Books on Business
Issued by The H. W. Wilson Company
958-964 University Avenue, New York

Standard Practice in Personnel Work
Eugene J. Benge. $3 Postpaid

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Peter F. O'Shea. $1.80 Postpaid

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Linda H. Morley and Adelaide C. Kight. $5 Postpaid

Industrial Relations. 3 vols.
Daniel Bloomfield
Employment Management. $2.40
Modern Industrial Movements. $2.40
Problems of Labor. $2.40
2400 BUSINESS BOOKS
AND
GUIDE TO BUSINESS LITERATURE

BY LINDA H. MORLEY AND ADELAIDE C. KIGHT,
OF THE BUSINESS BRANCH, NEWARK, NEW
JERSEY, PUBLIC LIBRARY UNDER THE
DIRECTION OF JOHN COTTON DANA

PREVIOUS EDITIONS WERE CALLED
1600 BUSINESS BOOKS

THE H. W. WILSON COMPANY
NEW YORK
1920
Published October, 1920
INTRODUCTION

What this Book Contains


The sub-title, "Guide to Business Literature," is added to make it plain that the book is far more than a list of 2400 volumes. It is an index to the contents of those volumes; that is, it lists, in alphabetic order, under 2000 different headings, the subjects which are treated in these 2400 books. These headings are in addition to those entries which give the names of the writers of the 2400 books and in addition to the entries which give their titles.

Many of these books treat of more than one subject. Many important subjects or topics in the field of "business" have as yet been treated only in chapters or sections of books. It is to the fragmentary and widely scattered discussion of these "bookless" subjects that many of the 2000 headings in this volume form the only clue.

The book, then, is a guide to the literature of business in that it is an index to that literature in whatever place it may be found.

All the books in our own Business Library of 3500 volumes, on accounting, cost accounts, auditing, advertising, commercial correspondence, salesmanship, have been indexed by those chapters which are devoted to a specific business. For examples: All the chapters on advertising automobiles have been listed under "Advertising—Automobile Trade"; the chapters on cost accounts for cotton mills have been listed under "Cost Accounts—Cotton Trade."

In "The Literature of Business" we have included the administrative, management, financial, marketing and other phases of business, and the work of the several departments, of the officials and of the employes of business houses.

We have omitted books, pamphlets and periodicals on economics, and on other topics which are not strictly within the business field, as we have defined it for the purposes of this volume, with this exception: About 16 subjects not concerned with methods, but on which information is occasionally needed in the transaction of business, are each represented by three or four books for reference use.
Who Compiled this Book

Sarah B. Ball, then in charge of our Business Library, made the first edition, issued in 1916 under the title "1600 Business Books."

This was revised and extended by Linda H. Morley and Sophy H. Powell, and issued in a second edition in 1917. The Associated Ad. Clubs of the World helped to make possible this second edition.

Linda H. Morley, in charge of our Business Library, and Adelaide C. Kight, have made this revision and extension, now issued under the title "2400 Business Books." They have given to this work such time as could be spared from the pressing duties of the Business Branch, and have not hesitated also to give liberally to it of their own free hours.

They tell me that they wish special mention here made of the aid they have had from one of our most competent workers, Marie L. Prevost, head of our Catalog Department; and wish attention called to the fact that Ruth Savord of our Catalog Department was detailed for six months to work on this book at the Business Branch, and was most efficient in that work.

Many libraries and individuals have helped the compilers by answering their questionnaires and by giving specific advice and suggestion. To Alice L. Rose, Librarian of the National City Bank, New York, and to M. L. Frey, of the American Bankers Association Library, special acknowledgements are due for suggestions of books to be added.

Several certified accountants and experts, notably Julius E. Flink of Newark, gave time to study and criticize the books and headings entered under the subject of accounting; and Harold M. Gartley, of the firm of Post & Flagg, did the same for the entries under investment and speculation.

J. C. D.

Public Library, Newark, N. J.
September, 1920
Directions for Using this Book

If you wish to learn about the book or books written by a certain author, look for his name, just as you would in a telephone book.

If you wish to learn about a book with a certain title, look for that title; but do not look for it under the "A", or "An" or "The" that may precede the title proper.

If you wish to learn of the things that have been written on a certain subject, look for that subject.

Note that a subject is often subdivided, and that to find what you seek you must in some cases look through the alphabeted subdivision of a subject.

Remember always that the book is cast in the form of a dictionary; but that to the alphabetic order of authors, titles and subjects in one regular series, there are added subdivisions of subjects which are themselves in alphabetic order under the subjects.

