

J. LEO KOLB

Prominent Washington Real Estate and Insurance Agency With Recently Opened Branch in Alexandria Finds Business Good in City and Outlook Bright.

If the people of Alexandria do not recognize that the city has overcome to a large extent the business depression with which the world has been faced and is now on the upward trend, there are outside interests who have been able to see it.

Take for instance the real estate and insurance house of J. Leo Kolb, of Washington, which five months ago established a branch at 724 King St., Alexandria with Mr. Thomas M. Bickers, a real estate and insurance expert of many years of experience.

Mr. Bickers, not only has found business good for his house in Alexandria but sees a brighter outlook, having the utmost confidence in the future of Alexandria, and that it takes only an aggressive attitude on the part of its citizens to cooperate in building up the city still further.

The Kolb agency does a general insurance business, representing the strongest companies in the world, and handles city and suburban property. Recently they have had a number of inquiries of houses for rent or for sale, and this is taken as a splendid indication of the turn in the financial and commercial tide of the city.

Mr. Bickers is a native and is prominently known through the state. He is a wide-awake progressive business man, and has only recently completed a sale of the Stelzer property on Russell Road to James F. Crawford.

SOUTHERN AUTO SERVICE COMPANY

Specialists in Repair of All Makes of Line of Accessories and Supplies at Alfred & Gibson Streets

Service is a prime consideration in these days of keen competition, and the great demand is for efficiency and promptness.

When the Southern Auto Service Company was established at Alfred and Gibson Streets two years ago, its owners determined to make service, efficiency, and satisfaction their main consideration. How well they have succeeded may best be judged by the character of the business they have gained and by their increasing patronage.

Regarding on all makes of cars is their specialty and their practical mechanics see that every job is done right. They are Ford students and specialists and no concern in Alexandria is better equipped to find the trouble with your Ford.

A line of automobile parts, accessories, oils, greases, and gasoline are carried, and everything is guaranteed to be right.

They will sell you a second hand automobile or select a new car for you, to your certain satisfaction.

The proprietors of the business are Messrs. C. W. O'Meara and George W. Byrne; both of whom are experienced automobile men and know every angle of the business. They are both natives of Virginia, are members of the Odd Fellows, and are connected with religious, charitable, civic, and other institutions of like kind. Mr. Byrne has had seven years of experience in auto repair work and Mr. O'Meara six years from sales work to the complete job; which makes them live wires and masters of their business.

J. REECE CATON

Confectioner, Tobacconist, and Dealer in Magazines, Ice Cream, Etc., With Modern Sanitary Soda Fountain and Refreshment Table Service, Has Popular Place

For several years one of the most popular and most frequently patronized business places in Alexandria has been, and still is, the store of Mr. J. Reece Caton, confectioner, tobacconist and dealer in magazines, stationery and novelties.

Among the reasons for the great popularity of this store may be mentioned the handsome and well handled soda fountain from which the best purest and most refreshing of beverages are served. Counter service also is given and a splendid and wholly satisfying luncheonette is available at a reasonable price.

The stocks of candies and confectionery, and of tobacco, cigars, cigarettes and smokers articles, at all times are large and well selected containing all standard goods. Fixtures and

furniture are attractive, and the store having 1,500 square feet of floor space is a model one.

All the latest current magazines and popular reading matter in various forms are carried on the counters of this store.

Mr. J. Reece Caton, a native of Alexandria and possessed of large civic pride is one of the most popular men in local circles. He is a member of the Chamber of Commerce, the K. of C., B. P. O. E., and Royal Arcanum.

ALEXANDRIA FERTILIZER and CHEMICAL CO.

Largest Plant in Northern Virginia and Refreshment Table Service to all parts of State.

The Plant of the Alexandria Fertilizer and Chemical Company, now operated by The American Agricultural Chemical Company, is the largest fertilizer factory in Northern Virginia. The high grade commercial fertilizers manufactured by this Company are distributed in this and neighboring states. The A. F. & C. Co. (Alexandria Fertilizer and Chemical Company) brands have been extensively used and are most favorably known to the planters profiting by large crops.

