

The Indianapolis Times

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He that believeth on the Son hath everlasting life; and he that believeth not the Son shall not see life; but the wrath of God abideth on him.—St. John 3:36.

Wanted—Salesmen

A SHORTAGE of sales managers is reported by a "white collar" employment bureau in New York, which supplies business executives, efficiency experts and college professors, like similar organizations supply teamsters, cooks and day laborers. "There is a constantly increasing demand for sales managers," says the report. "Recently we have been supplying men for these positions at salaries averaging \$231 a week. And we have trouble finding men to meet the demand."

Young man, if you are "undecided what to do," give a thought to salesmanship as a career.

The business of our country went through an era in which big fortunes went to men who were geniuses at production. The corporations known as trusts were built up as producing organizations.

High efficiency in production, however, means nothing if there is no market for what is produced. This is where the salesmen steps in. The sales engineer now ranks in importance with the production engineer, and in many organizations outranks that official.

Salesmanship is the coming field. Competition is bound to be sharp and keen in the post-war years that lie ahead. And it is salesmanship that "cops the business" in high competition.

It is generally realized that the problems of production have been nearly solved, and that the real problem of business is distribution. Making distribution more scientific and less wasteful, by finding economic short cuts from producer to consumer is a job that is up to the sales engineers and their armies of salesmen.

The majority of our economic problems are sales problems—problems of marketing.

Normalcy Is Here—For Some Folks

THOMAS E. WILSON, president of the Institute of American Meat Packers, addressing its seventeenth annual convention in Chicago the other day, told his hearers that wholesale meat prices have just about returned to pre-war conditions.

Now that would be mighty cheerful news if we didn't know it doesn't mean anything—to us. In fact, we have known for some time that farmers were getting bottom prices for what they sell. But we have also known that the public is still being charged top prices for what it buys.

And here's another thing we have observed: When big business concerns like the meat packers get a hunch that some time in the dim and distant future there is going to be a shortage of cattle, and therefore a possible increase in price, they boost retail prices at once. But, when there is an actual drop in the price they have to pay for the raw materials, it takes months, and sometimes years, for the public to get the benefit therefrom.

So, as we have said, Mr. Wilson's news isn't so cheering as otherwise it might be.

The meat packing business, he says, has returned to normalcy. He says it is flourishing; that it is in a better position today than it has been for several years.

Why shouldn't it be? Buying low from the farmer—and making him pay the freight charges—and selling high to the public, the meat packing business should be humming like a top. Which is precisely what the packers tell the world it is doing.

Yes, normalcy is fast returning—for some folks.

When Thieves Fall Out—

COUNT VON BULOW doesn't like what Kaiser William has written about him in his "Memoirs." So he is going to publish a "memoir" of his own.

This is as it should be. Publicity is a good thing for royalty. When Von Bulow gets through telling William what he thinks of him, no doubt William will have many more things to tell about Von Bulow. And by the time they get through with each other nothing will be left concealed.

Perhaps we may learn who started the war. And who won the war. And, above all, who ended the war. If the Kaiser can do these things, instead of hanging him—as the allies once advocated doing—we may yet learn to hock him.

ANNUAL ELECTION

Purchasing Agents Will Select Officers Next Tuesday.

The annual election of the officers and directors of the Purchasing Agents Association of Indiana, will be held at the Spink-Arms Hotel, Tuesday evening.

The meeting will be featured by an address by W. L. Chandler, of South Bend, for two years president of the National Association of Purchasing Agents. The following tickets are in the field:

Regular ticket: President, G. B. Watkins; first vice president, E. C. Wolf; second vice president, F. L. Haugh; third vice president, R. E. Kennedy; secretary, L. M. Fehrenbach; treasurer, O. S. Wright. Independent ticket: President, W. K. Geary; first vice president, C. F. Fitch; second vice president, H. R. Victor; third vice president, E. R. Jordan; secretary, G. M. Long; treasurer, T. C. Parr.

CRITICISES DOCTOR

Judge Anderson Refuses to Release Reed Whistler.

