

GERMAN GOODS MAKE INROADS ON U. S. MARKET

American Industries in Several Lines of Manufacture Threatened.

IMPORTS GAIN RAPIDLY

PHILADELPHIA, Jan. 2.—German competition is threatening the American potash, dress goods, cotton glove, cotton hosiery, doll, toy, razor and other cutlery industries.

This is shown by increases this year in importations of these articles, and low prices on goods imported which are gaining domination of the market. Total dutiable imports from Germany, received in the Port of Philadelphia for ten months of this year aggregate \$2,167,822, and free, \$1,933,698. In twelve months of 1921 the totals were, dutiable \$1,427,936, and free, \$841,337.

German potash sells in Philadelphia at 6 1/2 cents a pound, and American at 11 cents and 12 cents.

Dress goods is being received at substantially lower than domestic figures. Cotton gloves from Germany, landed, sold recently at 75 cents a dozen, against the American price of \$2.50.

Under the influence of these products, American manufacturers of these goods have already felt the effects of the underbidding of their prices, resulting in the forced withdrawal from the market of many cotton glove, doll and toy lines. Most have been established since the beginning of the war, but some forced to withdraw were established before the war.

IMPORTATIONS GAIN AT RAPID RATE. This influence has been felt particularly by hosiery manufacturers, since 420 per cent from January to October of 1921, October's receipts were 118,465 dozen, valued at \$82,250, and January's were 28,172 dozen, valued at \$183,897. For ten months of this year 530,855 dozen, valued at \$1,100,345, have been received, while for twelve months of 1921, 228,255 dozen valued at \$908,822, were received.

Not only are German hosiery manufacturers sending increasing amounts of goods to this country but they are getting control of foreign markets, making a double attack on American hosiery knitters. Exports from this country decreased 50 per cent between January and October, from 329,407 dozens, valued at \$1,146,079, in January, to 174,027, valued at \$206,514, in October. The ten month total for 1921 is 2,128,561 dozen, compared with 1,092,137 dozen in twelve months of 1920.

GERMAN KNITTERS RECEIVE LOW WAGE. A Reading manufacturer recently returned from Germany says expert knitters there are receiving less than \$10 a week. Expert knitters in Philadelphia mills are receiving from \$60 to \$85 a week. German manufacturers pay their workers wages, can easily place their goods with American jobbers when the tariff enables them to deliver high grade women's hosiery at \$5.75 to jobbers, and infant's socks as low as forty cents a dozen.

One of the largest department stores in this city is selling a lace-knit, full-fashioned mercedized cotton infant's sock, "Made in Saxony," at three pairs for twenty-five cents. This sock cannot be made in this country, according to a local manufacturer, whose cheapest stock sells to the jobber at \$1.15 a dozen, to retail at less than two pairs for twenty-five cents.

COTTON GLOVES STOCK MARKET. Cotton gloves have come into this country in increasingly large numbers since 1919. Total importations in 1920 from Germany were 15,000 dozen, while in July, 1920, the total reached 43,885 dozen, and in July, 1921, 142,000 dozen. America began quantity production of cotton gloves in 1916, with 500,000 pairs. In 1915, the production was 15,000,000 pairs, but in 1919 it fell to 800,000 pairs, last year to 400,000 pairs and last summer American factories ceased operations.

A national five-and-ten-cent store company recently bought 40,000 pairs of cotton gloves made in Germany for which 75 cents a dozen was paid, including duty. The same gloves made here sell to retailers at \$2.50, retailing at 35 cents a pair.

Dress goods jobbers predict German weavers will invade this market next fall with heavy weight goods at prices steadily less than prices on domestic goods and if better supplies of raw material are available earlier than expected it is possible importations will begin before next fall. German mills are said to be working at capacity and shipments now coming give every indication of offering strong competition to goods made here.

CHEMISTS CHARGE JOBBERS PARTIAL. A large distributor of chemicals in this city has discontinued carrying stocks of American potash because of the preference for German potash at 50 per cent less. He contends that Germany is the natural producer of potash just as America is the natural producer of borax. An opposite view is taken by American chemists, who claim American jobbers are partial to the German product.

America's doll and toy industry, given substantial impetus by the war, is losing ground in the opinion of the largest buyers in this city. A line of miniature steam engines selling between \$25 to \$50, were among the first expensive toys to sell in this city this year. They were made in Germany and cannot be duplicated by domestic manufacturers. Several times the price. The popularity of these engines has convinced the buyer that he will take greater quantities on his spring trip to Europe next year and will order less of the larger toys in the making of which American manufacturers are supposed to excel. Toy bathroom fixtures, electric stores, doll house furniture and celluloid, rubber and wood toys at present figures sell so rapidly early this month that one store called for orders, hoping for their arrival last week.

