

CAPITAL PRIZE TRY-OUT TOWN

Picking Good Entertainment Is Real Task.

Times Washington Bureau.
1322 New York Avenue.
WASHINGTON, Oct. 9.—Picking a good show is one of the toughest jobs a Congressman faces here in Washington.

With the Capital fast becoming the premier try-out village of the Nation, it is possible to spend money more foolishly here than anywhere in the world.

Thus far this year more than a dozen plays and near-plays have started the march on Broadway from Washington theaters. And Washington is as near as at least two will ever get.

Last year eighty productions essayed the long trail, and not more than a dozen were final successes.

Last year Baltimore critics panned "Lone Wives." The play appeared in Washington a few weeks later as "Oh, Oh, Madeleine." Washington bought tickets and swore. This year a new play appeared, "The Little Mouse." Washington went. It was the same play, practically.

TRICKS USED TO SELL FLORIDA

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factories who know how to advertise and sell merchandise and apply the same methods to land.

Out-Sharp Each Other

Then there are the professional brokers who deal in whatever is moving. After catching the public all day, you can see them in their offices or hotel lobbies most of the night trying to out-sharp each other.

A few months back much selling was done by men with no offices at all, who wandered the streets and caught prospects where they could. Most cities have now passed ordinances against these curbside brokers. They have also shut down on the high-pitch boys who would herd the passersby into their offices with megaphones shouting their wares and advertising auctions of cheap properties.

Near Miami, however, the megaphone is still used with effect on motorists on country roads who are urged to stop and buy.

The higher the price of the subdivision, however, the more dignified are the methods. Huge offices, furnished luxuriously, tinted in pleasing colors and banked with flowers and ferns, give an air of stability and opulence to the operation. Let a sentimental woman get into such a place, lending half an ear to the salesman and half to the playing of the fountain in the patio, or the singing of the birds in the flowering shrubs, and she's apt to sign anything.

Mail Business Thrives

Thousands of lots are sold by mail order or on representations by "recommended lists" of brokers who pay for the listing.

Thousands are also sold by brokers who put up deposits on groups of lots. If they succeed in selling enough to pay for them, then they can obtain deeds for their customers. If they fail, then the customers have no redress and are shown the sales agreement which the broker has failed to keep and told their dealings have nothing to do with the owner.

Rush tactics are employed everywhere. You are told that you must buy today because tomorrow the price will be higher. And if you don't buy, you will be quoted a higher price the next day if for no other reason than the psychological effect.

A favorite method of forcing sales in a slow-moving section is to advertise that on a certain date the price of lots will automatically rise 20 per cent. Immediately there is a rush to the spot.

Elephants for Lure

Almost anything is the basis of a selling spree. The railroad company in one town announced it was erecting some shops. Immediately the price of land for residence purposes went up in the neighborhood, although the shops will certainly prove a hindrance instead of a help to high-class residence development. The coming of a station, a warehouse or almost any concrete evidence of activity will make prices jump, without regard to the fact that these buildings will have no good effect on the purpose for which the land is held.

We have already seen how owners try to give atmosphere to their subdivisions by giving them names which belie their nature, calling swamps "heights" and drainage canals "water-front."

One concern is now trying to ob-

tain a herd of elephants to give local color to a subdivision with a far-Eastern name. The elephants will stay long enough to be photographed on the ground.

The city governments often give vendors of worthless land their greatest opportunity. Believing that numbers of people is the best evidence of stability, Florida's towns take advantage of a State law to arbitrarily extend their city limits now and then and take in extra population.

50 Square Miles Annexed

This law provides that two-thirds of the combined population of the city and the annexed land shall

determine whether the annexation is legal and desirable.

Miami, to become bigger than Tampa, recently took in fifty square miles including Cocoanut Grove, Bryan's old home, and two other villages. She is preparing now to spend \$10,000 on a census which will, it is hoped, add to the 100,000 mark.