Abbreviations Used

Acad. Academy
Adv. Advertising
Alex. Alexander
Amer. America, American
Assoc. Association, Associated
Bur. Bureau
Bus. Business
Ch. Chapter
Com. Commission
Comp. Compiler
Cong. Congress
Cor. Correspondence
Cyc. Cyclopedia
d. Pence
Dept. Department
Doc. Document
 Ea. Each
Ed. Editor, Edited, Edition
Ham. Hamilton
Illus. Illustrated, Illustrating
Imp. Imported (Used with price of foreign publications for which list price could not be found. Indicates price paid by New York Library when imported duty free.)
Incl. Included, Including
Ind. arts. Industrial Arts Index
Inst. Institute
Int. International

Introd. Introduction
Lib. Library
Mod. Modern
Nat. National
p. Page, Pages
P. A. I. S. Public Affairs Information Service
Pol. Political
Pt. Part
Pub. Publisher, Publishing, Published
Pubs. Publishers
Rev. Revised
s. Shilling
Sch. School
Sec. Section
Sen. Senate
Ser. Series
Sess. Session
Soc. Social
Spec. Special price (Used where list price could not be found. Indicates price paid by Newark Library)
Subs. Subscription
Supt. Superintendent
Sys. System
Tel. Telephone
Tr. Translated
Unp. Unpaged
v. Volume, Volumes

Publishers' names are abbreviated. Full names and addresses for these abbreviations will be found in the "List of Publishers" at end of book.

Abbreviations:—Look under this heading for references to all lists of business and trade abbreviations, English and foreign, found in compiling this volume.

Associations:—Look under this heading for all sources of lists of associations found in all trade directories and reference books included in this volume classified by trade and subject.

Bibliographies:—Look under "Business—Bibliographies" for a list of all the subjects for which bibliographies have been included.

Directories—Foreign:—The only entry for foreign directories is under the heading "Directories—Foreign." The arrangement is by continent. For a directory of France look under "Directories—Foreign—Europe."
Directories—Trade, etc.:—Look under name of trade or business, with subhead “Directories.” The numbers there listed refer to the numbers attached to each entry under “Directories—Trade, etc.” These numbered entries form a complete alphabetic list of all trade and professional directories included in this book with publishers and prices.

Examples

Clothing trade

Directories

In list under “Directories, Trade, etc.” see No. 94, 159, 163

Look under this heading and find 94

Directories

Trade, etc.

94. Fairchild’s National Directory and Digest. (Includes Woolen and worsted piece goods houses; Silks; Woolens; Jobbers; Dyers, bleachers and finishers; Dictionary of textiles; Trade associations). Fairchild Publishing Co., 8 East 13th St., N.Y. $2.

The items listed in parentheses following the word “(Includes . . .)” are titles of sections of the directory not indicated by the title. The complete title thus amended indicates quite fully the contents of each directory.

State and local publications or directories of government departments and bureaus are not included. Only directories published currently are listed. Directories not published since 1917 have been omitted except where the publishers have stated, in response to our circular letter, that they are to be republished shortly. Standard foreign directories probably suspended during the war are included.

Directories other than those for individual trades are listed under the following subjects with subhead “Directories”:—

Associations
Corporations (unclassified lists)
Jobbing, commission business, etc.
Trade marks and trade names

Editions and Dates:—Information as to editions and dates of books in former editions of “1600” has not been revised. The date used is that of imprint.

Encyclopedias and Dictionaries:—Under this heading will be found a classified list of books and parts of books containing definitions of business, trade and financial terms.

“English Practice”:—Where English practice obviously differs from American because of difference in laws, currency, etc., on such subjects as:—Accounting, Administration of Estates, Tables, Formulas, etc., and Bankruptcy, entries for English books have been followed by the note “(English)” or “(English practice).”

Index Numbers:—Under this heading will be found this information about the principal Index numbers: Name; for what periods compiled; in what periodicals, etc., the current index number appears, and at what intervals.

Maps:—Under this heading are given suggestions about maps for business use, particularly for the sales and advertising departments.

Pamphlets and Government Publications:—These are entered in this book under subject only. Every entry gives all information needed for purchase. In entries for government publications the department listed last is the department from which the document may be obtained. The name of the issuing bureau appears in parenthesis when the pamphlet is distributed from another office.

Look under “Government Publications—Bibliography” for a complete list of price lists issued by the government.

Periodicals:—Frequency of publication:—Look under subjects having subhead “Periodicals.” Day on which periodical appears is here indicated whenever this information appears on the title page of the periodical. In other cases the terms —weekly, monthly, etc. are used.

Retail periodicals:—Look at list of references under “Retail stores—Periodicals,” for a list of retail trades under which periodicals are listed. Throughout the book the note (Retail) and (also Retail) will be found at the end of each entry for such periodicals.

Subject headings:—Special sections which appear regularly in periodicals are listed throughout the book under the subject to which they apply.

Examples

Automobile trade

Periodicals

Automobile trade journal. (also Retail) Monthly
Automotive industries. Weekly.
Commercial car journal. 15th of each month
Publisher and price: Look under list headed "Periodicals."

Indexes: Look under list headed "Periodicals." At the end of each entry will appear (when known) the phrase "Separate index," or "Index appears in (date of issue)"; also when the periodical is indexed by any of the general periodical indexes the names of such indexes are given, viz: P. A. I. S.; Ind. arts; Bus. digest; Bus. data bur.; Prentice-Hall; Readers' Guide.

**Examples**

**Periodicals**


Monthly labor review. Supt. of doc. $1.50.


**Prices (Market):**—Sources of current prices of commodities divided into 200 groups are listed under this heading.

**Publisher and Price:**—Information as to publisher and price is given at the end of the author entry, with the following exceptions: Pamphlets, government documents and services, repeated under every entry (only subject entries are made). Foreign directories, under "Directories—Foreign"

Trade directories, under "Directories—Trade, etc."

