

\$1,600,000 For One Order of Shoes

Twenty years ago J. C. Penney opened a general store in Kenmore, a small Wyoming town. In the first year of its existence it did a business of nearly \$25,000. This spring says the New York Times of July 22nd, the J. C. Penney company, of which Mr. Penney is the founder and chairman of the board of directors, issued a single check for \$1,671,493.51 in payment for shoes it had bought, and this check covered only a part of the company's purchases from a single manufacturing concern. Shoes were bought from several other manufacturers as well.

Mention is made of the check referred to, the largest yet drawn by the company, because it typifies the growth of the business in the twenty years that have passed since the first store was opened. Other indications of its rapid growth are that the company now owns and operates 215 stores, located in twenty-seven different states and that steps are being taken to open fifty-eight additional establishments during 1922. The store that has so far been opened nearest to New York City is located at Amsterdam, N. Y. Last year the total business done by the company was approximately \$46,642,000 and, according to an estimate made yesterday by Mr. Penney, sales for 1922, with the fifty-eight new stores in operation, will reach about \$55,000,000.

Sixty per cent. of the buying of the Penney company is done for the fall season, and it is estimated that the total business it will place this season will approximate \$20,000,000. In addition several millions dollars worth of goods have already been bought for next spring. Excepting for shoes, of which the company makes quite a specialty, the great bulk of the merchandise it sells is purchased in New York City, where buying and general offices are maintained at 370 Seventh avenue. The shoe buying is conducted in St. Louis, and the volume of the purchases is indicated by the fact that the total shoe business which the company expects to do this year will reach about \$11,000,000. The retail prices at which the men's shoes are sold range from \$2.88 to \$8.90, the general lines handled including everything down to infants' goods.

Up to a few years ago it was the custom of the company to bring its store managers to New York City in a group. Here they would be divided into several parties and would comb the market thoroughly for the kinds of merchandise wanted. At night they would meet and compare notes, and a good deal of friendly competition developed as to who would discover the best "buys." The rapid growth of the business, however, has made it necessary to concentrate the buying in the hands of a selected staff of specialists. This staff now consists of thirty-three buyers of whom twenty-five are located in New York City, two at St. Paul, Minn., and six at St. Louis. They work under the general supervision of J. M. McDonald, second vice-president and merchandise manager. Mr. McDonald, who at one time was a store manager himself, not only controls the purchases made for all stores, but also the amount of stock each carries.

Instead of the store managers coming to New York City, as formerly, semi-annual conventions for them are now held at St. Louis, St. Paul, Salt Lake City, and Portland, Ore. At these meetings samples of the season's purchases are shown to the managers by heads of the various buying departments, and the selling points, the merchandise and other important details are discussed. Ten buyers and three directors visit the conventions, and the former are already making preparations to show spring merchandise on the trip they will make early in September.

While all the stores opened to date have been in cities and towns of 20,000 population or less, the amount of merchandise sold in the course of a year is very large. In 1921, for example, a good deal more than 4,000,000 yards of muslin and sheeting were sold, while sales of gingham reached about 3,750,000 yards. Patterns of the season in the group also bought nearly 6,000 miles of percales, or enough to reach from New York City to San Francisco and back again to Pittsburgh. More than 9,000,000 pairs of hosiery were sold last year, as well as about 2,100,000 handkerchiefs and over 3,100,000 knitted undershirts. Sales of women's and children's ready-to-wear garments reached 747,499 pieces. Four hundred thousand handbags for women were bought by the store's customers, as well as 1,600,000 hair nets and 4,000,000 spoons of cotton thread.

In the men's merchandise last year the stores in the group showed these sales: 160,000 belts, 2,731,738 pairs of shoes, well over 1,000,000 hats and caps, more than 27,000 suits, 146,572 pairs of trousers, about 11,000 overcoats, 1,345,956 men's and boys' shirts, 1,467,900 pairs of men's and boys' overalls, 72,734 boys' suits and 25,450 pairs of boys' pants. Large quantities of various other goods for general use were also disposed of. In addition to the merchandise department, the local offices of the company also house the sales department, the real estate and store equipment department, the educational department and the advertising department. The employment department is in St. Louis. The sales department is in charge of G. C. Hoag, an officer and director and under his direction come matters pertaining to selling in all the stores in the group, as well as, the company now employs. Counting those in the various offices, the company now employs more than 4,000 persons.

TODAY'S EVENTS

Monday, Sept. 18, 1922.

National independence day of Chile. The New York State primary campaign closes today.

The Washington State Fair opens today at Yakima.

The annual Eastern States Exposition opens today at Springfield, Mass. The national convention of the Military Order of the World War meets today at Atlantic City.

The grand jury is to reconvene at Marion, Ill., today to resume its investigation of the Herbin massacre of last June.

The Alaska Agricultural College and School of Mines, the farthest north college in America, is to be opened to students today.

The cornerstone for the new Masonic Temple in Cleveland is to be laid today with eminent members of the order from all sections of the country in attendance.