When Reed Whistler, serving six months in the county jail for defrauding the Indiana National Bank, told Judge A. B. Anderson today that Dr. James B. Stalker, newly appointed prison physician for Federal prisoners, had told him his health was bad and had served enough time, the judge remarked:

It is not for any doctor to criticize the judgment of this court in this manner.

Whistler was not released.

POCKETBOOK MISSING

Miss Elinora May, employed in the offices of the Mead Construction Company, 906 Lemcke building, told police today she missed her pocketbook containing \$20 after a peddler had visited the office to sell rugs and shawls.

SPIRITS WILL WALK

Dr. Alex Hume to Materialize Forms Before Audience.

Materialization of the spirits that inhabit the world just beyond the senses is promised as the principal part of his psychic demonstration by Dr. Alex Hume at English's Theater Sunday night.

Dr. Hume will include in his tests that of slate writing, floating tables, floating chairs, open light seance and others.

HEBREWS CELEBRATE

Feast of The Conclusion Observed by Jews of City.

Celebration of the Feast of the Conclusion, "Shmini Atzereth," the closing of the cycle of Tishri festivals, began yesterday at 5:30 o'clock in the Indianapolis Hebrew Synagogue.

Members of the Hebrew congregation at the temple, Tenth and Delaware Sts., will conclude the observance of the feast at sundown, while the orthodox congregations of the city will continue the celebration until tomorrow.

Adolph Bickard, secretary of the congregation, and H. Brown were in charge of the services at the temple today.

SUES FOR RECEIVER

Shareholder Charges Mismanagement of Permalife Battery Co.

Officers and the board of directors of the Permalife Storage Battery Company, a New York corporation, with central offices in Indianapolis, have mismanaged the affairs of the company, it was charged in a suit for a receiver filed today in the Marion County Superior Court, room 4.

Eldena Lauter, who claims she owns 1,756 shares of the common stock, brought the complaint.

The company manufactures storage batteries. Insolvency was imminent unless a receiver took over the business, the plaintiff said.

BELIEF PREVAILS JUSTICE DAY WILL LEAVE HIGH POST

Requirements of New Place Said to Be Too Heavy for Continuance.

By United Press
WASHINGTON, Oct. 14.—The belief prevailed in semi-official circles today that Associate Justice William R. Day of the United States Supreme Court will send a letter of resignation to President Harding in the near future, possibly within the next ten days.

Justice Day, it was reported, has definitely made up his mind that his duties as umpire in the settlement of war claims with Germany will be of such magnitude as to require his entire time. The probability that his work as umpire will necessitate a trip abroad is said to have influenced him finally against making an effort to remain on the bench while acting in his new capacity.

CITIZENS ASKING CHANGE OF NAME

Irvington Petitions Want Ellenberger Name for Park.

The board of park commissioners today refused to be shaken in its determination to erase from public records the name of John Ellenberger, after whom Ellenberger park was named for many years.

A delegation of Irvington women, led by Mrs. Grace Julian Clarke presented a petition signed by 500 people, asking the park name be changed back Ellenberger from Jameson, which the board rechristened it several weeks ago.

Bookwalter reiterated the statement he has made several times that Ellenberger tried to get as much money as he could from the city for the land in the park and said he wanted "money not monuments," and therefore was not entitled to be honored. On the other hand, Bookwalter argued, Dr. Henry Jameson, after whom the park now is named, served the city, long and unselfishly as a member of the park board.

INDIANAPOLIS GROWS

Contracts for Numerous Improvements Awarded by Board.

Contracts were awarded by the board of public works for permanent improvements as follows:

First alley south of Woodlawn Ave., Spruce St. to State Ave., W. C. Halstead, two-course concrete, \$2,44 a lineal foot; total, \$3,995.50.

Linwood Ave., Michigan to St. Clair Sts., Union Asphalt Construction Company, asphalt, \$4.60 feet, \$11,320.25 total.

Carrollton Ave., Fifty-First to Fifty-Second Sts., American Construction Company, asphalt, \$7.35 foot, \$10,184.45 total.

