

## Commercial Development Trend Makes America World Center

(By Associated Press.)  
WASHINGTON, Dec. 21.—The United States has been made the heart of the world's business by the westward trend of commercial affairs and has reached the stage in its industrial and commercial development where the maintenance of foreign outlets is necessary to continued domestic prosperity. Director R. S. MacElwee, of the bureau of foreign and domestic commerce of the department of commerce, announced today in his annual report.

Declaring that the present stagnation in the business world was only a passing phase insofar as this country was concerned, Director MacElwee urged that the development of foreign markets be taken up with renewed vigor.

"Our foreign trade in the fiscal year of 1920, with a total value of \$13,349,661,401, was larger than in any previous year," he said. "It exceeded by \$3,000,000,000 the former high record in 1919, and was more than three times the value of the combined imports and exports in 1914, the last year before the war."

Many people are more interested now than they were a year ago in foreign commerce. There were a few firms who had the foresight to take out life insurance while they were in good health. Others now wish they had done so. The only real insurance that will spread the risks of depression between the crests of the waves of domestic demand is the allotting of a substantial quota of the firms product for foreign commerce and the building up in the world's markets of a selling organization and clientele that will not necessarily fluctuate with the waves of demand at home.

A depression regularly follows a great war, and its time of occurrence may be estimated, from historical analogies, as about two of three years after the close of hostilities. We are not going to have a panic in the United States, but we certainly feel the kind of reaction that the surgeons call shock after an operation."

**Increase Asked.**  
To meet the increased demands of business and carry on the work of the bureau of foreign and domestic commerce \$1,493,270 was asked of congress for the next fiscal year. That is an increase of more than half a million dollars over the present year's appropriations. Of the total for next year \$1,100,000 would be spent for commercial attaches abroad and for the promotion of commerce.

It is proposed to double the number of commercial attaches making 24, and to increase the number of trade commissioners abroad by 17, making a total of 56, while commercial agents would be tripled with a total of 33. Estimates include \$300,000 for commercial attaches, \$500,000 for promoting commerce in general, \$150,000 for promoting commerce in Central and South America and \$150,000 for promoting commerce in the Far East. The increased appropriations would permit greatly intensified development of markets for American goods in Latin America and the Far East which are considered the most promising fields.

for American commercial effort at this time, the report stated.

Going back 3,000 years, Director MacElwee traced the center of commercial supremacy from Phoenicia westward to London where it had been since between 1651 and 1700 and said the last war had moved the center of commerce westward again, the predominant interests at the present time being on the Pacific in addition to the Atlantic. Analyses show, he said, the reason for the rise of nations that successfully dominated the world's commerce to be that they were situated at the crossroads of transportation; that they developed their merchant marine and a navy to protect it; that they possessed the raw materials needed to supply the wants of man, and developed the artisans to shape these raw materials into the form in which man could use them.

"We are spread out across the paths of the westerly movement in the destiny of commerce," Director MacElwee said. "As to natural resources and the skill of our artisans, there need no comment. Despite high wages, Yankee ingenuity and American ability to organize mass production with improved labor-saving machinery have made it possible for us, for many years, to dominate the world's commerce in such articles as harvesting machinery, sewing machines, cash registers, typewriters, office supplies, automobiles, and many other kinds of goods."

### German Civil Service Asks Large Wage Increase

(By Associated Press.)  
HAMBURG, Dec. 21.—Ten thousand civil service employees here have unanimously adopted a petition to the Berlin government for wage increase amounting to 70 per cent dating from October 1, for a minimum salary of 7,000 marks a year and 100 per cent increase in family allowances.

All other German government employees have been urged to unite and force the granting of the demands by a strike if necessary.

The petition says that the need is urgent not only for an increase of salaries but for a general revision by the government of the cost of living which is endangering the nation's economic existence.

"We find ourselves in the predicament where we must either have government aid or try to endure the impossible living conditions, the petition states."

The Civil Service Employees' League has several millions of members.

### H. C. L. UP IN BRITAIN

(By Associated Press.)  
LONDON, Dec. 21.—There is no abatement in the high cost of living in the United Kingdom. The average level of retail prices including food, clothing, fuel, light and rent, on Nov. 1, was about 176 per cent above that of July, 1914, as compared with 164 per cent on October 1, the official Labor Gazette states.

Last month's 12 per cent increase is mainly due to the higher prices of flour and bread.

## SIXTY BOYS ENJOY Y CHRISTMAS PARTY

"Believe me! These guys up here know how to treat a fellow right," said one of the 60 boys who were the guests of the dormitory men of the

Y. M. C. A. at a Christmas party Monday night in the gymnasium and lobby of the association building.

Santa Claus, a Christmas tree, and a big bag of gifts formed some of the chief matters of interest to the boys. Games were played in the gymnasium under the direction of Karl Harding, physical director of the "Y." The penny scramble with the dormitory

men showering the coins from the balcony, was an interesting affair. The boys estimated their scramble results from 25 cents to \$2.