Periodicals, under "Periodicals"

Yearbooks, under "Yearbooks"

Abbreviations are used in most cases for Publishers' names throughout the book. The full name and address for these abbreviations are given in the "List of Publishers" at the end of the book. These addresses were corrected from current directories, with the exception of 150 for which addresses were not found.

When the list price could not be found the following abbreviations have been used: "Spec." means special price paid by Newark Free Public Library. "Imp." means imported or price paid by Newark Free Public Library for foreign publications imported free of duty. Entries without prices are gifts to the Business Branch.

Prices of books, etc., at the date of their publication were obtained from U. S. Catalog. Possible advance in price since date of publication must therefore be allowed for.

**Services:**—Business information sold by organizations and issued at frequent intervals (sometimes daily) in loose leaf, card, or report form. Subscription to these Services makes available the specialized resources of their Research departments and the help of experts. Full information about the Services included will be found under heading "Services."

**Sources of Information:**—In the work at the Business Branch certain classes of questions come up very frequently. To facilitate search on questions of this character a complete list of all the sources of such information and methods of obtaining it was compiled and added to as new sources were found. These "Sources of information" lists constitute a method of research applicable to certain general types of business questions. Such lists will be found in "2400 Business Books" under: "Accounting for a specific business"; Cost accounts for a specific business"; "Cities—Commercial conditions in"; "Cities—Location"; "Statistics—Production"; "Trades (information about a specific trade or business)"; "Statistics."

**Subjects Not Included in "2400 Business Books":**—Books, etc., on commodities have not been included, except those written for the use of the salesman or the advertising man. These have been put under "Salesmanship," with the sub-head for the name of the trade, thus: "Salesmanship—Pottery trade."

Books on processes of manufacture are not included. Books, etc., that appear under the name of an industry or business, such as "Automobile trade," "Hardware trade," deal with the management and administration of such businesses, either manufacturing, jobbing or retail.

Books, periodicals, etc., on economic subjects have been omitted with certain exceptions. General information on the 16 subjects listed below is occasionally needed in the transaction of business. Therefore, three or four books on each of these subjects dealing more with the theory than with the methods of business, are included as well as one or more bibliographies:

Arbitration—Industrial Capital Credit Economics Employers' liability
Labor and laboring classes
Labor unions
Merchant marine
Money
Panics
Prices
Railroads
Tariff
Taxation

Trusts
Wealth

Yearbooks:—Under this heading will be found the full list of general statistical publications, and yearbooks of individual countries with publisher and price. Yearbooks for individual countries will be found under name of country also.
"2400" Business Books

A B C and XYZ of be culture. Root, A. I. 1908
A B C of banks and banking. Coffin, G. M. 1901
A B C of bond buying. Selden, G. C. 1919
A B C of bookkeeping. Dicksee, L. R. 1908
A B C of foreign exchanges. Clare, G. 1895
A B C of foreign trade. Henius, F. 1920
A B C of life insurance. Willard, C. E. 1908
A B C of options and arbitrage. Nelson, S. A. 1904
A B C of salesmanship. Rust, T. D. 1914
A B C of stock speculation. Nelson, S. A. 1902
A B C of the federal reserve system. Kemmerer, E. W. 1918
A B C of Wall Street. Nelson, S. A. 1900
A B C universal, commercial, electric, telegraphic code. 4th ed 1899 Amer. code co. $5
A B C universal commercial telegraphic code. 6th ed. 1920 Macmillan
A B C universal, electric, commercial, telegraphic code. 5th ed 1915 Amer. code co. $12
Abbott, B. V.
Clerks' and conveyancers' assistant. 3d ed 1911 Baker, Voorhis $7.50
Abbott, W.
Commercial theory and practice. 1917 Murray 3s 6d

Abbreviations
Baker, J. T. Abbreviations; Abbreviations of months and states. (In her Correct business letter writing and business English, 1911, p. 101-166)
Cahill, M. F. Commercial abbreviations. (In her Office practice, 1917, p. 240-243)
Collins, F. H. Authors' and printers' dictionary; a guide for authors, editors, printers, correctors of the press, compositors, and typists; with full list of abbreviations; an attempt to codify the best typographical practices of the present day. 4th ed 1912 (English Practice)
Commercial abbreviations; Commercial signs and characters. (In Amer. sch. of cor. Cyc. of commerce, etc., 1910, v. 4, p. 35-37; also in Amer. sch. of cor. Cyc. of practical accounting, 1917, v. 1, p. 35-37)
Cortina, R. D. de la. Abreviaturas españolas; English abbreviations. (In his Modelos para cartas en español y en inglés, 1918, p. 70-77)
Davies, J. P. Abbreviations used in engineering work. (In his Engineering office systems and methods, 1915, p. 509-514)
Dwyer, I. E. Business abbreviations and symbols. (In his Business letter, 1914, p. 160-162)
Eaton, A. H. Characters and abbreviations. (In Eaton and Burnett revised and improved bookkeeping, 1917, p. 258-260)
Eaton, S. Characters; Abbreviations. (In his How to do business, 1896, p. 356-359)
Gardner, E. H. Glossary of business terms, legal terms and abbreviations. (In his Constructive dictation, 1919, p. 301-322)
Hammond, H. W. Abbreviations of commercial terms, etc. (In his Style-book of business English, 1916, p. 227-231)
Heelis, F. Commercial terms, phrases and abbreviations. (In his Pitman's theory and practice of commerce, v. 2, p. 550-572)
Hooper, F. Business abbreviations. (English) (In his Home trade, 1911, p. 204-205)
Terms and abbreviations used in reference to freights and charters; Business abbreviations. (English) (In his Import and export trade, 1910. p. 201; 243-244)
Hotchkiss, G. B. Abbreviations. (In his Business English, 1916, p. 360-365)
Hughes, C. H. Terms; Clauses and terms occurring in policies; Export and shipping terms. (In his Handbook of ship calculations, construction and operation, 1918, p. 711-717)
Abbreviations—Continued