This will not add value, however, to her business district because the Cocoanut Grove folks will still be seventeen miles out, even though in the city limits. They didn't want to be annexed, but Miami's vote was so heavy Cocoanut Grove's vote didn't count.

This has already opened the way to fraudulent dealers who are selling land as city suburbs which is

twenty-five miles out and as city property which, though in the new city limits, is fifteen miles from town.

Daytona recently extended her limits twenty-six square miles, thus bringing land which had been "suburban" (in a town of less than 10,000 people) into the city limits, which was an occasion for an immediate price increase. The extension of the town, however, will add no actual value to the land, but make it subject, on the other hand, to taxes for municipal bond issues for improvements it may never enjoy.

Free Transportation

One of the most profitable methods adopted by the big operators to sell land is to provide free transportation.

Coral Gables, the most substantial of these, has fifty-four huge busses operating, charters three trains a month and operates a steamship all the time. The pay roll for transportation alone is \$12,172 a month. These agencies brought in 20,000 people, free of charge, in five months. Of these, 80 per cent bought lots. They did not realize that when they bought them, they added the price of their transportation, upkeep of busses and the various salesmen's commissions, advertising bills and the like to the cost of the lot. Transportation was not free, after all.

One of the most common tricks to make buyers fall is to guarantee a

profit in thirty days. The salesman will actually make good on the bargain by offering a profit. However, the profit he offers is usually too small, after commissions are taken out, to tempt the buyer who is looking for big, not little, gains. The salesman knows in advance he will not be called on his bluff. Human nature works that way. However, he has kept his word and his conscience is relieved.

WHOOPING COUGH
No "cure"—but helps to reduce paroxysms of coughing.
VICKS VAPORUB
Over 17 Million Jars Used Yearly

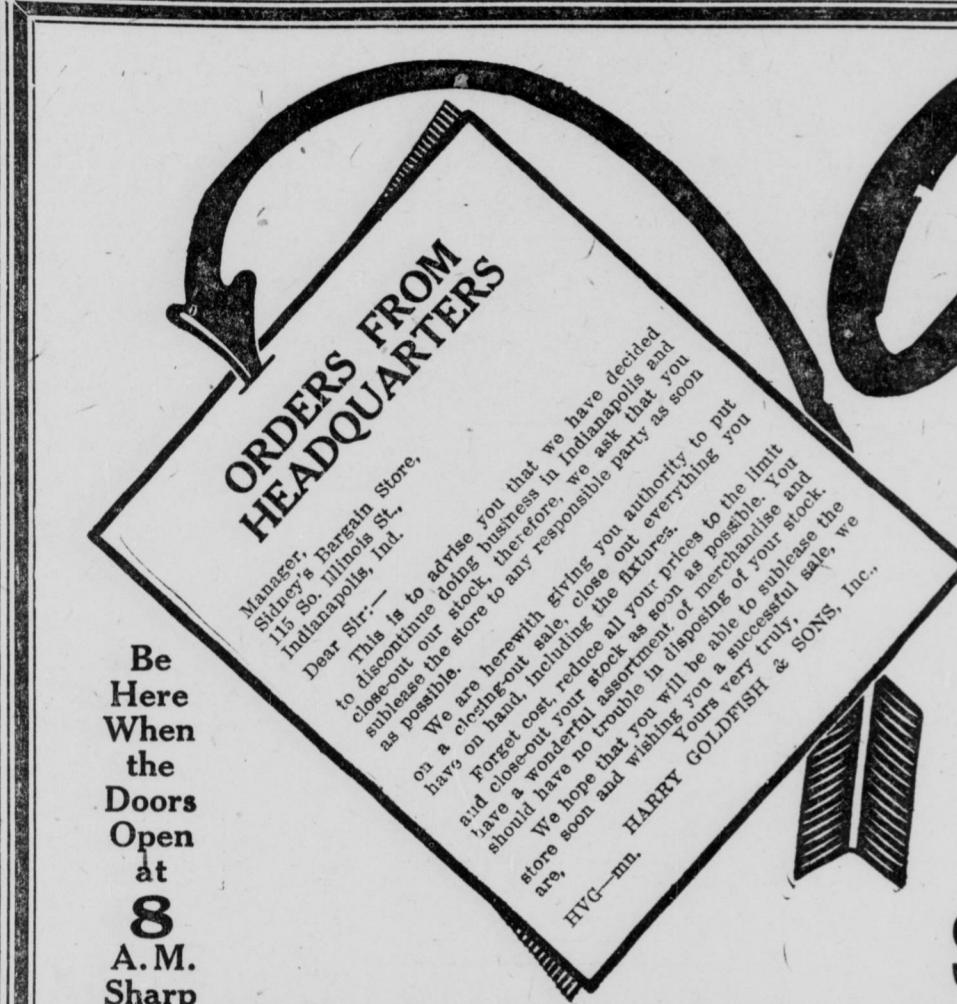
Do You Wear a Comfortable Truss?