DEPRECIATION OF MARK. The price argument for buying abroad is set forth in the following figures, supplied by the statistical department of the United States Customs House in this city. Women's gloves were imported to Philadelphia at \$12.13 a dozen last year, \$5.32 this year. Cotton gloves were imported at \$4.57 a dozen in 1920, \$1.15 this year. Cotton stockings were imported in 1920 at \$4.86 a dozen pairs, this year at \$1.56. Pinkettes were imported in 1920 at \$3.02 a dozen, this year at \$1.30.

Depreciation of the mark has caused much of the reduction of these values in dollars, but manufacturers have traveled through Germany and increased production and acceptance of lower wages by German workers has also contributed to the reduction.

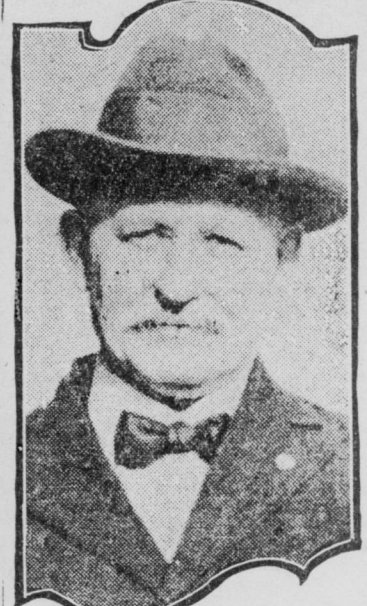
Police Chief



HERMAN F. RIKHOFF.

Herman F. Rikhoff, who was formally appointed chief of police by the new board of public safety today, is a tailor with a shop at 23 West Ohio street and residence at 2629 North Illinois street. He has made an intensive study of police methods during the past two months, including a tour of several large cities.

Fights Fires 30 Years



JOHN J. O'BRIEN.

More than thirty years' experience as a fire-fighter is brought to his new work as chief of the fire department by John J. O'Brien, promoted from battalion chief today by the new board of public safety. Chief O'Brien is a Democrat. He proposes to inaugurate a number of important changes in fire department organization. His home is at 19 Orange street.

French Resent U. S. Demand for Payment of War Claims and Is Very Proud of Them

WASHINGTON, Jan. 2.—The French delegation is resentful at threats and suggestions that France be called upon to "pay up" America before launching on a large naval building program.

M. Sarraut declared his nation to be "proud" of its debts and not forgetful of them.

These debts were contracted in the cause of humanity, he pointed out, and some of the funds given France have had a reaction in wartime prosperity of the United States.

"We are given to understand (and in what terms?) that, even before thinking of again fortifying our country against renewed devastation, we would do well to 'pay our debts,'" said M. Sarraut. "We feel no shame for those debts, nor do we forget them; we regard them with pride, as the wounded man does his scars."

Sarraut's speech to the naval disarmament conference has served to clear the air. His disavowal of a French naval officer's article, condoning Germany's submarine methods and declaring the U-boat

offered a means to crush British naval power, has mollified the British. Sarraut and Admiral De Bon both have placed their government on record as desiring no war against Britain and as not approving of submarine ruthlessness.

In these circumstances, the naval committee expects Paris scarcely can reject the Root resolution, outlawing the submarine as a weapon against merchantmen.

That there has been a real strain between the French and British is evidenced by Sarraut's resentful observation: "If, when we come here for the purpose of working for the proposed peace, we must constantly see the spectre of war dangled before us."

We would be impatient to see the end of a conference which had brought us the bitterness of such disappointment.

The naval disarmament committee is in recess awaiting the French reply to queries as to acceptability of the Root resolution outlawing submarines as weapons against merchantmen.

rean drawers are generally retained as when bought.

That we shall see a steady upward trend during the coming year is unquestioned; that the year can bring us fully back to normal is doubtful—that is, perhaps a longer process—but confidence that as a whole the interior is started in the right direction gives courage for 1922.—Copyright, 1921, by New York Evening Post, Inc.

SAILORS HELP IN NEAR EAST

Play Part of Santa Claus to Armenian Children.

NEW YORK, Jan. 2.—Originators of the custom they may be, but American Legion posts in this country are not the only outfits to adopt wards in tubercular hospitals. Sailors of the American fleet in Eastern waters have done the same thing only having no disabled "buddies" to take under the wing in that part of the world they have turned their attention to Armenian orphans in the Near East Relief hospitals for tubercular children.

