CAR OUTPUT LAGS BEHIND ORDERS

Industry Faces Difficulty in Obtaining Needed Raw Materials.

BY DAVID J. WILKIE,

Associated Press Staff Writer. DETROIT. March 10.-With an ac cumulation of unfilled orders on hand sufficient to require full-speed factory operations for the next several weeks, the motor car industry finds itself today in the position of being unable to catch up with retail demand, due higher than in the previous week, relargely to difficulty encountered in ob- flecting strength in building materials, taining raw materials.

A slight increase in production volume was noted during the current week, with an estimated 73,600 units running off the assembly lines, but the upward trend has not kept pace with the demands from retailers. Exact figures on the number of orders remaining to be filled have not been nuts and potatoes. made public, but the accumulation is expected to continue ahead of production throughout March and a large part of April because of an apparent certainty that the producers will not averaged lower. be able to obtain materials this month in the desired volume.

Material Shipments Lag. Cram's Automotive Reports says that 10 companies recorded increases

in output during the current week, while seven reported a decline and three plants were closed, one-the Nash Motors-as a result of labor dif-Barring labor troubles, which have

been threatened during the last week in several plants, the March total output has been estimated at 340,000 cars and trucks, which would be 172 per cent over March of 1933. It represents, however, a downward revision by a number of manufacturers in their original March schedules, due to the expectation that material shipments will remain considerably below needed quantity.

Although official comment has been withheld generally by motor car makers, differences between the auto-mobile and steel industries over the price of materials are said to figure to no small degree in the difficulties of getting into high-speed car production. Some authorities in the motor car industry, while declining to be quoted by name, have said that present price scales cannot be maintained for automobiles if material costs continues to increase.

Discounts Forbidden. Some motor car executives are

known to believe that the industry, as a major consumer of steel and iron, should be allowed a discount on large purchases. This is forbidden by the Because of its highly competitive

action can be avoided. Commenting upon plans of the Ford

Commenting upon plans of the Ford Motor Co, to construct a blooming Coffee mill, a continuous hot sheet mill and mill, a continuous hot sheet mill and a cold rolling mill as part of its steel plant expansion program, the Michigan Manufacturer and Financial "Under provisions of the steel code

ompanies in that industry cannot build new steel-making capacities, but the automotive industry itself is not limited by any such agreement. It is considered highly probable that steel manufacturers will seek modifigrant certain concessions to large purchasers. They fear that if other large automotive manufacturers follow the lead of Ford and set up steel manufacturing plants in the Detroit district, price structures will be upset and the Pittsburgh, Chicago and Youngstown steel mills will suffer materially from the new enterprises in Detroit."

ZENITH OPTIONS GRANTED. NEW YORK, March 10 (A).-The

New York Stock Exchange has been notified that Zenith Radio Corporation has granted options on 4.400 shares of common stock to officers and employes at \$1 a share, expiring July 1, 1935, and 5,000 shares at \$2 share, expiring the same date. Brown Shoe Co. has given its president an option to buy a maximum of 8,000 common shares at \$35 a share during the 10 years expiring Decem-

Exchange Topics

BY ROBERT DENVER. EW YORK, March 10 (AP) .-

pressure through the morning in consequence of the overpossibility of such a development down, the move can only be interpreted as bearish on the earning prospects for home companies. National Distillers and others in the group were a bit easier, but without developing any unusual volume on the selling side.

Canadian distillery issues, listed chiefly on the Curb, failed to respond noticeably to the news. Those companies, however, should stand to profit handsomely from the decision. but their stocks hardly budged from previous closing levels.

Traders who follow the market on the basis of chart movements are finding themselves a little perplexed these days. Technically, the position of the list, or at least indus- in this statement is larger than last genuine control over prices in behalf trials, seems to boil itself down to a case of the particular average which one follows. The market average. which is perhaps most widely followed, is shown to have broken all trend lines. But two other sets of averages which are used extensively have not as yet violated the "uptrend" line. The first average yes-terday showed industrial stocks appreciably lower on the day. On the other hand, one of the other two revealed industrials used as closing higher and the second set the day's decline at a nominal figure.

All three indices, however, now show industrials lodged in the "apex" first appears in old English records of of the triangle formed by the highs and lows of the latest swing. This condition is invariably indicative of a definte breaking out of the range

Inquiry in sources conversant with the situation brings out the fact that such quarters do not take any stock in reports current of possible Canadian dollar devaluation. It is pointed out that the Canadian dollar, about a parity with our dollar, has accordingly experienced corresponding depreciation, though formal evaluation has not been announced. being a liberal external borrower, a line of Starbucks who have lived would only increase the burden of for the most part in the New Engservicing its external debts by any land States. further currency adjustment.

Commodity Price Changes for Week

BY H. N. McGILL, McGill Commodity Service, Inc.

AUBURNDALE, Mass, March 10 .-Commodity prices during the week just closed moved horizontally, showing no change from the previous week. The index, however, rests at the new high that was established a week ago -43 per cent over the corresponding period last year. Preliminary reports pertaining to industrial activity show moderate progress, very much unlike the sensational expansion that was evident in the early stages of the development a year ago. During the week, out of 14 individual groups, six advanced, four declined and four re-

corded no change. Industrial prices were fractionally non-ferrous metals and fine textiles.

Agricultural prices were also higher. During the week advances in corn, cotton, eggs, hay, flaxseed and butter more than offset price weakness in wheat, oats, barley, rye, beans, pea-Live stock prices failed to move upward with the industrial and agricultural groups. Reflecting the decline in cattle and lambs the index

Building materials again showed strength due entirely to a higher price for lumber. Hides and leather represent one of

cent level. Non-ferrous metals gained ground lower, which was offset by higher quotations for tin and antimony Paint materials recorded more

to the sharp reaction in rosin and tur-

Fine Textiles Lead.

Fine textiles showed the greatest proportionate gain of any group. Although silk averaged slightly an upward trend was renewed in cotton and certain cotton goods. Most important price changes in the McGill weekly price index (1926

equaling 100) were as follows: All commodities 63.4 Last week. week. 63.4 Industrial 72.9 Agricultural 62.6 Live stock 44.0 44.4 Paint materials 69.7 70.5 Fine textiles 71.5 70.9

Daily Price Index.