The first National Woman's Activities Exhibit (if to be opened in New York City today) under the auspices of the New York League of Business and Professional Women.

The resignation of Associate Justice Clarke of the Supreme Court of the United States is to take effect today, on the sixty-fifth anniversary of his birth.

Mrs. Clara Phillips is scheduled to go to trial at Los Angeles today on an indictment charging her with the murder of Mrs. Albertina Mendosa, whom she is accused of having beaten to death with a hammer.

Charles Poma, the erstwhile "wizard of finance," now serving a sentence imposed upon him in the Federal court, is scheduled to go to trial in Boston today under indictments returned against him in the State courts.

Conventions Opening Today.
Detroit—Patriarch Militant I. O. O. F.
Milwaukee—American Life Insurance Association.

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THREE VERY CHOICE PROPERTIES

A 4-room bungalow with bath, two good closets, full basement, built-in kitchen. Good garage, fine lawn, good garden spot, on the hill overlooking city.

A 6-room house located on paved street, close in. One of La Grande's best residence sections. House has basement, 3 closets and bath. Good lot, well shaded with choice trees. A good home.

A nine-room house on the hill commanding a wonderful view. The lot and surrounding ones are terraced with fine lawns. Many varieties of trees and shrubbery that helps to make this place beautiful. The house has heat of steam heating plant, also fireplace, many closets, sleeping porch, good garage. Priced to sell.

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Almond Macaroons, dozen.....20c
Lady Fingers, dozen.....15c
Cocoanut Kisses, dozen.....15c
Copper Pound Cake, per lb.....60c
English Fruit Cake, well aged and seasoned, lb. 60c
Walnut Sandwich Bread, 2 lb. loaf.....40c

Macpherson's Bakery

Minneapolis—National Tax Conference. St. Louis—International Union of Bridge, Structural and Ornamental Iron Workers.

Today's Calendar of Sports.
Racing—Meeting of Queens County Jockey Club at Aqueduct. Meeting of Kentucky Jockey Club, at Lexington. Meeting of Norfolk Jockey Club, at Norfolk.

Trotting: Grand Circuit meeting opens at Columbus, Ohio. Great Western Circuit meeting opens at Springfield, Illinois.

Yachting: National Star Yacht Championship opens on Long Island Sound.
Boxing: Lew Tendler vs. Pal Moran, 15 rounds, at New York Wildcat Nelson vs. Young Laurrett, 12 rounds, at Troy, N. Y.

A PRONOUNCED SUCCESS.

The uniform success that has attended the use of Chamberlain's Colic, Diarrhoea Remedy in the relief and cure of bowel complaints, both for children and adults, has brought it into almost universal use, so that it is practically without a rival and as everyone who has used it knows, it is without an equal—adv.



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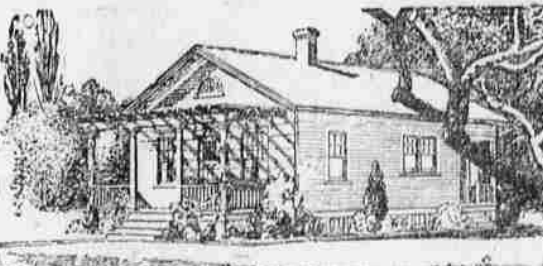
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It may be a new roof, or some convenient built-in feature, like a breakfast alcove, that will make the home more attractive and the work easier.

Possibly a glittering, "dance alluring," hard wood floor is just the thing right now!

An addition to the bed room or a sleeping porch might eliminate any embarrassment for you and the unexpected guest.

These are merely a few suggestions toward the improvements of your home—improvements that add so much to the value of your property and to your individual enjoyment.

Call at this office. You will obtain many valuable ideas either for repair work, remodeling or new buildings.

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STADIUM WILL SOON BE DONE

(City Associated Press)

BERKELEY, Calif., Sept. 1.—Construction of California's Memorial Stadium in Strawberry Canyon on the University of California campus will be started soon in order to be completed in time for the "big game" in 1923, according to announcement by R. G. Sprout, comptroller. The seating capacity will be at least 75,000. Sprout says: Drafts for the structure have been accepted by the regents and a committee has been appointed to take care of details and specifications so that bids may be called for from contractors at an early date.

The stadium will combine the earth-toned bowl and coliseum types in its construction. The playing field, as now being discussed, will be built of boulders as a base, surrounded by layers of gravel, sand and turf. A sub-irrigation system will be built to water the grass roots by flooding rather than sprinkling. "Game called off on

account of rain" will hereafter rarely be heard on the Bruin campus, it is said, as the drainage facilities will be so constructed that in one hour after a rain the field will be in condition for playing.

CALL FOR IMPROVEMENT BONDS

A call is hereby issued for retirement bonds of the city of La Grande dated September 16, 1913, numbered from 640 to 657, inclusive. EMMA FOWLER, Treasurer.

NOTICE TO PUBLIC.
Miss Edna Graham wishes to announce the opening of a class for beginners in instrumental music. Call 980-J. 9-12-22

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