELSEWHERE

Prowlers steal Sunday roast, fresh bread and jewelry from home of Harry Anderson, 8831 South Thompson avenue.

Rockefeller Institute announces discovery of cancer preventive.

Real Whole Wheat Health Bread. Duenwald's, 313 11th. "adv."

Austrians begin shelling Belgrade, Serbian capital.

Most Rev. John Bonzano, D. D., papal delegate to the U. S., tells Catholic convention at Toledo, O., to pray for peace.

Genuine Flynn's Health Bread, sold at Crescent Butter Store, 1104 Market St. "adv."

Welsh miners again threatening strike.

Tacoma Dahlia society's flower

James Whorton arrested at Copperfield, Ore., charged with burning town last week.

Rev. D. V. Poling of Portland, member of Flying Squadron, quits ministry to sell life insurance.

STANLEY BELL PRINTING CO. "adv."

Wenatche apple men sell crops to Australian buyers at good prices.

WHOLESALE QUOTATIONS

Prices Paid Producers For Meats, Butter, Eggs, Poultry

Livestock—Cows, 4@6 1/4 c; hogs, 6 1/2 @ 8c; lambs, 8c; dressed hogs, 12c; steers, 7@7 1/4 c; heifers, 6 1/2 @ 7 1/2 c; dressed veal, 9@11c.

Butter and Eggs—Ranch but-

ter, 26@27c; strictly fresh ranch eggs, 27@28c.

Poultry—Chickens, dressed 12@16c; ducks, 12c; squabs, 23@22c; rabbits, 8@9c.

Selling Prices to Retailers For Butter, Eggs and Cheese

Cheese—Washington, 15c; Tillamook, 14 1/2 @ 15c.

Eggs—Fresh ranch, 28@30c. Butter—Washington creamery, 23@23c.

Wholesale Meat Prices. Fresh Meats—Steers, 11 1/2 @ 12c; cows, 11@11 1/2 c; heifers, 11 1/2 c; hogs, trimmed sides, 16c; mutton, wethers, 13c; lamb, 16c; veal, 13c.

Prices Paid Wholesale Dealers For Vegetables, Fruit

Fruits—Bananas, 5c lb. Oranges, \$4 box. Lemons \$3.50@4.50. Calli. grape fruit \$2.50. Pineapples, 6c lb; cherries, Bing, 10c Royal Annes 9c; home grown strawberries, \$1.25; currants, \$1.25; cantaloupes, \$1.50@1.75; loganberries, \$1.; apricots, 75c Yakima cantaloupe, \$1.75@2; @85c; plums, \$1.35@1.50; watermelon, \$1 cwt; harvest apples, \$1.50 full sized box; black

berries, 10c lb.; red raspberries, \$1.25. Peaches, clings, 40c; Freestone, 45@50c. Yellow Trans-parent apples, \$1.75. Yakima valley pears, 90c@1.10. Grapes, 1.25 crate. Huckleberries, 8@10c. Vegetables—Onions, red, \$1.25; yellow, \$1.50; lettuce, \$1; rutabagas, \$1.85 sack; carrots, \$1.75; potatoes, Canadian, \$35; cabbages, 3c lb.; Ore. cauliflower, \$2.35 crate; Chili peppers, \$2.35; green corn, 20c doz; potatoes, 90c cwt.; Tomatoes, \$1 box.

Wholesale Hay and Grain Prices

Clover, \$16@17; alfalfa, \$16 @15; corn, \$3.30; wheat, \$34@37; whole barley, \$30; rolled oats, \$29; bran, \$25. Hops, 1915 contracts, 13@14c; 1914 crop, 14c; olds, 12@13c.

For Victoria, B. C. STEEL STEAMER "IROQUOIS"

"Isn't this refreshing And the Flavor! Well, it's a pleasure to drink Tea like this" Ask your grocer for SAFE-TEA FIRST **Ridgways Tea** 50c, 60c, 70c, and \$1.00 per pound

WALTER BERG CO. 805-6 Bernice Bldg. Phone Main 2237.

CASH BOXES AND WIRE GOODS, OFFICE SUPPLIES AND STATIONERY. I carry a complete line of goods in stock, all new and clean.