NEW YORK, March 10 .- Index of 15 staple commodity prices, (December 31, 1931, equals 100; 1926 average equals Today 139.1 Previous day 139.1 Week ago 139.9 Year ago 87.6 1934 high 140.4 1934 low 126.0 1933 high 148.9 1933 low 79.1 1932 high 103.9 1932 low 79.1

nature, the motor car industry, in the midst of a recovery movement, is reluctant to increase prices if that Copper (noting). scrap (total) 8.573 [
er (pound) 6.562 [
pound) 0.322 [
n (pound) 0.715 [
(pound) 55 [
(pound) 0.99 [
(pound) 0.296 [
(pound) (Copyright, 1932, by Moody's.)

Commodity Futures.

New York markets. COFFEE—Spot easy Rio No. 7, 11 a Santos No. 4, 11 34, Rio futures closed easy sales, 7 000 bags, March, 8 28n, May, 8 41; July, 8 49n; September, 8 57n December, 8 64n, Santos futures easy sales 25 000 bags, March, 10 68b; May, 10 86b; July, 10 97b; September, 11 29b; December, 11.41n
CRUDE RUBBER—Futures closed irregular, 7 to 16 higher; sales, No. 1, standard, 596 contracts, March, 11.18; May, 11.30a1135; July, 11.402 September, 11.87; October, 11.97n; December, 12.15; January, 12.25n. Smoked ribbed and 11.90n SUGAR—Putures closed steady, 2 to SUGAR—Putures closed steady, 2 to 1.48b; May, 1.58b; July, 1.64b; Septem-ber, 1.68b; December, 1.74; January, SILVER-Futures closed firm, 15 to 29 higher: sales, 3,325,000 ounces. March 46.75n; May, 47.20; July, 47.50; Septem ber, 47.92b; October, 48.17n; December 48.67n, b—Bid, n—Nominal.

Trade Trends

Flour-The export movement has increased during the past week. New domestic business continues light. Prices show no important variations from those ruling a week ago.

rather slow demand for men's wear worsteds, and until surplus stocks in the hands of clothing manufacturers and jobbers are cleared, millmen look for no pronounced change in the buy-Zinc-There have been offerings

the trade hears, at small concessions from the list prices. The softening of the price tone is puzzling to the trade in view of favorable statistics. Surplus stocks were reduced 2,000 Alcohol shares were under tons in February. Chemicals-Tin derivitives have

been marked up a cent a pound benight announcement of the cause of firmer conditions in the maradministration's decision to forego ket for the metal. Consumption of allotments on liquor imports. The sodium phosphate is said to be runnews was not surprising, inasmuch ning at a good level, with prices as there had been plenty of discussion steady.

Percales-A few good-sized orders for weeks past. Plainly indicated as were placed in the primary market intended to bring domestic prices last week, but general demand showed signs of easing. Market interest re- with a willingness and a desire to port that the Spring season has been one of the busiest in a long time.

MOUNT AIRY BUILDING **GROUP BARES GAINS**

MOUNT AIRY, Md., March 10 .-Listing total assets of \$90,717.17, the annual statement of the Mount Airy operation of the various codes on ROUTEMAN-SALESMAN Route now pay Building Association, Inc., reveals that prices for the consumer. the institution during the last year has enjoyed excellent patronage.

The dividend rate has been increased from 4 to 5 per cent and a substantial sum has been added to undivided profits. The cash account

MODERATE RISE SEEN IN BUSINESS ACTIVITY

By the Associated Press. NEW YORK, March 10.-Statistics appearing during the last week indicated a moderate rise in business activity, according to Moody's Index figures for freight car loading, electric power production and steel ingot out-

These index figures are adjusted for seasonal variation—that is, if the change from the previous week should coincide with the normal seasonal change, the index figure would be unchanged.

Carloadings-Electric, Steel Combined Latest week 62.4 105.9 53.8 74.
Previous week 64.2 105.7 51.7 73.
Month ago 59.9 102.6 44.8 69.
Year ago 49.3 90.8 19.2 53.
1933-34 high 66.8 109.2 78.1 83.
1933-34 low. 45.6 88.7 15.5 50. (1928 weekly average equals 100.) (Copyright, 1934, by Moody's.)

STOCK TO BE REDUCED.

NEW YORK, March 10 (A) .- The New York Stock Exchange has been notified by the Federal Mining & Smelting Co. of a proposed reduction in the company's authorized preferred stock to 30,000 shares from 200,000 shares and in the common stock to 50,000 shares from 100,000.

PUBLIC LIBRARY

The N. R. A.

Last week the Public Library pre sented a list of books on the N. R. A. This week references in current periodical literature are given on this the four groups to decline, hides most controversial of all the issues breaking one-half cent to the 91/2- now before the public.

The New Deal. during the week. Silver prices ruled Can the New Deal Succeed? by J. S. Lawrence. Review of Reviews, 89: 24-28, March, 1934.

"The new deal, theoretically and in weakness than any other group due the light of history, can succeed." New Deal, by Frances Perkins. Pic-

torial Review, 35: 7, March, 1934. "'Recovery' is the middle name of the great national enterprise by which the American people are seek-ing to overcome the depression."

Scrap the N. R. A.! by J. T. Flynn. Forum, 9:3-7, January, 1934. Discussion 91: sup. 9, February, 1934.

"The N. R. A. is now more than six months old. For most of its brief life it has enjoyed the whole-hearted acclaim of newspapers, radio, the stage and every agency of report and stage and every agency to the stage and ever cussion 91: sup. 9, February, 1934. stage and every agency of report and

General Johnson Defends the N. R. A. (and reply). New Republic, 78:

opinion. It is now high time that we pause to make an estimate of what

the thing really is.

76. February 28, 1934. "Numerous influences have contributed to the trend of economic affairs; the N. R. A. * * * cannot solely be blamed or praised, as the case may be, for the net result." Chiselers at Work and Play, by P. Y.

Anderson. Nation, 138: 154-55, February 7, 1934. A review of attacks on the policies and operation of the N. R. A.

N. R. A.'s Fever Chart. Nation, 138: 144-45, February 7, 1934. A statistical summary of what has

taken place under N. R. A. in em-ployment, cost of living, wages and Labor and the N. R. A.