Akron Truss Co. have anticipated every truss requirement for every man in every walk of life. They have designed, perfected and tested not merely one, but many styles.

Here in our store you have the services of a truss specialist who has had many years of practical fitting experience—one that can care for your particular case.

SATISFACTION AND COMFORT GUARANTEED.

AKRON TRUSS CO.
SURGICAL HOSPITAL AND SICK ROOM SUPPLIES
221 N. Penn St., 220 Mass. Ave. Phone Lincoln 5710.



Be Here When the Doors Open at 8 A.M. Sharp

Fleece Lined Underwear
\$1.39

Heavy New Canvas Gloves
5c Pair Limit

Winter Weight Wool Process Underwear
\$1.69

Rockford Style Socks, All Sizes
9c Pair Limit

Mechanics' Hand Soap
1c Bar Limit



Overcoats—Raincoats
Bang! Goes the Price on Every Coat in the House. Pick Yours Early Before It Is Too Late.

Wool Overcoats
Your Choice \$9.85

Raincoats

Rubber Lined Raincoats.....\$3.95
All Rubber Raincoats.....\$6.95
Gabardine Coats.....\$14.95
Moleskin Topcoats.....\$9.95

Leather Puttees
With Straps or Spring Front
\$2.89

Bargains

Double Heavy Cotton Blankets
\$2.39

Galore

U. S. Army Fold-
ing Steel Cots
\$3.89

Mattress to Fit, \$2.98

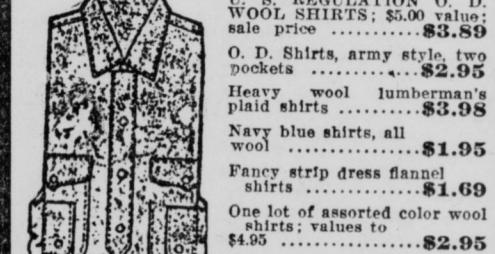
Come Early

WORK
SOCKS

7c Pair

Limit

SHIRTS! SHIRTS!
Hundreds of Wool Shirts to Pick From
Come Early to Get Your Choice



U. S. REGULATION O. D. WOOL SHIRTS: \$5.00 value; sale price.....\$3.89
O. D. Shirts, army style, two pockets.....\$2.95
Heavy wool lumberman's plaid shirts.....\$3.98
Navy blue shirts, all wool.....\$1.95
Fancy strip dress flannel shirts.....\$1.69
One lot of assorted color wool shirts; value to \$4.95.....\$2.95
Khaki work shirts.....\$9.95

BREECHES

Work Pants.....\$2.89
Scout Breeches.....\$1.20
Whip Cord Breeches.....\$3.69
Corduroy Breeches.....\$3.89
O. D. Breeches, new.....\$3.95

Work Pants.....\$2.89
Scout Breeches.....\$1.20
Whip Cord Breeches.....\$3.69
Corduroy Breeches.....\$3.89
O. D. Breeches, new.....\$3.95

Heavy Wool English Army Blankets. Weight about 5 Lbs. \$3.69

Fancy Border Indian Blankets. Double Weight. \$3.95
Size 66x80. \$4.95 and.....

