

American Salesmen Live Like Princes in Germany

Weekly Salary of \$50 Provides Champagne, Excellent Hotels, Morning Canter in Park, Royal Meals, Finest of Service—But They're Expecting a Cable to Come Home.

By OTIS SWIFT.

Chicago Tribune Foreign News Service. Berlin—The two New York traveling salesmen, representatives of a minute but thriving young firm whose gilt sign hangs from a fourth story window of a shabby loft building above the rumbling Sixth avenue "L" were taking their morning canter along the sunlit bridge paths of the Tiergarten, the stretch of green, thick wooded park that lies in the center of Berlin behind the Brandenburg gates.

They were clad in immaculate, riding togs, and while the reins lay loose on their smiling horses' necks, both puffed at large cigars, covering to-guiler.

"Jimmy, O. Jimmy," said he of the yellow gloves, "I wish the boys back home could see us now. We'll have to stop and get some photographs, like those we took of the champagne bottles on the table at Bremen, and send them home today, and the boys wouldn't call us 'the hall-room boys' when he gets a look at those pictures."

Expecting Cable.

"Yeah," said the one of the carnation decked buttocks, "I was figuring it out this morning. He's paying us \$50 a week to sell goods—and we can't sell goods 'cause no one's got any money. It won't last forever. I'm expecting we'll get a cable to come home any time, but, O' boy, \$50 a week is just 3,500,000 marks annually here today, and that in a country where 3,000 marks a week is a good salary. This, Jimmy, is the life."

Gentle reader, it certainly is. Vital statistics published recently stated that the average wage in America is something under \$40 a week. Jimmy and his friends made a bit more than that, but even \$40 a week is 2,600,000 marks a year in Germany, and for that modest sum one can live here in a fashion that would put Croesus, Lucullus or Coal Oil Johnny on the small time circuit.

The twin salesmen who make one night stands in north Jersey when they are not cooking breakfast over the gas jet on the second floor front at home, have become quite used to riding in the park mornings here. They have to ride, in fact, for both were getting into bad shape from champagne and lobster suppers, and were threatened with gout unless they exercised.

Let them, they can afford it. The new riding togs, coat, knickerbockers and vest cost \$240 a suit. The leather leggings set them back 95 cents; they got their silver mounted leather riding crops for 24 cents, and the sharp roveled steel spurs weren't a bad bargain at .04 of a cent the pair. That is to say, 5 marks.

Riding Lessons, \$1.22. They took a course of 10 riding lessons at a most exclusive riding academy for \$1.22. Carefree with their money, they gave 100 marks, or 10 cents, tips to the stable boys, who, overjoyed at sudden wealth, bowed to their excellencies with a grace learned by bowing to the titled aristocrats who frequented the box stalls four years ago.

The aristocrats cannot afford to ride now. Enter the hall-room boys, \$50 a week salesmen of New York.

Their ride over, the boys will go back to their hotel for a cold shower and the one after breakfast cocktail which, because of the threat of gout, they have limited themselves to. The hotel is expensive, but it is one of the best in Germany, one of the dozen best in Europe. Their double room and the huge glittering tile bath with sunken Roman tub, costs them 1,500 marks, or \$125 a day. Rows of but-tons beside the high canopied beds summon various gorgeous menials who, in punctilious English, query their demands.

By languidly rolling in bed and pressing these buttons they summon that frock-coated gentili who, shortly after their excellencies have deigned

to awaken, wheels in to their bedchambers little breakfast tables, where, under huge nickle-plated covers, repose their bacon and eggs, sunny side up, their hot French rolls, their fried mushrooms. Cut glass bowls hold their melons, peaches and plums. The gentili, after lighting their morning cigarettes as they lie abed, does mysterious things with a silver mounted alcohol lamp that keeps their excellencies' breakfasts warm.

Tests Bath Temperature.

He then draws their morning baths, testing the temperature of the water with a little thermometer. He is most careful to have the bath at just 69 degrees, for the boys are extremely liberal with tips, often giving him 200 marks, or 25 cents a week.