Labor Under the N. R. A., by R. W.

are competent to prophesy."

Shorter Hours, Bigger Output, by D. A. Laird. New Republic, 77: 356-57, February 7, 1934.

The N. R. A. Oil Trust, by Mauritz

most chaotic of American industries in recent years."

"What is necessary, of course, is that Government should exercise a genuine control over prices in the state of Brookland Hardware Co., 3501 of the consumer."

WHO ARE YOU?

The Romance of Your Name BY RUBY HASKINS ELLIS.

ACCORDING to the best authorities, this splendid old name originated from the old Norse "Storbocki," meaning a great man, or leader. It the poll tax for West Riding in Yorkshire in 1379.

The American family of Starbucks traces ancestry to the English settler Edward Starbuck, a gentleman of prominence who was among the earliest settlers of Nantucket, Mass.

Edward was born in England about byshire with his wife, Katharine, in 1635. He was granted land in Dover, N. H., in 1643. At the age of 55 he joined Thomas Macy in his pilgrimage back to Nantucket, where he became a leading citizen and served his Moreover, the Dominion, it is shown, ties. He died in Nantucket, leaving (Copyright 1884.)



In order to protect its advertiser from receiving circular matter, it is

HELP-MEN. AN IMPORTER of selected champagnes, wines and cordials desires a representative of high type for D. C. Must have or furnish solicitor's license. Prefer man now engaged in selling the retailer, but finds field limited. Phone Mr. Clifford, Blackstone Hotel.

stone Hotel.

ASSISTANT BUYER—Leading department store desires the services of a young man as assistant buyer; one who is thoroughly experienced in handling men's high-grade and medium-priced clothing. Apply by letter, giving full details. Address Box 52-Z. Star office.

AUTO MECHANIC, first-class on all make cars. See Mr. Williams after 2 p.m., 614 H st. n.w.

AUTO PARTS SALESMAN or stock clerk ignition experience preferred; wonderful opportunity for man familiar with city trade. Small drawing account to man who can qualify. Give complete details of experience. Address Box 334-A. Star office. AUTOMOBILE SALESMAN—One of Washington's oldest automobile dealers wishes to add to its sales force ONE experienced salesman. Here is an opportunity to sell both high-grade and popular-priced motor cars. Drawing account and liberal commissions. References desired. Reply will be held in strictest confidence. Address Box 45-Z. Star office.

Box 45-Z. Star office. AWNING MAKER, experienced, for temporary employment on piecework basis. Address Box 243-A. Star office. BOY, 19 years, one year or more experience in machine shop, as metal worker GEorgia 1226.

CHEF-Apply 1435 H st. n.e. CLERK in grocery store with ability to cut meat; ref., experienced only. Address Box 344-A. Star office.

CLERK-TYPIST—Young man, willing to work hard to advance; permanent. Reply in own handwriting, stating salary expected to start. Address Box 217-A, Star office. COLLECTION MAN, experienced on in-

llment accounts; some knowledge of kkeeping. Sears, Roebuck & Co., 911 densburg rd. n.e. COLLECTOR wanted: must have car; drawing account against commission. Ap-ply Monday morning, 621 7th st. n.w. COLLECTOR.—Good proposition for man who can sell and collect from retail cloth-ing customers; clothing, jewelry or insur-ance experience preferred; must have car, Address Box 430-Y. Star office.

COUNTER MAN and short-order cook. ex-perienced: steady. Apply Federal Diner Hyattsville. Md. Hyattsville. Md.
DRIVER-SOLICITOR, white, married preferred, for dry cleaning and laundry
route. Must have experience and best of
references. Apply either Sunday a.m. or
Monday. 5305 Georgia ave. n.w.

FIRST TENOR for organized male quartet opportunity for ambitious singer; commer-cial radio broadcasting. Reply stating age, experience, etc. Address Box 241-A. Star office.

FURNITURE FINISHER, white: must un-derstand burning in and colors. Address Box 237-Z. Star office. Box 237-Z. Star omce.

FURNITURE REPAIR MAN, for out-oftown store. State experience and salary
expected. Address Box 286-Z. Star office. ANITOR, white or colored: \$10 per week; attend furnace, wash windows, mon and clean service station: at least 45 yrs. old. Give age and references. Address Box 200-A. Star office.

LATHER, one good bead man Monday,
Apply at Byus, Mankin Contractor, Fort
Humphries, Va. Ask for Brock.
MAN 25, high scnool education, salesservice dept.: pay discussed at interview.
Apply store, 719 14th st. n.w., Mr. Mossten. MAN to cut cord wood on shares. Call Sunday, 943 K st. n.w.

MAN, dependable, for 46-store route, this county, exper. unnec.; no selling, distribute, collect; should net \$62 wkly, Write "Safetyco 27." Huntington Beach, Calif. A statistical summary of what has taken place under N. R. A. in employment, cost of living, wages and hours, farmers' income, business actual ways and but who wants to build for the future:

MAN who can live on \$2,400 annually, but who wants to build for the future: MAN. for repair dent on vacuum cleaners: must have car and be of neat appearance. We will also employ 3 men for Bruere. Yale Review, 23: 249-59,
December, 1933.

"What the outcome of the codes, and more especially the labor provisions of the codes, will ultimately be, few even among the best informed."

"The we will also employ 3 men for special saies campaign work: should average \$3 a day; permanent work for those who qualify. Apply 1343 H st. n.w., Room MARRIED MAN. experienced. white or colored for farm. Charles Veirs, Rock-ville, Md. MECHANICS-Expert on Ford cars; must

MECHANICS Expert on Ford cars, must have worked in Ford shop 2 years. See Mr. Ealy, 215 Pa. ave. s.e.

MEN. ambitious. of any age who will change their vocation and learn the secret of making a living. Apply 822 Conn. ave. "'Spread work' as a cure for un- MEN to cut timber. Call Sunday, 943 K

bor and the N. R. A. 130-31, 186-87, 242-43, etc., August 30, September 13, 27, October 11, 25, November 8, 22, December 6, 20, 1933; January 3, 17, 1934.

How the N. R. A. operates in relational distributions of the control of the

and trade unions.

