

I MUST DO IT!

I've Got to Raise \$1,765.45 for the Chicago Store Saturday. Can I Convince You of the Realness of This Sale and That the Call Is Necessary?



I Think That I Can

So for Saturday there will be a lively stir at the Chicago Store, because I have made some prices that will stir up the whole town in general. But I decided that a wake up for Salem in the way of lively prices would be a great thing, besides make a record breaking day in merchandising that will long be remembered. What's the use of being backward about it? The Chicago Store must have money; so what's the use to go around the bush about it? Now then, dear people if you want to share in this, the greatest bargain day of the Chicago Store's Sale, wake up to the fact that "Seaman" has done his share, and now it's up to you. Are you aware of the fact.

Below Are Prices That I Know Will Do It

Steel Corporation's Profits Over \$15,000,000 Monthly

New York, April 29.—The effect of the war upon some industrial phenomena, particularly upon those engaged in iron and steel production. For example, the United States Steel Corporation's net earnings during the last quarter were reported at about \$69,000,000, or five times what they were a year ago. Similar results are being reported by other concerns in this industry, although it must be remembered that comparisons are made with a period of depression. Copper mining companies are making extraordinary profits and their combined output for this year will considerably exceed 2,000,000,000 pounds, which at current average prices would approximate considerably over \$500,000,000 in value of product, compared with \$280,000,000 last year. Moreover, the entire output for 1916 is said to have been sold to the allies, who seem to have secured all the surplus copper in the country. When the war is over there will be a tremendous vacuum in Germany which this country will be called upon to fill. The oil companies are also securing their full share of present unprecedented activity. Since January 1 the Standard Oil companies have distributed about \$30,000,000 in stock dividends, and many of the companies have accumulated surpluses almost equal to their capital stock. A number of the chemical companies, especially those making elements for explosives, are having similar experiences, showing profits several times those of a year ago. Some of the textile concerns having war contracts are also enjoying unusual prosperity. As for the munition companies, their experiences are too familiar to call for reticence, further than the fact that orders for munitions from the allies are still coming forward more freely than at one time anticipated.

Such bulging profits, pleasing as they may be, are not altogether satisfactory. They are much exaggerated by high prices and inflationary conditions. Beyond question they create a species of dangerous intoxication in business affairs. The whole industrial fabric, while running at top speed, is put more or less out of gear. Costly changes and improvements are being made that may be suddenly wiped out of existence when peace comes. Commissions are many and heavy. Extravagance is inevitable, and careless business methods take the place of economies formerly enforced by necessity. Opportunities for graft and greed are innumerable, and the morale of many establishments is seriously impaired or destroyed. A hazardous situation is being created which, though recognized, is often, lightly regarded because of the immense profits in immediate view. Foresight may effectively prevent the disasters which would ordinarily follow such excesses, but the effort is demoralizing alike to capital and labor. The latter naturally expects a share in these extraordinary results, and is securing it without much difficulty. Many concerns are disposed to deal liberally with their help, or numerous wage advances have already occurred in industries making those unparalleled profits. It would probably have been better for all concerned, if instead of higher wages bonuses had been given the men, with the assurance that they would be continued as long as present extraordinary conditions last.

When war contracts cease, conditions settle down to normal—if not to a period of positive reaction—the wages question may become acute; for the men, not clearly understanding the situation, will be unwilling to submit to a return to former wages, regardless of whether manufacturers will be able to continue on the present basis or not. Some better and more flexible method of adjusting wage differences should be found than strikes. Capital needs more fair-minded and more liberal leadership. Labor needs more intelligent and less prejudiced leadership. Each needs to consider the other's point of view. Blind selfishness should give place to intelligent self interest, and the spirit of fair play should animate the leaders of both interests. The warlike spirit which prevails between capital and labor is simply absurd and injurious to both. Capital and labor are unavoidably partners, one of which assumes the risk and management while the other gives manual skill and labor.

