

DEVELOPMENT OF UTILITIES REAL MIRACLE

Charles L. Henry Relates His
Story of Fifty Years' De-
velopment.

PROGRESS IN INDIANA

BLOOMINGTON, Jan. 11.—The development of public utility service in Indiana was described as a "half century miracle" today by Charles L. Henry of Indianapolis, president of the Indiana Public Utility Association. In an address before students of Indiana University assembled in general convocation, Mr. Henry used his own career and events in Indianapolis as examples to prove his points. He recalled that he was graduated from the University School of Law in 1872, fifty years ago, and said that most of his time since his graduation has been spent in the public utility business. Ferry-boats, toll bridges and toll roads were the first public utilities in the Middle West, he said. Turning to the utilities of today, he added:

"In the year 1876 for the first time I witnessed an exhibit of a small plant producing incandescent electric lights in the old Union Station at Indianapolis. This was just after the holding of the Centennial World's Fair in Philadelphia. There was no commercial plant furnishing electric light at that time. The development of this industry has been one of the wonders of the world. No longer do we hear of the tall dip and the kerosene lamp. All have faded into the past. About the beginning of the Civil War the kerosene lamp was first brought into my old boyhood town of Pendleton, and the man who sold them has told me that my mother bought the first one used in the town.

"To give you an idea of development

of the electric light since 1876, I may say that in Indianapolis the two companies furnishing electricity now supply more than 75,000 customers. These companies estimate that there are more than 1,250,000 electric lights in use in Indianapolis." Mr. Henry reviewed the development of electric railways, beginning with the first use of the electric car in Richmond, Va., in 1858. Since that time 1,800 miles of electric railways have been developed in Indiana. Twelve of these lines now run into Indianapolis, carrying a daily average of 21,000 passengers. He introduced the subject of the telephone by saying, "One morning I read in my paper an account of the use of the telephone instrument. After I had read it I stopped to consider a moment and arrived at the sage conclusion that it was absolutely a falsehood made out of whole cloth."

Mr. Henry made a strong plea for public regulation of the utility industry by the State commission system in use in Indiana, and urged in favor of private ownership of public utility companies for the sake of economy and efficiency. On the latter point he said, "The general opinion is that public ownership is better policy, that it is practically impossible to have public utilities of any kind managed under city ownership, largely because it is almost impossible to prevent political manipulation of their management. There is no longer any doubt in the minds of those who have thoroughly investigated these matters that not only better but cheaper service can be given under private ownership and management than under municipal ownership and management."

Mr. Henry's address was the first of a series arranged jointly by the School of Commerce and Finance and the Indiana Public Utility Association. He spoke last night at a meeting of the Faculty Club, and at noon today before the Rotary Club of Bloomington. On Friday afternoon, W. A. Fairbairn, editor of the American Gas Journal, New York, will address students of the department of Journalism. Friday evening, Charles N. Thompson of Indianapolis will address the students of the school of law on the subject, "Aspects of Public Utility Law." The annual meeting of the Public Utility Association will be held at the university on Saturday.

MEN AND BUSINESS

By RICHARD SPILLANE

PHILADELPHIA, Jan. 11.—In the hope of promoting economy, the bureau of business research of Harvard University got detailed profit and loss statements from 305 department stores covering the fiscal year 1920. From these it appears the average total expense was 25.9 per cent of net sales and the average net profit 1.9 per cent of net sales.

The operating expenses in 266 of these establishments in percentage of net sales 100 per cent were as follows:

Salaries and wages.....	13.9%
Rentals.....	1.9%
Advertising.....	1.9%
Taxes (except on buildings, income and profits).....	2.0%
Interest (on capital, borrowed and on capital owned).....	2.1%
Supplies.....	3.5%
Service purchased (heat, light, power, delivery).....	3.5%
Traveling.....	3.5%
Communication.....	2%
Repairs.....	3%
Insurance.....	4%
Depreciation, losses from bad debts.....	2%
Professional services.....	1%
Gross profit.....	27.8%
Net profit.....	1.9%

Of the salaries and wages as tabulated from the reports of 110 of the department stores and based on net sales 100 per cent the divisions were:

Administration and gen'l. executive.....	1.5%
Other administrative.....	4%
Office.....	1.2%
Occupancy.....	6%
Publicity.....	4%
Buying.....	1.7%
Receiving, marking and stockroom.....	2%
Inside selling, direct.....	6.3%
Indirect.....	1.1%
Delivery.....	5%
Total salaries and wages.....	13.9%

A DEPARTMENT store man of wide experience to whom these figures were submitted said they were representative of the average expense. The public, he declared, had the power to effect some economies which would tend to lower prices somewhat if they would use that power. The largest field for econ-

omy, he added, was in delivery of goods. "But," he said, "the people except in rare instances will not buy where they have to carry goods. What's more, while there would be economy in the customer carrying home her purchases it would not be as great a saving as generally supposed. Now, suppose each customer wanted to take her purchases with her. That would mean up the time of the 2,500 to 3,000 sales girls in an establishment such as ours, seeing that the goods went at once to the packing room, soothing the patron who was in a hurry and insisting on getting the articles quicker than humanly possible to forward them to the packers and get them back and generally meeting the varying demands of those about her counter."

"It is necessary in a department store to wait on the customer promptly. The customer then buys with more assurance. If you don't watch this element of time in selling, your costs mount higher and higher, especially in a period like the holiday season when we, for instance, had 5,000 persons employed."

"Unquestionably it costs the customer to have the goods delivered at the home. But what can the merchant do? I know of an establishment which for three years had its goods delivered to some of its patrons in fine delivery wagons without the name of the department store on the vehicles. Why? Because some of the patrons didn't think the store had presided and while pleased to buy there, they didn't want the neighbors to know it until the store arrived."

"The public is queer, very queer, in some things and the department store man has to study the public."

"CONTRARY to general belief, the better off if all goods were charged. It reduces the time at the counter, not only making change but in wrapping goods as generally is the desire when it's a cash sale. Losses on bad accounts are negligible."

"Credit is not extended on the old-fashioned six months or a year basis. Now the customer settles every month, except on particular purchases such as pianos, furniture in large lots, etc."

"Rent is not so big an item in a department store as in a specialty shop measured by the square foot of floor space. A specialty shop usually is only on one floor. A department store has many floors."

"Hardly any general statement regarding the public will fit all people, but what I tell you is pretty nearly correct of the public as a body. My observation is that the people each succeeding year want things that are a little bit better than the year before and that each year the department store grows more and more in public confidence."

"There are many expenses to a department store which we strive to decrease, but the department store at the same time saves a lot of money for the public by collecting and entering in one establishment for each individual the interesting and useful products of the earth."

"Did you notice the item 'Buying' in that Harvard compilation? I wonder if the people know what buying means to a department store? We have seventy buyers here to whom the study of buying in certain lines has been a life's work. We have thirty-five in another city. And all of these have assistants."

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DEMOCRATS IN WAITING GAME IN CAMPAIGN

County Organization to Be
Scanned Before Announcements Made.

NEW BLOOD FAVORED

Although Democrats are beginning to show a steadily increasing amount of interest in the coming county and State campaign this year, very few names have been mentioned for the various county offices to be filled.

In view of the collapse of the party organization in campaigns gone by when the chances of Democratic success were considered unusually bright at the beginning of the fight, there is marked inclination on the part of prospective candidates to play a waiting game and take a look at the probable make-up of the county organization before throwing any hats into the political ring.

Besides the regular county offices,

there will be eight judgeships to be filled, the five Superior Courts, Criminal, Probate and juvenile courts, and about these a great deal of interest has settled.

EIGHT JUDGESHIPS TO BE FILLED

The general opinion among Democrats seems to be that new and younger blood should be brought out and given a chance if the Democrats are to succeed in electing a ticket this fall, but so far candidates have been loath to do any public announcing. The names most frequently heard in this connection are those of George Rinier, formerly assistant United States district attorney, as candidate for judge of the Probate Court, and Chester L. Zechel for judge of Superior Court, room 1. It is known that Mr. Rinier has had the matter of his candidacy under consideration for some time. Mr. Zechel is being urged by a number of his friends to make the race for room 1, but so far has not admitted that he is willing to become a candidate.