The factory, covering a large acreage in the northeast section of the city, is connected by railroad switching facilities that provide accommodation for trains of cars. Its large dock is the best equipped on the Potomac River. With its power-driven hoists and grab buckets, ocean-going ships are discharged and loaded with the same dispatch noticed at large seaports.

Hundreds of men are employed in the factory operating the most improved machinery used in the manufacture of high grade fertilizers.

Electrically driven diggers and shovels, overhead trolleys, cars, conveyors, and fleets of electric and gas propelled trucks are used in moving materials and the manufactured goods.

The Plant presents a scene of wonderful equipment, skill and industry, common to a large commercial center.

Just north of the fertilizer factory and warehouse is the Sulphur Acid Plant, operated twenty-four hours every day and every day in the year. This Plant is one of the most creditable factory buildings facing the Potomac River.

The Sales and Factory Offices are located at 411 North Lee Street, Alexandria, Va.

GRAHAM AND OGDEN Real Estate Dealers in City and Suburbs Alexandria Real Estate, Handling Property of Every Description; Marine and Fire Insurance; Bonding and Investments.

Progress of a community depends to an extent, much larger than is generally supposed, upon the activities of the real estate operators. Without progressive, enterprising realtors, as realty men now are popularly known, the advancement of a community would be slow, indeed. For realtors, knowing land values and seeing possibilities for business and residence development that the average person

CALOMEL USERS TAKE AWFUL RISK

Very Next Dose of Treacherous Drug May Start Terrible Salvation The next dose of calomel you take may sate you. It may shock your liver or start bone necrosis. Calomel is dangerous. It is mercury, quicksilver. It crashes into your bile like dynamite, cramping and sickening you. Calomel attacks the bones and should never be put into your system.

If you feel bilious, headachy, constipated and all knocked out, just go to your druggist and get bottle of Dodson's Liver Tonic for a few cents which is a harmless vegetable substitute for dangerous calomel. Take a spoonful and if it doesn't start your liver and straighten you up better and quicker than nasty calomel and without making you sick, you just go back and get your money.

Don't take calomel! It can not be trusted any more than a leopard or a wild-cat. Take Dodson's Liver Tonic which straightens you right up and makes you feel fine. No salts necessary. Give it to the children because it is perfectly harmless and can not salivate.

does not see, secure for a community new life and new resources by bringing in from other and less favored communities those whose coming will add to the general good and the prosperity of the community.

One of the liveliest and most aggressive realty concerns in northern Virginia, composed of enterprising business men, who are broad-minded and far-seeing, is that of Graham & Ogden at 530 King Street, Alexandria.

This business was established in September 1913, and during the years it has been operating, has done much to advance the general welfare of the community.

All kinds and descriptions of properties, both city and suburban throughout this section are represented by this company. Sales are made. Buyers being found, properties are looked after, rentals and collections are managed; insurance is written and, as a matter of fact every detail of property management is transacted by Graham & Ogden.

A large insurance business also is done—fire and marine insurance being the company's specialties. Big insurance contracts and big realty deals are given particular attention and some of the largest activities of both realty dealing and insurance writing have been handled by this company.

CASTORIA

For Infants and Children In Use For Over 30 Years Always bears the Signature of *Chas. H. Fletcher*

The firm of Graham & Ogden is affiliated with Chamber of Commerce as also are the firm members, Messrs. John G. Graham and Kenneth W. Ogden. They are members also of the Virginia Real Estate Association, Alexandria Real Estate Board and Alexandria Underwriters Association.

Colonel F. W. Ogden is a member of the staff of Governor Trimble of Virginia and is one of the most popular citizens of this section. He is a director of the Chamber of Commerce and chairman of the Chamber's civic bureau, and a member of the Board of Aldermen in which for the last two years he has been chairman of the streets committee. Colonel Ogden is a Mason, and Elk, and member of the Kiwanis club and of the Bachelors' Club.

Colonel Ogden is active in all civic and municipal enterprises of value, and for seventeen years was a member of the city's volunteer fire department. From December 4, 1917 until May 1, 1921 he was chief of the fire

department, during which period he saw that the department was completely motorized and its efficiency greatly increased. Colonel Ogden is one of the foremost advocates and backers of the White Way proposal and is a consistent booster of the Gazette's "14 points."