Railroads and Labor. For both sides harmony is better than friction, and the share allotted to each out of the social product should be the outcome of open-minded negotiation; not brute force or brigandage on either side. The issues between the railroads and labor must shortly be met. It is very evident that the demands of the trainmen, who are only one-fourth of the railroad employees, for an advance in wages amounting to about \$100,000,000, have neither the support of public opinion nor the warrant of facts. These men already receive relatively high wages, and concessions made to them would soon have to be made to others. The result to the railroads would be an added burden which, in spite of recent betterment in their financial condition, they cannot in all justice be compelled to pay. For some of the roads these exactions would probably mean bankruptcy. If enforced, the public will have to pay the bill, either in impaired service, or higher freight and passenger rates. The power of the unions to enforce their will and create widespread public loss, confusion and inconvenience needs some legal restraint not yet provided. No organization of capital would be allowed for one moment to precipitate such a crisis as these men have threatened; nor would they be allowed to imperil public interests by insisting upon similar demands. If the government is to continue supporting the railroads, it may have to also regulate the employees. Fixing wages is a necessary sequence of fixing rates, if law is to be based upon simple justice.

Dividends and Interest. Dividends and interest payments for May are estimated at about \$137,000,000, or more than \$5,000,000 in excess of last year. The increase is smaller than expected in view of the large profits made by many industrialists. The reasons why distributions have not been heavier are several. Large sums have been charged off for depreciation.

Still larger sums have been taken out of earnings and put into plant, reappearing in the form of surplus and stock dividends. Some companies are wisely strengthening themselves against future reaction by building up good reserves to maintain dividends; and all concerns are feeling the widespread rise in the cost of doing business, as well as the numerous concessions to labor, which will soon cut down dividends to more normal proportions.

War continues the ruling factor in financial affairs; our relations with Germany still being the first issue. There is some hope of a satisfactory adjustment of the summary question owing to the more conciliatory spirit manifested by Germany during the last few days. Later rumors have been distinctly favorable. It would be premature, however, to be overconfident in this respect. What the outcome will be cannot possibly be foretold, but one fact has recently been disclosed; that neither the people of Germany nor the people of the United States wish for war. Symptoms strong enough on the surface have already cropped out as almost conclusive within the past few days on the part of the American people, as well as on the part of the Kaiser and the German people, indicating that a break in diplomatic relations between the two nations is not actually desired. Therefore, I feel that such united influence may almost be relied upon in preventing a rupture at the present time, especially as it is for the mutual interest of both nations to continue peaceful relations. Developments in Mexico, though not entirely satisfactory, have not thus far been of a disturbing nature. The labor situation which, however, promises to be adjusted by wage concessions. The presidential campaign is running ahead under full steam, but quietly and rather smoothly in spite of the fact that the conventions are only now a few weeks distant. Home trade is still active. Railroad earnings testify to the activity in transportation. Steel mills are running at a record-breaking rate, having orders for 1,000,000 tons of steel and 100,000 tons of steel plates and shapes for 1917. Cotton mills are well supplied with orders; in fact the whole industrial fabric continues at high speed, and the cessation of manufacturing orders, if that were probable, would not at this time mean any serious contraction of business.

Home conditions warrant a better stock market, but as long as the situation is so seriously exposed to shocks resulting from the war, it will be unwise to depart from the present policy of caution and day-by-day operations. The latest reports of railroad earnings have been particularly encouraging, and backed by more favorable rumors from Germany, a good trade outlook and the buying of a considerable short interest, explained the strength which developed on Thursday.

HENRY CLEWS.

If Too Fat Get More Fresh Air
Be Moderate in Your Diet And Reduce Your Weight. Take Oil of Koresin.
Lack of fresh air it is said weakens the oxygen carrying power of the blood, the liver becomes sluggish, fat accumulates and the action of many of the vital organs are hindered thereby. The heart action becomes weak, work is an effort and the beauty of the figure is destroyed.
Put out an by indoor life is unhealthy and if nature is not assisted in throwing it off a serious case of obesity may result.
When you feel that you are getting too stout, take the matter in hand at once. Don't wait until your figure has become a joke and your health ruined through carrying around a burden of unsightly and unhealthy fat.
Spend as much time as you possibly can in the open, breathe deeply, and get from Central Pharmacy or any druggist a box of oil of koresin capsules; take one after each meal and one before retiring at night.
Weigh yourself every few days and keep up the treatment until you are down to normal. Oil of koresin is absolutely harmless, is pleasant to take, helps the digestion and even a few days treatment has been reported to show a noticeable reduction in weight.