Int. cor. schools. Abbreviations relating to business. (In its Business man’s handbook, 1904, p. 113-116)

Monteverde, R. D. Abbreviations. (In his Commercial and technical terms in the English and Spanish languages, p. 112-114)

Moore, J. H. Abbreviations—General terms. (In his Accounting and business practice, 1902, p. 396-397) — Business abbreviations. (In his Practical business arithmetic, 1906, p. 442)

Pitman, Sir I., and sons, pubs. Abbreviations. (In Pitman’s mercantile terms and abbreviations, p. 113-126) — Business abbreviations: English; Portuguese-English; Italian-English; French-English; German-English. (In Pitman’s mercantile correspondence: English, p. 244-260)

Riley, R. E. Abbreviations frequently used in traffic publications. (In his Traffic glossary, 1917, p. 247-249)

Rogers, W. T. Dictionary of abbreviations; (being citations of those terms used in the professions, sport and trades). (English) 1913

Russell, T. H. Characters and abbreviations used in business correspondence. (In his Business correspondence and forms, 1910, p. 379-382)

Sheldrake, T. S. Abbreviations commonly used in the export trade. (English) (In Harmsworth business library, v. 4, p. 319-320)

Stephenson, J. Abbreviations used in trade; in exchange, banking and finance; in transport and insurance; in warehousing. (English) (In his Principles and practice of commerce, p. 354-355; 478-479; 530-532; 566)


Webster, N. Dictionary of most common abbreviations. (In his New supreme Webster dictionary, 1919, p. 912-938)

Foreign

Cornett, W. N. Abbreviations. (In his French commercial correspondence, 1911, p. 6-7)


Kenyon, H. A. List of abbreviations most commonly used in Spanish. (In his Spanish commercial correspondence, 1907, p. 9-15)

Laroche, C. French commercial abbreviations. (In his Correspondance commerciale, 1917, p. 123-126)

McHale, C. F. Lista de las abreviaturas más usadas en castellano, especialmente en el comercio. (In his Commercial Spanish, 1918, p. 200-202)


Thomas, F. Abbreviations. (In his Shipping clerks’, correspondents’ and travellers’ handbook of Spanish invoicing, 1916, p. 12-14)

Veitelle, I. de. List of principal abbreviations. (In his Mercantile dictionary, 1864, p. 301-303)

Whittem, A. F. Abbreviations. (In his Spanish commercial correspondence, 1916, p. 185-189)

Abel, J. C., and Abel, C. L. Practical studio advertising. 1916 Abel $2

Ability tests

Ayres, L. P. Binet-Simon measuring scale for intelligence; some criticisms and suggestions, etc. 1911

Bloomfield, D. Placement, promotion and conclusion of employment. (In his Selected articles on employment management, 1919, p. 207-237)
Ability tests—Continued


How do you measure up; Keys to tests. (In its Course in modern production methods, 1919, v. 1, p. 80-118; 133-146)

Cody, S. Commercial tests and how to use them. 1919 (School efficiency monographs)

Hollingworth, H. L. Vocational psychology; its problems and methods; with a chapter on "Vocational aptitudes of women," by L. S. Hollingworth. 1916

Kemble, W. F. Choosing employees by mental and physical tests. 1917 (Industrial management library)


Link, H. C. Employment psychology; the application of scientific methods to the selection, training and grading of employees. 1919

McClelland, F. C. Office training and standards. 1919

See also Character analysis; Efficiency-Personal; Employment problems; Occupations; Psychology

Bibliography

Bureau of educational experiments, 16 W. 8th St. N. Y. Psychological tests revised and classified bibliography; David Mitchell and G. J. Ruger. 116p 1918 50c

Hollingworth, H. L. Classified bibliography for vocational psychology. (In his Vocational psychology, 1916, p. 275-282)

Periodicals

Journal of applied psychology. Quarterly

See also Business—Bibliography—Periodicals

Abstracters

Directories

In list under "Directories, Trade, etc." see No. 122, 186

Abyssinia

Abyssinia; present commercial status of the country with special reference to the possibilities for American trade. 71p 1918 (U. S. Bureau of foreign and domestic commerce. Special consular reports, no. 81) Sup. of doc. 5c

See also Africa—Economic conditions; Statistics

Bibliography

See Africa—Bibliography

Directories

See lists under Directories—Foreign; Directories—Foreign, with subdivision for proper continent

Academy of Political Science

Amer. mercantile marine. 1915 $1.50

Banking and currency in the U. S. 1913 $2

Acceptances

Escher, F. Import and export credits. (In his Foreign exchange explained, 1917, p. 108-146)

Gardner, E. H. Trade acceptances. (In his New collection methods, 1918, p. 266-281)

Kniffin, W. H., jr. Commercial paper, acceptances and the analysis of credit statements; a practical treatise on commercial paper, with particular reference to the processes by which the credit risk is determined where such instruments are purchased as a bank investment. 1918

Meyer, C. A. Trade acceptances. (In his Mercantile credits and collections, 1919, p. 89-96)

National association of credit men. Acceptances; nature and use of "trade" and "bank" acceptances. (In their Credit man's diary, 1919, p. 28-33)

Pamphlets. American acceptance council, 111 Broadway, N. Y.

