

AUTOMOBILE BUYING NOW BUSINESS SIGN IS NEW TRADE FACTOR

Financial Expert in Scribner's Magazine Says It Furnishes Barometer; Effect of Ford Plan

Some old-time guide-posts are no longer serviceable to the watchers of business conditions, and a new one has come into prominence in the last three years, asserts Alexander Dana Noyes in his financial department in the December Scribner's Magazine. That one is the production and sale of motor cars.

"On general principles, the public's increased or decreased buying of automobiles might appear to be less significant an index to the state of trade than its purchase of clothing, for instance, or of household utensils or farm machinery," says Mr. Noyes. "But the reason why the motor-car trade's reports were taken as a sign of tendencies in others was that the visibly rising American prosperity since 1924 had seemed to be symbolized in that industry. In 1923, the year of trade revival, the American output increased 1,427,000 cars or more than 50 per cent. It decreased 508,000 in the year of industrial reaction, 1924, and great prosperity of the next two years brought annual production in 1926 to the highest recorded total, 200,000 cars above even 1923.

Great Reduction
"But this was suddenly followed in 1927 by very great reduction. In the nine months ending with September, less cars by 624,190 were sold than in 1926. If the increased buying of motor-cars during the recent period of rising American prosperity was evidence of that prosperity, the great curtailment during 1927 might have seemed to prove the opposite. But financial markets refused to draw any such conclusion. They did so because of the fact that the great Ford automobile works, which as lately as 1925 were known to have turned out 40 per cent of all the cars produced in the United States, had in 1927 decided to readjust their plants to an entirely new model, and, while doing so, had all but stopped production.

"The decrease from 1926 in the present year's output of 'Fords' was considerably larger than the aggregate decrease in the whole American production. The rest of the producers, indeed, taken together, had enlarged their output. To the argument, therefore, that the smaller purchases by the country as a whole meant reduced buying capacity of the American consumers, the answer was made that it indicated nothing of the sort; that it merely showed how orders by patrons of the 'Ford' had been suspended through virtue of necessity. But that was only the beginning of a very curious controversy.

Difference of Opinion
"People who held to the last-mentioned theory naturally argued that increase in sales by other makers means growing demand for motor-cars and that, when Henry Ford should resume his 'mass production,' total sales of cars in the United States would reach an unprecedented total, with all that it implied regarding national prosperity. To this the usual rejoinder was expression of incredulity over the supposition that 624,000 potential buyers of motor-cars could have deferred their purchases for so long a period merely because one maker was preparing a new model. It was insisted that the very fact of increased sales by other producers during Ford's suspended activity meant the shifting to them of customers who otherwise would have bought from the now inactive manufacturer, and that the only intelligible test, in matters of the sort, was the rise or fall in aggregate purchases. We shall learn the truth about this singular conflict of inference when the Ford works resume 'mass production'—and when the trade has adjusted itself to supply and demand under the new conditions."

IMPORTANT DECISION FOR PAROLE SYSTEM

Dismissal by Kansas Courts of Case of Illinois Fugitive Sets Precedent

Dismissal by the courts of Kansas City, Mo., of the writ of Harold Jackson, sued out in the hope of thwarting efforts of the Division of Pardons and Paroles to return him to Illinois as a parole violator, promises to be of far-reaching importance.

Jackson was paroled from the Illinois State penitentiary out-of-state to Indiana in 1919. He failed to live up to the rules of his parole, but under the provisions of the law was regarded as immune to arrest unless found within the state of Illinois.

During 1925 he was arrested on a federal charge of transporting a stolen motor vehicle from one state to another and for a time was held in the county jail at Danville. "While here an Illinois warrant charging violation of parole was placed against him. With the completion of his sentence in Leavenworth he was turned over to Parole Agent W. J. Beynon for return to Illinois.

Jackson fought requisition at Leavenworth, but a decision favorable to Illinois was handed down. Sending his attorney ahead to Kansas City, Mo., a writ was issued against the parole agent on arrival here. Jackson alleged immunity from the Illinois warrant on the grounds he had not returned to the state voluntarily. Investigator A. M. Neal and a representative of the attorney general's office joined forces with Parole Agent Beynon and the case was dismissed by the Kansas City court upon a showing of the facts, after a continuance of ten days.

The decision will stand as a precedent in cases of violation of out-of-state parole.