From letters of gratitude to the American "gobs" in these distant waters sent by the children, the sailors, true to the spirit of the season and the year around Santa Claus to the youngsters. Also true to the species was the letter the girls in the hospitals sent their benefactors. They wrote:

"Dear Sailor Brothers: Every time you visit us you give us great joy. The candies that you brought us were very sweet—always we are dreaming about candies. Please accept our gratitude for and thanks for the music box. Last Monday we gladly enjoyed your band. It was really pleasant for us because we are fond of music. Hip-hip-hooray, hip-hip-hooray, American Sailors. Sincerely, Your little Sisters, the girls of the Yedi Koule Tubercular Hospital, Constantinople."

The boys were more formal and dignified: "All Sailors American: We are thanking you for all that you have made us. We thank you for the candies that you have brought us and for the music that came to make us glad and happy. Hurrah and hurrah, Sailors American. We hope you will come again. Yours, all the boys at the Near East Relief Hospital, Yedi Koule."

COMMUNISTS TEAR UP RAU.S. LISBON, Jan. 2.—Portuguese Communists have torn up rails and derailed many trains. Damage caused by them is estimated at \$500,000. They were responsible for a wreck in which 10 persons were killed and ninety injured.

CHINA RESENTS TREATMENT IN ARMS PARLEY

Wang Holds Shantung Problem Fit Question for Conference Proper.

JAP VIEW OPPOSITE

Special to Indiana Daily Times and Philadelphia Public Ledger. WASHINGTON, Jan. 2.—The Chinese people are thoroughly dissatisfied with what is being done—on not being invited to the Washington conference. Chung Hui Wang, chief justice of the Chinese Supreme Court and Chinese delegate, asserted in discussing the three conference questions nearest to the heart of China—the Shantung, the twenty-one demands and the tariff.

"If these problems are not settled in a satisfactory manner," said Chief Justice Wang, "I am afraid there will be an unpleasant reaction in China." Telegrams have been received by the Chinese delegation, he continued, from all parts of China and from representative organizations, expressing their indignation that the Chinese delegates withdraw entirely from the conference. The telegram came from Canton, the seat of the south China government, as well as other sections under the jurisdiction of the pekin government. Although the delegation has received no hint from Pekin that recall would be officially ordered, if the conference took an unsatisfactory turn, he intimated the delegates were finding it hard to withstand the popular pressure.

SILENT BOYCOTT AGAINST JAPANESE. In defining the word "reaction," Dr. Wang said he meant a boycott. A silent boycott, he said, already was in force in Shantung against the Japanese. As regards the predicament of the delegation, Dr. Wang, in posing the jurisdiction question, plainly intimated the delegation is seriously considering the advisability of withdrawing from the conference.

Other Chinese spokesmen said the withdrawal of the Chinese delegates would be pleasing to the Chinese students and to many civic organizations in China, who had upheld the refusal of the Chinese delegates at Paris to sign the Versailles peace treaty.

Previously in the same interview, Dr. Wang asserted the conference has made as much progress as could have been expected "under the circumstances."

In regard to the Shantung question, which was arrested at the partial deadlock Dec. 20 on the issue of the Shantung railway, Dr. Wang said:

"I don't think we can make any more concessions than we have made. The best thing is for the conference itself to settle it."

SAYS SHANTUNG QUESTION FOR CONSIDERATION. The Chinese delegates, he stated, would be to bring up the question of Shantung in the conference proper; up to the present time, he continued, Secretary of State Hughes and Mr. Balfour have not approached the Chinese definitely, but he supposed it was because they had been busy with the naval discussions.

The Japanese delegates, Dr. Wang stated, had not definitely rejected the Chinese offer, but have not yet indicated their readiness to resume the conversations, which were suspended Dec. 20.

Masano Hanbara, Japanese vice minister for foreign affairs, who was the object of the Japanese delegates is to settle the Shantung question without having to appeal to the good offices of Mr. Hughes and Mr. Balfour, which, however, might be possible on the part of the Japanese and Chinese delegates failed.

Mr. Hanbara said Japan will not agree to have the question taken into the conference proper as he stated that the conference was called for the purpose of arbitrating between nations of making judgment upon nations, but for the purpose of exchanging views and reaching understandings with regard to certain things.

The Japanese conference, he indicated, will ask for another meeting with the Chinese delegates when the latter shall have received further instruction from Tokio, when the Japanese probably will reveal what their government has instructed them to do. He said he still has hopes that the question could be solved and he expressed a preference that it be settled here rather than at Tokio or at Pekin.

Reserve Board Head Sees Era of Revival Near

Longer Swing of Prosperity Pendulum Predicted by Harding.