See also Credit; Credits; Exchange; Export trade—Credits; Law—Commercial paper; Negotiable instruments

Bibliography

Acceptance literature; a selected list of pamphlets and articles. (In Business digest, 241 W. 37th St. N. Y., v. 6, p. 54-59, July 1918, single numbers, 15c

Accident insurance. See under Insurance the following subheads: Accident; Casualty; Industrial

Accident prevention and relief. Schwedtman, F. C. 1911

Accidents

Industrial

See Employers' liability; Insurance—Industrial; Law—Labor; Safety methods; Welfare work
Accountancy. See Accounting; Cost accounts

Accountancy of investment. Sprague, C. E. 1914

Accountants' and bookkeeper's vade-mecum. Whatley, G. E. S. 1893

Accountants' offices

Directories
In list under “Directories, Trade, etc.” see No. 33, 76.

American institute of accountants. Alphabetical list of members; Alphabetical list of associates; Geographical list of members. (In its Yearbook)

See also Auditors' offices—Directories

Filing

See Filing—Accountants' offices

Accounting

Sources of information for systems of accounting for a specific trade or business:
Books and parts of books: Books on the specific trade or industry (see list in this book under name of trade or business); also see list in this book under “Accounting” with subhead for name of trade or business.

Bibliographies: See list in this book under “Accounting—Bibliography.”

Encyclopedias: See list in this book under “Accounting—Encyclopedias and dictionaries.”

Periodicals: Through the following indexes: Business digest; Industrial arts index (for publisher, etc., see list in this book under “Periodicals”); Public Affairs Information Service (for publisher, etc., see list in this book under “Services”); Journal of accountancy index for v 1-16, and indexes to succeeding separate volumes.

Accounting. (In Modern merchandising, 1910, v. 7)

American institute of accountants. Yearbook. Annual

Amer. sch. of cor. Cyc. of commerce, accountancy, business administration; a general reference work on accounting, auditing, bookkeeping, commercial law, business management, administrative and industrial organization, banking, advertising, selling, office and factory records, cost keeping, systematizing, etc. 10v 1910

Cyc. of practical accounting; a general reference work on accounting, bookkeeping, banking, office records, cost keeping, systematizing, etc. 4v 1917

Basset, W. R. Accounting as an aid to business profits. 1918

Bennett, R. J. Corporation accounting. 1916

Bentley, H. C. Science of accounts. 1911

Broaker, F. American accountants' manual. 1897

Business training corporation. Accounting; how business keeps and interprets its records. (In its Course in business essentials, 1916-1918, v. 11)

Cleary, P. R. How to figure profit; a comprehensive reference book for business men, teachers and students. 1918

Cole, W. M. Accounts; their construction and interpretation, for business men and students of affairs. 1915

— Bookkeeping, accounting and auditing. 1916 (Also published under title: Accounting and auditing.)

Commerce clearing house. Automatic accounting system; summary book prepared to meet the requirements of any business; automatically determines taxable net income; thoroughly analyses cost, overhead, branch and departmental expense; automatically prepares general balance sheet; permits expansion to provide any number of accounts. unp. 1918 Commerce clearing house, 257 Broadway, N. Y.

Day, C. M. Accounting practice. 1908

Dickinson, A. L. Accounting practice and procedure. 1914

Dicksee, L. R. Advanced accounting. 1911

— Goodwill and its treatment in accounts. 1906

Eddis, W. C. Manufacturers' accounts; a text-book for manufacturers, merchants, accountants and book-keepers. 1904

Esquerre, P. J. Applied theory of accounts. 1914

Fraud in accounts. 1910 (Accountants' lib. v. 30)

Gilman, S. Principles of accounting. 1917 (La Salle extension university; Business administration)

Greendlinger, L. Accounting practice; a comprehensive statement of accounting principles and methods, illustrated by modern forms and problems. 1914 (Alex. Ham. inst. Mod. bus. v. 6)

— Accounting theory and practice; a comprehensive statement of accounting principles and methods, illustrated by modern forms and problems. 1910 (Alex. Ham. inst. Mod. bus. v. 3)

Griffith, J. B. Trial balances and comparative statements. (In Amer. sch. of cor. Cyc. of practical accounting, 1917. v. 4)