What do these meals cost? Boy, page a menu. Here is caasa melon at 12 cents. Creamy, luscious peaches cost 3 cents. Thick juicy filet steak, mushrooms, salad, and pomme frit on the side, demands 13 cents. Roast goose with some sauce and things costs 20 cents. Beer has risen to 4 cents a bottle, but who drinks beer when food champagne is 22 cents a quart? Brandy that dates from 1830, so precious that it takes five assembled waiters and a couple of major domos to pour it into carefully foed glasses, is 13 cents a throw. But then, if one wants to live cheaply, good Rhine wine is 6 cents a quart. Have we neglected to mention caviar? One must have one's caviar. It is the highest priced luxury of Berlin, being 29 cents a portion.

Wishes Edna Could See Him. Anything particular you would like to have the orchestra play? Jimmy gave the orchestra leader 100 marks one night when 100 marks were still worth 10 cents, and since then Jimmy's arrival in the glittering dining hall is the signal for the orchestra to strike up "O, You Beautiful Doll." Jimmy likes it. It reminds him of a fragrant, starlit night on the Island excursion boat. The slap of water against the bows, the tinkle of the nickel-in-the-slot piano, and Edna's memories.

O. boy, if Edna could only see him now! But let us follow Jimmy on a shopping trip. He goes shopping every day, for every day the mark drops, and, getting more marks for the dollar, he hastens to buy at yesterday's prices before the price tags jump to meet the new level. Who could resist a full dress for \$37? Who would pass up a Malacca cane for 15 cents? Or a brushed camel's hair sport jacket for 24 cents? Who would decline a silk dressing gown for \$2.45 or a leather kit bag for \$8?

Not Jimmy, certainly. He has even bought a fur lined leather aviation helmet for 64 cents, although he has no definite plan for fitting aviation in to the scheme of life of his Fifty-ninth street boarding house.

Taxi Is Almost Free.

Of evenings Jimmy and his pal taxi at 4 cents a quarter mile, to some theater, dance hall, or gay cabaret. It is always a box at the theater, at the cabarets they reserve a "loge" where one can only purchase champagne. Occasionally, in these gilded "nacht lokals" they rub shoulders with princes, counts or barons of the old regime—when the princes, counts, or barons can afford to come. The aristocrats cannot afford to reserve the champagne lozes, but the boys spend their money more freely. Sometimes these rather hectic parties cost them 41 apiece.

It is going to last forever. There is no chance of selling American goods here—for no one can afford to buy—and the boys are momentarily expecting the cable that will order them back to the Jersey meadows. But while it lasts, it's a great life, and together with several thousand other Americans in Berlin, the boys are making the most of it.

You don't believe it? You say there isn't any such place? Well, for the price of a new set of tires or a case of Gordon gin you can come over and try it for a few months for yourself.

Union Outfitting Co.

Out of the High Rent District

Union Outfitting Co.

Sixteenth and Jackson Streets

Union Outfitting Co.

GOODS SOLD OUT OF TOWN ON EASY TERMS
Write for Information.

Early Fall Sale Rugs



Our Entire Stock of

Axminster Rugs,
Velvet Rugs, Tapestry Rugs
Wool Fiber Rugs

MONDAY morning, on the stroke of 9, our entire stock of Axminster, Velvet, Tapestry and Wool Fiber Rugs will be on sale at a genuine saving of 25%. Housewives planning on a new fall rug for the home will find this an event unmatchable from a standpoint of quality and value-giving, as the rugs are all fresh, new and perfect in every way.