Applied Codes.

Power Industry Goes N. R. A., by
Jerome Count. Nation, 138: 12829, January 31, 1934.

"Surreptitious and open intimidation against genuine union activities exists in the power industry despite
Blue Eagle agreements."

The N. R. A. Cit.

Applied Codes.

BEN—Attention. automobile salesment moved to their new location on Conn. ave. have openings for 3 more men on their sales force. Drawing account and maximum commission if you produce. Apply to John A. Dillion, salesmanger. 1130 Conn. ave. n.w.

MEN. two. to represent a nationally known specialty company. Restricted territory. Men with cars preferred. Apply by letter for appointment. Wm. Gray, District Mgr., Singer Sewing Machine Co., 1927 F st.

MESSENGER BOY.

MESSENGER BOY, with or without bi-cycle. Apply Rm. 308, 710 14th st. n.w Hallgren. Nation, 138: 271-73, March 7, 1934.

MIMEOGRAPH OPERATOR, must be experienced on hand-feed type. Apply Monday morning. Boyd's. 1333 F st. "Petroleum has been probably the nost chaotic of American industries in recent years."

MATIONAL DISTRIBUTOR desires two high-type salesmen, qualified to call on industrial plants, for attractive non-competitive proposition. Address Box 304-A. Star office.

First Flight of the Blue Eagle, by George A. Sloan. Atlantic, 153: 321-25, March, 1934.

"For the cotton textile industry it can be said that N. R. A. was adopted with a willingness and a desire to give it unrestricted opportunity to succeed."

Prices?

Other People's Money, by J. T. Flynn. New Republic, 77: 45-46, 72-73, 100-01, 167, 362-63, November 22, December 6, 20, 1933; February 7, 1934.

A series of short articles on the operation of the various codes on Reducation of the various codes on Reducation of the various codes on Reducation and experience. Give telephone at which you can be reached Saturday and Sunday. Address Box 304-A. Star office.

OPTOMETRIST — State salary, qualifications and references. Address Box 290-A. Star office.

PATENT ATTORNEY — College graduate with B. S. degree in science or engineering and some experience in patent work. For corporation patent department, location New York City. Reply, giving age, education and experience. Box 2868, Buite 803. Times Building. New York.

RADIO STATION in Pennsylvania wants man who can sell broadcast advertising; age, twenty to thirty-five; previous experience valuable. Write giving full details, including record of experience. Give telephone at which you can be reached Saturday and Sunday. Address Box 290-A.

prices for the consumer.

How to Stop Runaway Prices. New Republic, 77: 322-23, January 31, 1934

12th n.e.

SALESMAN. permanent income. very attractive position for live salesman, with rapid promotion to executive position for those who qualify: call between 10:30 and 3 p.m. today. Sunday. Room 115, Tower Building, 14th & K sts.

SALESMAN, with washing machine experience. Two days on floor each week. Apply employment office. Palais Royal, Inc.

SALESMAN—Department store has open-ing for experienced refriserator and wash-er salesman, living in Alexandria. Va., to take charge of appliance department. No application considered that does not give experience in detail. Information given will be held in confidence. Position will pay salary and bonus. Address Box 268-Z. Star office.

Star office.

SALESMEN—Headquarters for Westinghouse Home Laundry equipment wants 3 ambitious salesmen from 25 to 40 years old. Leads furnished and sales instructions given. Apply Edgar Morris Sales Co., 712 13th st. n.w., Monday, 10:30 a.m. to 1 p.m. or 4 to 6 p.m.; ask for Mr. Jacobsen Mr. Jacobsen.

SALESMEN — Pleasant, dignified, permanent position; experience not essential; married men preferred; average income, \$40 weekly. See Mr. Cox, 11 a.m. to 2 p.m., Monday and Tuesday, at 2815 14th

Star omce.

SOLICITORS and delivery salesmen for butter rings. Your profit is 30%. You have no competition, as they are made only at this address. 732 11th st. n. w. SOLICITORS experienced in dry dis TEACHER, man over 25 years old, experiHELP-MEN.

From receiving circular matter, it is expressly understood and agreed that all such matter will be withheld as far as possible by The Star. Only bona fide answers to advertisements addressed to box numbers in care of The Star will be delivered to advertisers on presentation of the box number ticket.

LOST AND FOUND.

Lost and Found advertisements may be found on Page A-9.

LIFE P. MEN.

(Continued.)

(Apply Room 308, 710 14th st. n.w. 3 to 4 p.m. THOROUGHLY EXPERIENCED MEN'S FURNISHINGS SALESMAN WITH A PER-SONAL FOLLOWING. ASK FOR MR. ROBINSON. GROSNER. OF 1325 F ST.

(TREE SURGEON. Call between 9 and 12 Sunday. Columbia 6684.

VOCALISTS (2), colored, one to play banio or guitar. LI. 7175.

WHITE MAN, middle aged, single: must understand growing vegetables, strawberries and run car; half profit, good home with congenial couple on small country place. State age, reference. Address Box 300-A. Star office.

300-A. Star office.

YOUNG MAN—Large, exclusive manufacturer of bookkeeping, billing and adding machines frequently has openings in Washington for young men who are willing to enter its employ on a small initial income and learn the business from the ground up. Business or high school education preferred. Address Box 160-A. Star office, stating age, education, address and telephone number.

YOUNG MAN with 2 years' experience in YOUNG MAN with 2 years' experience in machine shop, 20 years old; good salary. GEorgia 1226. MEN-AMBITIOUS.

Must be interested in advancement, whose previous business connections will bear investigation; must furnish \$150 cash bond; will be given an established territory paying salary and commission. Room 200. Commercial National Bank Bids.

SIX ROUTE DRIVERS. Due to our rapid expansion and the addition of six new routes, we can offer good jobs to six more men willing to work eight hours a day and use their cars for delivery purposes, in Washington and neighboring towns within 25-mile radius. About \$22.50 weekly to start, plus extra commission and monthly bonus. References required. Apply 9 to 12 Monday and Tuesday, 918 N. Y. ave. n.w.

REAL ESTATE SALESMAN. Exceptional opportunity for right man to make big money; must be ambitious, aggressive and hard worker. We have unusually attractive openings for several men in this new selling organization.

