

CONDITIONS IMPROVE IN THE EAST

Roger Babson, Statistician, Reports on North Atlantic States

SMALL INCREASE IN PAST YEAR

New York Shows 6 Per Cent Gain; New Jersey 8 Per Cent—Pennsylvania Shows Loss.

BABSON PARK, Fla. (Special)—New York shows a gain of 6 per cent, New Jersey 8 per cent, Maryland 2 per cent, Pennsylvania a loss of 2 per cent, Virginia loss of 6 per cent and West Virginia no change as compared with a year ago, according to Roger W. Babson. The summary statement of the second section of the statistician's findings on a personal investigation covering the business centers of the United States and Canada was made public today.

Conditions fairly good. "Conditions in the Middle Atlantic States as a whole are fairly good," says Mr. Babson. "At the moment, Pennsylvania is slightly weak showing similar recession to those which appeared in New York several months ago. The downward drift in these two states is due largely to the fact that a large part of the value of their products are manufactured in Pennsylvania, for example, manufactures represent 42 per cent of production. "Though New York has shown a tendency toward improvement, the percentage gain of general business over the corresponding period a year ago is relatively slight. Here we have a distinctly industrial state, the value of manufactures constituting about 33 per cent of the total. "Moreover, of this total 59 per cent is concentrated in New York City. This extreme concentration is an unfortunate situation for all interests concerned. Furthermore, with the wonderful Mohawk Valley with water power at the North and coal mines toward the South, there is no excuse for such a crowded manufacturing situation in New York City. Shipping, commerce, and the jobbing interests must concentrate at the port. There is no good reason why factories should not spread out into more rural sections where living conditions are better, power is plentiful, and costs are lower.

Reverse Is Seen. "Twelve months ago business was improving rapidly in the Middle Atlantic States, and slowly in the rest of the country. At the moment we find exactly the opposite conditions. The Middle Atlantic District is slowing down, while several of the other regions are picking up. Admitting that the situation may be only temporary, it is interesting to note its significance. For a while, at least, other regions have taken the lead and this certainly suggests watchfulness. It is a trend which has sometimes preceded a recession. It is especially interesting to notice that this tendency toward recession in the Middle Atlantic group was foreshadowed a long while ago by a decline in New York City business. The logical result of this dip in New York City was a reaction in surrounding localities. The latest movements in New York City business show occasional upward swings, but they are not as yet sufficiently pronounced to indicate whether or not important work has been reached.

Many Localities Improve. "When the entire region is examined, it is still possible to find many localities which are holding up fairly well. For example, business opportunities should still be found in Elmira, N. Y., Rochester, N. Y., Passaic, N. J., Hagerstown, Md., and Wilmington, Del.

Active efforts are being made to secure improvement for the Port of Oswego, together with deepening of the Hudson River route, so that the capital district around Albany may become more of an inland port. Activities of this character may mean local sales opportunities and may help to offset quiet conditions in general business. Government economists who have been advocating pushing public work as an offset to dull business, may feel that a suitable occasion will appear this spring. That projects of a fundamental character are being given close thought by the Government, was suggested by certain points in the President's message. You will recall that he mentioned the opening of our inter-coastal waterways, the development of power and navigation projects, the importance of highways, and other really essential undertakings. In this particular group of states there are places where such work of a fundamental nature is really desirable.

Sales Holding Up. "Sales of wholesale houses are holding up fairly well compared with the corresponding period a year ago. This is noticeable in the case of hardware in the New York district and groceries in the Richmond district, to cite a specific example. "On the other hand, we should

They're Busy Men Now



These are the men actually at work planning details of the Democratic National Convention to be held at Madison Square Garden, New York City. Left to right: Kenneth O'Brien, whose father, Morgan O'Brien, is head of the financial committee; Stanley J. Quinn, vice chairman of local executive committee; George F. Mara of Bridgeport, Conn., who is the man who will be largely in the public eye as chief of the committee; and John R. Young, manager convention bureau of Merchants Association.

BRITAIN HAS RUM RUNNERS

Booze Ring All Powerful in England, Yet Rum-Running Problem Is Confronted.

(By Milton Bronner)

LONDON. (CNEA Service Staff Correspondent)—A dark night. Go along the coast. A trawler comes to a deserted cove with its load of innocent fish—and not 23 innocent booze. No, this is not about the United States Rum Row where ships are smuggling British booze to American bootleggers. This particular story deals with British boats which smuggle French booze into merry England.

For just as anti-booze rules the roost in the United States, so booze is all powerful in Great Britain. It is powerful in Parliament, powerful in the party machine, powerful in society and powerful in the press. It even has its friends in the churches. It has no strong opposition in the colleges and universities. It permeates all branches of British life. That is why the makers of beer, whisky and gin in Britain don't worry much.

Peacetime Now the "Peacetime." The last Parliament had in the House of Lords 12 members who directed in ten big whisky or brewery concerns. A number of these had made their entire fortune out of booze. In the House of Commons there were 17 brewers and distillers interested in 27 companies whose capital stock was a quarter of a billion dollars. None of the big newspapers of Great Britain is owned by the beer and whisky lords, but the press, as a whole, is favorable to their business for two reasons: the owners think the public sentiment favors the vets and the owners make huge sums out of booze advertisements. Millions of well-known brands of whisky, beer and gin take columns of space in British newspapers to boost their wares.