Spruce St., English to Lexington Ave., Marion County Construction Company, asphalt, \$4.40 foot, \$3,280 total.

Newton Ave., Rural to La Salle Sts., Marion County Construction Company, asphalt concrete, \$4.65 foot, \$17,581.74 total.

First alley west of Illinois St., Fortieth St. to Maple Road, W. C. Halstead, two-course concrete, \$2.27 feet, \$5,157.10 total.

First alley north of Ohio St., Doran St. to Highland Ave., W. C. Halstead, two-course concrete, \$2.83 foot, \$1,558.76 total.

BOARD LETS CONTRACT

Work on Additions to City Hospital Will Start Soon.

Contracts for erection of the new nurses home and administration building at the city hospital were awarded today by the board of public health as follows:

General construction, Cornell Engineering Company, \$328,000.

Heating and ventilation, Callon Brothers, \$28,700.

Cotton Company, plumbing, \$27,262.

Electric wiring, Hatfield Electric Company, \$8,900.

MUST HAVE LICENSE

State Board of Accounts Will Act Against Impositors.

It was announced today from the office of the State board of accounts that the State will prosecute any one representing themselves as certified public accountants with Indiana license unless such license can be produced. It has come to the attention of the board that members of the National Association of Certified Public Accountants at Washington have posed as having Indiana licenses.

GIVEN YEAR'S LEAVE

Two Employees of Public Library Will Work in Vienna.

Miss Amy Winslow, head of the technical department, and Miss Greta Smith, head of the publications division of the Indianapolis Public Library, have been granted a year's leave of absence to work for the American Friends Relief in Vienna. They will sail Oct. 17.

TENTH NOW FILLED

A battalion of 600 men arrived at Ft. Harrison last night, nearly completing the ranks of the Tenth Infantry. In a few days the Fifth Tank Battalion, the Third Field Artillery and Companies D, L and M, will arrive from Camp Knox, Ky., completing the forces at the army post.

Money Stolen From Letter

Lena Bryant, 22 W. Michigan St., reported to police that \$35 was stolen from a registered letter delivered to her home yesterday.

HELD FOR LARCENY

Joe Gates Arrested, Charged With Taking \$100.

Joe Gates, 31, of 4010 Guilford Ave., was arrested today on a charge of grand larceny. Detectives made the arrest on a warrant by Alfred Decker, 342½ Massachusetts Ave., who charges that Gates stole \$109 from him.

JAIL ENDS TAXI DRIVER'S RAMPAGE

Four Charges Are Lodged Against Bert Eaton After Police Halt Wild Ride.

A wild ride through the downtown streets resulted in the arrest of Bert Eaton, 34, taxi driver, 180 N. Blackford St., on charges of speeding, operating a motor vehicle while under the influence of liquor, operating a blind tiger and vagrancy. Eaton's automobile collided with another car and slightly injured Fred Owens, traffic man at Maryland and Meridian Sts. Eaton refused to obey the command to stop and the policeman pursued him in another out-motor vehicle.

When Eaton refused to stop Owens jumped from the automobile onto the running board of Eaton's car. Eaton hit him and Owens rolled in the street. The policeman fired five times at Eaton.

Two motorcycle policemen a few minutes later arrested Eaton when his automobile collided with a car driven by Herbert Piel, 3206 N. Meridian St.

ORDER OF LIONS FOUNDS DEN HERE

National Fraternal Organization Goes After Indianapolis Membership.

The Royal Order of Lions, a national fraternal, social, protective and business organization founded at Evansville in 1911, installed a den in Indianapolis following a banquet at the Y. M. C. A. Friday night.

Supreme Director W. A. Rutherford and Supreme Chaplain Rev. H. F. Perrell officiated. Indianapolis Den No. 3,010 elected the following officers: Past royal president, L. Ert Black; royal president, Charles J. Orblison; chaplain, Earl Sigmon; secretary, Samuel Miller; treasurer, W. R. Atwater; overseer, Jap Powell; captain, Albert Millington; inside guard, B. Cox; outside guard, H. C. Wilson; trustees, George S. Rinier, W. R. Carlson and J. D. Murray.