Mr. John G. Graham, too, is for the White Way and for all other things that will better the city's welfare generally. He is a member of the Chamber of Commerce and Kiwanis Club, and of the Racket Club, Washington, and of the Masons, Odd Fellows, and Improved Order of Red Men. Personally, fraternally and in a business way, he is widely known

and popular. Mr. Graham is vice-president of the Virginia Real Estate Association, in which he is one of the most active members.

To enormous energy Washington, as president, added the cool brain of the man of business, an inflexible sense of justice, a personal disinter-

estedness of the rarest kind and an indomitable will.

Don't Miss "THE SHEIK" April 4-5

John McCuen's Little Store

1121 King Street

Goods are handled at little expense and sold at little profit

FOR SPRING OPENING I OFFER

- Domestic Voile, good at, yard 25c
- Imported Voile, best quality, at yard 60c
- Domestic Voile, best quality, at yard 35c
- Imported Gingham, best quality, at yard 50c

COME—See what we can do for you on the

1100 Block

CASCARETS 10¢

For Constipated Bowels—Bilious Liver

The nicest cathartic-laxative to tonight will empty your bowels completely by morning and you will feel physio your bowels when you have Headache Biliousness Colds Indigestion Dizziness Sour Stomach is candy-like Cascarets. One or two completely and you will feel splendid. "They work while you sleep." Cascarets never stir you up or gripe like Salts, Pills, Calomel, or Oil and they cost only ten cents a box. Children love Cascarets too.

J. S. BLACKWELL and SON

WHOLESALE DEALERS IN

Cigars, Cigarettes and Tobacco

127 North Fairfax Street, Alexandria, Va.

Are You Mr. Merchant and Mr. Consumer, Interested In The Future of Alexandria?

If so, buy your goods at home when you can do so at the same price as elsewhere. We have the goods to deliver—anything you want in CIGARS CIGARETTES and TOBACCOS.

OUR LEADING BRANDS ARE

- HENRIETTA—10c, 2 for 25c and 15c
- GARCIA GRANDE—10c, 2 for 25c and 15c
- COINER—10c
- CINCO—8c, 2 for 15c
- CUSTOM HOUSE—5c
- NEW ERA—5c

If your dealer does not carry the above brands, get him to call us and stock them

PHONE 382



WARNING! Say "Bayer" when you buy Aspirin.

Unless you see the name "Bayer" on tablets, you are not getting genuine Aspirin prescribed by physicians over 22 years and proved safe by millions for

- Colds
- Toothache
- Earache
- Headache
- Neuralgia
- Lumbago
- Rheumatism
- Neuritis
- Pain, Pain

Accept only "Bayer" package which contains proper directions. Handy "Bayer" boxes of 12 tablets—Also bottles of 24 and 100—Druggists. Aspirin is the trade mark of Bayer Manufacture of Monacoelectrolyte of Salicylic acid

J. S. BLACKWELL & SON

Wholesale Tobacco, Cigars, Cigarettes and Snuff—Has Extensive Business in Northern and Western Virginia Southern Maryland.

Within the last year the availability of Alexandria as a distributing point has been further recognized by the development of the business of J. S. Blackwell & Son, wholesale dealers in tobacco, cigars, cigarettes and

snuff.

Although this firm has been established only since May 17, 1921, it has developed an extensive business in a territory which extends as far south and west as Staunton, Va., and includes a large part of Southern Maryland.

The exceptional shipping facilities of Alexandria offers the firm the advantage of prompt deliveries, and this fact has appealed to its trade throughout Northern and Western

Virginia as other sections.

Anything in the tobacco line is the firm's motto and it also handles chewing gums.

Mr. J. S. Blackwell has had twenty-five years of experience in the tobacco business. He was for fifteen years district manager for Liggett & Myers, and has a wide acquaintance in this territory. He is a member of the Elks and Chamber of Commerce, and is a live-wire. He is in favor of the King

Street White Way, and other movement that will benefit Alexandria and further its interests. His firm is here to stay and its business is growing consequently he feels a deep interest in the city and is always found ready and willing to give of his time and means in support of any cause designed to build up the community and promote its moral and material welfare.