

## SUPPLY OF FREE ARMS FOR HOME GUARDS LIMITED

U. S. to Make Equipment Available for Only Handling Charges.

WASHINGTON, Dec. 10 (U. P.).—The War Department disclosed today that only a limited amount of free arms will be available for Home Guard units created in the various states to replace National Guardsmen called to active Federal service.

In a letter to Army corps area commanders, the Department said it would allow each state 1917 Enfield 30-caliber rifles, 1907 gun slings, 1917 bayonets and bayonet scabbards. These will be distributed at a rate of not more than 50 per cent of the enlisted strength of the state's National Guard as of June 30.

### Pay Only Handling Charge

The guns and their accompanying equipment will be made available at no cost other than handling charges, the Department said. General equipment which may be bought by the states at prevailing prices include cartridge belts, canteens and covers, mess equipment, haversacks and first-aid packets. Ball cartridges will be available up to 10 rounds a rifle. However, no uniforms are available, the Department said.

### Instruct Governors

The Department called upon the corps area commanders to instruct the various governors as to the amount of equipment available and the procedure which should be followed in organizing the Home Guard units.

The Department said that while the strength and personnel of the Home Guard units are to be determined by the states, it recommends that the organizations consist of infantry or military police except in states which may have laws requiring other types of units such as cavalry.

"World War experience indicates that state requirements will be best served by battalions," the statement said.

## COLD HALTS BATTLE TO SUPPRESS BEETLE

Continued cold weather and frozen ground has forced suspension of Japanese beetle control treatment until spring, Virgil M. Simmons, conservation commissioner, reported today.

About 65 acres remain to be treated in Indianapolis, Richmond and New Castle in areas where beetles were trapped during the summer.

## Salad Business Born at a Bridge Game During Depression Extends to 50 Cities

But the Kapherrs Still Direct It From Their Own Fireside.

By JOE COLLIER

A few years ago there was an abandoned, and considerably ramshackle carpenter shop-barn at 5228 Winthrop Ave. It was so ramshackle it was little more than a sieve for the winds and rains, but it was pretty big.

Today that carpenter shop is a combination home and manufacturing kitchen for the Herman W. Kapherr family, and it is snug and light against the winds, and clean and thoroughly comfortable.

The living room is long and the ceiling is high. There is a fireplace at the side and in front of the fireplace, like as not, will be the family's beautiful black cat. In front of the fireplace yesterday were Mr. and Mrs. Kapherr and daughter, Jacqueline, and this is the story they told.

### Misfortune Frowns

Mr. Kapherr is an artist and in 1929 he came to Indianapolis with his family to take a well-paying job as a specialist in insurance advertising.

In the minds of all members of the Kapherr family—including that of Mildred, another daughter, who is a student at Butler University—there was a family crisis in 1929, although first played a weak and scratchy second fiddle to the Kapherr crash.

Only a few months after they moved to this, a strange city, the family had no income whatever. Their savings and life insurance soon went for living expenses. And they were broke.

Mr. Kapherr was trying to sell an insurance sales service to general agents over the state, but it was strictly a commission proposition and too often it was strictly a no-sale, no-commission arrangement, with the traveling expenses and the home living expenses doing grotesque things to the budget.

### Then Came a Suggestion

Clearly something had to be done but there was nothing at all clear about what could be done until a bridge game one Saturday night. One of the players mentioned that Mrs. Kapherr made such delicious French dressing from an old family recipe. The monologue went something like this:

"I should think, my dear, that you could sell it—I'll double that no-trump bid—that is, of course, if you could make it in quantities—well, it's up to your partner."

The idea stunned Mrs. Kapherr. She thought about it and Monday she borrowed \$1 from Mildred's penny bank, bought the ingredients, and began a business which very comfortably supports the Kapherr family today, extends over several states, and is growing at the rate of about 35 per cent a year.

Mr. and Mrs. Kapherr and daughter, Jacqueline... they smile at the record of the first nine desperate sales.

eral states, and is growing at the rate of about 35 per cent a year.

### The Sale Starts

The first day she sold nine bottles to people in the apartment house where they had taken a one bedroom, kitchenette apartment for economy.

Not long after that, Mr. Kapherr found his commission pay-as-you-travel business was, apparently, absolutely no go. A family conference was held and it was decided to try the salad dressing as the chief bread winner.

A strict budget was made out. Mr. Kapherr was to make the dressing and deliver it. Mrs. Kapherr was to sell it by phone directly to housewives, selecting exchanges which her husband could reach by foot.

It was hard going. Mr. Kapherr actually delivered by foot only six weeks, but Jacqueline was genuinely astounded yesterday when she heard her father make that statement.

"It seems like years," she said.

### 79 Sales by Phone

Their customers repeated their orders. Mrs. Kapherr who took her meals at the telephone table, grew expert in her sales talk and one day sold 79 housewives who never had heard of the dressing before.