Haskins, C. W. Business education and accountancy. 1904

For "Directions for using this book" see page vii
Accounting—Continued
Hatfield, H. R. Modern accounting, its principles and problems. 1911
Heitmann, H. Course in the theory and practice of higher accounting. 1910
Hyans, E. M. Theory of accounts for accountant students. 1909
Int. cor. schools. Analysis of accounts. (In its Cost accounting, 1914, sec. 21-23)
Kester, R. B. Accounting, theory and practice. 2v 1919
Klein, J. J. Bookkeeping and accounting, introductory course. 1918 (College of the city of New York series in commerce, civics and technology)
— Elements of accounting. 1913
— Student's handbook of accounting; solutions to questions in theory of accounts, practical accounting and auditing contained in "Elements of accounting", for the use of teachers, students, and practicing accountants. 1915
Lisle, G. Accounting in theory and practice. 1909
McIntosh, R. J. Reference book of accounts for manufacturing and mercantile companies. 1914
Mitchell, T. W. Accounting principles. 1917 (Alex. Ham. inst. Mod. bus. v. 9)
Morey, L. C.P.A. problems and solutions. 1919
Moxey, E. P. Accounting systems. 1910 (Alex. Ham. inst. Mod. bus. v. 10) [Same as Practical accounting methods]
Nixon, A. Accounting and banking. 1912 (Longman's commercial series)
Office methods and accounting; organizing your office; laying out an accounting system; handling correspondence and office work. 1917
Paton, W. A. Principles of accounting. 1917
— Principles of accounting. 1918 (Re-arrangement and enlargement of book published by Wahr under same title.)
Pixley, F. W. Accountancy. 1908
Prentice-Hall business information service; the best and newest ideas on business gathered weekly from every available source. Prentice-Hall, inc., 70 5th Ave. N. Y. $75 a year.
A loose leaf service giving abstracts and notes of current business literature appearing in periodicals, newspapers, pamphlets, books, etc., ready to file in binders, grouped mainly for the principal departments of a business firm in the following sections: Accounting; Advertising and selling; Banking, exchange and public finance; Credits and collections; Employment; Financing; Foreign trade; Industrial and commercial relations; Management; Office management; Personal efficiency; Purchasing and stores; Transportation. Paid research work. Books, periodicals and copies of articles analyzed furnished at cost.
Racine, S. F. Accounting principles. 1913
— Guide to the study of accounting. 1914. (Accounting students' series)
Rahill, J. J. Corporation accounting and corporation law. 1905
Reynolds, W. B. Duties of the junior accountant. 1918
Rittenhouse, C. F. Accounting theory and practice. 2v 1918
— Elements of accounts. 1915
— Elements of accounts for individuals, professional men and institutions. 1918
— Exercises in accounting (Intermediate). 1918
Rowe, H. M. Bookkeeping and accountancy; presenting the art of bookkeeping in accordance with the principles of modern accountancy. 1911
Soulé, G. New science and practice of accounts. 9th ed 1911
Spencer, E. Art of modern bookkeeping and accounting. 1911
Sprague, C. E. Philosophy of accounts. 1910
Stephens, J. R. Principles of accounting. 1909
Uniform accounting; a tentative proposal submitted for the consideration of banks, bankers and banking associations; merchants, manufacturers and associations of manufacturers; auditors, accountants and associations of accountants; reprinted from the Federal reserve bulletin, April 1917. 25p 1917 U. S. Federal reserve board, Washington, D. C.
Vannais accounting institute, inc. Accounting. 1918
Whatley, G. E. S. Accountant's and bookkeeper's vade-mecum. 1893
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DeWeese, T. A. Planning an advertising campaign. (In his Principles of practical publicity, 1908, p. 228-240)

Hess, H. W. Advertising campaign. (In his Productive advertising, 1915, p. 171-201)

Lewis, E. S. Planning an advertising campaign. (In his Financial advertising, 1908, p. 462-473)

Martin, M. Advertising campaigns. 1917 (Alex. Ham. inst. Mod. bus. v. 13)

— Planning an advertising campaign for a manufacturer; pt. 1, Analysis of the product; pt. 2, Analysis of the markets; pt. 3, Analysis of the channels of distribution. 1914 (University of Minnesota. Bulletin, general series, no. 8, 9, 10) University of Minnesota, Minneapolis, Minn. 25c each
Advertising—Campaigns—Continued

Planning a campaign. (In Advertising and service, 1918, p. 20-35)

Tipper, H. Advertising; a practical presentation of the principles underlying the planning of successful advertising campaigns and the preparation of advertising copy. 1914 (Alex. Ham. inst. Mod. bus. v. 4)

See also Catalog making; Commercial correspondence—Sales; Dealer help; Encyclopedias and dictionaries; Graphic methods; Mailing lists; Maps; Market analysis; Statistics; also under Advertising the following subheads: Analysis; Media; Records and statistics; name of specific trade or business

Candy trade

See Advertising—Confectionery trade

Catalogs and booklets

See Advertising—Mediums; Catalog making

Chinaware

See Advertising—Pottery business

Churches

Ashley, W. B. Church advertising; its why and how; papers delivered before the church advertising section of the twelfth annual convention of the Associated advertising clubs of the world. 1917

Clifford, W. G. Direct advertising for associations, churches and cities. (In his Building your business by mail, 1914 p. 124-129)

DeWeese, T. A. Should the church advertise? (In his Keeping a dollar at work, 1915, p. 70-73)

French, G. Church advertising. (In his Advertising: the social and economic problem, 1915, p. 111-122)

Smith, H. H. Publicity and progress; twentieth century methods in religious, educational and social activities. 1915