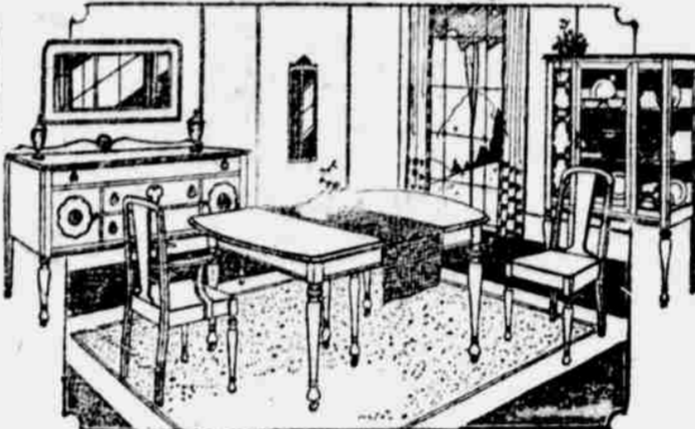
Sale Is Monday ONLY. Make Reduction From Original Tags

Clothes Basket, \$1.24



You can better appreciate this value when you see the size of the basket. They are closely woven of striped, white willow with strong handles.

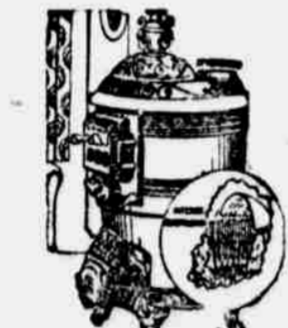
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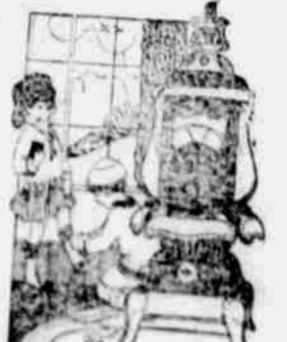
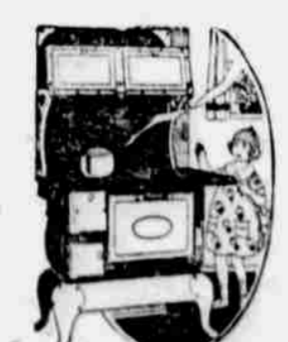
Nine-Piece Dining Room Suite in Italian oak consisting of a 60-inch Buffet, an oblong table that extends to six feet, FIVE Dining Chairs and a Host Chair, comfortably upholstered in genuine leather, and China Cabinet, complete for only... \$159.50

Cold Weather Is Just Around the Corner

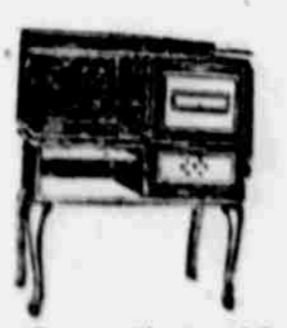
Buy Your Stove Here on Easy Terms



Howard "Overdraft" Heat-"Perfection" Oil Heaters will keep rooms comfortable—take the chill off a room with a third LESS fuel, quickly. Models as low as \$24.50 as low as \$6.75



Steel Range with reinforced Oak Heaters with 15-inch construction, large firepot, fireproof, easy-shaking grate even heating \$49.50 as low as \$15.95



Laundry Stove—A two-hole gas - saving burner and size for laundry work or cooking, but will heat a room, at \$5.45 as low as \$32.50

Gas Range with powerful gas - saving burner and size for laundry work or cooking, but will heat a room, at \$5.45 as low as \$32.50

Three-Piece Living Room Suite with full spring construction upholstered in a very high grade blue and taupe velour; has brass cushions and mahogany finished frame, \$147.50

VISIT OUR EXCHANGE DEPT.

Our Exchange Department will take in your old furniture at a fair value in any furniture you select.



UNION OUTFITTING COMPANY
S. & COR. 16th & JACKSON STS.

We Sell Anywhere on Easy Terms



Wear and Enjoy a New

Fall Dress

Now--Pay for It Later at Your Convenience

Scores of women are taking advantage of our convenient Charge Account Plan. Just a small amount down at time of purchase and the balance on easy-to-pay terms to suit your convenience.