PROSECUTOR'S JOB FAILS TO ATTRACT

So far there is no great clamor for the nomination of prosecuting attorney, although there were a whole flock of Democratic candidates before the primary for this nomination two years ago. The name of Thomas L. Garvin, candidate for city judge in the last election,

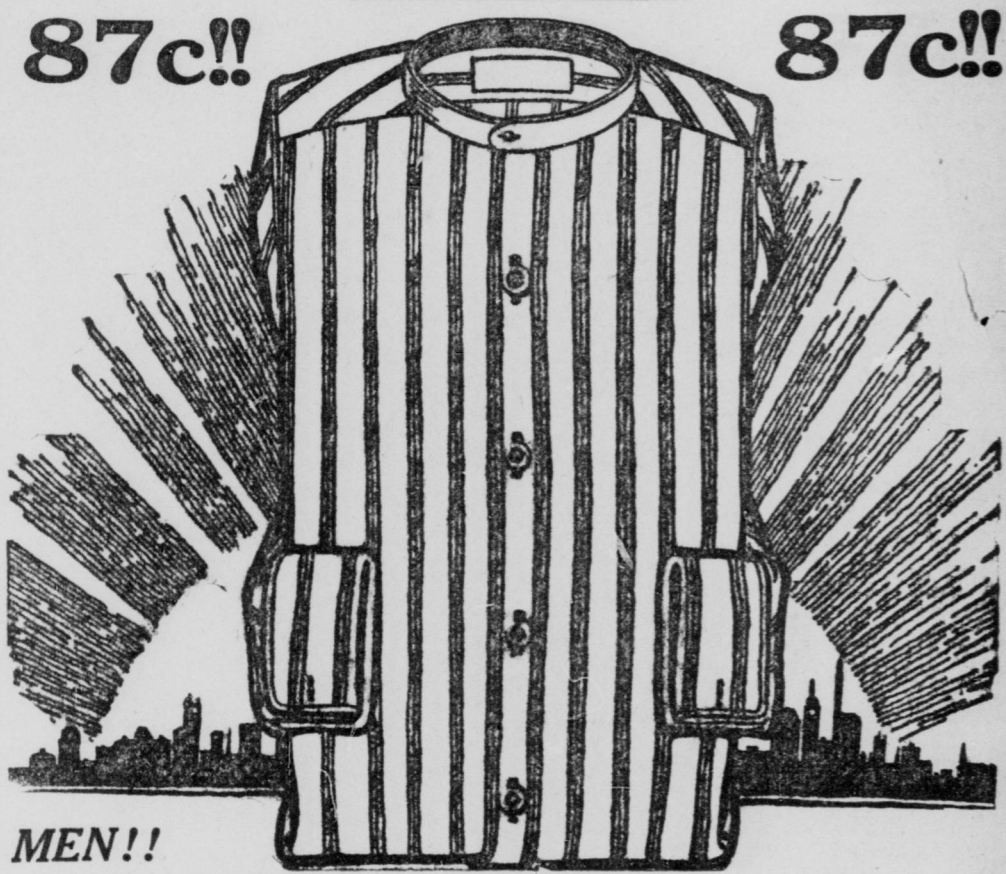
has been suggested frequently. In support of Mr. Garvin they are urging that he made a hopeless race for city judge in the face of a certain Shank avalanche of sufficient size to carry through the entire Republican ticket and for this reason he should be entitled to a nomination when there is a chance to win. However, Garvin himself has had nothing to say and his most intimate friends are inclined to believe that he will not consider any nomination to any office for the present.

The general tendency among Democrats is to wait until the organization shows some signs of coming to life and conducting a serious, intelligent, contest with the Republicans. If within the next two months it begins to appear as if the organization will be an effective one, capable of waging an aggressive campaign, there will be plenty of names on the Democratic ballot at the May primary, but for the present Democrats with political ambitions for county office are laying mighty low and playing a game of watchful waiting.

TEA DRINKING DECREASES.

LONDON, Jan. 11.—Consumption of tea has materially decreased during the year just ending. Jobbers attributed a large per cent of the decrease to the influence of American troops stationed here en route to France during the war, who refused to drink tea.