More than 100 candidates are to be conducted into the den next week, according to District Directors J. J. Montague and L. M. Megowan. The membership quota of the Indianapolis den is 10,000. Five dens are to be installed here.

7 COMPANIES FORM

Large Number of Incorporations Filed With Secretary of State.

Articles of incorporation filed with the secretary of State, included the Fidelity Company of Indianapolis, \$100,000 real estate and loans; Illinois Coal Company of Hammond, \$5,000; Hess Motor and Garage Company of New Albany, \$5,000; Lang Advertisement Company, New Albany, \$3,000; Blue Valley Gas Company, New Castle, \$5,000 and the Randall Investment Company, Ft. Wayne, \$150,000.

Notice of the dissolution of the Commercial Oil Company of Valparaiso, Kouts and Chesterton, also was filed with the Secretary of State.

EX-FIREMAN ARRESTED

Mike Curran Found With Large Quantity of Beer.

Mike Curran, 50, of 1214 Bates St., ex-city fireman, was arrested late last night on the charge of operating a blind tiger. The police unlocked the door of a residence at 245 Detroit St., and found the windows closely covered with window shades.

Patrolmen Pollock and Church hid in the house and the other police locked the door and left. It was about 11 p. m. when Curran unlocked the door and entered the building.

The house was found to be the storage place for 125 quarts and 110 pints of beer.

BUY FISHER HOME

Boys' School Will Locate New Home Near Riverside.

The Boys' Preparatory School of Indianapolis, according to H. C. Kahlo, chairman of the purchasing committee, has practically completed arrangements for the purchase of the home of Carl G. Fisher, which includes twenty-two acres opposite the Riverside golf course. Mr. Fisher will not say where he will locate his new home until this transaction is entirely completed. The school has taken an option on Mr. Fisher's mother's home also.

ACCIDENT VICTIM DIES

Patrick O'Brien's Injuries Prove Fatal—Coroner Investigating.

Patrick W. O'Brien, 65, of 1234 Webb St., died at the city hospital last night as the result of injuries received when he was struck by an inbound T. H. I. & E. traction car at Northwestern Ave. and Thirty-Eighth St., late yesterday. The coroner was investigating the accident today.

LAWRENCE CELEBRATES

Alumni of High School Help Dedicate New School.

Today's homecoming completed the dedication exercises of the new \$25,000 high school building at Lawrence. Many alumni of the school attended the exercises which began today at noon and will not be completed until 10 o'clock tonight.

The building is modern in every respect and will be one of the best equipped high schools in the State.

LEGION ASSEMBLY WILL DRAW 3,000 INDIANA MEMBERS

Special Cars Leave for New Orleans From Terre Haute and Indianapolis.

About 3,000 members of the American Legion of Indiana will attend the fourth annual convention of the American Legion, opening in New Orleans, Oct. 16. A special car left Terre Haute last night and another special will leave Indianapolis this evening.

Past State Commander Claude E. Gregg and Clay Phillips, commander of Ft. Harrison Post No. 40, were elected at the State convention, delegates and alternates will be the Indiana legion. They left with the Terre Haute party last night, which included State Commander Perry Faulkner and Mayor Ora Davis of Terre Haute.

Bowman Elder, national executive committee member from Indiana, left Tuesday. State headquarters were opened yesterday morning with the arrival of State Adjutant Frank Henley.

Indianapolis is sending the largest delegation, with Logansport next. The county executive band will be the official Indiana legion band at the convention.

LIQUOR BANDITS MAKE LARGE HAUL

Four Gunmen Loot Warehouse and Escape With \$13,500 Worth of Booze.

By United Press
CHICAGO, Oct. 14.—Chicago liquor bandits, who have developed military tactics in their raids on booze warehouses, looted the Grommes & Ulrich warehouse of \$13,500 in choice liquors Friday and escaped.

