INNESS COLLECTION OF PAINTINGS FINE

ART INSTITUTE

Notable Display of Butler Collection Said To Be One of Most Attractive In Institution

The peace and quiet of the Inness room containing the Butler collection of paintings in the Art Institute of Chicago lure many a visitor to sink into one of the easy chairs placed mear the center of the room, there vades the landscape. One can scarce- ly machines or objects have been the to give himself or herself up to the ly say why, but this appears to be subject to be demonstrated. With charm of this incomparable land- the favorite picture of visitors to the the use of the miniature films a scape interpreter. For Inness is Inness gallery. The Centennial year steam shovel can be vividly portrayed more than a painter. He is one of of the birth of this great American in the smallest office, or a rubber nature's true lovers and to him she landscape painter, has only recently plantation in South America can be gave unstintedly of her wealth.

One has only to lose himself in a tions of his works. study of his "Autumn" or "Home of the Heron," or "The Mill Pond," to MOVIE REELS USED the wealth of color, spirit and atmosphere of the actual scene, subtly placed at his disposal. Perhaps no painter of modern times has more effectively succeeded in the process of elimination than has Inness. Method Is Traced

In the Butler collection this method can be traced, covering a period from 1867 to 1894. "Summer in the Catskills," was painted in 1867. While it shows his genius for glowing and refined color, and is wholly charming in suggesting the beauty and quiet of a rural landscape; the cattle in the foreground are more static, more sharply defined, hence do not suggest the sense of motion that prevails in his later work. "The Storm," painted in 1876, has more of the suggestion of movement in the flock of sheep in the foreground. In this picture we see one of Inness' favorite "stunts," if we may borrow a word unknown in his day, which was to show, always subtly and gracefully, a column or whisp of smoke issuing from a distant habitation. In this case the smoke evidently issues from a passing vessel, which, however, is out of sight. In this "Afterglow," the smoke, here little more than a haze a few shades darker than the sky, issues from a chimney far away on the horizon. But is most effective because it suggests life and human habitation in an otherwise lonely countryside. In "Threatening," which has been pronounced one of Inness' masterpieces, the smoke, almost invisible in the gathering gloom of the approaching storm, is seen issuing from a tall factory chimney. Story Is Told

It is told of this painting that the artist saw the storm approach and was so struck by its dramatic power that he rushed into his studio to set down on canvas his impressions. Not finding a blank canvas, he seized a completed picture on his easel and painted "Threatening," right over it. In the picture "At Night," Inness has placed a camp fire from which ascends, almost invisible in the darkness, a graceful column of smoke. "Twilight in Italy," might also have been painted on one of our western prairies, so like them it is, and here we see coming from a lone house in the far background a faint column of smoke. However, these little individualities are not at all apparent, unless one looks for them, so blended are they in the pleasing unity of the paintings.

The largest canvas in the room is "Catskill Mountains," painted in 1870. It is a fine example of his earlier style, with clearly defined forms, and it ambitiously covers a good deal of country, from the white school house on the little hill at the left, down to the stream in the middle distance, on to the valley far beyond and to the peaks of the Catskills in the background. Passing over a period of twenty years, we see, hanging beside the one just described, his "Sunset in the Valley."

The Later Inness There we have the later Inness, the Inness who has eliminated all un-

Cedar Swamp

Continued from page 2 the crackling pine knots and splinters in the fireplace could not banish the clammy dew which the rain drumming on the windowpane seemed to distil in his heart.

"Guess I'll run over and see Sealman," he said, when the dishes had been washed and put away. "Want to go long, Pat?"

She looked out at the pelting rain and shook her head. "I'll put in a riotous afternoon with those magazines we bought yesterday", she told

Waterproofed and booted he stepped out the back door and cut through the fields toward Sealman's. It was not unpleasant. The sand was drinking up the rain as it fell. The brown surface was firm and springy. Exercise fought off the chill.

Sealman's double log house was pretentious. His barn, nearly as large, sheltered considerable stock. There implements under a long shed, open along the front, which adjoined the barn. Almost from his own line fence Eddie could see that the soil was closer knit and heavier, because of an admixture of clay with the sand. It compared favorably with the lands of the rich agricultural belt of southern Michigan. (Continued Next Week)

It is a dramatic canvas and most jectors. beautifully done. The "Home of the Salesmen are also said to be car- Ferris is a member of the Executive Heron," painted in 1893, only two rying the small projectors and films Club and the Traffic Club, Chicago. years before his death, shows per- instead of sample cases. Set up in haps more than any other picture in a moment and operated from any the gallery Inness' genius for elimi- light socket, the product represented nation. Forms are merely suggested; can be shown in actual use under any the heron is dimly seen flying across desirable conditions. This is said to a stretch of water in the foreground; have been a particularly effective the sun has set and a soft glow per- sales method where large or unwieldbeen celebrated with special exhibi- transplanted in a moment to a snow-

TO SELL GOODS NOW

IN PLACE OF CATALOGUES

ed to Be Utilizing Them to Impress Merchants; But Seldom

Miniature reels of motion picture films are being widely used by progressive business firms in place of printed advertising booklets, according to reports received in the National Capitol. This innovation in salesmanship has been made possible, it is said, by the popularity of home motion pictures which has made film projection machines as familiar equipment in American homes as the phonograph or radio.

