

## VISITORS FROM UP-STATE GIVEN WARM GREETING

Retailers Brought to Goods of Wholesaler, Reversing Old Order.

### C. OF C. ENTERTAINS

The conventional way to do business is to send salesmen with samples to the retailers and sell them goods. It remained for a group of progressive Indianapolis wholesalers to bring the retailer to the goods. As a result, today is open house day in a large number of Indianapolis business houses.

Retailers from northern Indiana, attracted by the special exhibits of Indianapolis wholesalers, with the cooperation of the Indianapolis Chamber of Commerce, flocked to Indianapolis yesterday afternoon and have spent today getting acquainted with the excellencies of this city as a place to buy.

#### ATEND DINNER AND THEATER PARTY.

The visitors were brought to Indianapolis by the Indiana Interurban Railway Company late yesterday afternoon and taken directly from the Traction Terminal Station to the Hotel Lincoln where they were received. They then went to a dinner at the Chamber of Commerce and afterward attended a performance at B. F. Keith's theater.

At the dinner last night they were received by a reception committee composed of representatives of the wholesale houses. Representatives of each type of business, both wholesale and retail, were grouped at separate tables and there was a general get-together party.

The visitors were welcomed by Charles E. Coffin, president of the Chamber of Commerce, and in particular the fact that Indianapolis is not merely the property of the people of Indianapolis, but as the capital city of the State, is the property of all the State.

#### CITIZENS OF STATE INTERESTED IN CAPITAL CITY.

"It is not a citizen of Indiana who has not a property interest in Indianapolis," he said. "It is the duty of Indiana citizens to spend their money in their home State."

In this Mr. Coffin voiced one of the purposes of bringing the retail merchants to Indianapolis, that of inducing them to buy in Indianapolis rather than go outside the State for their merchandise.

The welcome was responded to briefly by J. C. Schade of the Winona Interurban Railway Company and Julian Wetzel of the Keystone Press, spoke briefly. The visitors were delayed in arriving and for this reason all of the speaking program could not be carried out. John B. Reynolds, general secretary of the Chamber of Commerce, made a speech.

During all of their visit the retail merchants were impressed with the facts that Indianapolis is a great distributing center, has more than 250 wholesale houses, entertains nearly 20,000 visitors daily, has a population now of 326,762, that its jobbers have salesmen over half of the United States, that it is the economic center of America for distributing, that it is the center of a network of interurbans, that it has seventeen railroads and thirteen interurbans, that it strives to be the world's most courteous city, that it has forty-two banking institutions, that it is known for truth in advertising, and that it is a good town.

Here is the list of wholesale houses that cooperated in the entertainment of the visitors: Central Rubber and Supply Company, W. A. Hodges & Co., Van Camp Hardware and Iron Company, Fletcher American National Bank, Indiana National Bank, Peoples State Bank, Mutual China Company, Kofco, Karp, and Company, Frazee & Geddes Company, Hibben, Holliver & Co., C. M. C. Electric Sales Company, Hatfield Electric Company, Indianapolis Electric Supply Company, Hall-Neal Furnace Company, Stewart-Carey Glass Company, Indianapolis Hardware Supply Company, Beckman-O'Brien Company, Show, Store Supply and Leather Company, A. A. Wilkinson Lumber Company, Indiana News Company, Central Rubber and Supply Company, William B. Burford, Burford & Co., Central Wall Paper and Paint Company, Indianapolis Paint and Color Company, Crescent Paper Company, Central Supply Company, Standard Metal Company, Tanner & Co., Crowder-Cooper Shoe Company, Central Veneer Company, Lewis Moler & Co., Portland Cement Company, H. Lauter Company, Kingan & Co., and the National Casket Company.

**PLAY FEATURE OF EXERCISES**  
35 Pupils Receive Diplomas at Vonnegut School.

Graduating exercises for the 8A class at the Clemente Vonnegut School, Vermont and Fulton streets, were held today. The graduating class consisted of thirty-five members.

Following a play, "Health Bureau of Research," given by members of the graduating class, and a group of songs by the departmental chorus, Robert E. Tracy delivered an address and presented the diplomas.

Singing of the "Star-Spangled Banner" brought the exercises to a close.

The list of graduates follows: Ralph Brooks, Leroy Bryan, Donald Claywell, Fred Elmore, John Furnas, Luther Hartzog, Robert Hudson, Ralph Kenworthy, Maurice McElman, Luther Mason, Orville Nourse, Howard Patterson, Mrs. Smith, Eugene Sudler, Lola Van Arsdale, Onal Williamson, Helen Brooking, Lillian Bronston, Margaret Byers, Thelma Caloway, Burdette Cardinal, Blanche Clayton, Geneva Dain, Dorothy Felgenbaum, Freda Griner, Mary McCall, Katherine Marshall, Max Myers, Bertie Potts, Josephine Prete, Irma Sorhage, Mary Sumwalt, Florence Taylor and Robert Carpenter.

**Irish Delegates Back; No Deadlock Seen**

LONDON, Jan. 25.—The Irish committee which came to London to consult with the British government committee on details of the Irish act which will bring the Irish Free State into official existence, has returned to Dublin. It was announced today, the Irishmen went back to consult with their government, but it was stated no deadlock had developed.

