

Textile Men Urged to Meet Employes

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family-owned; in other words, one-man concerns. These men have built up their business without outside help or their association. They are distrustful of their neighbor manufacturer...

Concerted Action Difficult

Therefore it will be extremely difficult to get concerted action on the part of the manufacturers to adjust their differences and put their cards on the table with their workmen as a body.

One large manufacturer made this pertinent statement to me: "I'd be perfectly willing to put my cards on the table to my employes if the rest of the manufacturers would do the same thing. I'm not willing to do it until they do."

Well, I replied, "you fellows don't single together, and I don't see how you're going to get together on any more."

Case of Buck Passing

I was utterly surprised when each one of them informed me that they were willing to work in co-operation with working men's committees if the manufacturers, as a whole, would do something. It was simply a case of each manufacturer passing the buck to the other.

There is no doubt in my mind that many of the textile manufacturers are making concerted efforts to break up labor unionism. There undoubtedly were many abuses and much inefficiency among the textile workers during 1919 and 1920, but they had good teachers.

Certainly no well-informed Philadelphian would contradict the statement that the manufacturers in the textile industry took autocratic advantage of their employes in past years, so the best thing for the manufacturers and the union men to do is to forget about their past differences and start a new page.

The day is past when a manufacturer can say that the working man should have no voice in industry. When a textile worker purchases a home on the installment plan, and must have employment to complete his contract, he certainly should have a right to know something about his position in industry.

The fact that he doesn't know is the reason for nine-tenths of the trouble in Philadelphia.

The textile manufacturer owes a certain responsibility to every worker in his plant, and he should shoulder that responsibility. He will do it if he is a progressive citizen and has the community interest at heart.

Must Discard Pistols

My suggestion is this: Let each manufacturer in Philadelphia adopt a plan of secret-ballot committee representation in his plant, whereby the men will be able to talk over all matters pertaining to the industry with an employer's committee empowered to act, where both sides will co-operate wholeheartedly in maintaining efficiency and promoting a thorough spirit of confidence.

This confidence can be built only on personal contact. Employes must sit across the table with their employers, both sides leaving their pistols outside, and come to a mutual understanding.

In these conferences the managements will see each other in a different light. When the truth comes out in these conferences all the wild statements and surmises that are going the rounds of both sides, will be immediately dispelled.

When misunderstanding is changed to understanding, suspicion will also change to confidence. That is just as sure as night follows day.

I find that unionism is no obstacle to these conferences. The United Textile Workers of the World strongly desire

the employers to meet with their shop committees, which does away with the old system of dealing with the so-called walking delegate. The amalgamated officials assured me that they have always believed in troubles being settled by a board, composed of an equal number of workers and manufacturers, with an impartial chairman as arbiter.

Unions Will Be Fair

If the right spirit is shown by the management in these conferences there need be no fear of unions acting arbitrarily when all the working men are enabled to get the truth firsthand.

There is no question but that the textile workers at the present time are in the dark. They want to see the light, and they are certainly entitled to it. The textile manufacturers will have no trouble with unionism if they will meet the issue forty-fifty instead of arbitrating everything the unions want to do.

Collective bargaining has come to stay, and if the employers will get into the game with both feet and acquaint their men with the truth, they will find mighty little trouble in their plants, whether union or nonunion.

It takes a two-thirds vote of a plant to bring about a strike. If all the men are acquainted with the truth the management has nothing to fear on a two-thirds vote.

Now Is the Time

If they do not do so, and take arbitrary advantage now, they will pay dearly for that action a few months later on when there are two jobs for one man again.

Now is the time for the Philadelphia employer and employe to get together, and if the employers will spend as much time in cultivating the confidence of their men as they are spending in non-union activities, their troubles will soon be a thing of the past.

The unions of Philadelphia are asking for the truth. I can see no reason why the manufacturers should not gladly give it to them. The workers will meet the managements half way in reasonable wage reductions if the managements will show them it is necessary in starting the wheels of industry on the road back to normal conditions; but any wage reduction should be made with an understanding that as trade conditions permit, and wholesale prices begin to ascend the ladder again, wages will be increased accordingly.

I believe the average Philadelphia manufacturer wants to do the square thing. I am convinced the average textile worker, whether union or nonunion, wants to be fair, and if the machinery is put in operation whereby they can meet on common ground, the textile industry of Philadelphia will prosper as it has never prospered before.

Let's get busy.