McKEEVER-HARTUNG CO., INC., Shoreham Bldg.

NA. 2232.

SALESMAN. Salary \$35, good opportunity: married 28-38; car and bond required. Apply Monday, 10 a.m., Boyd's, 1333 F st. AIR-CONDITIONING SALES ENGINEER.
ATTRACTIVE PROPOSITION IF IMME.
DIATE RETURNS NOT ESSENTIAL
WRITE FOR APPOINTMENT. ADDRESS
BOX 40-Z. STAR OFFICE.

BOX 40-Z, STAR OFFICE.

UNUSUAL OPPORTUNITY
Want a man. over 50, retired Government worker preferred; no selling; a disnified calling; you can add considerably to
your income. Apply 9:30 a.m., 115 Tower

Bidg.

A PROGRESSIVE AND GROWING LIFE INSURANCE COMPANY HAVING A SPECIAL APPEAL TO THE GENERAL PUBLIC IS NOW INCREASING ITS GENERAL AGENCY STAFF. APPLICATIONS INVITED FROM RELIABLE AND EXPERIENCED AGENTS. AN ATTRACTIVE PROPOSITION AND A REAL OPPORTUNITY TO THE RIGHT MAN. ADDRESS IN CONFIDENCE BOX 286-A, STAR OFFICE. TAXI CHAUFFEURS.

We have openings for a few reliable drivers on single and double shifts. Also investigate our new buying plan for chauffeurs, with no down payment.

BLUE LIGHT CAB CO., 211 QUE ST. N.W COLLECTION MANAGER Thoroughly familiar with collection and

telling all about yourself. Give phone. Address Box 256-Z, Star office. PLANTSMAN. MUST BE EXPERIENCED IN LANDSCAPE
WORK. MUST BE THOROUGHLY FAMILIAR WITH PLANT MATERIALS. MUST
BE A GOOD WONKER AND ABLE TO
DIRECT OTHERS. AN OPPORTUNITY
IN OWN HANDWRITING, STATING AGE.
EXPERIENCE AND SALARY DESIRED.
ADDRESS BOX 255-A. STAR OFFICE.

3 CREW MANAGERS Or sales supervisors, with experience sell-ing washers, sweepers or sewing machines on canvass, must own sedan type car, be about 30 years of age and have experience SALARY—COMMISSION.

BONUS. Apply 9 to 12 a.m. only, Room 1208, Peoples Life Insurance Bldg., 1343 H st. WE WANT A SALESMAN To present the exceptional features of Cedar Hill Cemetery. Frankly, we shall require a man of high-grade qualifications and recommended character, one who will appreciate fully the policy of the manpreciate fully the policy of the man-ement and give it his undivided support, he matter of compensation will be ad-sted to the satisfaction of the right man.

P. W. CALFEE, 1557 Penn. Ave. S.E.

MEN Over 23 years of age, with car, for outside work, where good earnings are assured, with chance for advancement. Apply employment office, 4th floor, Monday 9:30,

MARRIED COUPLE MARKIED COUPLE.

Wanted by national organization for high-type sales proposition: experience not necessary, as we furnish free training: no canvassing: advanced commission and bonus to start; salary, \$175 per month when qualified. Apply, together, if possible, Monday, 11 to 2 and 7 to 9 p.m. Silver Seal, 4209 9th st. n.w.

MUCH MONEY
—in every cycle of America's magic industrial growth has been made by those courageous enough and fortunate enough to get in early on the "new" principle or commodity—whether in the production, distribution or service end. Air conditioning and sanitation are foremost in public thought today. Men are flocking to ventures which have the commercial advantage of this appeal, like they did to the ideal of steam transportation, the advantage of this appeal, like they did to the ideal of steam transportation, the motor-driven vehicle, the telephone, the victrola, the radio, television and other revolutionary innovations that have come to be regarded now as standard necessities. Our adaptation of this NEW PRINCIPLE to every-day need is having a universal acceptation wherever shown. There will be a showing of a simple working model of this wonderful facility to men of mechanical inclination, who are anxious to get into a new line of business for themselves, with larger earnings than their former trades ever provided. Showing at New Colonial Room, Colonial Hotel, 1156 15th st. n.w., at 9:30 sharp tomorrow morning (Monday), March 12th. tel. 1156 15th st. n.w., at 9:30 sharp tomorrow morning (Monday), March 12th.
Such men must be available for immediate employment, if convinced of their opportunity at this interview. They must
be able to give good references, to go
into this business "for keeps" and grow
with it into the large earnings and future
it affords. Men selected must be of average ability, of good physique, courageous
spirit and plenty of common sense: must
be willing to work hard. Come promptly
at hour specified, as doors will be closed
at that time. The showing and interview
will require about two hours.

requires the services of an intelligent young man as secretary to vice president, being capable of doing stenographic work. Real opportunity for applicant best qualified giving applicant best qualified giving complete resume of education and business experience. Ad-

dress Box 46-Z, Star office. WE HAVE a very good opportunity for salesmen in our Electric Refrigerator Depart-Floor, S. Kann Sons Co.

SALESMEN.

One week of our present sensational new sales program has put our salesmen in the big earning class. We must have more men to follow leads all over Washington and adjacent territory.

A thorough training and ample sales help make this the cleanest sales prop-osition in Washington. If you can sell—call in person, 9 a.m. Monday, March 12th, at

BARBER & ROSS, INC.,

ABSOLUTELY NO CANVASSING.

TWO MEN FOR OUR MAYaduate with manney and business with manney and business with or oil. fiving the control of the

HELP-MEN.

EXPERIENCED FURNITURE INSPECTOR. MUST HAVE KNOWLEDGE OF FURNITURE CON STRUCTION AND ABLE TO DETECT FAULTS; TO ACT AS AN INSPECTOR IN A LARGE DEPARTMENT STORE. ADDRESS BOX 62-A, STAR OFFICE.

FINE OPPORTUNITY FOR INCOME AND ADVANCE-MENT IN OUR ELECTRI-CAL REFRIGERATION DE PARTMENT FOR TWO EN-THUSIASTIC LIVE WIRES. APPLY THE HECHT CO. EMPLOYMENT OFFICE MONDAY BETWEEN 10 AND 11.

