

## Deep Consideration



is necessary in determining who shall be given an important piece of landscape work. The subject really is worthy of a lot of thought.

Many of your friends have deemed me the suitable one to execute their work. Discreet inquiry will reveal the fact to you that you have admired on the grounds and estates of many of your friends and neighbors.

Prairie Avenue, Highwood, Ill. Phone Highland Park 523

## Remodeling Notice

### College Inn

Formerly Tipton's

will close Thursday night for about two weeks, during which time we will entirely remodel at an expense of about \$8000, making ours one of the finest eating places north of Chicago.

During the remodeling we will operate a restaurant in the basement of the same building, with entrances on First street where we will be glad to take care of our patrons.

315 Oakwood Ave. Telephone 1063  
**Highways Construction Co.**  
 Highland Park, Ill.  
**GENERAL CONTRACTING**  
 Public and Private Roads, Sewers and Water  
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**NO SHAVE BARBER SHOP & BEAUTY PARLOR**  
 Hair Cutting Shingling Face Massage  
 Bobbing Shampooing Hair Singe  
 Marcelling Manicuring  
 For All—Men, Women and Children  
 Rooms 8-9, upstairs, State Bank Building  
**D. L. Mustric**  
 in Highland Park 12 years; with Mr. Denzel 9 years  
 Hours from 8:00 to 6:30 p. m. After 6:30 by appointment to 8:00 p. m.  
 Appointments must be made before 6:30  
 Telephone Highland Park 1990

**LOUISE M. EVANS** CLARENCE B.  
 Teacher of Piano, Teacher of Violin,  
 Accompanist Viola, Ensemble  
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 Highland Park Studio, 355 Central Ave. Tel. Highland Park 1994  
 In Highland Park Tuesdays, Wednesdays and Saturdays

## AMERICAN DAIRY PRODUCTS EXPORT

ARE WIDELY DISTRIBUTED

Sale in Foreign Countries Is Worth Many Millions, Says Report of Director of Bureau

"The sale of dairy products in foreign countries is worth many millions of dollars to the producers in the United States," according to Dr. Julius Klein, director of the bureau of foreign and domestic commerce. "In 1923 the value of the butter exported was \$2,563,807, of cheese, \$2,179,367, and of eggs, \$8,480,297, making a total of \$13,178,471.

"In the one item of butter, in 1923 the United States exported a total of 5,845,514 pounds distributed to fifty-eight countries, and shipments amounting to 4,545,853 pounds were made to fifty-four countries during the first nine months of 1924. The largest regular buyers of United States butter are Mexico, Panama, Cuba, Haiti, and Peru. Ninety-five per cent of Mexico's imports of butter are from the United States. The Peruvian market for butter from the United States has steadily improved since 1918, and in the first nine months of 1924, Peru's importations amounted to 424,700 pounds.

### American Cheese

"American cheese has an even wider foreign distribution than butter. Exports of cheese from the United States went to sixty-nine countries in the first nine months of 1924. Mexico is a large market for American cheese, as the Mexican people use considerable cheese in combination with other foods, and the white and American yellow cream types are in great demand.

"So far as eggs are concerned, the foreign markets for eggs in the shell have been developing gradually in recent years, with five or six countries taking the bulk of the exports. The United States has practically no competitor on the egg markets in Cuba and Mexico, which absorbs more than half of the exports of eggs in the shell from the United States. The Canadian market is seasonal, and its heavy purchases are made in the time of low production during November, December, and the first three months of the year. Inasmuch as the poultry industry of Argentina is not yet specialized, Argentina has recently become a heavy purchaser of eggs in the shell from the United States, its imports of this product having increased from 31,800 dozen in 1922 to 1,881,710 dozen in the first nine months of 1924."

### Heaviest Competitors

"The heaviest competitors of the United States in dairy products," Dr. Klein explained, "are Denmark and the Netherlands. The sale of these products to the United Kingdom depends largely upon the quantities which are furnished by that country's colonial possessions. Some years, therefore, the United Kingdom proves to be a good market, and other years, not. This year there has been a decided falling off in the foreign sales of cheese, because of the fact that the United Kingdom bought the bulk of her cheese from her colonies.

"Competition in the world markets for dairy products is constantly becoming keener owing to the increase of production in many European countries. On account of this competition, every possible market has to be carefully watched, and every change in conditions in competing countries noted. Any opportunity for a new market must also be seized. The far Eastern market, for instance, is still undeveloped, and offers a possibility for further development under proper conditions. In this respect the bureau of foreign and domestic commerce can be of great assistance to the producers of dairy products. Through its foreign representatives, it is able to watch the production in competing countries and it passes on to the producers the reports it receives, together with any information in regard to the demand and to markets.

