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Vetter Electric Co.
 CONTRACTING and
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 Repair work neatly done
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 "Vetter and Better all the time"

**DEKALB INDUSTRIES
 ILLINOIS FEATURE
 BARBED WIRE BIRTHPLACE**

**Colby Describes Conditions in
 Progressive City of State;
 Rochelle Woolen Mill;
 School Plan**

By LESTER B. COLBY
 (Illinois Chamber of Commerce)
 When a man with inventive mind,
 back in 1872, slowly turned a grind-
 stone in an Illinois town, he was
 unknowingly assisting in the uncrown-
 ing of kings, a kaiser, a czar, an em-
 peror and a sultan in Europe in that
 war torn period ending in 1918. He
 was winding the first strand of what
 was destined to become the vicious
 entanglements, defensive arm in the
 World War.

Industrial Growth
 This is a chapter which tells some-
 thing of the amazing growth of Il-
 linois industrially. Figures are from
 the Department of Commerce. They
 show that the value of manufactured
 products in Illinois, at factory prices,
 totaled \$3,706,380,000 in 1921 as
 compared with \$5,041,520,000 in 1923.
 That's an increase of 36.1 per cent!
 The average number of employes,
 wage earners, in 1921 was 513,876 as
 compared with 645,448 in 1923. The
 increase here is 25.6 per cent. Work-
 ers were paid \$701,530,000 in 1921
 as compared with \$913,326,000 in
 1923, an increase of 30.2 per cent.

Greatest growth is found in the
 foundry and machine-shop industry.
 In this period the number of workers
 increased from 31,766 to 46,545 or
 46.5 per cent. The slaughtering and
 meat-packing industry is second in
 Illinois in persons employed, having
 26,144. It stands first in value of
 products, \$527,509,000 in 1921 and
 \$606,321,000 in 1923, and increase of
 14.9 per cent.
 These figures only include Illinois
 plants with an output of products
 valued at \$5,000 or more yearly.

Birthplace of Barbed Wire
 In my work of "rediscovering Illi-
 nois" I went last week to the Illinois
 city that is the birthplace of barbed
 wire. It is DeKalb, about sixty miles
 west of Chicago. Barbed wire came
 into existence in DeKalb in 1872 and
 in telling the story diplomacy is re-
 quired.

Patents were taken out for making
 barbed wire the same year by Joseph
 F. Glidden and Jacob Haish, neigh-
 bors, and so—rivalry. Mr. Haish is
 still living in DeKalb, a white-haired
 patriarch ninety-nine years old. Which
 made it first is a matter of conflict
 to this day.

A third pioneer in barbed wire was
 Col. I. L. Ellwood who bought a
 half-interest in the Glidden patents.
 But if the glory of invention remains
 unsettled it is very certain that there
 was profit enough to make all these
 pioneers rich.

Around the infant barbed wire in-
 dustry, wound first by turning a
 grindstone to which had been fixed
 a cross arm, later by horse power
 and finally by great power plants,
 DeKalb built up a large industry man-
 ufacturing wire, woven fence, nails
 and kindred output.

Later the American Steel and Wire
 company, "the trust," acquired the
 four large plants. Came to DeKalb
 too, the Nehring Electric Works, mak-
 ing insulated wire, the Apollo Piano
 company, now owned by the Wurlit-
 zer interests, and similar plants.

Another Achievement
 Here is another achievement for
 DeKalb, with a population of about
 10,000. One of its leading banks ac-
 claims deposits of \$2,020,787 while
 the second has deposits of \$1,861,846
 according to a month-old report.

DeKalb boasts as well that it can
 start a child in kindergarten and fin-
 ish him with a degree without send-
 ing him out of town or paying one
 cent in tuition. It is the home of one
 of Illinois' best state normal schools.

Another claim of DeKalb is that
 DeKalb county was the first in the
 Union to organize a soil improvement
 association with a county advisor. It
 has sent out scouts through a period
 of years to hunt the nation over for
 better seeds for farmers, buying in
 wholesale lots and selling to planters
 at special prices.

"Every acre of soil in DeKalb coun-
 ty has been analyzed in a labora-
 tory," said my guide. "A map shows
 what can be best grown on each acre.
 Experts have taught rotation of crops.
 We farm scientifically here. It has
 paid big dividends."

Rochelle's Industries
 Seventy-five miles west of Chicago
 on the Lincoln highway and three
 trunk line railroads is the town of
 Rochelle with 4,000 population. Among
 its chief industries is a woolen mill
 which requires yearly about 2,000,000
 pounds of raw wool; the shearings
 from some 250,000 sheep. From 150
 to 200 persons are employed in the
 plant.

Here also is a large mill where
 rolled oats are made. A sheep feed-
 ing farm where thousands of sheep
 are fed is an auxiliary. Round fibre
 containers are made for the oats in a
 nearby mill.