Four gunmen, in command of a roustabout gang of twenty, entered the warehouse, locked the front door behind them, bound and gagged four employees and used the company's hand trucks and elevators in rolling booze to their three motor trucks at the back door.

Prohibition agents estimated that 100 cases were taken. The employees were held for questioning.

The robbery followed the looting of the Dowling Company warehouse of 150 cases of bonded whiskey Wednesday by a larger gang, using the same method.

BIDS ADVERTISED

County Commissioners to Let Contracts in Near Future.

Bids advertised by the board of county commissioners are as follows:

One hundred cars coal, Indiana mine run, No. 4, Oct. 25.

One hundred cars coal, Indiana Mine run, No. 5, Oct. 25.

Ten cars Pocahontas coal, Oct. 25.

Furniture for auditor's office, Oct. 24.

Moving voting machines from county storage yards to the 205 precinct voting places, to be let Oct. 25.

Cleveland-Hline road, length one mile, county surveyor's estimate \$7,684. It is an extension of the Lafayette road, Oct. 14.

CAUGHT WITH 'MULE'

Police Charge Bridgeport Man With Operating Blind Tiger.

Melvin Louke, Bridgeport, was arrested last night on the charge of operating a blind tiger. His automobile was given into the custody of the sheriff, Lieutenant Eisenhut, who made the arrest, alleges that Louke broke two quarts of white mule whisky, but that he obtained a half pint of the liquor as evidence.

SENT TO PRISON

Mrs. Richard Seller Found Guilty of Larceny.

Mrs. Richard Seller, 16, was today found guilty of petit larceny in Criminal Court, and was sentenced from one to eight years to the Indiana woman's prison. She was charged with entering a store owned by Jessie Ehrhart, 3369 N. Illinois St., on Aug. 7.

BOY FINDS HUMAN HEAD

Grossome Discovery on Rubbish Dump Turned Over to Police.

By United Press
ST. LOUIS, Mo., Oct. 14.—The decapitated head of a man was found by police today in an abandoned quarry, now used as a rubbish dump. The discovery was made by a boy playing in the quarry. He informed a passing patrolman who took the grossome find to the morgue.

CHILDREN RELEASED

No Case Made Against Youngsters for Unseemly Conduct.

Attempts to prove that thirty-two children, sons and daughters of west side families near the vicinity of the Hawthorne Library had been guilty of rough language and unbecoming conduct failed today in Juvenile Court at an informal hearing.

Judge Frank L. Lahr dismissed the case when the prosecuting witness, Sergeant Gillespie, of the police, failed to appear.

CONTRACTOR BROKE

Jacob Feder, South Bend, Files Bankruptcy Papers.

A voluntary petition in bankruptcy was filed in Federal Court today by Jacob Feder, South Bend building contractor. He stated his assets to be \$543 and his debts \$20,895.91.

Open Saturday Evenings
Main Office 6 to 8 P. M.
Branches Until 8 P. M.

Fletcher
Savings and Trust Co.

SENT TO PRISON

Dorothy Williams, Guilty of Forgery, Receives Sentence.

Dorothy Williams was found guilty of forgery in Criminal Court today and sentenced to six months' imprisonment in the correctional department of the women's prison by Judge Collins.

STATE BUILDING SHOWS DECLINE

Dodge Company Report Says September Total \$5,565,700 in Indiana.

September building contracts in the State of Indiana amounted to \$5,565,700, according to The F. W. Dodge Company. This was a decline of 24 per cent from the preceding month and of 8 per cent from the corresponding month of last year. Last month's total included \$1,669,300, or 30 per cent for residential buildings; \$1,295,900, or 23 per cent for public works and utilities; \$747,500, or 13 per cent for educational buildings, and \$719,000, or 13 per cent for industrial buildings.

Total construction started during the first nine months of this year has amounted to \$102,713,700, which is 22 per cent more than the entire amount for last year. On the nine months' basis, this year is 47 per cent ahead of last year.