U. S. Army New O. D. Wool Blankets. Double Wool Mixed Plaid Blankets. \$4.69

Special.....\$4.69

Large Sizes.....\$4.95

Get one of these all-wool sweaters for these cold days that are coming.

One big assortment of heavy wool sweaters, \$8.00 values, sale price.....\$3.95

Vest style, sport sweaters, two pockets, \$6.00 values.....\$4.69

All wool, slip-on sweaters.....\$1.89

With These Prices—You Shouldn't Hesitate

One Lot Dress Shirts
Without Collars
59c

Khaki Slip-on Sweaters
89c

Heavy Blue All-Wool Work Pants
For policemen, Firemen and Farmers, \$5 value.

All-Wool O. D. Pants.....\$3.69
Corduroy pants.....\$3.69
Sailor pants.....\$2.89

Army Last Work Shoes
\$2.88

Cottonade Work Pants
\$1.69

Heavy Wool Blazer Shirts
\$4.89

OUT WE GO!

Here it goes—not to the highest bidder, but to the people of Indianapolis. We are giving you the opportunity NOW to buy all your winter needs in clothing at a price that you can't afford to pass up. Orders are sell everything to the bare walls—sub-lease the store and get out as soon as possible. Why wait for cold weather for your winter needs, start now and save money. You will admit that our prices are the lowest in town. Look over the "OUT WE GO" prices.

**Sale Starts
Saturday, October 10th**

Get Your Share of These Bargains
VISIT OUR STORE
See the Actual Proofs
Come Early

Blue Work Shirts 39c
Limit



Sheepskin Coats and Leather Vests

SHEEPSKIN COATS—36 inches long, belted models, beaverized collars. Specially priced,

\$9.95

Leather Vests

See These Vests Before You Buy
All-leather Vest, coat style, wool lined. \$11.95
Special.....\$11.95

Moleskin Leather Vest.....\$6.95
U. S. ARMY Jerkins, sleeveless. \$3.95
Sheepskin lined, coat style, all leather vest.....\$10.95
pockets.....\$3.89

Guaranteed HOUSE PAINT
All Colors Close-Out Price
\$1.69 Gal.

Blankets! Blankets!

Here Are Some Wonderful Bargains in Blankets

An Extra Blanket for the Home at a Low Price

Heavy Wool English Army Blankets. Weight about 5 Lbs. \$3.69

Fancy Border Indian Blankets. Double Weight. \$3.95

Size 66x80. \$4.95 and.....

U. S. Army New O. D. Wool Blankets. Double Wool Mixed Plaid Blankets. \$4.95 Values.....\$3.69

Special.....\$4.69

Large Sizes.....\$4.95

TARPAULINS, ALL SIZES, GREATLY REDUCED.

SWEATERS FOR PLAY, FOR WORK, FOR SPORT

Get one of these all-wool sweaters for these cold days that are coming.

One big assortment of heavy wool sweaters, \$8.00 values, sale price.....\$3.95

Vest style, sport sweaters, two pockets, \$6.00 values.....\$4.69

All wool, slip-on sweaters.....\$1.89

Out Goes Everything in Camping Supplies

TENTS COTS EQUIPMENT

7x7 Auto Tents, 10-oz., waterproof.....\$10.95

8x10 Wall Tents, 10-oz.....\$15.95

7x9 Wall Tents, 8-oz.....\$12.95

Thermus Jugs, gallon size.....\$2.69

Folding Chairs.....\$1.95

Tow Ropes.....\$1.75

Camp Forks, long handles, 15c, 2 for.....\$2.25

Siphons.....\$1.89