NEW SUBSTANCE USED IN TELEPHONE MAKING

Permalloy Is Name Because It Is Highly Sensitive to Magnetic Force

A new substance, much superior to anything previously known in certain magnetic properties, has been discovered by the research scientists of the Bell Telephone laboratories in New York. The new material is called "permalloy" on account of the fact that it has a very high permeability to a magnetizing force. The particular alloy used in telephonic loading coils consists of about eighty per cent nickel and twenty per cent iron, and requires special heat treatment in manufacture.

Permalloy has already been used in transoceanic telegraph cables in the form of a tape around the core, with the result of multiplying the number of cablegrams which can be transmitted in a given time. It has also been used in telephone relays and transformers. In another form it has recently been employed as core material for loading coils which are used to increase the efficiency of long telephone circuits in cable.

STATE HAS SMALL FUND FOR THE COUNTY FAIRS

Less Than \$200,000 To Distribute for Next Year for This Purpose

The state of Illinois will have but slightly less than \$200,000 to distribute among the county fairs next year as the result of having encroached on the 1928 allotment to the extent of \$23,169.48. State funds paid fairs this year a total of \$243,169.49, exceeding all past records. The state department of agriculture, which has charge of the distribution of the funds, had a limit of \$440,000 to distribute among county fairs for both this year and next. If the fairs pay as much in premiums next year as they did this season, they will receive only their pro-rated share of the balance available.

"Fair officials will do well next season," Director Stanard of the department of agriculture states, "to keep their premium offerings within bounds. It has been repeatedly pointed out to them that increased premiums would cause a deficit in the appropriation, and that this department is without authority to pay more than the legislature authorizes, \$440,000, which, we find, is the most liberal appropriation of its kind in the United States."

NEW CORPORATIONS CHARTERED BY STATE

A charter was issued recently by Secretary of State Emmerson to the Auto Inn corporation, Jacksonville, with a capital stock of \$10,000. The incorporators are: Otto M. Olson, a majority of the voters voting upon Harry Hoffman and C. L. York.

The Shapely Drug company, Decatur, certified to an increase in capital stock from \$25,000 to \$75,000.

CHILDREN TRUTHFUL SAYS N. Y. EDUCATOR

ARE INHERENTLY GOOD

Angelo Patri Confused in His Psychology of Inherited and Acquired Traits; Makes Big Statement

"Children are inherently truthful and they tell fibs only when some fear lurks behind the untruth," declares Angelo Patri, New York public school official whose books upon school children are widely known.

"Parents," he continues in an article in the American Magazine, must find out what those fears are if they want to solve the problem of why children do not always tell the truth. The days of arbitrary parental rule have passed and study, reason and understanding must be mixed with discipline if they want to make a good job of rearing a boy or girl.

"When children's fears are removed, their lies dissolve. Each child has a different fear, each one tells a lie for a different reason. But the principle is clear. No fear, no lie."

Patri cites the case of a New York school girl whose fear of the study of arithmetic became so acute that she forged her mother's name to a letter stating that she was being placed in a private school. It was not until weeks later that her parents, both of whom were of the highest type, discovered the fact that she was a truant.

"The case required only the realization by the girl's parents and teachers that arithmetic was not for her. She was afraid of it and that small fear grew to such proportions in her mind that it led her to an escapade of which she would not otherwise have dreamed. When the difficulties of her arithmetic were smoother out the girl did extra work in other subjects such as music and drawing to keep up her average grade and by the following term her fear of mathematics was gone and she approached it successfully.

"Children, contrary to numerous rhapsodic comments, is a period of uncertainty, of constraint and restraint, of constant chafing against irksome commands and rules of life which are not clearly understood. It is there that fear is born."

FIRES ON FARMS TAKE HUGE TOLL IN LIVES

Secretary of Agriculture Reports 3,500 Fatalities Last Year

The fires on farms and in rural communities took a toll of approximately 3,500 lives, and wiped out \$150,000,000 worth of property last year. Secretary of Agriculture Jardine declared that all of this waste is "essentially needless and could be prevented to a very large extent by the elimination of carelessness and the adoption of effective and recommended equipment methods." Most fires are caused by lightning; and the principal other causes in the order of their importance are: combustible roofs; spontaneous combustion; careless use and storage of gasoline and kerosene; defective chimneys and flues; careless use of matches and smoking; faulty wiring installations and the improper use of electrical appliances.