"Send for our free booklet," is being displaced as a slogan by "Send for our free film." The prospective customer who writes for the advertised motion pictures receives a compact metal container which holds from one to four hundred feet of film, about half the size of standard theater film, printed on a non-inflammable stock, which assures safety both in transportation and use.

Picture Sales Message On this short trip of celluloid the manufacturer or dealer employing it has prepared a sales message, told in pictures and with artistic titles, designed both to entertain and "sell" the customer. He is able to tell his story with all of the conviction expressed by the maxim, "seeing is believing." In this manner the products so advertised are being brought into the very heart of the American family, it is declared, and the method is said to be unequaled in effective-

The novelty of this manner of salesmanship has added to its value, it is pointed out, but the plan is based on the known pulling power of visual demonstration. The chief

necessary things and here his forms difficulties in using moving pictures stitute, at Big Rapids, Mich. fade so indistinctly into the back- in salesmanship hitherto have been ground that one scarcely sees their expense and the problem of securing outline. But how powerfully and yet distribution. The first problem has how exquisitely does he accent the been solved by the development of glory of that sunset! How wonder- the inexpensive amateur movie equipfully has he expressed the glow of ment. Distribution, hitherto confinthe unseen sun on the slender bank ed to a comparatively few theaters, of clouds above, and how tenderly schools and churches, has now been and subtly has he placed the dainty provided on a scale, the limits of foliage of the slender trees directly which can only be measured by the in the warmest glow of the dying number of homes in America, through to take up his work with the Illinois Conference on Highway Safety

bound factory if Maine.

FERRIS IS SECRETARY

Office With Commerce Body, Announced

Carleton G. Ferris has been appointed general secretary of the Illi-High-Powered Salesmen Report- nois Chamber of Commerce succeeding Harvey T. Hill, resigned. Announcement was made here today by John H. Camlin of Rockford, president. The appointment is effective August 1. Mr. Ferris is now in his fourth year with the state chamber all of which time he has served as head of the transportation depart-

Mr. Ferris was born in Dixon, Ill., and spent much of his boyhood in Freeport and Pittsfield, Ill., where his father was in educational work. Woodbridge N. Ferris, the father, left Pittsfield to establish Ferris In-

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gan and is now United States Senator from Michigan.

from Purdue university and from the school of law, University of Michigan. He practiced law for some years and for a time was active in banking. Prior to coming to Chicago the widespread use of home film pro- Chamber of Commerce he lived for some years in Taylorville, Ill. Mr.

PRIZE FOR POSTER IS

illiterate as well as to literate citi- general. zens, the desirability of being able to Forty industrial groups are particread, write and speak the English ipating in the work to secure a unilanguage. The poster will be dis- versal traffic code to apply to the tributed to every section of the nation. One of the benefits of such United States and will reach twenty- a system, if it can be made general, OF ILLINOIS CHAMBER thousand different centers. The first will be the discarding of many local prize is to be \$200, the second prize regulations which are a nuisance to Succeeds Harvey Hill In That | \$150, and the third prize \$50. The motorists.

He judges are Lorado Taft, sculptor, was later elected governor of Michi- Max Mason, president of the University of Chicago, John T. McCutheon, of the Chicago Tribune, David O. Hamilton, artist, of Detroit, and Miss Carleton G. Ferris was graduated Charlotte R. Partridge, curator of the Layton Art gallery, Milwaukee.

NATIONAL TRAFFIC CODE FORMULATED

Plans Model Municipal Ordinance

The national conference on street and highway safety, headed by Secretary Hoover, has formulated what TO PROMOTE LITERACY it believes to be a model municipal traffic ordinance. The committee is A prize is being offered art students | continuing the study of motor vehicle by the National Society of Colonial movement and regulation, pedestrian Dames, for a poster which will tend facilities and regulation, traffic signs, to promote literacy in the United signals and markings, parking, term-States. To this end the society wish- inals, garages, public motor vehicles, es to secure a poster that will in- street cars, emergency vehicles and stantly arrest the eye and convey to traffic ordinances and enforcement in

As a rule regulations of this kind are enforced upon communities by strong-minded citizens who are apt to have more prejudices than knowledge concerning highway traffic. The universal code may also serve to help these same prominent citizens to devise more scientific ways to stop "them goll darn automobile hell-

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The Citizens' Military Training Camp at Fort Sheridan, Illinois (July 28 to August 26) is hest reached by North Shore Line trains. An attractive pamphlet telling about the many interesting things to be seen at Fort Sheridan has recently been published by the North Shore Line and can be obtained without charge by writing to the Chicago North Shore and Milwaukee Railroad Co., 72 W. Adams St., Chicago. Everyone should know Ft. Sheridan, army headquarters on the west shore of Lake Michigan. You will find a visit there of especial interest at this time while the Citizens' Military Training Camp is being held.

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