WASHINGTON, Jan. 2.—Experience gained by American business men during the depression of the past two years should point the way to making the next era of prosperity the greatest in the country's history, Governor Harding of the Federal Reserve Board believes.

In expressing this view today Harding referred to a recent speech before the Washington Chamber of Commerce. The views here set forth still obtain, he said. Harding, in that address, said:

"There are well-defined cycles in business affairs. We have the short and frequently recurring cycles incident to changes of the seasons and of history shows that there are longer swings or periods of prosperity and depression, the rotation being about as follows:

"1. Business activity and increasing production.

"2. Excessive expansion and speculation, followed by panic and forced liquidation.

"3. A long period of slow liquidation, business depression and stagnation.

"4. Revival.

"There are many indications that the beginning of revival is not far distant. When it does definitely set in it will be followed in due course by a new era of prosperity. While the losses during the last two years have been great, much experience has been gained, and while the depression is not transitory, except perhaps to a limited extent, the present generation of business men has several years of business activity ahead of it."

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Less than wholesale cost!

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\$31 Hot Blast Heater—HALF PRICE—\$15.50

The lined fire bowl, will last three times as long as ordinary bowl. Will save one-third of the fuel you now use. Holds fire 72 hours. Nickel trimmed.

\$36.50 Hot Blast Heater.....	\$18.25	\$61.50 Major Heater.....	\$30.75
\$40.00 Hot Blast Heater.....	\$20.00	\$69.00 Air Blast Heater.....	\$34.50
\$46.00 Hot Blast Heater.....	\$23.00	\$76.00 Air Blast Heater.....	\$38.00
\$54.00 Hot Blast Heater.....	\$27.00	\$89.00 Beacon Heater.....	\$44.50

\$249 Universal Base Burner, large size, nickel trimmed. \$124.50

This \$125 Universal Coal Range—HALF PRICE—\$62.50

As shown. The best baking coal range made; beautifully nickel trimmed, polished top; white splashers and oven door front.

\$115 Universal coal range, with warming closet, black with plain top; now 1/2 price, at.....

\$195 Universal range with reservoir, choice of blue or gray enamel, polished top, now.....

\$175 Universal range. Choice of blue or gray porcelain. Warming closet and polished top. Now.....

\$215 Universal range, gray enamel, full trim; enamel guaranteed never to chip or crack; sale price.....

This \$215.00 Universal Combination Range \$107.50

Exactly as shown. Black nickel trimmed base with white and nickel plated door fronts and splashers.

Perfect baking oven for either coal or gas. Use coal for cold days, gas for warm weather, or both together. Has gas broiler, kindler for coal firebox and lighter for gas burners. The highest class range made. Will last a lifetime. Save gas, coal, food and one-third of your money. Buy a Universal Combination Range in this sale.

\$180 UNIVERSAL COMBINATION RANGE.....

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\$275 PORCELAIN RANGE, NOW.....

\$295 PORCELAIN RANGE, NOW.....

Choice of blue or gray porcelain; guaranteed never to chip or crack. Full nickel trim. Has broiler, kindler and Rutz lighter. As smooth and easily cleaned as a china dish. The finest range in the world at the price of the ordinary kind.

Choice of blue or gray. Same as range on sale at \$183.35, except it has pastry oven in addition to regular oven and broiler close.

Acorn Gas Ranges 1/5 to 1/3 OFF

Thousands of gas saving, perfect baking Acorn ranges are in use in Indianapolis. These sale prices will make many more satisfied Acorn users.

\$39.50 three burner gas range with large oven, now.....	\$31.60	\$82.50 cabinet range, now.....	\$66.00
\$49.50 four burner gas range with large oven, now.....	\$39.60	\$113.50 automatic Acorn range, cuts off gas when cooking is done. A real time, labor and gas saver, now.....	\$75.65
\$59.75 five burner range, cabinet style, with oven and broiler closet, now.....	\$47.85	\$225 automatic range, large size, handsomely nickel trimmed, large oven and broiler closet, white enamel panels and splashers, has oven thermometer, now.....	\$146.65
\$68.75 cabinet gas range, now.....	\$55.00		

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Complete with Gas Heater

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This \$99 Electric Sewing Machine—\$49.50

Choice of chain stitch, rotary or 2-spool portable machines. All complete with foot control and set of attachments. Save half on the machine you buy and pay for it on easy terms.

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A fine sewing machine when open; a beautiful mahogany table when closed. Complete with foot control and attachments.

This \$140 Western Electric Dish Washer—\$70

Ends the most dreaded three-times-a-day household drudgery. Washes and dries your dishes perfectly in 15 minutes and your hands need never touch the water.

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