

BUSINESS

Older Automobile Salesmen Here Have Hardest Time Getting Jobs

By ROGER BUDROW

THE YOUNGER AUTOMOBILE SALESMEN HERE aren't having much trouble finding new jobs, employment officials report. A number have been employed already at Allison, Curtiss-Wright, the Naval Ordnance plant and other war factories.

But the older men are not being snapped up so readily. They will probably have a hard time getting into some other line of work. An they have to work for considerably less than they made selling cars.

Employment officials here seem to think that the best thing for them to do is take training in the defense training classes because the big need is for production men, workers to make war supplies.

Working in a factory is a big jump from selling cars but salesmen just aren't in demand now because we have a sellers market. Some authorities contend that companies who are letting their salesmen go now are being short-sighted.

Put them in the office or somewhere in the firm but keep the salesmen on, they advise. Then they'll learn more about their company and its product.

It will save training green salesmen all over again when the time comes—as it surely will—when a company will need to get out and really sell its product in order to stay in business.

MORE CORN from the same number of acres—that is what happened in Indiana this past year.

In 1940 3,334,000 acres of Indiana farm land produced 145,538,000 bushels of corn. With the same number of acres 177,000,000 bushels were grown this year, an 18 per cent increase, according to Agriculture Department figures.

Reasons: Better conditions, work of Purdue and increased planting of hybrid (70 per cent of all corn planted in this state last year was hybrid).

ODDS AND ENDS: J. D. Adams Manufacturing Co. will pay a 20-cent dividend on the common stock March 28 and has moved the annual stockholders meeting from the fourth Tuesday in March to the fourth Monday in April. . . Cold weather is hampering harvest of cotton in Oklahoma. . . Paint quality is expected to suffer because of shortages in lead, zinc and drying oils (unseed and tung). . . About 10 million seeds from the Hevea rubber tree have been planted in Central and South America. . . Texas farmers are using peanut shells, formerly just waste, as a soil conditioner.

more fun... more luxury for your coach fare!



THE JEFFERSONIAN
de luxe all-coach train
\$24.30 round trip to
NEW YORK
\$8.95 round trip to
ST. LOUIS

From end to end this gay train's yours. Enjoy the luxury of the Observation Car with radio and Solarium... the Club Lounge Car... the smart Diner serving low-cost meals... your reserved, individual reclining seat... many others—all at regular low coach fares. Best of all, schedules are fast... convenient. Go this way next time you travel!

THE JEFFERSONIAN
Daily East and West (Standard Time)
12:30 P.M. ST. LOUIS 1:25 P.M.
4:45 P.M. INDIANAPOLIS 9:06 A.M.
7:47 P.M. DAYTON 7:59 A.M.
9:13 P.M. COLUMBUS 6:56 A.M.
12:15 A.M. PITTSBURGH 2:29 A.M.
6:19 A.M. PHILADELPHIA 7:41 P.M.
9:50 A.M. NEW YORK 6:15 P.M.
8:45 A.M. BALTIMORE 7:10 P.M.
9:30 A.M. WASHINGTON 6:25 P.M.
All seats reserved at no extra cost.
For reservations, Phone Rley 9331

Pennsylvania Railroad

FINAL STOCK QUOTATIONS YESTERDAY

By UNITED PRESS			
High	Low	Close	Net Change
DOW-JONES STOCK AVERAGES			
Yesterday	100.06	100.06	-1.39
Week Ago	112.09		
Month Ago	128.31		-0.31
High, 1941-42, 132.99; Low, 111.84.			
High, 1940, 132.99; Low, 111.84.			
30 RAILROADS			
Yesterday	28.04	28.04	-0.28
Week Ago	28.15		-0.08
Month Ago	28.48		+0.28
High, 1941-42, 30.08; Low, 25.23.			
High, 1940, 32.87; Low, 25.14.			
15 UTILITIES			
Yesterday	14.16	14.16	-0.28
Week Ago	14.68		+0.07
Month Ago	15.57		+0.60
High, 1941-42, 20.63; Low, 12.51.			
High, 1940, 20.63; Low, 12.51.			
High	Low	Close	Net Change
30 INDUSTRIALS			
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Aids to Business

DEFENSE NEEDS

Can you manufacture any of these? Plans and specifications are on file at the Indianapolis office of the Division of Contract Distribution, Office of Production Management, 1322 Circle Tower building.

NAVY DEPARTMENT

Schedule No. Description Date Bid Closes

62-Boats, aircraft rescue... Feb.

67-Boats, buoy, wooden... 6

33-Cutters, washer, bit stock shank... Jan.