SALESMEN To sell well-known Electrol Burners and Boiler Burner-Units. Six salesmen will be put on immediately. Must be experienced in selling, re- LEARN BEAUTY CULTURE sponsible, active, earnest and well recommended. Appointment by telephone only. Phone ME. 4840 Monday or Tuesday, 8:30 a.m. to 3 p.m. Ask for Mr. Barnes. Griffith-Consumers Co., 1413 New York ave.

WASHING MACHINE SALESMEN.

Can use two experienced washer salesmen, selling the new Easy Spiralotar Washer and de luxe Ironer. Floor days and interesting leads will be given men who will follow instructions. Apply Monday 9:30 to 11 a.m. and 4 to 5 p.m. Employment office, 4th floor, Lansburgh's Dept. Store.

MEN-IMMEDIATE

MEN-IMMEDIATE
EMPLOYMENT.

WE WILL PUT ON 6 ADDITIONAL
MEN WHO NEED EMPLOYMENT AND
WHO WISH TO TRY TO SEE IF THEY
CAN DO THIS WORK. WE WILL TRAIN
SUCH MEN FREE, FURNISH FULL
EQUIPMENT, WITH NO DEPOSIT REQUIRED. THERE IS NO EXPENSE BUT
THOSE WHO CAN QUALIFY CAN MAKE
\$150 TO \$400 OR MORE THE FIRST
MONTH.

While you cannot make money here unless you earn it, many men who never
previously even thought they could do
work of this kind have found it to be
just the opportunity they sought for just the opportunity they sought for years and are making more money than they ever previously dreamed of making. years and are making more money than they ever previously dreamed of making. We have men making up to \$750 a month. Others \$600, \$500, \$400 and \$300. On the other hand, many fail to fill the requirements and cannot do the work. Sign of the other hand, many fail to fill the requirements and cannot do the work.

Experience in sales work is not necessary. Some of our best men never sold anything before. Men who made as high at \$50 their first day in the field knew nothing about selling other than what they had learned the previous two days from our sales instructor. This man is himself an experienced salesman who first went into the field and made a splendid record selling this product. He is a man of earnest and sympathetic understanding with the problems of the beginner. He can and does awake and activate the latent abilities of men to do creative work. Many men who least suspect it possess a very great and very valuable sales ability. It is not unusual for a beginner to make \$20 to \$40 his first few days here.

Perhaps he can help you to make a success of this work. It is worth a try. The training is free. The opportunity is open. If you can do it, you make real money and have assurance of its permanence. If you cannot do it, no harm money and have assurance of its perma-nence. If you cannot do it, no harm done. The experience will have been valuable. Last year was the biggest year in our business, nationally and locally, and this year is following the same pro-gram of progress. and this year is following the same gram of progress.

This is a new product by an established institution—the largest of its kind in the world, and the product already has a greater sale than anything in the world ever offered for the same service. It is now being introduced in this market. This is a genuine present opportunity for cash, and also for future progress in the certain growth of the business. It is for

cash, and also for future progress in the certain growth of the business. It is for men who have foresight—men who are in carnest about seeking a sound opportunity to get in and work ahead.

Our requirements of you are that you be honest. of good reputation, active, per nonest. Or good reputation, active, alert, willing to learn and do the following things:

To learn (as taught) how to make a clear and convincing explanation of why you have called to see your prospect.

To learn (as taught) how to show the product so it will reveal the absolute need for it and the necessity of buring it.

To learn (as taught) how to persuade some one to do that which positively ought to be done.

To be honest in your own thought, so that you are entitled to confidence.

To work hard every day to make a genuine success in return for the privilege of a genuine opportunity in a permanent position with good people, who will deeply interest themselves in helping you to get started and to get along.

This is a straightforward offer of sincere intent to worthy men who are in need of good, substantial positions. Please do not apply for these positions unless you feel you can meet these requirements. Applicants will be personally interviewed Monday morning 9 to 1, at Denrike Bldg., 1010 Vermont ave. n.w.

HELP-MEN AND WOMEN. CANVASSERS, for fast-selling repeal item; big demand; excellent income. 9-12 a.m., room 314, 1735 14th st. n.w. COUPLE, white, of good character; man working farm on shares, wife helping general housework. Apply to D. Suraci, Annandale, Va.

MEN AND WOMEN, must have good appearance and personality; not afraid of work. Apply after 6 p.m., 616 Pa. ave. s.e., Mr. Boone.

ROOM, board, laundry for white couple; wife to assist with cooking in boarding house; no baking, 2300 19th st.

WANTED-SALESMEN. MEN WANTED for Rawleigh Routes of 800 families in Prince Georges, Charles and Calvert Counties, in Maryland, and Washington. Reliable hustler should start earnington. Electric Refrigerator Department. Experience not a requirement. Good type, intelligent men with own automobile will be given every consideration. Apply before 10:30 a.m., Superintendent's Office, Fourth Floor, S. Kann Sons Co.

Electric Refrigerator Department of the stable of pharmaceuticals to physicians for old establish firm in exclusive territory; temporary small drawing account; must have car and be prepared to put in long hours and hard work. for permanence and success; ases 30-40. C. D. Smith Pharmacuticals of the stablish firm in exclusive territory; temporary small drawing account; must have car and be prepared to put in long hours and hard work. for permanence and success; ases 30-40. Colo. and the state of t 2801-47 Shemeld ave., Chicago. III.
SENSATIONAL new aspirin deal; 16 tablets
10c; nationally known; hottest deal yet
also 85 other fast sellers; 100% profit
no investment; catalog free. World'
Products Co., Dept. JA-266, Spencer. Ind WALL PAPER CLEANER, revolutionary invention; banishes cleaning drudgery; homes, offices buy instantly; hustlers coining money. Outfit free. Kristee Mfg., Box 162, Akron. O.

California wines, for direct representa-tion of winery; large earnings for pro-ducers; commission State details, terri-tory. Corday Wine. 26 Cornelison ave., Jersey City. N. J. TWO MEN FOR OUR MAYTAG WASHING MACHINE
DEPARTMENT. TRANSPORTATION, FULL COOPERATION, EXCELLENT
OPPORTUNITY FOR INCOME AND ADVANCEMENT APPLY THE HECHT

Jersey City, N. J.