You will find a most interesting array of youthful types representing the best thought of Paris and American designers—styles particularly suited for street and afternoon wear of Crepe Back Satin, Shadow Lace Charmeuse, Russianare, Canton Crepe, Poirer Twill and Tricotine in the fashionable brown, navy, black, etc., at—

\$17⁵⁰ \$19⁵⁰ \$24⁵⁰

New Fall Suits

Finely tailored or fur-trimmed models with novel trim-mings at \$32.50 Up



New Fall Hats

Many types that become you in duvetyne, velvet, etc., bewitchingly trimmed, are priced as low as \$4.95 Up

New Fall Coats at \$24.50 Up

Women's Pumps
Smart looking styles at, pair—\$5.95 Up



VALUE

At Its Best

Up here in our "Upstairs Store" for men is as fine a display of fall suits for men as you've ever seen.

With good-looking styles, superb, all-wool fabrics and workmanship that was never better, a man can step forward with refreshing confidence in his appearance.

Models for Men and Young Men at

\$24⁵⁰

\$29⁵⁰ Up

Boys' Suits

Especially are our values in boys' clothes attractive, as the school suits come with two pair of pants, which means "double service." Some recent arrivals are priced at \$7.95 Up

35c Stockings, 22c

Heavy non-falling black ribbed hosiery in sizes 4 1/2 to 12.

Forty-Three Indicted in Rum Running Ring

Chicago, Sept. 30.—Indictments against 43 persons in connection with the \$2,000,000 Bermuda-New Orleans-Chicago booze smugglers, were returned by the federal grand jury yesterday. All names were suppressed until arrests have been made, but it is believed the number is about equally divided between Chicago and New Orleans.

The jury considered evidence showing that liquor worth \$2,000,000 had been brought into New Orleans by boat, under cover of night, and the agents there sent it north, using Pullman conductors, porters and trainmen as carriers. Elaborate hiding places had been arranged under the seats, where two cases of bottled goods could be concealed.

Chinese Bandits Active in Province of Shantung

Peking, Sept. 30.—(By A. P.)—Increased activity of bandits in the province of Shantung, where they have been robbing the agents of a number of foreign firms, including American, is giving the government considerable anxiety.

The bandit bands are operating principally along the line of the Tientsin-Tsingtau railway, making native agents of foreign firms targets for their depredations.

Armed bands are reported swooping down on various towns, holding up the agencies and despoiling with all the available cash.

Shopmen Given Increase

St. Louis, Sept. 30.—(By A. P.)—The St. Louis & San Francisco railway has signed an agreement with its new shopmen's association, organized recently, providing for increases in pay compared with the wages scale laid down by the railroad labor board. J. M. Kline, president of the union, announced in a statement last night.

J. P. Morgan's favorite recreation was bridge and domino.

Green Bay Theater to Have 'Hot Dog' Day

Green Bay, Wis., Sept. 30.—Theater magnates for years have been devising ways of attracting the trade of the younger set in Green Bay, but never before has the "hot dog" plan been employed.

Harry Madfield, manager of a movie house, yesterday announced that Saturday's matinee will be the first "hot dog" matinee in the movie world. Each girl and boy under 16, who attend will be presented with a steaming sandwich.

400 Bankers Enroute to Meeting in California

Four hundred members of the American Investment Bankers' association are scheduled to pass through Omaha from the east Sunday morning, bound for Del Monte, Cal., where a convention is to be held. They will arrive on three special trains, the first due here at 11:35, and continue their journey west on the Union Pacific.

Omaha Railroad Club to Be Entertained at St. Paul

The Transcontinental Passenger club made up principally of Omaha railroad passenger men, will be guests of the Minneapolis and St. Paul Passenger association Sunday, October 8, in St. Paul. About 35 Omaha men also will be there. A banquet given between the Omaha and the St. Paul associations will be a feature of the day.

Bank Clearings Gain

Bank clearings in Omaha for the month ending yesterday were \$17,134,360, as compared to \$16,872,722 for same month last year. Clearings for week were \$4,077,841, as compared to \$3,183,717 for same week last year. Roadstead, in its report to the Chamber of Commerce, places Omaha's clearings for the week in 1921 place among the office of the bank.