STRAWBRIDGE & CLOTHIER

The Clearance Of Men's Clothing Is Breaking All Records in Number Of Garments Sold



Fine Selection in The February Furniture Sale

The February Sale prices are much lower than last February, but the number of transactions and volume of business are far greater than a year ago—a remarkable increase in amount of sales over February, 1920.

This very plainly indicates the public's understanding and appreciation of the fact that Furniture at—

One-third Reduction —Brings the price down not only to a level far below that of last year, but much below the prices of the coming year, for we have explained that we reduced all prices at the close of 1920, in conformity with the manufacturers' reductions, and then a sweeping ONE-THIRD REDUCTION in addition, for the February Sale — and some things at one-half reduction.

A splendid selection of Bedroom, Dining-room, Library and Living-room Suits, Sun-parlor Furniture, Tables, Chairs and hundreds of novelty pieces.

Strawbridge & Clothier—Third Floor

Chesterfield Overcoats—Now \$26.50, \$39.50, \$49.00 and \$64.50

An excellent collection of Overcoats in this good, dressy style, of black and oxford fabrics. Fine Carr Meltons in the lot at \$64.50.

Suits, with extra Trousers—\$24.50

A cash purchase at a large discount from one of America's leading manufacturers! Single- and double-breasted styles. All-wool—neat mixtures and all-wool blue serges.

Suits, at About Half Price—\$18.50

Conservative and youthful styles, well tailored. Several hundred Suits in this excellent lot—all marked at this one low clearance price.

Hart, Schaffner & Marx Ulsters—\$49.00 and \$64.50

Other Ulsters and Ulsterettes, about half original prices—\$18.50, \$26.50 and \$31.50

Worsted and Cassimere Suits—now \$26.50, \$31.50, \$39.50

Separate Trousers at half price—\$2.25, \$4.75 and \$6.75

Long-trouser Suits for youths of 16 to 19 years—\$16.50

Young Men's Mackinaws, of heavy blanket cloths—\$12.50

E S S E X

Note Its Present Price Compare It With Others

MEN naturally look to higher priced cars for a basis of comparison with Essex. The Essex price gives you nothing by which to judge its quality and ability.

In four times breaking the Trans-continental record with four different cars, Essex gave proof of consistent endurance and reliability such as no other car has shown. High-priced cars time and time again have tried to break the Trans-continental record. None ever succeeded. Essex did it four times, every entry beating the former record.

Can any car, at anywhere near its price, offer so many reasons for its choice? Compare it point by point and let price decide.

Table with 2 columns: Model and Price. Includes Hudson and Essex models.

Gomery-Schwartz Motor Car Co.

128-140 North Broad Street



BRUNSWICK RECORDS

ON SALE



AT PRESSER'S THE HOME OF MUSIC 1710-12 Chestnut St.

MARCH RECORDS

HAVE BEEN RELEASED—THEY ARE GREAT! Come in and Hear Them!

Apartments at the Rittenhouse

Moderate priced apartments are now available at the Rittenhouse. All outside rooms, and furnished. They include— Two Rooms and Bath. Three Rooms and Bath. Four Rooms and two Baths.

Rittenhouse Hotel 22d and Chestnut

PAIGE

Extraordinary Sale of Used Cars

If you even contemplate buying a car, this is your golden opportunity. We are moving to our new quarters. During the next two weeks we are going to sell every used car in our possession at prices that compel buying.

In our spacious showrooms we are displaying cars of almost every standard make. Most of them have been repainted and conditioned in our own shops and are guaranteed. Every car bears a tag giving its full history, price and the repairs made in it. Our reputation for fair dealing assures the honesty of every statement.

Prices Range From \$250 to \$3000

Come and inspect the array of bargains. It is not likely that you will see such prices again. COME TOMORROW while the going is wide. A few among the cars displayed:

Table listing car models and prices: 1920 Buick, 1920 Oakland Roadster, 1920 Oakland, 1920 Oakland Sedan, 1920 Maxwell Touring.

GUY A. WILLEY MOTOR CO

Paige Distributors 394 NORTH BROAD STREET, PHILADELPHIA

M. & H. SELL IT FOR LESS

BOUGHT FROM THE NAVY

Entire Surplus Stock U. S. N. Standard MUSICAL INSTRUMENTS

Valued at \$430,000

To Be Sold at Sacrifice Prices

THE response of the music-loving people of Philadelphia and nearby towns was tremendous. Musicians, bandmasters, orchestra leaders, everybody and anybody of all nationalities practically, who know instruments and the value of the makers' names as a guarantee of quality, have flocked to this store, marveled at the beautiful artistry of each instrument, bought to the limit, told their friends, and advised them to buy. The fact that these instruments were bought from the United States Navy and had to conform to the high U. S. Navy standard, is a guarantee of quality. Not old stock, worn and marred, but absolutely brand new, in perfect condition and never used.

