

The Indianapolis Times

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Published daily except Sunday by The Indiana Daily Times Company.
25-29 Meridian St., Indianapolis.
Member of the Scripps-McClure League of newspapers.
Service and member of the United Press, Associated Press, United Financial and NEA
Service and member of the Scripps Newspaper Alliance.
Subscription Rates: Indianapolis—Ten Cents a Week. Elsewhere—Twelve
Cents a Week.
TELEPHONE—MAIN 3500

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 salesman 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

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 seances 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 observation of the feast at sundown, while the orthodox congregations of the city will continue the celebration until tomorrow.

Adolph Bieck, 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 principal 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.

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 he 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 Elmina May, employed in the office 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.

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 capacity.

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HELD FOR LARCENY

Joe Gates Arrested, Charged With Taking \$109.

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, 242½ 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 down-town 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 automobile.

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.

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

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 to Ellengerer from Jameson, which the board rechristened it several weeks ago.

Bookwalter reiterated the statement he has made several times that Ellengerer 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 unselishly 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. Hulst, two-course concrete, \$2,44, a linear foot; total, \$3,995.50.

Linwood Ave., Michigan to St. Clair Sts., Union Asphalt Construction Company, asphalt, \$4.60 foot, \$11,329.26 total.

Carrollton Ave., Fifty-First to Fifty-Second Sts., American Construction Company, asphalt, \$7.35 foot, \$10,145.48 total.

Spruce St., English to Lexington Aves., Marion County Construction Company, asphalt, \$4.40 foot, \$9,280 total.

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

First alley west of Illinois St., Firth St. to Maple Road, W. C. Hulst, two-course concrete, \$2,27, feet, \$5,157.10 total.

First alley north of Ohio St., Duncan St. to Highland Ave., W. C. Hulst, two-course concrete, \$2,53, foot, \$5,583.76 total.

First alley south of Illinois St., Firth St. to Maple Road, W. C. Hulst, two-course concrete, \$2,27, feet, \$5,157.10 total.

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 whiskey, but that he obtained a half pint of the liquor as evidence.

EX-FIREMAN ARRESTED

Mike Curran Found With Large Quantity of Beer.

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, \$27,462.

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

MUST HAVE LICENSE

State Board of Accounts Will Act Against Impostors.

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 license.

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. Gearin; 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.

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