Classified

AUTOMOBILE SUPPLIES

CADILLAC - LA SALLE OFFICIAL SERVICE
Garage - Overhauling - Accessories
GREEN BAY AUTO STATION
500 N. Green Bay rd. Tel. H. P. 233

BLACKBURN WELDING CO.
ELECTRIC ARC and ACETYLENE
Cracked motor blocks welded without removing from chassis
In rear, 20 N. Second St.
Night Service
Phone H.P. 2694 Phone H.P. 2881

32 N. First St. Tel. H. P. 1234
Opposite Northwestern Depot
LARSON BROS.
GARAGE and CAB SERVICE
Automobiles Stored and Repaired
Batteries Charged Accessories

HIGHLAND PARK AUTO BODY & FENDER WORKS
Tel. H. P. 2146 4 Central Court
Rear of telephone bldg.
OPEN FOR BUSINESS
Supremacy our foundation
A Real Bump Shop
Tops, Bodies, Fenders, Glass for all models
Wrecks Rebuilt

Haak's Auto Supply Co.
TIRES Firestone TUBES
AUTO ACCESSORIES - BATTERIES
Phone M. P. 391 25 S. SECOND ST.
Batteries Recharged, Rented and Repaired

Telephone Highland Park 542
JAMES COLLINS
Auto Painter
LETTERING - MONOGRAMS
High Grade Work
516-518 Laurel Avenue

MOTOR CAR ELECTRIC SERVICE
AUTOMOTIVE ELECTRICIANS
Starting - Lighting - Ignition
Generators, Starting, Ignition Units Repaired
Electric Systems Rechecked and Rewired
AutoLites Bosch Delco Remy Dyneto Stromberg
Phileo Diamond Grid Batteries
TEL. H. P. 266 515 LAUREL AVE.

Telephone H. P. 2774 513 Elm Place
Highland Park Auto Radiator Shop
Repair or Rebuild Any Make of Radiator
Takes Bumps and Dents out of Your Auto Body and Fenders
Drive your car in and get estimate

BEVERAGES
HIGHLAND PARK BEVERAGE CO.
Manufacturers of Carbonated Beverages
Orde: a case of Highland Club
Golden Spike Ginger Ale to-day
420 North First St. Tel. H. P. 1700

JOHN ZENGELER
Cleaner and Dyer
25 North Sheridan Road
We Operate Our Own Plant in Highland Park
Telephone H. P. 169

Now Is the Best Time for Planting
Our nursery is located at Prairie Avenue, Highwood. Come to the nursery and see our growing stock before you buy.

Charles Moore Nurseries
SPECIALISTS IN Landscape Gardening
We have fruit shrubs and trees, ornamental shrubs and trees, and the best evergreens for this climate. Stop in and look at them, or telephone and let us tell you about them.
Telephone H. P. 533
PRAIRIE AVENUE, HIGHWOOD

PROFESSIONAL BUSINESS

Directory

BUTTER AND EGGS

Telephone Highland Park 57
Lake Shore Creamery
C. B. Hansen.
BUTTER - EGGS
HOME DRESSED POULTRY
685 Central Avenue

GEORGE TUCKER
BUTTER AND EGGS
FRESH DRESSED POULTRY
TO ORDER
519 Oakwood ave. Tel. H. P. 1128

CABINET WORK
CABINET WORK & REFINISHING OF FURNITURE
Phone H. P. 2976
H. P. STANLEY
664 Deerfield Avenue

CEMENT CONTRACTOR
Telephone Highland Park 1482
P. UGOLINI
Cement Work & Grading Contractor
Cement Sidewalks, Cement Floors and everything in the Cement Line. Estimates furnished on Excavating. All kinds of Grading.
217 North Green Bay Road

DECORATORS
BRAND BROS.
PAINTING AND DECORATING
Paints, Wall Paper, Glass
Window Shades, Auto Glass
Painters' Supplies
Central & Second St. Tel. H. P. 949

Telephone Highland Park 1349
DANIEL A. FAY
Painting
Paper Hanging - Interior Decorating
First Class Work Estimates Furnished
Formerly with Hesselgren Studios, Chicago
S. A. Maxwell Wall Paper Patterns
638 Skokie Avenue

FRANK MOWERS
PAINTING - DECORATING
PAPERHANGING
649 Vine Ave.
Phone Highland Park 1261
HIGHLAND PARK, ILL.

DENTISTS
Office Phone Highland Park 2750
C. V. NICHOLS, D.D.S.
SHERIDAN BUILDING
Highland Park, Ill.

DR. G. G. POSTELS
DENTIST
319 Railroad Ave. Tel. H. P. 3198
Opposite C. & N. W. Depot, Highwood
New Olander & Brown Bldg.

