

RAISE \$2,424 FOR ORGANIZATION ONE DAY

St. John's Congregation Goes After \$1,500, but Just Couldn't Stop There

Mention of the Rev. G. W. Hartman that his church, St. John's Reformed, was badly in need of a pipeorgan during a conversation with E. J. Hockenberry, resulted yesterday in the fulfillment of hopes entertained by the congregation for years.

Without any publicity, Mr. Hockenberry, an expert on short time campaigns, started yesterday morning with the intention of raising \$1,500. When the returns were counted last night it was found that \$2,424.85 had been raised.

On the executive committee in charge of the campaign were Dr. G. W. Hartman, P. G. Mock, J. W. McWilliams, H. J. Fornwalt, Mr. Carrie Miller, Mrs. L. A. Pounce and the Rev. G. W. Hartman. Working under the direction of this committee and Mr. Hockenberry were teams captained by Mrs. A. A. Garman, Mrs. H. M. Weaver, C. L. Hoke and H. W. Weitzel.

The campaign was informally launched Tuesday at a dinner, after which addresses were made by Professor F. E. Martin, Professor J. K. Kurzenkabe, Dr. G. W. Hartman and the Rev. G. W. Hartman. The following evening the workers gathered to discuss plans and afterward pledged \$24. The total of \$2,424.85 was made up of 455 subscriptions.

The raising of this sum, which insures a pipeorgan for the church marks the end of years of endeavor, during which Andrew Carnegie was appealed to. Mr. Hockenberry volunteered his services free.

Framing Is Important in Bringing Out Color

Water color pictures usually look well in narrow gilt frames. A narrow mat of cream, white or gilt usually brings out the colors. Often, however, a silver gray or green frame, sometimes one of light brown, and a heavy in appearance, is used to good advantage.

The tendency now is to frame most pictures with little or no mats. The color and quality of prints, either colored, brown or black, are best brought out with the frame set close against the print. When a mat must be used have it in a color that harmonizes with the tone of the picture.

A photograph printed in sepia tones or any of the sepia prints is best framed in brown wood. Usually, according to present-day standards, a kat, simple frame looks best, although one of carved wood or turned wood can be used. Sometimes the Florentine wood frames that are sold to Florence buy and bring home by the yard can be effectively used on brown prints. They are especially in keeping on a copy of some old Italian picture in brown. But usually a simple, unornamented frame is very effective.

WON TELEGRAPH'S PRIZE Elizabethtown, Pa., Jan. 15.—Lutz Brothers, poultrymen, of 45 Ann Street, Middletown, won the prize of one year's subscription to the Harrisburg Telegraph, offered for the best pen of Black Oringtons at the recent show of the Elizabethtown Poultry Association.

OPPORTUNITIES IN EUROPEAN TRADE

(Continued from First Page.)

including several luncheons to be addressed by experts on workmen's compensation and employers' liability laws and other matters of current interest and importance, a trade expansion trip to the northern part of the State, the establishment of a retail credit bureau and various plans for the advertisement of the city.

Mr. Atwood was strictly neutral in his remarks, but couldn't very well disguise his pro-German feelings, which he acquired quite naturally through twenty-five years' residence in that country. He introduced his remarks with a brief dissertation on the dangers of overplaying the "Made in America" campaign now being waged so vigorously in this country.

American Trade With Germany After the War

"It is all very well for over-zealous patriots to take as their slogan, 'Buy in your own country,' only this, a principle which would soon put an end to international trade and be baneful for the comity of nations. Germany, for instance, needs our copper, cotton and petroleum, and, on the other hand, we Americans need dyes, chemicals, etc. Of course we are in duty bound to push our own manufacturers, and it is often good policy to sometimes make our own customers believe our own geese are swans. The United States cannot, in the long run do without export trade and we are going to become the greatest exporting nation the world has ever seen.

Where We Can Compete

"In general a firm going into the German market should have its own special representative who will be found to be the connecting link between producer and consumer. There is no reason why American textiles, especially hosiery and knit goods, cannot compete with German goods of the same kind. There will always be articles with which we cannot compete, otherwise trade ceases to be reciprocal as it should be. American fur-trimmed clothing can be exported with profit, provided, as in general, we consult the tastes of our customers. In hides and leather and in woolen goods we could compete had we enough of these articles to spare. In manufactures of paper we are far ahead of Germany respecting the variety of goods, designs and uses to which we put paper; these are finding a ready market in Germany, but must be well shown and advertised. Instead

POSLAM HEALS SKIN QUICKLY AND PLEASANTLY

The splendid work of healing which Poslam accomplishes in Eczema or any skin disease, makes it best for your use if you seek a remedy more than merely mildly efficient, which will take hold right at the start, stopping all itching, and eradicating the trouble wholly and in very brief time. Because Poslam meets all these demands, it now enjoys the widest success and most extensive sale here and abroad. Your druggist sells Poslam. For free sample write to Emergency Laboratories, 32 West 25th Street, New York.

Poslam Soap is a positive treat to itchy skin or skin eruptions, to eruptions, troubles. Non-irritating. 25 cents and 15 cents.—Advertisement.