35-Drummers, expanding, lathe... 29

40-Flots, spherical, steel... 29

41-Adapters, Blue-Pump... 29

42-Adapters, Blue-Pump... 29

43-Adapters, Blue-Pump... 29

44-Adapters, Blue-Pump... 29

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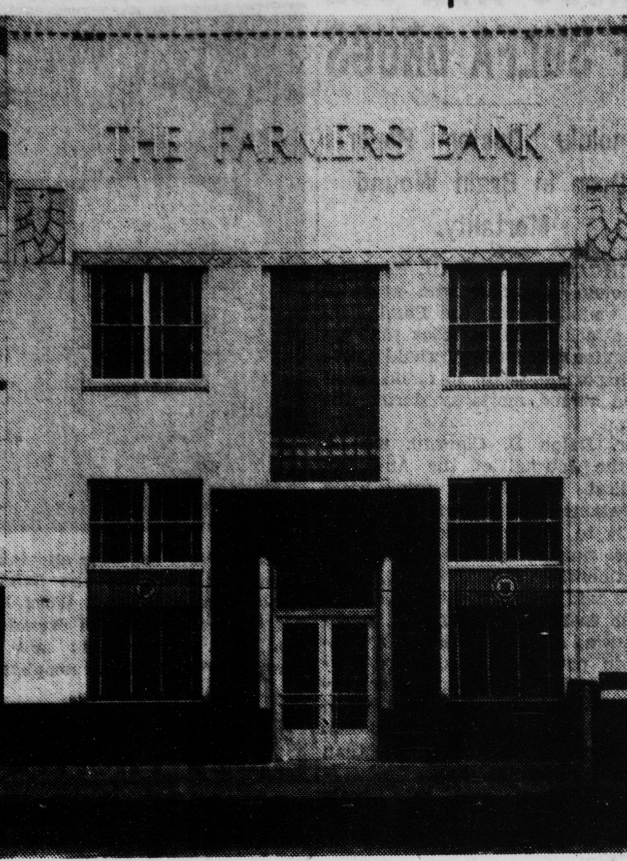
117-Adapters, Blue-Pump... 29

118-Adapters, Blue-Pump... 29

119-Adapters, Blue-Pump... 29

120-Adapters, Blue-Pump... 29

Latest and Perhaps Last



This new bank building—the Farmers Bank of Frankfort—may be the last new one built in Indiana until the war is over. One of the oldest State banks in Indiana, the Farmers Bank marked its 65th anniversary last Saturday.

INDIANA TRUST CO. RETAINS OFFICERS

All directors and officers of the Indiana Trust Co. were re-elected yesterday.

Directors are Frederic M. Ayres Jr., Edward J. Bennett, Samuel Dowden, Robert B. Bailey, J. P. Frenzel Jr., Otto N. Frenzel, Dudley R. Gallahue, William C. Griffith, H. Langenkamp, Louis Schwitzer, R. Hartley Sherwood, John B. Stokely, Donald N. Test, Henry C. Thomson and Carl F. Walk.

Officers are Otto N. Frenzel, president; J. P. Frenzel Jr. and Mr. Griffith, vice presidents; Arthur Craven, treasurer; Morse P. Bowen, vice president and secretary; Fred P. Backer, assistant treasurer; R. N. Britton, Arthur W. Kaye and Donald E. Christie, assistant secretaries; Charles H. Kellermeyer, auditor; and Boyd W. Templeton, manager of the real estate and insurance departments.

WAGON WHEAT

Up to the close of the Chicago market today, Indianapolis four mills and elevators paid \$1.50 per bushel for No. 2 white wheat, \$1.45 for No. 3 white wheat, \$1.40 for No. 4 white wheat, \$1.35 for No. 5 white wheat, \$1.30 for No. 6 white wheat, \$1.25 for No. 7 white wheat, \$1.20 for No. 8 white wheat, \$1.15 for No. 9 white wheat, \$1.10 for No. 10 white wheat, \$1.05 for No. 11 white wheat, \$1.00 for No. 12 white wheat, \$0.95 for No. 13 white wheat, \$0.90 for No. 14 white wheat, \$0.85 for No. 15 white wheat, \$0.80 for No. 16 white wheat, \$0.75 for No. 17 white wheat, \$0.70 for No. 18 white wheat, \$0.65 for No. 19 white wheat, \$0.60 for No. 20 white wheat, \$0.55 for No. 21 white wheat, \$0.50 for No. 22 white wheat, \$0.45 for No. 23 white wheat, \$0.40 for No. 24 white wheat, \$0.35 for No. 25 white wheat, \$0.30 for No. 26 white wheat, \$0.25 for No. 27 white wheat, \$0.20 for No. 28 white wheat, \$0.15 for No. 29 white wheat, \$0.10 for No. 30 white wheat, \$0.05 for 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