

SUBURBS SHOW GAIN IN NEW BUILDINGS

JUNE REPORTS COMPARED

N. S. Towns Among Leaders In Growth Over June of Last Year According to Straus Co. Surveys

Building construction for June in North Shore and other Chicago suburbs showed an increase of 3 per cent over June last year, according to a special suburban survey compiled by S. W. Straus & Co.

Building permits filed in 19 of the principal suburbs of Chicago totaled \$10,022,316 for June as against \$9,661,317 for the same suburbs in June 1927.

Show Gains

Aurora, Berwyn, Evanston, Glencoe, Hammond, Highland Park, Joliet, Oak Park, Waukegan, Wheaton, and Winnetka showed gains for June 1927 over June 1926 while Blue Island, Chicago Heights, Cicero, Des Plaines, Gary, Glen Ellyn, Harvey and Maywood reported losses.

The suburbs indicating gains for June as compared with May this year were: Aurora, Berwyn, Blue Island, Des Plaines, Gary, Glen Ellyn, Joliet, Oak Park, Wheaton and Winnetka.

Evanston, Hammond, Oak Park and Waukegan took the honors for building increase for the first six months of 1927 over the same period in 1926. Evanston gained 27 per cent, Hammond 5 per cent, Oak Park 26 per cent and Waukegan 81 per cent.

Glencoe Leads

The largest gains for June 1927 over June 1926 were indicated by Glencoe with 379 per cent, Oak Park with 208 per cent and Joliet with 85 per cent. The most important gains for June over May this year were as follows: Winnetka 250 per cent, Oak Park 196 per cent, Glen Ellyn 93 per cent, Gary 85 per cent and Wheaton 76 per cent.

June Comparison

The June comparison was as follows:

	June 1927	June 1926
Aurora	\$ 537,733	\$ 350,110
Berwyn	830,400	813,700
Blue Island	190,579	265,855
Chicago	27,939,850	31,374,500
Chicago Hts.	80,150	130,410
Cicero	512,640	621,597
Des Plaines	103,470	307,020
Evanston	1,816,345	1,561,650
Gary, Ind.	2,027,830	2,914,615
Glencoe	203,355	42,375
Glen Ellyn	162,300	184,530
Hammond, Ind.	503,700	348,150
Harvey	72,387	93,756
Highland Park	139,990	119,380
Joliet	288,850	156,130
Maywood	161,070	471,525
Oak Park	1,426,562	462,904
Waukegan	569,085	421,300
Wheaton	131,900	130,500
Winnetka	363,970	265,810

FAMOUS AUCTIONEER TELLS OF CAREER

Noted New York Salesman Relates Experiences in Upward Climb

Nation's Business Magazine says: "In this age of superlatives and headlines few can dispute Joseph P. Day's claim to being America's leading auctioneer. He has a strange facility for making those who clamor around his tents believe that they are cheating their heirs if they don't acquire title to some vacant lots.

Here is the New York auctioneer's autobiography in a paragraph: "I began as an office boy in the wholesale dry goods establishment of James Talcott at a salary of \$1.92 a week, \$100 a year, or at the rate of 11.52 for six weeks of long hours and hard work. I worked six weeks to sell the Remington Arms Plant at Bridgeport, Conn., for \$5,850,000, and my commission was \$202,000. This comparison demonstrates the difference in the earning capacity of a man in two separate periods of six weeks during his business career—but it took the resourcefulness of twenty-five years of active experience to put this six weeks' deal through. I have said that I started as an office boy with James Talcott but I did not remain one very long. It was my ambition to be a salesman. In order to become one I spent all my spare time studying samples, learning prices,

and watching how things were done, until I became as well informed as the men who were actually selling goods. Finally, I was promoted to a junior salesmanship, but it was several years before my salary amounted to \$10 a week. Then I asked for a raise and when it was declined, I left the firm to join a former Talcott employe who had opened a real estate office on a small scale. I became his partner by putting in \$500. Eventually we separated and I continued the business in a little office in Eighth avenue, in the '50's. Since that day I have handled real estate worth in dollars."

C. OF C. SECRETARY TAKES B. OF T. JOB

Harvey T. Hill Quits Illinois Chamber of Commerce for Board of Trade

Harvey T. Hill, general secretary of the Illinois Chamber of Commerce for seven years, has resigned. He will leave the state chamber on August 1 to become assistant to the president of the Chicago Stock Exchange. This fact became known here today through an announcement made by R. Arthur Wood, president of the exchange.

Harvey T. Hill's history might be summed up in the following words—"farmer, country school teacher, civil engineer, chamber of commerce executive." He was born and raised on a farm near Sandy Lake, Pa. After completing the civil engineering course at Pennsylvania state college and working for a number of years as an engineer he came to Chicago in 1915 to take graduate work at the School of Commerce, University of Chicago. After that for some years Mr. Hill was a member of the staff of the Chicago Association of Commerce.

Under his management, the Illinois Chamber of Commerce, in infancy when he took over the work of guiding it, has grown until it is one of the leading organizations of its kind in the United States. The Illinois Chamber of Commerce today has memberships in 173 different Illinois cities and a number of organized departments. These are devoted to industrial development, transportation, commercial arbitration, legislation, retail business, waterways, economic research, chamber of commerce organization service and publicity.

FASHION NOTES IN WOMAN'S MAGAZINE

Delicate pastel shades, popularly described as "the paradoxically so-

phisticated baby colors," are the most favored tones for summer wear. While the shades are not limited to dresses for age, they are particularly delightful in youthful frocks.

One example shown in the Woman's Home Companion gives the effect of water lilies in a sea of tulle. The bodice is made over a silk slip and is curved at the top like a Valentine heart, double tulle continuing over the shoulders, giving the appearance of a sheer yoke. The skirt is formed of wedge-shaped pieces of tulle with gathered ruffles on the bottom of each, edged with silver. When in motion the skirt shimmers like rippling water in the moonlight and the effect is heightened by two water lilies nestling in the folds. The lilies catch the two ends of a softly draped satin sash, partly showing the reverse side of contrasting color.

Blocked linens, also in delicate tones, give the desired crispness for summer wear, simple, conventional charm being added by piping with white bias binding, white collars and cuffs and white ball buttons.

Boleros and bolero effects are widely favored in summer fashions and can be carried out in summery colors in a variety of light-weight, washable materials such as georgette, chiffon, crepe de chine or light cottons. One charming suggestion of this type is of beige chiffon with ecru Margot lace for afternoon wear or black Chantilly lace with black chiffon for evening. The wide lace appears around the bottom of the skirt and is puffed at the bottoms of the long sleeves.

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