Table listing musical instruments and prices: Saxophone, Alto, Low Pitch; Saxophones, Baritone; Saxophones, Tenor, Low Pitch; Alto, E Flat, Low Pitch; Baritone, B Flat, Low Pitch; Bass, B Flat, Low Pitch; Bass, E Flat, Low Pitch; Bugles, with 2 Mouthpieces; Cellos; Clarinets, Low Pitch; Cornets, B Flat, Low Pitch; Cymbals, 14-inch; Drums, Bass, 32-inch; Drums, Tenor, 16-inch; Drums, Tympani, 24-26-inch; Flutes, Concert, Low Pitch; Oboes, Low Pitch; Piccolos, Boehm, Low Pitch; Piccolos, Albert, Low Pitch; Triangles, 10-inch; Trombones, B-Flat, Low Pitch; Trombones, Low Pitch, Slide; Violins, First; Violins, Bass; Violas.



These instruments are triple silver-plated and beautifully engraved. A substantial carrying case, beautifully lined with silk plush, FREE with every instrument. In addition to being a practical instrument of rare beauty, each one stamped U. S. Navy, is a souvenir of the great World's War that will increase in historic interest with the passing of years.

There's Only One M. & H. That's at 512

SPORTING GOODS 512 MARKET ST.

OPEN THURSDAY AND SATURDAY EVENINGS



These Women's Winter Coats Reduced for Quick Clearance

Now women may buy smart Winter Coats and Dolmans at a great reduction from former prices. Many models from which to choose, but not all sizes in every style:

- Wool Velour Coats—now \$15. Belted models, with silk linings. Chiefly with fur collars, a few with self material collars. Sharply reduced now \$15.00.
Wool Velour Coats—now \$20. A group of smart Coats lined throughout with silk. Some with fur collars, others fur-trimmed—now \$20.00.
Distinctive Coats, now \$25. In this lot—Coats with large cape collars, some with fur collars, and Sports Coats with large collars of racoon fur.
Dolmans and Coats—now \$30. Silk-lined Coats, loose in effect, with fur collars. Also, two graceful models in Dolmans, one with hood collar, another with plain collar.

New Spring Capes and Coats are Here

And as varied as spring days themselves. Smart Polo Coats, Utility Coats, Cape Coats and Capes following the delightful caprices of fashion. No trouble for a woman to suit her individuality when choosing new Wraps this spring.

Polo Cloth Coats, Sports and Longer Lengths—\$13.50 to \$60.00

Coats, Capes and Cape Coats, black and colors—\$18.00 to \$60.00

Wool Jersey Dresses Women Like to Wear Now And in the Spring

They are so useful and so smart in line that most women include a Wool Jersey Dress in their wardrobe, no matter how many others they have. Just the right weight to wear now with winter coats and in late spring with fur scarfs. Another great point in their favor—these Dresses are so inexpensive!

Wool Jersey Dresses—\$17.50. Coat or straight-line models, prettily trimmed with embroidery or tucks. In navy or Flemish blue or beaver.

Wool Jersey Dresses—\$22.50. Smart models in panel or tunic effects, all with long sleeves. In navy blue, beaver, brown, Burgundy and Flemish blue. Both skirt and bodice handsomely embroidered.

Women's Tricotine or Serge Dresses—\$22.50 to \$30.00. New spring models, in navy blue or black. (One style sketched, \$25.00.) An unusually attractive group of smart, inexpensive Wool Dresses showing the fashion features in line and in trimming. Some on straight line, others in graceful, ruffled effect, variously braided-trimmed or embroidered. Neck-lines are round or square. Sleeves long or three-quarter length.

1000 Pairs Just Received from Laird, Schober & Co. \$9.45

A wonderfully attractive collection of smart, new Spring Oxfords in all sizes and widths—in three distinct styles for the coming spring and summer season—extraordinary value at \$9.45 a pair. Chestnut brown Russia calf, imitation straight tips, centre perforations, invisible eyelets, welted soles, 1 1/2-inch leather Cuban heels. Chestnut brown calf, straight tips, perforated trimming, invisible eyelets, welted soles, 1 1/2-inch leather military heels. Black gunmetal calf, straight tips, perforated trimming, invisible eyelets, welted soles, 1 1/2-inch leather military heels. Try to be early to-morrow—the 1000 pairs should go in a day, at \$9.45.

Strawbridge & Clothier—Ninth and Filbert Streets