Pettis Dry Goods Co.



MEN!!

Here's ANOTHER B-I-G Pettis January Event!!

A Shirt Sale! NOT a Sale of Odds and Ends! NOT a Sale of Last Year's Shirts Marked Down to This Year's Prices But a

Sale of 3000 Brand New SHIRTS at

87c

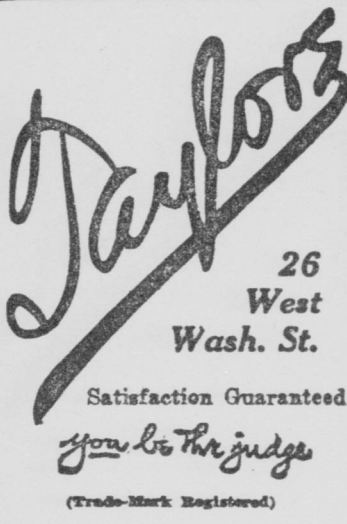
—Every Shirt Brand New, Crisp and Fresh — Never Been Out of Their Boxes! Every Shirt Cut Fall!! —Every Shirt Guaranteed NOT to Fade! —Every Shirt Made This Season for This Season's Wear!

Shirts of —Lorraine Corded Madras! —Beautiful Pebble Cloth! —Smart New Pennangs! —Classy Ducetynes!

And Patterns!! Say, that's a REAL feature of these shirts! There are plain and novelty stripes, conservatives, blacks and white—in fact, we offer you more than ONE HUNDRED PATTERNS in this sale!

And the Price Is Only **87c** **CHOICE** **87c** **CHOICE—** **87c**

PETTIS DRY GOODS CO. THE NEW YORK STORE - EST. 1853.



January Sale

This is our season for clearing our floors of all odd pieces, overstocked lines, and broken lots—your season for real bargains. Don't let this sale go by without at least taking a look at the hundreds of bargains offered—come tomorrow if possible. Make a small payment and have your purchase laid away.

A Few of the Odd Pieces at **Half Price**

Only a partial list of half-price items. Only one each of these. Come early. No layaways on half-price items.

\$20 Fumed Oak Chair, imitation leather seat.....	\$10.00
\$27 Lamp Base, Jacobean oak, 2 lights.....	\$13.50
\$23.75 Clothes Chest, mahogany finished with imitation leather covering; has large tray.....	\$14.38
\$79.50 Ivory Desk and Chair, 2 pieces for.....	\$39.75
\$43 Mahogany and Cane Arm Chair.....	\$21.50
\$35 Mahogany and Cane Arm Chair.....	\$17.50
\$16.75 Oak Music Cabinet, either golden or fumed finished. Now.....	\$8.38
\$35 Golden Oak Library Table, mission style.....	\$17.50
\$40 Golden or Fumed Oak Library Table.....	\$20.00
\$62 Golden Oak Bookcase, double doors.....	\$31.00
\$26 Walnut Piano Bench.....	\$13.00
\$21 Mahogany Lamp Base, 2 lights.....	\$10.50
\$150 Mahogany Chiffonette and Bed, 2 pieces.....	\$75.00
\$55 Golden Oak Wardrobe, sliding rod and hangers, now.....	\$27.50
\$93 Walnut Poster Bed, full size. Now.....	\$46.50
\$90 Walnut chest, Adam design.....	\$45.00
All Table Lamps.....	HALF PRICE
All Heating Stoves.....	HALF PRICE
All Universal Coal Ranges.....	HALF PRICE
Many sets of Dining Chairs.....	HALF PRICE
\$170 Almetal Electric Washers, each.....	\$85.00
\$99 Portable Electric Sewing Machine.....	\$49.50
\$140 Western Electric Dishwasher.....	\$70.00
All art goods and gift novelties.....	HALF PRICE

Hoosier Cabinets Reduced

All sample Hoosiers, containing all the exclusive Hoosier labor saving features, reduced in this sale.