See also Advertising—Institutions

Cigar trade

See Advertising—Tobacco trade

Circulars

See Advertising—Mediums

Circus business

MacDonald, J. A. Advertising a circus. (In his Successful advertising, 1906, p. 335-340)

Cities

Carrington, J. B. Municipal advertising. (In Johnson, A. P. Library of advertising, 1911, v. 6, p. 291-305)

Cherington, P. T. What city advertising must do. (In his Advertising as a business force, 1913, p. 535-542)

Dench, E. A. Boosting cities and pleasure resorts by motion pictures. (In his Advertising by motion pictures, 1916, p. 92-97)

Farrington, F. Community development; making the small town a better place to live in and a better place in which to do business. 1915

Martin, M. Advertising a city. (In his Advertising campaigns, 1917, p. 303-305)

Shryer, W. A. Advertising a city. (In his Analytical advertising, 1912, p. 199-210)

Wilson, G. F. Civic house organ. (In his House organ, 1915, p. 187-190)

See also Associations—Commercial; also under Advertising the following subheads: Institutions; States

Clothing trade

Borsodi, W. Men's wear advertising; a collection of selling phrases, descriptions, and illustrated advertisements, as used by successful advertisers, to facilitate the expression of ideas and assist in the preparation of attractive advertising. 1910

Johnson, A. P. Men's wear displays; Advertising men's wear. (In his Library of advertising, 1911, v. 4, p. 42-44; v. 5, p. 213-233)

Low, F. M. How a men's store was advertised. (In Advertising, 1914, p. 159-162)

MacDonald, J. A. Clothing advertising; Advertising women's wearables; Clothing. (In his Successful advertising, 1906, p. 98-107; 115-117; 169-172)

See also under Advertising the following subheads: Dry goods trade; Hat trade; Tailoring trade

Coal trade

Borsodi, W. Coal advertising; a collection of selling phrases, descriptions, and illustrated advertisements, as used by successful advertisers, to facilitate the expression of ideas and assist in the preparation of attractive advertising. 1910

For "Directions for using this book" see page vii
Dental

Starting

drug

Ready-made

Library

Dentists'

Modern

Advertising

Borsodi, Hull, Edgar, Hawkins, Clifford, MacDonald, In

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subheads:

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Newspaper

dealers;

See

Advertising

Directory

subheads:

1914,

See

see

Trade;

Public

electrical

1917,

store,

Trade;

1916,

Used

some

347-353)

management.

1918

Encyclopedias and dictionaries

Glossary of the principal terms used in advertising. (In Harmsworth business library, v. 5, p. 281-287)


Export trade

See Export trade—Advertising

Farm machinery

See Advertising—Agricultural imple-ments and machinery trade

Drug stores

Eight sales plans that won new trade. (In Making your store work for you, 1917, p. 120-125)

Farrington, F. Making a drug store pay. 1914

— Retail advertising for druggists and stationers. 1901


Dry goods trade

Advertising drapery goods. (In Murphy, W. S. Modern drapery and allied trades, 1915, v. 5, p. 131-162)

Dench, E. A. Bringing out the individuality of dry goods by motion pictures. (In his Advertising by motion pictures, 1916, p. 85-91)

See also under Advertising the following subheads: Retail stores; Special sales; name of specific retail trade or business

Electric light and power companies


Seabrook, A. H. General publicity, etc. (In his Management of public electric supply undertakings, 1913, p. 135-140)

See also Advertising—Public service corporations

Electrical supply trade

Electrical merchandising. How to sell electrical labor-saving appliances; 119 tested plans for the electric store; window display, show cases, shelves and tables; arrangement, advertising, prospects, demonstrations, training clerks, planning sales, management. 1918

Directories

In list under “Directories, Trade, etc.” see No. 5, 78, 83, 98, 99, 106, 133, 138, 161, 237

See also subhead Directories under: Bill posting trade; Newspaper business; Periodicals; Trade marks and trade names

Display

See Advertising—Technique

Dairy industry

Clifford, W. G. Direct advertising for dairies and creameries. (In his Building your business by mail, 1914, p. 185-193)

Hawkins, G. H. E. Ready-made advertisements: milk companies. (In his Newspaper advertising, 1914, p. 97)

See also Advertising—Poultry business

Dentists’ offices

MacDonald, J. A. Dental advertising. (In his Successful advertising, 1906, p. 342-345)

Department stores

See under Advertising the following subheads: Retail stores; Special sales; name of specific retail trade or business

Advertising—Coal trade—Continued

Edgar, A. E. Coal. (In his How to advertise a retail store, 1913, p. 283-286)

Hull, A. M. Practical plans for getting new business; a book of helpful hints for retail coal merchants. 1916

Color

See under Advertising the following subheads: Mediums; Technique

Confectionery trade

Borsodi, W. Candy. (In his Tobaccoonists’ advertising, 1910, p. 55-65)

Farrington, F. Starting up the candy business. (In his Making a drug store pay, 1914, p. 56-60)

See also under Advertising the following subheads: Baking trade; Food trade

Copy

See Advertising—Technique

Cuts

See Advertising—Technique

BUSINESS BOOKS

27
Advertising —Continued

Farm produce

*See* under Advertising the following subheads: Dairy industry; Food trade; Poultry business