Trying to Settle the Pittsburgh Strikes
Pittsburg, Pa., May 4.—Federal and state local influences are making a concerted effort to end the strike disturbances in this district today.
The Westinghouse company signified its willingness to meet a committee of strikers. Clifton Reeves, of the federal department of labor, the state labor department representative and union heads are attempting to bring the companies into meetings with the men.
One thousand cavalry and infantry are polling the strike district. Several plants at Bradstock and Rankin resumed operations. They are under close guard.

You Know They're Baking
You know they're baking as you pass by. Those palate tickling odors are from Merit Vanilla, and the baking tastes better than it smells. A 25c bottle is real economy.
* * * * *
* Journal New Today Ads do *
* liver the goods. *
* * * * *

LADIES' SUITS
One lot Ladies' White Serge Suits, worth to \$15, good styles, Saturday at
\$1.98

HUCK TOWELS
Now listen! 12 1-2c Huck Towel, 34x18, only 4 to a customer, at each
3 1/2c

MUSLIN SKIRTS
Listen again! \$1 New Muslin Skirts, neatly embroidered trimmed, Saturday
49c

FRENCH FLANNEL
What did I say? 25c French Flannel Shirting at the yard
9c

KIMONO CREPE
Ain't I awful? 18c Crepe Kimono Cloth for Saturday, the yard
5c

Closing Out Crockery and Graniteware

\$2.50 Wash Bowl and Pitcher, closing out	\$1.19	40c Butcher Knives, closing out	19c	10c good strong Tea Strainer, closing out	5c
\$1 Blown Glass Water Jug, closing out	49c	\$1.25 Enameled Double Boiler, go at	75c	10c large Mixing Spoon, closing out	5c
\$4.50 4-Piece Dinner Set, closing out	\$2.69	65c Berlin Enameled Kettle, closing out	35c	30c Glass Vinegar Jug, closing out	10c
10c Jap Cup and Saucer, closing out	7c	20c Frying Pans, closing out	10c	\$1.50 Aluminum Stew Kettle, closing out	85c
75c Galvanized Slop Pail, closing out	35c	10c Soup Ladels, closing out	5c	75c 5-Quart Enameled Coffee Pot, closing out	25c

MILLINERY One lot of black and white striped Sport Hats worth \$1.00, Saturday yours for	MILLINERY Only 11 in the lot, trimmed turbans, worth to \$2.50, while they last Saturday	MILLINERY Lot of Trimmed Hats worth \$2.50 to \$3.50, extra special for Saturday only	MILLINERY One lot of Trimmed Hats, worth \$5 to \$6, extra special Saturday	MILLINERY Lot of Auto Caps, well attached, worth to 75c, Saturday at
65c	25c	98c	\$2.49	39c

Don't Take My Word for It—Come

Ladies' 35c Lisle Gloves, at the pair	15c	Ladies' 10c Summer Vests marked at each	15c	25c Ladies' Muslin Drawers to go at	19c
Laces worth up to 15c the yard, at the yard	11c	15c Children's Summer Weight Underwear	5c	\$1.25 Corset, very special, to go at pair	95c
Ladies' 25c tan Hose, now the pair	12 1/2c	75c Ladies' Muslin Gowns go at	43c	Ladies' Black Silk Waists worth to \$3.50	95c
12 1-2c to 15c Embroidery Beading, yard	2c	25c Muslin Gowns go at each	19c	Ladies' White Voile Waists, worth to \$1.75	79c
\$1.25 and \$1.50 Ladies' Kid Gloves, the pair	65c	35c to 50c Corset Covers go at	19c	Ladies' and Misses' Mid-dy Blouse, \$1.35 regular, at	85c

OIL CLOTH
Get this one—20c and 25c best quality Oil Cloth, 45-inches wide, Saturday the yard
15c

CENTER PIECES
It's a shame—25c center pieces, lace trimmed, stamped for embroidery, each
5c

SOFA PILLOW TOP
I've lost my heart, up to 50c value for Saturday, yours at
5c

LAWNS and VOILES
I should worry—18c and 25c lawns and voiles for Saturday the yard
5c

Curtain Materials
Think of it, odds and ends worth to 10c and 18c yard, while it lasts Saturday, yard
3c

The Chicago Store

E. G. Seaman, Representing Lewis Bros. & Co. in Charge