**Silent Orator's Nightly Message**

The Silent Orator on the Merchants' Heat and Light Company's building to-night will flash the following message:

"Indiana University extension division offers evening course beginning Feb. 4 in salesmanship, psychology, advertising, accounting, business English, business law, public relations, journalism, finance, some literature, history, great philosophers, sociology, secretarial work, 319 North Pennsylvania street, Muncie 4207. Robert E. Cavanaugh."

**Greece Accepts Bid to Genoa Conference**

LONDON, Jan. 25.—Greece has formally accepted the invitation to participate in the economic conference opening in Genoa, March 8, said an Exchange Telegraph dispatch from Athens today.

A dispatch from Riga said the all-Russian Central executive committee would meet Jan. 27 to appoint the soviet delegates to Genoa.

**USE SLOAN'S TO WARD OFF PAIN**

ITITTLE aches grow into big pains unless warded off by an application of Sloan's. Rheumatism, neuralgia, stiff joints, lame back won't fight long against Sloan's Liniment.

For more than forty years Sloan's Liniment has helped thousands, the world over. You won't be an exception. It certainly does produce results.

It penetrates without rubbing. Keep this old family friend always handy for instant use. As your neighbor.

All druggists—35c, 70c, \$1.40.

**Sloan's Liniment**

## FARMERS FILL HOTEL LOBBIES OF WASHINGTON

Agricultural Conference Is Similar to County Fair-ground.

Special to Indiana Daily Times and Philadelphia Public Ledger.

WASHINGTON, Jan. 25.—There is certainly a bucolic atmosphere in Washington this week of the National Agricultural Conference. The jollies of the Willard, where it holds forth, are as full of farmer folk as an Iowa county fair-ground. The talk and gossip are exclusively of the soil. Yet, as President Harding today was heard to remark, it is not a conference exclusively of tillers of the land. It contains bankers, manufacturers, merchants, packers, lawyers, shippers—men and women of all the associated, directly or indirectly, with agriculture. To one of his callers at the White House who is attending the conference the President observed there is a new kind of farmer in the United States. The traditional notion of a hayseed with unshorn whiskers, Mr. Harding remarked, is no longer the type. The President added, speaking of the demand for a farmer on the Federal reserve board, that there is one there already—he evidently refers to Charles S. Hamlin of Massachusetts. "And the best farmer I ever knew in my home county in Ohio," affirmed Mr. Harding, "is now controller of the currency."

William Jennings Bryan certainly caught the farmer's fancy with his impromptu talk at the agricultural conference Monday. Everybody was talking about it. He was the Bryan of the cross-of-gold, a crowd-of-thous and days and it had been conventional wisdom that a conference he would almost have stampeded it—so many participants avow, Washington thinks it was the peerless one's public bid to be sent to the Senate from Florida, as the farmers' acknowledged spokesman. His friends will tell you that the Bryan of these retrospective days is conscious of his incapacity as an executive, and longs to end his career in the national forum where policies are muddled and statutes enacted.

It is natural at such a rustic move-ment that Washington should be speculating as to the meaning of the recent acquittal by Senator Arthur Capen of Kansas, of three important farm weeklies in Pennsylvania, Ohio and Michigan. It is the same the Capper of the Sunflower State's own humdrum is guilty of the jest that Capper's ambition is to be our first mail-order president.—Copyright, 1922, by Public Ledger Company.

## SAFETY BOARD TO STOP TRAFFIC IN STAND SITES

Old Custom Permitting Sale of Leases Believed Illegal.

Instincting that the traffic in stand sites at the city market must be stopped, the board or public safety at the regular meeting Tuesday afternoon instructed its attorney, William T. Bailey, to search the municipal code for ordinances governing the market which will back up the board in its stand.

The board has been informed that stand sites have been sold for as high as \$3,000. The custom for years has been for the standholders to lease the same site year after year until they have become more or less of a fixture at their particular location. Then when they decide to sell out they transfer their lease to the person who pays them the most for their fixtures, stock and location. The board believes, however, that the standholder has absolutely no title to the location. He merely rents it from the city for a year at a time and when he becomes absolutely void when he is absent from it for ten consecutive market days.

**CHANGE CREATES MANY TANGLES**

Adoption of the rule prohibiting sale of leases at the meeting of the board a week ago has resulted in a number of embarrassing tangles for some standholders. One woman told the board that she has purchased a stand site late in the fall, paying in cash, \$1,000 for the location and \$500 for the fixtures. This was under the Jewett board of safety which did not prohibit the practice. The standholder from whom she bought the place, however, did not have the lease transferred to her name, she said. She asked the board what she was going to do. The board members said they intended to refer to their rule of not sanctioning the sale of stand sites by standholders because the sites belong to the city, but they referred the woman's problem to Mr. Bailey.

It was pointed out that most of the standholders are veterans and that after considerable financial loss because of the prohibition of sale of leases, since practically all of them bought their sites from their predecessors. The board expressed the feeling, however, that this is the funeral of the standholders since their predecessors had no right whatever to take money from them for the stands.

**PURCHASERS NEVER EXAMINED TITLES.**

Board Member Edward G. Sourbier remarked: "They wouldn't buy a piece of the ground without investigating the title why didn't they look into the title of the stand sites before paying the money?"

When it was suggested that standholders could get around the prohibition of site sales by refusing to give up their places to purchasers until the purchaser paid them enough excess for their fixtures and stock to cover what the holder had paid for the location, Mayor Shank remarked that this could be effective.

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