### Increased Consumption

"Although many of the countries which have been importers are becoming self-sustaining so far as dairy products are concerned, and the indications are that there will be continued development in the dairy industry in several countries, still general increased production will be offset to some extent by increased consumption and by curtailment of production during adverse seasons in some sections. The United States now has a wide distribution for its dairy products, and by constant vigilance the market factors of possible increased consumption on the one hand and of any diminution of production, on the other hand, may be turned to the advantage of American producers and exporters."

The gift that you receive does not always mean much effort or sacrifice. The pleasant thing done for you may not have cost one a particle of trouble. But when some friend stops in the midst of busy days, and takes the pains and thought to write a graceful message of appreciation, it shows that whatever you have done is valued.

## IMPLEMENT SALES SHOW BIG BUSINESS

RECORD FOR NINE MONTHS

More Than Forty-Seven Millions Of Dollars Reported By The Commerce Bureau; Wide World Demand

"Isn't business amounting to \$47,640,850 in nine months very well worth while having?" inquired Dr. Julius Klein, director of bureau of foreign and domestic commerce, at a recent meeting of implement makers. "That is the amount of business, according to figures recently issued by the department of commerce, that rolled into the middle West from the sale of agricultural implements abroad during the first nine months of 1924. This amount exceeds by \$7,500,000 the total sales of agricultural implements during the corresponding period of 1923. Yet there have been complaints that business is dull. 'What we want is more orders,' the manufacturers complain. And at this point the bureau of foreign and domestic commerce tries to help."

### Not Sales Department

"Of course, the bureau is not a

sales department; it is a service organization," Dr. Klein explained. "Nevertheless, it is often successful in effecting contacts between manufacturers and foreign agents for their goods. It has its scouts out, moreover, in all the world, and they report to the bureau at Washington any trade opportunities which they see. These in turn are passed on to the trade through columns of commerce reports or from the commodity division concerned. In this way the manufacturer may learn that agricultural implements and tools and machinery of all kinds are wanted in various parts of South America, that planters and tillage implements are needed in Madagascar, in fact that a demand exists in some part of the world for almost every kind of agricultural machinery."

### Agricultural Implements

"These requests coming from foreign markets are all the more valuable at this time when domestic business is dull. Generally the export business in agricultural implements takes care of approximately 13 per cent of the production. This export business helps the manufacturers to keep an even flow of production in their factories, for only exceptional times such as the world has just passed through does a slump in the foreign market occur simultaneously with a domestic slump. The sales of harvesting machinery and implements alone, during the fiscal year 1923-24 (ending June 30, 1924) in-

dicating to some extent what this foreign business in agricultural implements means to the United States. The total sales abroad amounted to \$11,608,164, an increase of 129 per cent in sales of harvesting machinery over those of the previous year, and of 75 per cent in sales of other harvesting implements and parts. France was again in the market, taking 44 per cent of all exports of harvesters and reapers, and Argentina followed France with a percentage of 17."

### World-Wide Demand

"But the markets for American agricultural implements are by no means confined to these two leaders," continued Dr. Klein. "American implements are truly 'citizens of the world' and have traveled and adapted themselves to the most northern parts of Siberia and Norway and Sweden and to the southern parts of Australia and New Zealand. By the extent of their travels they have helped to give steady employment to many thousands of workers in the middle West employed in their manufacture, and to the national wealth by returns for their sale."

There are many people who never seem to have this spirit of appreciation. Such people find it hard to keep friends. Those who show that they value things done for them manifest a spirit that promotes warm regard.

## The Wincanton Shop

160 Hazel Avenue

**T**O make room for the new spring goods now being received daily, is offering some very desirable seasonable dresses as low as \$10.00 and \$15.00 each and hats at \$4.00 each.

It will be worth while to see the above and at same time to inspect the new things Miss Yoe, now in New York, is sending in.

## Keep in Touch with Home

**W**HEN business takes you away over night or for a longer time, it is a comfort to know that you can reach home quickly over Bell long distance lines no matter how far away you may be.



*DURING the past few years much of the telephone plant in Illinois, originally erected at pre-war costs, has worn out or been outgrown, and has been replaced, at post-war prices for material and labor. This has added greatly to the average investment per telephone*

To keep the family informed of your whereabouts is a sensible precaution. To talk to them by long distance telephone each day while absent is a joy both to you and to them.

Station-to-station service is especially adapted to such calls and the rates are about 20 per cent lower than for person-to-person calls.



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