DR. A. L. BERG, DENTIST
314 Railroad Ave., Highwood
Phone Highwood 2151
Hours 9 to 12-1 to 5
Evenings by Appointment

ELECTRICAL CONTRACTORS
RADIO AND ELECTRICAL APPLIANCES

VETTER ELECTRIC SERVICE
Contracting and repairing
Attractive line of fixtures
PHONE HIGHLAND PARK 2222
"Vetter and Better All the Time"

APPLIANCES WIRING
Authorized Radiola Dealer
HIGHLAND PARK ELECTRIC SHOP
John Kelly, Prop.
EVERYTHING ELECTRICAL
Radio Troubles - We'll Fix 'Em
PHONE 313 539 W. CENTRAL AVE.

EXCAVATING
Tel. H. P. 2371
Mrs. Mezzini & Son
Plowing, Excavating, Gravel, Sand,
Black Dirt, Manure
Railroad Ave. Highwood, Ill.

FLORIST
"Say It With Flowers"
ERWIN F. DREISKE
FLORIST
Artistic Funeral Designs
53 South St. Johns Avenue
Phone Highland Park 602

GENERAL CONTRACTOR
ALEX. S. BURGESS
MASON - GENERAL CONTRACTOR
Prices right and work satisfactory
Phone Zion 396-M reverse charges
Zion, Illinois

NICK BRANDONISIO
General Building Contractor
622 Railroad Ave. Highwood, Ill.
Phone H. P. 2768

INTERIOR DECORATIONS AND FURNISHINGS
688 Central Ave. Tel. H. P. 939-2028
W. B. FREBERG
Interior Decorations, Window Shades
Lamp Shades and Draperies
Furniture Painting and Decorating
702 Deerfield Ave. Tel. H. P. 2443-939

MOVING & EXPRESSING
EXPRESS AND MOVING
W. E. CUMMINGS
122 Wrendale Ave. Highwood, Ill.
TEAMING, EXPRESSING AND FURNITURE MOVING
Telephone H. P. 368

NURSERIES
Office Telephone Highland Park 34
F. D. Clavey
Ravinia Nurseries
Incorporated
EVERGREENS TREES SHRUBS
Highland Park, Ill.

PLUMBING & HEATING
When you are contemplating building or remodeling, consult—
M. A. FRANTZ
PLUMBING AND HEATING
Phone 219-R or 219-J Deerfield, Ill.
Telephone H. P. 993

GUST OSTRAND
PLUMBING and HEATING
Durant Oil Burners
217 Burchell Ave. Highwood, Ill.

PLASTERING CONTRACTORS
OFFICE 363 BLOOM STREET
Peter H. K. Grimson
PLASTERING CONTRACTORS
Ornamental and Decorative Plastering
Telephone Highland Park 530

SIGNS
S - I - G - N - S
ANY AND ALL KINDS
W. B. Freberg
702 Deerfield Ave. Tel. H. P. 2028-939

TAILOR
E. NELSON
Dry Cleaning - Pressing
Tailoring and Repairing
Garments called for and delivered
Tel. H. P. 495 35 S. St. Johns Ave.

UPHOLSTERING
Highwood Upholstering Shop
A. Carlson, prop.
Furniture Repairing and Upholstering
Will call for and deliver
Sewing Machines adjusted and cleaned
240 WASHINGTON ST. PHONE 2287
Highwood, Ill.

HIGHLAND PARK UPHOLSTERING
Joseph Krasny, Prop.
Upholstering and Repairing; Slip Covers made to order; Mattresses Renovated
Work called for and delivered
388 Central Ave. Phone 2412

17 North Second Street
J. STONEWALL
For a REAL UPHOLSTERY JOB
SLIP COVERS - WINDOW SHADES
Mattress Renovating - Furniture Repairing
Call
Telephone Highland Park 573

MISCELLANEOUS
CHARLOTTE D. WORTH
CRITIC
Announces the opening of a winter series of fiction technique classes. Consultation by appointment. Information on request.
Tel. H. P. 1523 or State 4549

FRENCH GOVERNESS
desires work in high class home. Teacher of French, also German, and piano. Best references.
Phone Kenwood 6462

SEWING MACHINES
SOLD AND REPAIRED
Some real values in retail machines from \$10 Dollars and up.
A. H. MUEHLER
SINGER AGENCY
Deerfield, Ill. Tel. Deerfield 215-J

Tel. 2397 Jobbing a Specialty
GEO. S. SCHWALBACH
Carpenter and Builder
General Contracting
Agent and Installer of
All Metal Weather Strips
539 CENTRAL AVE. Highwood Park