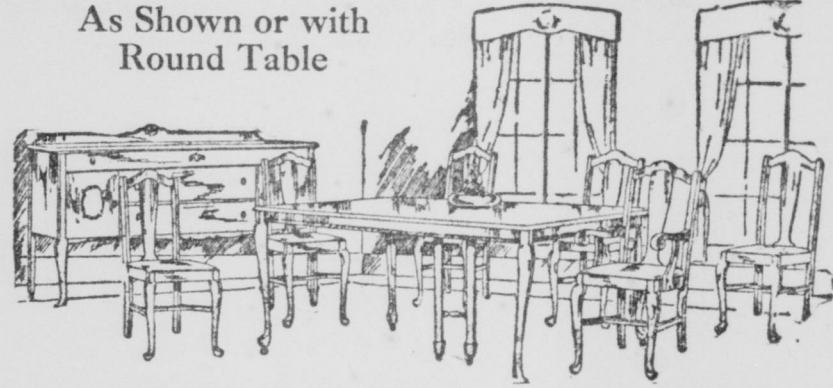
\$66.25 Golden Oak Hoosiers, now.....	\$55.85
\$78.75 white enamel Hoosiers, now.....	\$64.95
\$53.75 Golden Oak Hoosiers, now.....	\$44.95

\$1 Down Delivers Any Hoosier

We Will Pay YOU—Salesman's Commission on Electrical Household Appliances

For 20 days our salesmen will not make any calls on prospective buyers of electrical labor savers. Instead, to all purchasers of Western Electric washers, ironers and cleaners, or Automatic washers we will give, with their first monthly payment, a credit on account amounting to the regular salesman's commission on the sale. This offer applies to phone orders for demonstrations in your home, as well as for orders in the store. Act as your own salesman, buy a guaranteed labor-saver at our regular low prices, and earn a liberal commission for yourself. This offer good only until January 31, and only on

Western Electric Washers, Ironers, Cleaners and Automatic Washers



This suite is worth much more than this, but we were able to make a very advantageous buy—and we share our saving with you. The buffet is 60 inches long, table 45x54 inches opening to six feet or 54 inches round, the chairs have genuine brown leather slip seats, made of solid red gum in either walnut or mahogany finish. Sale price, 8 pieces, with either table.....\$165.00

\$495.00 9-piece Chippendale Suite, 66-inch buffet, round table, china closet, 5 chairs and one armchair, American walnut.....	\$395.00
\$374.00 9-piece Tudor Suite, in mahogany; buffet, china closet, round table, 5 chairs and one armchair.....	\$295.00
\$500.00 Mahogany Suite, 9 pieces, large buffet, china closet, 54-inch round table, 5 chairs and one armchair.....	\$333.00

Bedding Sale

Wholesale bedding prices are advancing. It will pay you to anticipate future needs and buy in this sale.

Cotton blankets, size 64x80 inches, in gray and tan, with blue and pink borders, overlapped edges. Regular price \$2.25 pair; January sale price, a pair.....	\$1.49
\$2.75 cotton blankets, 66x80 inches, overlapped edges; sale price.....	\$1.95
\$4.75 cotton filled comforts, 72x84 inches, well quilted.....	\$3.49
\$15.00 wool filled comforts, French cambric covers.....	\$9.95

All-Wool Velvet Rugs, \$39.75 (Sold up to \$50.00.) In this lot we have wool velvets, Wilton velvets and a few Axminster rugs, in good colors and designs. Size 9x12 feet. A splendid covering for any room. January sale price, each.....\$39.75 \$55.00 and \$60.00 Axminster rugs, size 8x10 1/4 feet, each.....\$43.69 \$35.00 Axminster and velvet rugs, 6x9 feet size, each.....\$24.39 \$98.00 genuine Royal Wilton rugs, 9x12 feet size, January sale price, each.....\$79.00

Cork Linoleum, Square Yard, 89c

Choice of many beautiful designs. All are 6 feet wide. Made of real cork on Scotch burlap back. A quality that will give many years of service at a bargain price. In our January sale, a square yard.....89c

Real Inlaid Linoleum, Square Yard, \$1.25

In this lot are some of our extra quality floor coverings. Made of real cork. Colors go clear through, making it impossible for pattern to wear off. Makes a warm, resilient floor. All 6 feet wide. January sale price on a limited quantity, square yard.....\$1.25

Taylor Carpet Co.