The business soon was too big for pedestrian delivery and high school and college boys with cars were hired to make the deliveries. They had about 5000 customers. Then it was necessary to move

from the kitchenette and they found and contracted for the carpenter shop. Mr. Kapherr used his spare time weather-proofing it and making it both workable and liveable. For a man who always had had a janitor put up a shelf before, he developed a surprising ability with the hammer and saw.

The business now is done mostly by direct mail, although there are some agents here and there. Stores in more than 50 cities and towns in Indiana, Ohio, Kentucky, Illinois, Michigan and New York handle the product now.

### Sold in 50 States

No outside capital is involved. Mr. and Mrs. Kapherr have kept scrupulous books on all transactions, including the first nine sales that Monday.

The business is set up, they say, so that even if sales should fall off instead of gain, the family still will have an income. Mr. and Mrs. Kapherr still make the product personally. No one outside the family is employed, except the agents.

And the books show that the only loss is 25 cents. That was for a bottle delivered in the early pedestrian days, to a North Side home. The lady of the house was out.

### Only Unpaid Bill

Mr. Kapherr returned again and again to collect the quarter, both because he needed it, and because it became a matter of stubborn principle. But the lady of the house was always out.

One day the maid, regretfully informing him again that the lady of the house had just left for downtown, added:

"If I had a quarter, I'd pay that bill myself."

Incidentally, the Kapherr family seems now to be just as cheerful as the fireplace fire, and just as contented as the beautiful big black cat.

## G. O. P. CHIEFS WILL INSPECT CHARLESTOWN

Schricker to Accompany Party Dec. 18; Coffin Outlines Program.

By EARL RICHERT

Republican legislative leaders, who after the first of the year will assume control of the state's defense plans through the party's control of the legislature, will be given a first-hand view of the Charlestown situation Dec. 18.

A party composed of Governor-elect Henry F. Schricker; Charles Dawson, lieutenant governor-elect; William Jenner, president pro tem of the Senate; James Knapp, speaker of the House of Representatives; Frank T. Millis, House floor leader, and Tristram Coffin, secretary to Governor Townsend, will visit the Southern Indiana "boom town."

The Republican leaders, with the exception of Mr. Knapp who was out of town, were given a general outline of the plans for state cooperation with the national defense program yesterday by Mr. Coffin.

### Urges Naming Committee

Mr. Coffin informed the legislative leaders that the National Defense Council had suggested that all defense bills be handled through the Committee on Inter-state Co-Operation in each house and that the appointment of the committees as soon as possible was advisable.

The state's part in the defense program, as seen by the Democratic leaders, will be to help share the burdens of the defense "boom towns" which have no funds to build sewer systems and schools or to buy fire engines necessary for the protection of their increased populations.

Attorney General Samuel D. Jackson ruled Saturday in an informal opinion that no state funds can be allocated to a specific municipal corporation unless a law is passed providing for some state-wide system of allocation to needy towns.

### Defense Fund Hinted

Other Democratic officials at the State House, however, expressed the opinion that the state could spend funds wherever needed "in the interests of defense."

On plan now being given some consideration would be to have the legislature set up a defense fund of \$500,000. Then a state department such as the Health Board could certify to a State Administrative Council that a sewer system was needed in one of the "boom" towns.

After the Administrative Council would determine whether the expenditure was in the interests of defense, and if it found it to be so, could recommend the allocation to the State Budget Committee and the Governor which would make the actual allocation.

Mr. Coffin said that the Federal Government already has spent \$164,000,000 in the state on its defense program and that the Selective Service payroll alone is \$39,000 a month. He pointed out that with this income it would only be fair for the state to spend some money to help the small "boom" towns.

## AWAITS SENTENCE IN SOUTH BEND KILLING

SOUTH BEND, Ind., Dec. 10 (U. P.).—St. Joseph Circuit Judge Dan Fyle said today that sentence would be passed Monday on Nicholas J. Kowalski, 28, who pleaded guilty yesterday to a charge of second degree murder.

Kowalski had been on trial since last Thursday on a charge of first degree murder in connection with the fatal shooting Feb. 14 of Joseph

F. Desits, 31. Judge Fyle dismissed jurors and ordered a probation report when Kowalski offered to plead guilty to the other charge. It was alleged that Kowalski shot Desits by mistake when he took him for a man who had beaten him in a fist fight.

CIVIL WAR VETERAN DIES  
TERRE HAUTE, Ind., Dec. 10 (U. P.).—William E. Chappelle, 94, one of Vigo County's four surviving Civil War veterans, died yesterday after a week's illness.

## 3 YOUTHS DETAINED IN THEFT OF AUTOS

CRAWFORDSVILLE, Ind., Dec. 10 (U. P.).—Police today held three Elwood youths whom they said confessed the theft of three automobiles during the past week. Police arrested them following a wild chase through city streets which ended when their car went out of control and crashed into a tree. The car had been stolen from a local filling station owner, police said.

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