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Available—Permanent, profitable factory
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Post. Country Gentleman. Time, newspapers, trade papers, etc. Continuously
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the world by its accomplishments at Indianapolis Speedway, driving cars nearly
1,000 miles with no oil. flying airplanes

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Chicago.

SOMETHING absolutely new; decalcomania Roosevelt portrait, sweeping Nation: 300% profit: for autos, stores, etc. Write for sample. National Sell-Quick Co., Dept. 119. Hickox Bldg., Cleveland, Ohlo.

STICK-ON-WINDOW SIGN LETTERS.
500% profit: free samples. Metallic Co., 425 N, Clark, Chicago. INSTRUCTION COURSES. AUTO LESSONS FOR PERMIT, ANY TIME place; easy parking taught; cars fur-shed. Call "Old Reliable," FOSTER,

ME. 1809.

EXPERIENCED TUTORING — ENGLISH, geometry, American history, elementary algebra, in your own home by refined gentleman: \$1.50 per hour; R. S. W. Walker, 2222 Que st. n.w. PO. 2302. 13° GREGG SHORTHAND, 50c PER LESSON: individual lessons taught by former Gregg teacher at Drillery Business College. MRS. BEN FULLER. ADams 3011.

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SCHOOL Demonstrated course in mixing and serving wines, liquors and cordials. 602 st. n.w., Room 105.

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WANTED AT ONCE: COLLEGE GRADuates qualified to teach accounting shorthand, typing, general science, grades, etc.
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Charles st., Baltimore, Md.

DOMESTIC,

"DOMESTIC," DEcatur 2419, 1925 9th st. n.w.—Furnishes cooks, g.h.w., da. work-ers, housemen, butlers, janitors, helpers, dishwashers, waitresses, chauffeurs. THE DOMESTIC AGENCY, 1925 9th st. n.w., has openings for colored g.h.w., helpchristian Women's Exchange, North 9011, furnishes cooks, g.h.w., da. workers, chauffeurs, butlers, janitors, maids, housemen, helpers, waitresses. RUPHER'S EXCHANGE has cooks, maids, houseworkers; day, week, month; references investigated. DE 3551, 1837 11th. mh28*

PPRENTICE wanted for beauty parlor. BEAUTY OPERATOR, all around, expert no others need apply: no phone calls Bobbie's Beauty Shop. 2823 14th st. n.w CONTRALTO—Opening in well known church choir: opportunity for right voice. Please state experience. Address Box 48-A. Star office.

CONTRALTO—Opening in well known church choir: opportunity for right voice. Please state experience. Address Box 429-Y. Star office. DEMONSTRATORS (3), colored, for steady DEMONSTRATORS — Account expansion Southern diversion, need 4 experienced cosmetic demonstrators; will train inex-perienced applicants; no canvassing. Apply Mrs. Sidari, 202 Maryland Bidg.

DOCTOR'S ASSISTANT, experienced; give in detail experience, description, salary and references. Address Box 372-A. Star office. office.

GIRL or woman, white, to take care baby 2 years old: stay nights; \$18 month, 1208 Ingram st. n.w.

GIRLS for curb service, between ages of 18 and 24; must be neat appearing, good references. Apply 5109 Georgia ave. at 10 a.m. t 10 a.m. GOOD STENOGRAPHER, pleasing personality, about one hour's dictation several evenings; write, stating fee expected; references exchanged. Advertiser, Linton's HOUSEKEEPER for motherless home on farm in nearby Maryland; middle-aged; Austrian, German preferred. Address Box 236-A, Star office. Austrian. German preferred. Address Box 236-A. Star office.

HOUSEKEEPER, exp., intelligent, refined, for small hotel: references, 1139 Conn. ave. HOUSEKEEPER—Have charge of 6 maids, about 150 rooms: assistant to manager of hotel: room and \$30 salary. Answer fully at once. Address Box 268-A. Star office. KITCHEN MANAGER, local experience necessary under 40 years. Call Monday. 9 to 11 a.m., 17th Cafeteria.

LADY can have room in return for care of rooming house: no cleaning. Address Box 265-A. Star office.

LADY, with unlimited telephone, for solicitation; contingent basis. Address Box

LADY, with unlimited telephone, for solicitation; contingent basis. Address Box 222-A, Star office.

LADY, middle aged, to assist manager, high-clas boarding house; home and small salary. Address Box 71-A, Star office.

LADY, high type, over 25, plesaing personality, experienced in meeting public. Phone NAtional 5883 Monday.

LADIES, married preferred: responsible work, no experience required; local resident. Address Box 43-Z, Star office. LADIES to act as assistants in organiz-ing local lodge of nationally known fra-ternal benefit society. Pleasant work: no canvassing. Address Box 359-A. Star office. office.

LADIES—Do you live outside Washinston but within 150 miles? Are you between 25 and 45, neat, attractive, interested in latest discoveries in beauty culture? If so, you may qualify for splendid opportunity with national organization. No books. Give age, education, experience. Write Director, 301 Westport, Kansas City, Mo. MARCEL, and finer waver, expert only. MILLINERY SALESGIBLS, experienced only: for regular and extra work. Apply to Miss Mockford. J. E. Cunningham & Co., 316 7th st. n.w., Washington, D. C.
MILLINERY SALESLADIES. Must have F st. experience. Permanent position in new department. Apply Monday morning. Miss Donaldson, Emily Shops, Inc., 1308 F st. n.w.

OPERATORS. to sew on shorts; factory experience necessary. Apply 918 D st. n.w., 4th floor.

RECEPTIONIST—One of Washington's largest department stores desires a young lady as a receptionist, with executive and sales ability; must be between the ages of 22 and 30 and have had a high school education. Address Box 269-Z, Star office.

SALESWOMAN for dresses, of exceptional ability, thoroughly experienced, for specialty shop. Give full references, age and salary. Address Box 61-A, Star office.

SILK FINISHERS, experienced. Apply Mr.

Saiary. Address Box 61-A, Star office.

SILK FINISHERS, experienced. Apply Mr. Hagan. Monday a.m., Manhattan Laundry, 1346 Florida ave. n.w.

