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, Oak Park, Wheaton and Winnetka.

cent and Waukegan 81 per cent. Glencoe Leads

Glencoe with 379 per cent, Oak Park | merce. with 208 per cent and Joliet with 85 Under his management, the Illinois per cent. The most important gains Chamber of Commerce, in infancy for June over May this year were as when he took over the work of guidfollows: Winnetka 250 per cent, Oak ing it, has grown until it is one of Park 196 per cent, Glen Ellyn 93 per the leading organizations of its kind cent, Gary 85 per cent and Wheaton in the United States. The Illinois 76 per cent.

June Comparison

	Charles Talent	
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		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		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 headliners 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 twentyfive 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,

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Real Estate

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

C. OF C. SECRETARY

Chamber of Commerce for Board of Trade

of the Illinois Chamber of Commerce summer wear, simple, conventional for seven years, has resigned. He charm being added by piping with will leave the state chamber on Aug- white bias binding, white collars and ust 1 to become assistant to the pres- cuffs and white ball buttons. ident of the Chicago Stock Exchange. | Boleros and bolero effects are wide-This fact became known here today ly favored in summer fashions and through an announcement made by can be carried out in summery col-R. Arthur Wood, president of the ex- ors in a variety of light-weight, change.

summed up in the following words- tons. One charming suggestion of "farmer, country school teacher, civil this type is of beige chiffon with ecru Des Plaines, Gary, Glen Ellyn, Joliet, engineer, chamber of commerce exec- Margot lace for afternoon wear or utive." He was born and raised on black Chantilly lace with black chif-Evanston, Hammond, Oak Park and a farm near Sandy Lake, Pa. After fon for evening. The wide lace ap-Waukegan took the honors for build- completing the civil engineering pears around the bottom of the skirt ing increase for the first six months course at Pennsylvania state college and is puffed at the bottoms of the of 1927 over the same period in 1926. and working for a number of years long sleeves. Evanston gained 27 per cent, Ham- as an engineer he came to Chicago in mond 5 per cent, Oak Park 26 per 1915 to take graduate work at the School of Commerce, University of Chicago. After that for some years The largest gains for June 1927 Mr. Hill was a member of the staff over June 1926 were indicated by of the Chicago Association of Com-

Chamber of Commerce today has memberships in 173 different Illinois The June comparison was as fol- cities and a number of organized departments. These are devoted to June 1927 June 1926 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-

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ION WILL BE A DELIGHT. 536 Central Avenue Phone Highland Park 2360

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W. W. Reichardt THE INSURANCE MAN 388 Central Ave. HIGHLAND PARK, ILL. phisticated baby colors," 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 efthe firm to join a former Talcott em- fect of water lilies in a sea of tulle. ploye who had opened a real estate The bodice is made over a silk slip office on a small scale. I became his and is curved at the top like a Valenpartner by putting in \$500. Event- tine heart, double tulle continuing ually we separated and I continued over the shoulders, giving the appearthe business in a little office in Eighth ance of a sheer yoke. The skirt is avenue, in the '50's. Since that day formed of wedge-shaped pieces of I have handled real estate worth in 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 TAKES B. OF T. JOB the effect is heightened by two water lilies nestling in the folds. The lilies Harvey T. Hill Quits Illinois catch the two ends of a softly draped satin sash, partly showing the reverse side of contrasting color.

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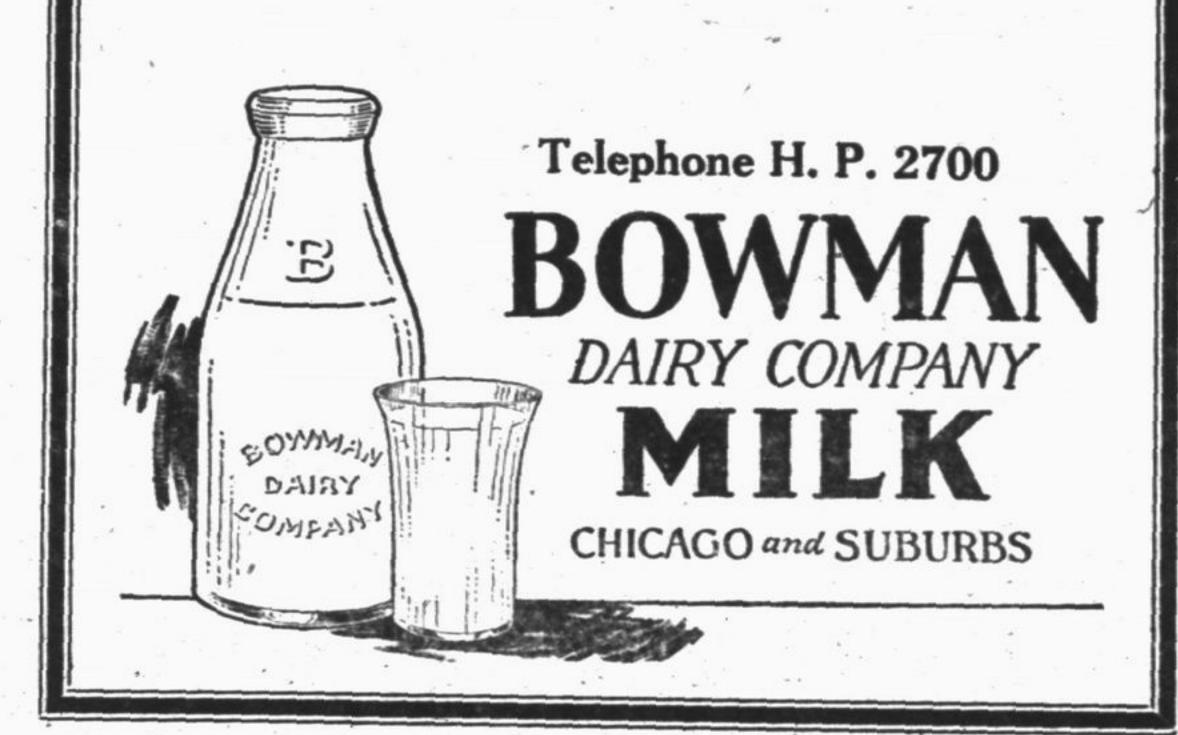
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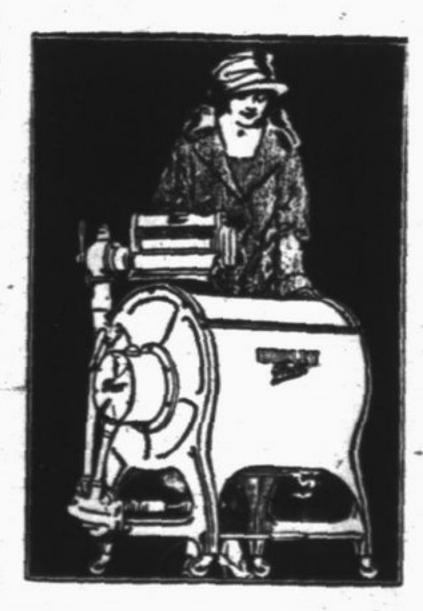
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