Not only that, but the big department stores of Great Britain have liquor departments on a scale of lavishness never known even in New York and Chicago. It is no unusual thing to see these department stores taking a quarter of a page at a huge price to advertise their bargains in liquor. It is no unusual thing to see some exciting lyric in the phrase of 100-year-old brandy—"The very soul of the grape"—and only 250 a bottle! With Great Britain the most highly taxed country in the world, the booze interests have another potential argument. They point out that owing to high taxes on their business, alcohol has yielded an increased revenue of about three quarters of a billion dollars per annum which could not be raised so easily and so expeditiously any place else.

And so just as bootlegging is a recognized "business" along our coast, so smuggling is a recognized "business" along the English

channel. So much so that Parliament may be asked to provide money for a coast guard.

In the United States prohibition is the cause of bootlegging. In England the main cause of smuggling is taxes.

Before the war the British revenue tax on French brandy and on European wines was merely nominal. It didn't pay to smuggle.

After-war conditions changed this. In the endeavor to make its budget balance, the government has hiked all liquor with a very heavy duty.

A bottle of whisky which sells retail at 12 shillings and 6 pence has already been taxed 8 shillings and 5 pence half penny. In other words, two-thirds of what the consumer pays for French brandy is accounted for by government tax.

Wines are taxed anywhere from two shillings up to 6 and 8 shillings per gallon.

Fishermen Get Rich. With a government tax of over \$2 per bottle, the smugglers eagerly afford to take the risk and split what is saved on the tax. In other words, he can sell his booze to the dealer for \$1 less than it would have cost him to buy from regular wholesalers.

Often the smugglers can get the full price that is paid for booze on which the tax is paid for this reason. Brandy that goes through the government hands is watered down to a certain proof. Brandy that comes by way of the smuggler is not watered down. It is full strength and therefore worth far more to the drinker.

The business of "booze smuggling" in England is almost entirely in the hands of the fishermen of the southern and southwestern English coasts.

Every morning these men put forth in their steam trawlers or gasoline motor boats and head across the English channel to the fishing sections of the French coast. Here they also find French and Belgian fishermen, who sell brandy, rum, wine and liquors by case loads.

In the evening the British return with two loads, one for night fishing and one for daylight. They have their pals along the coast who guide them to scattered coves by means of signal lamps. Here the booze is quietly landed. The fishing boats then innocently make for the nearest harbor which has a fish market, anchor (or the night, and dispose of their fish in the morning.

The owner of a fishing boat can make more out of his contraband booze than out of his fish.

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To Know--Is to Understand

There are possibly many questions concerning the system of the Eastern Oregon Light and Power company that people would like to ask; that we will be glad to answer; that may not have occurred to us of being of interest to the general public.

For this reason we encourage a movement that is prevalent among the various organizations of our territory such as chambers of commerce, associations of businessmen, trades assemblies, farm groups, men's clubs, business and professional women's clubs, woman's clubs and other organizations of women, to inform themselves upon matters pertaining to our public service and give them an opportunity to discuss such questions appropriately in their meetings.

Members of committees from these organizations in our territory are invited to avail themselves of our offices and our records for information that may be of interest to their clubs.

If a particular phase of our service is under discussion we will be glad to ar-

range for one of our officers or employees to attend meetings and give of his knowledge and experience upon the question.

We are ever anxious and willing to become better acquainted with our customers and we know of no better way of accomplishing this than by providing facts and figures about the Light and Power business to those who are so interested in public utility operation as to desire details of our business.

Most of our public spirited men and women are identified with one or more of the various organizations in their communities. Telling our story to them is telling it to the communities, for they are among the leaders and their advice and counsel is sought by their neighbors.

If the question of a public service comes under discussion of an organization and it pertains to the lines of supply in which we are engaged, we cordially invite inquiries. Our success in our field depends upon the interest and cooperation of the public and we are earnestly striving to justify the same.

Eastern Oregon Light & Power Company

"Always at Your Service"

Land Will Be Given Boost

PORTLAND, Ore.—Lands in Central Oregon available and desirable for settlement will be listed for colonization purposes, it was decided when representatives from the Bend, Prineville and Redmond commercial clubs held a special meeting in this city. H. E. Daugherty, representing the land settlement committee of the Portland Chamber of Commerce, advised with the Deschutes and Crook county men. Desirable lands in the two counties will be organized as one settlement unit.

Legion Favors National Bonus

HILLSBORO, Ore.—Hillsboro post No. 6, American Legion, enjoyed a banquet last night at the Washington hotel. At a business meeting following the banquet the legion voted unanimously in favor of the soldier's bonus.

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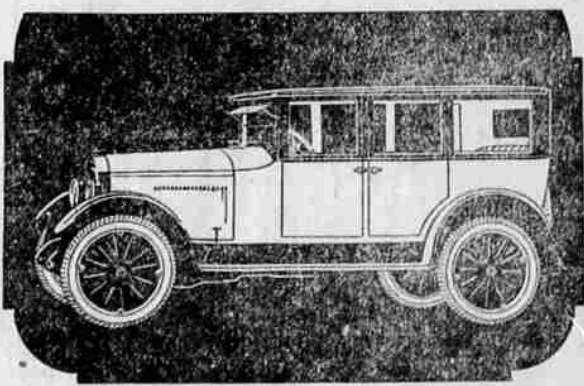
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