STENOGRAPHER-SECRETARY, over 21. Position requires person of ability and refinement. Only those replies giving complete information and salary will be considered. Address Box 275-A, Star office. STENOGRAPHER and typist, with credit store experience preferred. Phil Bobys Co.

HELP-WOMEN.

(Continued.)

STENOGRAPHER to take deposition in Virginia, day or two; expenses furnished; state terms. Address Box 248-Z, Star office. STENOGRAPHER—Experienced dictaphon or ediphone operator, rapid typist; state references. Address Box 424-Y. Star office references. Address Box 424-Y. Star office.
STENOGRAPHER, experienced; must be able to take dictation and transcribe rapidly; state experience and references. Address Box 364-A. Star office.

TEACHER, for grade work for adult, about two hours in afternoon. Address Box 253-A. Star office.

WHITE NURSE to care for baby; only experienced, with reference. Call ME. 4565.
WHITE WOMAN, middle-aged, housework in country; permanent home, some com-WHITE WOMAN, middle-aged, housework in country; permanent home, some compensation. Address Box 46-A. Star office. WOMAN—Unusual opportunity to earn substantial income acting as representative Good Housekeening Magazine. Previous experience essential; work done from home over telephone. No canvassing. Liberal commission. Write Margaret Dunbar, 959 8th ave., New York. bar, 959 8th ave., New York.

WOMAN, over 25, of pleasing personality, associate yourself with a national concern handling a high-grade cosmetic line; opportunity to advance to office manager; reference required. Apply Room 403, 1509 16th at. n.w.

WOMAN, settled, colored, care for 1 child; col. family; room and board, \$6 mo. Address Box 78-A. Star office.

WOMAN—We need a woman of education, are 29-40, to represent us in Washington and surrounding districts; special training given to the one who qualifies. Write giving full particulars regarding education, experience, also telephone number. The Book House for Children, 1500 Mitten Bldg. Philadelphia, Pa.

WOMAN to work in lunch room, experience and reference required, 1901 Est. n.w. WOMEN, or couple, settled, white, for apt. n.w. WOMEN—Take orders household special-ties; experience not necessary: \$12, salary and com. guaranteed; excellent chance for advancement. Garlinger & Co., 916 G n.w.

YOUNG LADIES. two. under 24. assist with circulation campaign: permanent employment: no experience required: free to travel: \$15 weekly to start. Apply. 2 to 4 p.m. Mr. Yambert. 3510 14th st. n.w. WOMEN-2. To work in conjunction with our radio broadcast: must be over 25 and neat appearing; selling experience will help. Call Monday morning, 9:30 to 12, Charls Corset Shoppe, 1435 G n.w. ALTERATION HANDS

With local experience on dresses and coats, Apply ready for work, Joseph R. Harris Co., 1224 F st. n.w. EXPERIENCED SALESWOMEN

FOR CONTINGENT FORCE. We desire the services of young, alert saleswomen who have had experience in selling suits, coats and dresses to a high-class clientele. Please do not apply unless you have above qualifications. Apply by letter to personnel director. Address Box 191-A. Star office. A DEPARTMENT STORE

requires the services of a thoroughly experienced saleswoman for Leather Goods Department. In making application state age, experience and salary expected. Address Box 375-A, Star office. SHOE SALESWOMEN-We require the services of thor-

ent's office, fourth floor, S. Kann Sons Co. MILLINERY SALES GIRLS For permanent and part-time work; only those with experience need

oughly experienced shoe sales-

women. Apply Superintend-

apply. L. Frank Co., F st. at 12th. Apply main floor. ASSISTANT IN TOILET

Please do not apply unless you have had several years' experience in this line of work as well as other qualifications necessary for the position. One with department store training preferred. State age and experience. Address Box 427-Y,

Star office. SEVERAL YOUNG GIRLS not over 4 ft. 10 inches tall wanted. This is a chance to combine work with play. Apply employment office, 4th floor, Lansburgh's Dept. Store. THE HECHT CO. requires the services of experienced salespeople for the following de-

partments: Dresses. Coats. Suits. Millinery. Children's Shoes. Apply employment office between 1 and 3 Monday.

HELP-DOMESTIC. GENERAL HOUSEWORK and cooking, some laundry, 4 in family; so home nights: Jewish; experience preferred; \$30 per mo.; state age and references. Address Box 305-A. Star office. of three: permanent position; live on place. Phone Wisconsin 3580.

GIRL. colored. experienced in general housework and cooking; references; apply after 1:30 Sunday. 1416 Taylor st. n.w. GIRL, experienced, white, general house-work, help with children; stay nights. ADams 4800. Apt. 103. ADams 8914 or ADams 6157.

GIRL colored neat, about 25, for general housework and to answer telephone calls in doctor's office; ref. required. 311 15th st. n.e. Sunday until noon.

GIRLS two. white or colored to do cooking and housework in tourists' place. 10 miles from Washington; \$7 each per week, room and board; stay nights. Lightbown's, phone Berwyn 331, Balto, pike, Beltsville, Md. GIRL, white, sen. housework and plain cooking: stay nights; \$7 per wk. 27 Donaldson st.. Cherrydale. Va.
HOUSEKEEPER, white, family of 3 adults; no laundry. 1472 Harvard st. n.w.

HOUSEKEEPER, white: cooking and laun motosanearen white, tooking and additive of the control of the con WOMAN, white, general housework, small family; good home. Address Box 384-A WOMAN, white, settled, to care for small home and child for emp. couple, Address Box 347-A, Star office. wOMAN, white, settled, respectable, pleasant, for housework; good home and \$15 month. Address Box 339-A, Star office

ACCOUNTANT, expert: books opened

Flower ave., Takoma Park, Md.

WOMAN, reliable, care of 2 children, g.h.w., cooking, go or stay nights; emp. couple. 1419 Chapin st., Apt. 52.

WOMAN, white, reliable, general houseworker; small house; children. 3 and 6; references; sleep in. CL. 1298.

WOMAN, white, light housekeeping, exchange for room and board. DEcatur 0863, WOMAN, colored, middle aged, for general housework; salary, 315 per month, board and room; husband to do chores in exchange for room. Call 212 Rhode Island ave. h.w.