

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 "Lonely 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

(Continued From Page 1)

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 curfew-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, 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 bells their nature, calling swamps "helix" and drainage canals "water-front."

One concern is now trying to ob-

Pages From Real Life!

Let the spinner of tales draw on his fancy as he will—no book he can write—no story, poem or play—can fire the mind, stir the soul, or touch the heart, like the stories that lie hidden in the Book of Real Life.

Every human being, sooner or later, lives such a story—a thrilling story of love—a gripping story of a soul's struggle against odds—a heart-rending story of tragedy and despair—that when written down hold their readers spell-bound.

It is such stories as these that appear in True Story Magazine—the magazine that is bought by more than 2,000,000 people every month. If you are not yet acquainted with True Story begin with the November issue—now on all newsstands. Buy it today.

True Story
At all newsstands 25¢

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's 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 vote 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 Coconut 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, show her population about the 100,000 mark.

This will not add value, however, to her business district because the Coconut 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 Coconut 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 transporta-

tion. 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 they added the price of their transportation, upkeep of busses and steamship, the transportation of the 20 per cent who did not buy 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.

ORDERS FROM HEADQUARTERS

Manager, Bargain Store,
115 So. Illinois St.,
Indianapolis, Ind.

Dear Sir:—
This is to advise you that we have decided to discontinue stock, therefore we ask that you discontinue the same to our responsible party as soon as possible.
We are here-with giving you authority to the limit to close-out your stock as soon as possible. You have on hand, including the fixtures, a large stock of winter weight underwear, socks, gloves, heavy canvas gloves, rubber lined raincoats, all rubber raincoats, gabardine coats, moleskin topcoats, navy blue shirts, all wool, fancy strip dress flannel shirts, one lot of assorted color wool shirts, values to \$4.95, Khaki work shirts, \$2.95.

We hope that you will be able to dispose of your stock as soon as possible. Your very truly,
HARRY GOLDFISH & SONS, Inc.
HYG—mn.

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

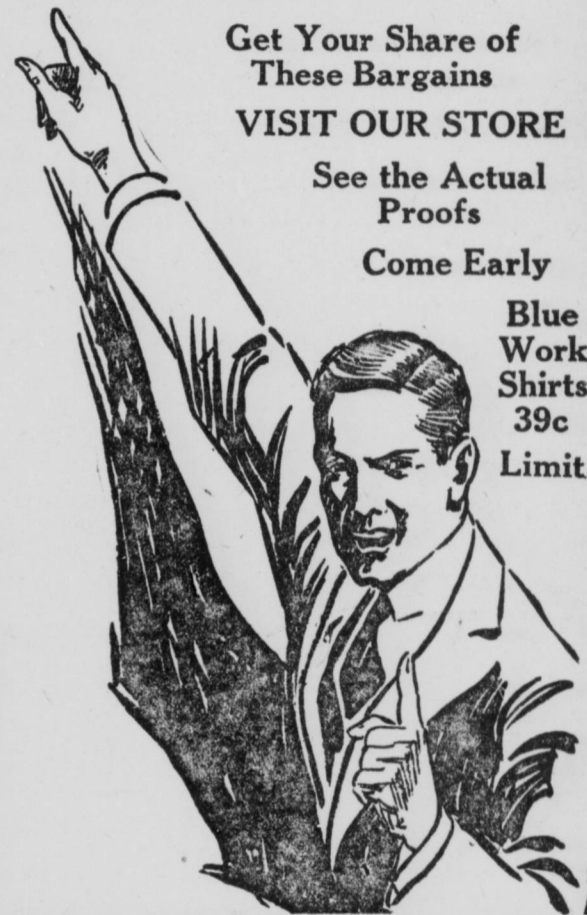
OUT WE GO!

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.

Get Your Share of These Bargains
VISIT OUR STORE

See the Actual Proofs
Come Early

Blue Work Shirts 39c Limit



**Sale Starts
Saturday, October 10th**

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
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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

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

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

Leather Puttees
With Straps or Spring Front
\$2.89

Bargains

Double Heavy Cotton Blankets
\$2.39

Galore

U. S. Army Folding Steel Cots
\$3.89

Mattress to fit, \$2.98

Come Early

WORK SOCKS
7c Pair
Limit

Officers' Dress Shoes

\$3.88

Sale Starts Sat., Oct. 10th

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; values to \$4.95.....\$2.95
Khaki work shirts.....\$2.95

Pants and Breaches
From this large assortment of pants and breeches you should have no trouble in finding just the kind you have been looking for. Still at a price you can afford to pay.

BREECHES	PANTS
Khaki Breeches.....\$1.69	Work Pants, moleskin.....\$2.89
Scout Breeches.....\$1.29	Wool worsted dress pants.....\$3.95
Whip Cord Breeches.....\$3.69	All-Wool O. D. Pants.....\$3.69
Corduroy Breeches.....\$3.89	Corduroy pants.....\$2.95
O. D. Breeches, new.....\$3.95	Sailor pants.....\$2.85

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. Size 66x80. \$4.95 and.....**\$3.95**

U. S. Army New O. D. Wool Blankets. Special.....**\$4.69**

Double Wool Mixed Plaid Blankets. Large Sizes.....**\$4.95**

High Top Shoes for Hunting, Camping and Hiking

Officer Style.....**\$6.95** Canadian Style.....**\$6.95**

High-Tops.....**\$6.95** Officer Boots.....**\$6.95**

Moccasin Style Boots. Close-Out Price.....\$5.89

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 policeman, firemen and farmers, \$5 value. \$3.69	Army Last Work Shoes \$2.88	Cottonade Work Pants \$1.69
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SIDNEY'S BARGAIN STORE
115 SO. ILLINOIS ST.
Sale Starts Sat., Oct. 10th

Hundreds of unadvertised bargains: come, walk through and look over the tables full of merchandise. You will be surprised at the bargains.

WANTED
15 salesmen and salesladies to help us close out this stock. You don't have to know how to sell. These prices will sell the goods themselves. Ask for the manager.

Heavy Wool Blazer Shirts
\$4.89

Sale Starts Sat., Oct. 10th