Residential construction to Oct. 1, amounted to \$18,729,600, which is only 15 per cent of the total construction to date.

RED MEN TO BUILD

State Order May Use Fund For Home.

Over \$475,000, holdings of the Improved Order of Red Men of Indiana, may be used to build a home for disabled members and widows and orphans of members. A meeting will be held Tuesday morning at Tomlinson Hall to decide upon the disposal of the fund. Headquarters for the council will be established at the Denison Hotel.

BEER BREWERS GET SENTENCES

La Porte Firm's Dealcoholization Plea Fails Before Anderson.

You can't escape punishment for manufacturing honest-to-goodness beer by claiming you intended to dealcoholize it, Dennis Sullivan, owner of the Atlanta Beverage Company of La Porte; Carl Lettner, his brewmaster, and Frank Cusack, bookkeeper and manager, learned in Federal Court from Judge A. B. Anderson today.

The court sentenced each to six months in the Marion County jail, and each to pay a fine of \$500 for violation of the Federal prohibition law. Beer and the brewery at La Porte, valued at \$10,000, were ordered destroyed.

The beer consists of 190 barrels of the real stuff.

RAILROADERS GET ADVANCE IN WAGES

Labor Board Orders Increase of 2 Cents Per Hour for 451,911.

By United Press
CHICAGO, Oct. 14.—Pay of railroad maintenance of way employees today was increased 2 cents an hour by the United States Railroad Labor Board.

The increase affected 451,911 men. The increase will amount to \$22,125,582.40 in a year.

WORKING ON BUDGETS

E. D. Farmer Is Making a Tour of State Institutions.

E. D. Farmer, budget clerk of the State board of accounts, is making a tour of inspection of the various State institutions, looking over the needs of the institutions in determining the budgets to be submitted to the board.

CANDY BY TONS GIVEN AWAY

Local Manufacturers Make Gifts in Honor of National Candy Day.

Use your imagination and try to picture two tons of candy.

Then you will realize what Indianapolis candy manufacturers distributed to orphans' homes and other charitable institutions today, national candy day.

The committee in charge arranged to meet at the home of Mayor and Mrs. Shank this afternoon to take boxes of candy to about 3,500 people in the institutions.

Carleton Guy, city dramatic director, went along to entertain children at the Indianapolis Orphans' Home.

Mrs. Shank was chairman of the distribution committee. J. A. Cox of the executive committee.

G. O. P. POLL SHOWS SPREAD OF NEGRO

First Ward Colored Registration Jumps From 700 to 3,468 in Six Years.

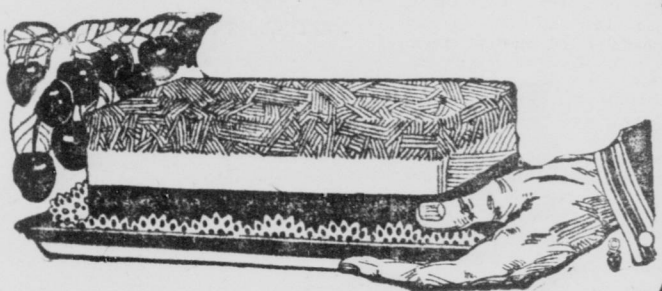
Spread of negro population in Indianapolis is shown by the Republican poll of the first ward.

In 1916, according to politicians, there were approximately 700 colored voters in the ward. John F. Walker, in charge of Republican registration, said a check of registration against poll books shows 3,468 negroes qualified today.

Walker claimed his check showed figures favorable to the Republicans in the First, Second, Third and Fourth wards.

Republican ward chairmen of the county attended a smoker at county headquarters last evening. County Chairman William H. Freeman complimented them upon "faithful and efficient" registration work.

You Want More—



Frozen Cherry Pudding?

YOU liked those luscious red cherries imbedded in the delicious frozen cream, and that flavor—you didn't think it possible to get it, did you? We have plenty of it for Frozen Cherry Pudding, and you can have it again for your dinner this coming Sunday.

Some of our dealers ran short on Frozen