The party was perfectly arranged. Harry Smith, Fred Butler and Sidney Hayes being in charge of arrangements. They were ably assisted by every man in the dormitory. The Christmas tree was brought in by the

Boy Scouts of troupe 5. It was gorgeously decorated with a galore of vari-colored lights.

Each boy was given a bag containing two pairs of stockings, a woolen cap, pair of gloves, sack of candy, oranges and cookies, with two passes to the Washington Theatre, which were given by Manager Bell. Automobiles took all the boys to their homes immediately following the party.

This is the second affair of its kind and it is the plan of the boys to make the affair an annual Christmas party. Thirty boys were taken care of last year and 60 this season.

The salary and allowances of the president of the French republic amount to about \$240,000 a year.

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## Look Over this Carload of Player Pianos at "Brass Tack" Prices

You'll even get a clear idea of what we mean by "Brass Tacks" on player-piano prices from one good look at our window. Side by side stand two Gulbransens—the "millionaires'" White House Model at \$750—and the lowest-priced Gulbransen at \$595.

Which looks best to you? Which would you be prouder of in your home? Come in and play them. Ask yourself which plays easier, which sounds sweeter — you'll find it difficult to guess which instrument is cheaper. One thing sure—

## You'd Never Guess it Costs only \$595

Suppose you could visit, as we have, all the important player-piano factories. Suppose you could judge their lumber, ivory, felt, wires—like an expert. Suppose you could watch their manufacturing processes, know which makers are careful and which are indifferent of quality. Suppose you had tested their instruments side by side, compared their prices, knew their standing. Would you know which player-piano is down to "Brass Tacks?" You certainly would.

Now we have done all that for you. We are as anxious to meet your desire for full money's worth as you are to get it. And we say to you that our most exhaustive investigation has proved that the only "Brass Tacks" player-piano proposition today is

## The Lowest-Priced Gulbransen

is possible because the great Gulbransen factory and ourselves want to make it possible. We are both passing along this famous instrument to you at the closest margin ever heard of in the player-piano industry. We want to prove to you that we are down to "Brass Tacks."

This week we have received the above carload of unusually handsome cases of the lowest-priced Gulbransen—genuine Mahogany, Burl Walnut, three kinds of Oak, satin and mirror-polish finishes—chosen for this "Brass Tacks" Sale.

TODAY and TOMORROW we are demonstrating the famous Martin Method Instruction rolls, prepared for the Gulbransen Player by John Martin, the concert player-pianist. These rolls show you how your playing of the Gulbransen can be made to sound like expert hand-playing—and it's easy! Come and hear.

### Easy to Play

You've heard of the Gulbransen. Everybody knows the little Baby at the Pedals. But perhaps you don't know the Baby is something more than a trade mark. It is the picture of an incident that has happened in thousands of homes—a suggestion of the outstanding quality of the Gulbransen—"Easy to Play."

The moment your feet touch the pedals of this amazing instrument you realize you are playing a different sort of player-piano from any you ever played before. It just gets into sympathy with you, helps you, inspires you to play like a true musician. You do not have to pump hard or pedal fast. Gulbransen exquisite "pedal-touch" is so delightfully restful, yet you can "just make this piano talk," it is so responsive.

With the Martin Method Instruction Rolls developed exclusively for Gulbransen owners you can readily learn to command the entire musical resources of the piano. Mr. Martin has played before musical authorities who invariably pronounce his playing indistinguishable from that of an accomplished hand performer. The Martin Method teaches you everything Mr. Martin knows about player-piano musicianship. Free with every Gulbransen.

"Good Times with Your Gulbransen" is the title of a book that we give to every Gulbransen owner to help in home entertaining and music study. Tells every kind of music available, what is best and most interesting, shows how to understand and appreciate music.

### Nationally Priced

Think a minute. You realize that ability to give best value depends on big volume and small profits. The Gulbransen is the product of the greatest player-piano factory in the world—making nothing but Player-Pianos, under only one name, and with a capacity of 30,000 instruments annually. Quality standardization has been kept up as in no other factory. And to secure volume, "Brass Tacks" price standardization is a fixed policy. Gulbransen prices must be on a "Brass Tacks" basis because they compete with all sorts of player-pianos at all sorts of prices all over the U. S. This is the final proof that we give you best value.

Three models, all playable by hand and by roll, sold at the same prices to everybody everywhere in the U. S., freight and war tax paid.

White House Model, \$750 Country Seat Model, \$660  
Suburban Model, \$595



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