\$1.00 Shirts 79c

Doutrichs Always Reliable MARK-DOWN SALE

\$2.00 Shirts \$1.59

OF SHIRTS

Thousands of Them---All New, Desirable Patterns---Not a Poor Shirt Nor an Old Shirt in the Lot

Starting Saturday Morning, January 16th, at 7:30 A. M., and continuing without interruption until Saturday, January 23rd, at 11 P. M. THIS GREAT LIVE STORE for men will turn its entire attention to the conduction of Harrisburg's greatest of all Shirt Sales.

\$1.50 Shirts \$1.19

16,867 Shirts of the finest quality and workmanship will pass from us to the wise men of Harrisburg and vicinity at a fraction of their true value. But the time has come when these shirts must go regardless of what they cost.

A most extraordinary opportunity---a sale of high-grade shirts of present season patterns---many of them advanced styles. THIS LIVE STORE never handles seconds. Every shirt guaranteed to be absolutely satisfactory just the same as though you paid the regular price.

OUR JANUARY SUIT & OVERCOAT REDUCTIONS

include every Suit and Overcoat in the store. The sort of clothes you have always considered worth the former prices, the sort you rarely have an opportunity to purchase at these prices.

- Every \$15.00 Suit and Overcoat, Now \$12.50
Every \$20.00 Suit and Overcoat, Now \$16.50
Every \$25.00 Suit and Overcoat, Now \$21.50

\$2.50 Shirts \$1.89

Doutrichs Always Reliable

304 Market Street Harrisburg, Pa.

\$3.50 Shirts \$2.69

of importing made-up cotton goods from Germany, we ought to export them and supply our own needs from our own mills. Wages are gradually increasing in Germany so that the wage in the two countries is destined to become equalized. The American 'ready-made' suits for men and boys is a new article for Germany and is selling well at present at the department stores in Berlin, but the market in these suits has not begun to be exploited by American manufacturers. Fifteen dollar suits sell at thirty dollars, allowing a good profit. The quality of these goods is first class and the fit good and answer all requirements. Here, to have a man on the ground, giving his sole attention to pushing this line of goods, would be money well spent. American collars and cuffs and shirts is also a line which would sell well in Germany, to be sure we have our goods there but in small quantities only and no stocks. A German collar sells for twenty-five cents, so that here there ought to be a good profit. It has always been my pet idea, or rather one of my pet ideas, to have some American collar and shirt manufacturer open a retail store in Berlin. 'During the few weeks I have been in the United States the usual greeting I receive is: 'Well, you are lucky to get away from Germany just at this time.' I mention this as indicative of the erroneous impression concerning conditions in Germany at the present time. I say erroneous, as if you were to-day in the city of Berlin, you would not imagine that the country is engaged in one of the most formidable wars Germany ever undertook. It is remarkable to what extent normal conditions have been maintained in Berlin since the beginning of hostilities. You see just as many able-bodied men in the streets as ever, you see just as many ladies doing their shopping as ever, you will find the cafes and confectioners are frequented as ever, only you will find the German quieter and more subdued as a natural result of the terrible sacrifices almost every family is making. The theaters are all open and well attended, although many of them have reduced their prices and most of them are giving patriotic plays or such bearing on some events in German history. The moving picture shows are going on as usual, and, as usual, are packed. The retail stores, especially the great department stores, are still doing a good business. Electric and other power cars are still running. A small number of wives of conductors on the surface lines have been given the places of their husbands, who have gone to the front. Factories, other than those for military needs, are working on half time, half wages and half force. The great retail houses, including American firms, are paying half wages during the war, but not a murmur is heard on the part of the employees. Merchants are meeting their liabilities as in times of peace and there is no moratorium. Those working for the army, in any capacity, are making hay while the sun shines, and the average shoemaker, saddler and petty tailor has for years not reaped such golden harvests as at the present time. The mines have contributed no men to the army. The copper mines in Elzeleben, Mansfeld and Hettstadt are being worked to full extent, so that there will be no dearth of copper, at least, for military purposes. Krupp has 50,000 hands at work turning out war mater-

in the fields and workshops, this is not the case as only those without any physical blemish are taken for the army. Germany can put many more able-bodied men than she has in the field to-day. 'I would pay a tribute to the way Americans were treated in Berlin, in fact, throughout Germany, after the outbreak of the war. The commercial organizations, particularly our fraternal organization, the Berlin Chamber of Commerce, including its president and officials, used every effort and spared no pains to be of assistance to stranded Americans. They were lent money when in financial distress, homes were found for them in private families, without any remuneration, leases were abrogated to give families a chance to leave the country. The Berlin Chamber of Commerce and the municipal authorities of Berlin, the mayor at the head, most cheerfully co-operated with our own American Association of Commerce and Trade in rendering active and practical assistance to stranded Americans, of whom we had 50,000 in Berlin from August first to the middle of September. The American Association of Commerce and Trade, which I have the honor to represent, in the month of October organized an American kitchen in a house given by a German for the purpose, and since that time we have been giving daily a warm noon meal to 200 German families, whose fathers, sons or brothers have gone to the front. We intend to continue this kitchen during the winter months, and hope soon to feed 400 families daily. The contributions to the kitchen have been given in the main by Americans and the kitchen itself is under the supervision of the American Association of Commerce and Trade, assisted by the ladies of Colony.'

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