Illinois has few rolled oat or break-
 fast food manufacturing plants. The
 unusual success of this one and the
 availability of raw products, labor,
 nearness to market and a great con-

suming populace, makes one wonder
 why. Among the objects of the Illi-
 nois Products Exposition, to be held
 in Chicago in October, is the devel-
 opment of such industries in Illinois.
 Hundreds of acres of sweet corn
 and peas are planted surrounding the
 city for the Rochelle canneries and
 forty acres of asparagus next year
 will add another product. Rochelle is
 also the home of the George D. Whit-
 comb Company, manufacturers of
 mining equipment since 1878. This
 company has long built special gaso-
 line and battery driven electric loco-
 motives for coal mines.

School Plan
 Something else, Rochelle is one of
 the promoters of the "D. R. S. School
 Plan." Dixon, Rochelle and Sycamore
 have joined hands in a unique experi-
 ment. Merchants and their employes
 are going back to school for a year.
 They have secured the services of
 Prof. Edward H. Gardner, of the Uni-
 versity of Wisconsin, one of the na-
 tion's foremost educators specializing
 in commerce and statesmanship, to
 conduct a monthly course of lessons
 and lectures.

Executives and employes of the
 three cities, nearly 300 strong, are
 returning to school to work out an
 experiment in better salesmanship.
 Courses of studies are laid down which
 include lectures on community devel-
 opment.

Preliminary to this work an indus-
 trial agency was employed to inter-
 view one out of every five home-own-
 ers in these cities and the surrounding
 farm country questioning them on
 the virtues or shortcomings of all
 merchants and salespeople in the
 towns under scrutiny.

These interviews will form a basis
 on which the work of bettering the
 merchandising of the cities will be
 worked out.
 The experiment, primarily a busi-
 ness builder, is already being watched
 nationally by commercial organiza-
 tions. Trade publications throughout
 the United States, specializing in
 salesmanship, are even now gathering
 data as this is the only work of its

kind, those promoting the scheme say,
 ever to be undertaken anywhere.
 (This is the fourth of a series of
 articles entitled "Re-discovering Illi-
 nois." The fifth will be published
 soon.)

**N. S. LINE BUILDING
 CONSTRUCTION CAMP**

**Thousand Men to be Accom-
 dated Near Libertyville; To
 Get Gravel Supply**

The territory lying just west of
 Libertyville is an extremely busy
 place at the present time as the

North Shore line has a large number
 of men engaged in making a camp
 for the accommodation of fully one
 thousand men.

Within a short time a temporary
 line is to be extended south from
 Libertyville from a point known as
 the Wheeler road to the old Plannes-
 still farm, a distance of about a mile.

At this point the North Shore line
 plans to dredge for gravel, it being
 figured that sufficient can be obtain-
 ed to be used in making the roadbed
 for the new line which is being start-
 ed by the company. An area of per-
 haps 40 acres is to be dredged out to
 a considerable depth and this will be
 converted into an artificial lake as

the land is sufficiently low to receive
 drainage from a wide territory.
 These facts tend to show the gigan-
 tic scope of the work that is to be
 rushed to completion by the company.
 It is desired to get the new line into
 operation at the earliest possible mo-
 ment.

The minority members of the Fed-
 eral trade commission are peeved be-
 cause they feel the commission will
 not give its work enough publicity
 in the future. Being "forward look-
 ers" the minority members have a
 right to feel peeved as they cannot
 enjoy life without publicity.

When There Is Plenty
 of coal, and few orders for it, prices are lower than when the orders are plenti-
 ful and the coal is in greater demand.
 Idleness is costly to all concerned; to business men who must pay wages and
 overhead, to users of coal who must pay higher prices when business comes
 back with the cold weather.
 When coal is plentiful, why not take advantage of our lower prices? Get
 your order in now, during the late spring and early summer months at a mate-
 rial saving. Phone us for prices.

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 LEHIGH VALLEY ANTHRACITE CHICAGO SOLVAY COKE
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 148 North First Street Telephone 65

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 Serving 220 Communities
 in Northern Illinois**

BEHIND the securities of this Company are 17 electric gen-
 erating stations and 7 gas manufacturing plants serving
 283,639 customers. Under the direction of experienced
 executives, these plants are operated 24 hours a day, 365 days
 a year, to provide homes and industries in 220 communities with
 the conveniences, comforts and power essential to modern living
 and progressive business.

A Record of Consecutive Dividend Payments
 The 93rd consecutive quarterly dividend was paid May 1, 1925,
 to holders of this Company's preferred and common stock. This
 excellent record makes the securities of this Company the first
 choice of conservative investors.

**Bonds, Preferred and Common Stocks of this Company
 are listed on The Chicago Stock Exchange**

**PUBLIC SERVICE COMPANY
 OF NORTHERN ILLINOIS**
 Serving 6,000 square miles—220 cities and towns—with Gas or Electricity or both.

51 S. St. Johns Ave., Highland Park
 Tel. Highland Park 568
Wm. Guyot, District Superintendent

Below are pictured some of the major electric generating stations
 and gas plants operated by the Company.



Blue Island Electric Station No. 4 Joliet Electric Station No. 7 Kankakee Electric Station No. 12
 Waukegan Electric Station No. 6 Blue Island Gas Plant No. 27

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 Copy of 1925 Year Book**

Know
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 service of resid
 George