Financial

*See* Encyclopedias and dictionaries—Investments; *also* under Advertising the following subheads: Banks; Bond houses; Building and loan associations; Insurance; Real estate business; Stock brokerage business

Follow up records

*See* Advertising—Records and statistics

Food trade

DeWeese, T. A. Advertising food and drink products. (In his *Principles of practical publicity*, 1908, p. 135-164)


*See also* under Advertising the following subheads: Baking trade; Confectionery trade; Dairy industry; Groceries; Hotels; Poultry business; Restaurant business

Fruit trade

*See* Advertising—Food trade

Furniture trade

Borsodi, W. House furnishings advertising; a collection of selling phrases, descriptions, and illustrated advertisements, as used by successful advertisers, to facilitate the expression of ideas and assist in the preparation of attractive advertising. 1910

Int. cor. schools. Furniture. (In its *Advertisement display*, 1909, sec. 15, p. 10-24)


Gas companies

Edgar, A. E. Gas and electricity. (In *His How to advertise a retail store*, 1913, p. 319-322)

*See also* Advertising—Public service corporations

Glove trade

Borsodi, W. Gloves. (In *His Men’s wear advertising*, 1910, p. 49-55; 118)

Grocery trade

Borsodi, W. Groceries; flour. (In *His Coal advertising*, 1910, p. 32-33; 109-115)

—Grocery advertising; a collection of selling phrases, descriptions and illustrated advertisements as used by successful advertisers to facilitate the expression of ideas and assist in the preparation of attractive advertising. 1910

Int. cor. schools. Groceries. (In its *Advertisement display*, 1909, sec. 15, p. 29-35)

*See also* under Advertising the following subheads: Baking trade; Food trade

Hardware trade

Borsodi, W. Hardware. (In *His Coal advertising*, 1910, p. 39-55)

—Hardware. (In *His House furnishings advertising*, 1910, p. 57-60)

Int. cor. schools. Hardware. (In its *Advertisement display*, 1909, sec. 15, p. 4-9)

McAllister, T. W. Advertising and sales plans. (In *His Making more profits from hardware*, 1918, p. 40-68)

Paris, B. J. Hardware advertising for the retailer. 1913

Hat trade

Borsodi, W. Men’s hats. (In *His Men’s wear advertising*, 1910, p. 16-31; 124-128)

Edgar, A. E. Hats and caps. (In *His How to advertise a retail store*, 1913, p. 330-333)

History

Sampson, H. History of advertising from the earliest times. 1874

Hotels


*See also* Advertising the following subheads: Food trade; Restaurant business

Housefurnishings trade

Borsodi, W. House furnishings advertising; a collection of selling phrases, descriptions, and illustrated advertisements, as used by successful advertisers, to facilitate the expression of ideas and assist in the preparation of attractive advertising. 1910

For “Directions for using this book” see page vii
Advertising—House furnishings trade—Cont.  
Kastor, E. H. Selling merchandise direct.  
(In his Advertising, 1918, p. 272-279)  
See also Advertising—Pottery trade  

Illustrations  
See under Advertising the following subheads: Mediums; Technique  

Institutions  
Clifford, W. G. Direct advertising for public and semi-public institutions. (In his Building your business by mail, 1914, p. 137-149)  
See also under Advertising the following subheads: Churches; Schools and colleges; Y.M.C.A., etc.  

(of) Insurance  
Clifford, W. G. Direct advertising for insurance companies. (In his Building your business by mail, 1914, p. 99-100)  

Investments  
See under Advertising the following subheads: Bond houses; Stock brokerage business  

Jewelry trade  
Borsodi, W. Jewelry advertising; a collection of selling phrases, descriptions, and illustrated advertisements, as used by successful advertisers, to facilitate the expression of ideas and assist in the preparation of attractive advertising. 1910  

Int. cor. schools. Jewelry. (In its Advertisement display, 1909, sec. 15, p. 9-15)  
See also Advertising—Optical trade  

Jobbing, commission business, etc.  
Curtis pub. co. Advertising and the jobber. (In its Selling forces, 1913, p. 133-144)  
How to advertise to win; Direct advertising that hits its mark. (In How to run a wholesale business at a profit, 1918, p. 64-94)  

Swinney, J. B. Advertising. (In his Merchandising, 1917, p. 80-89)  
See also subheads for name of specific trade or business under Advertising  

Laundry business  
Clifford, W. G. Direct advertising for launderers and cleaners. (In his Building your business by mail, 1914, p. 150-157)  
Int. cor. schools. Laundries. (In its Advertisement display, 1909, sec. 15, p. 39-44)  

Law  
See Law—Advertising  

Layout  
See Advertising—Technique  

Leather goods trade  
See Advertising—Trunk trade  

Letters  
See Commercial correspondence—Sales  

Lumber trade  
Advertising that wins business. (In How to run a retail lumber business at a profit, 1917, p. 177-194)  
Murphy, C. D. Advertising the lumber yard. (In Advertising, 1914, p. 177-184)  

(by) Mail  
See Advertising—Mediums; Commercial correspondence—Sales; Mailing lists; also subhead Directories under name of specific trade or business  

Mail order business  
Barroll, E. C. Right and the wrong way to advertise; Putting pep in your printing; Part the printer plays. (In his Making money in the mail order mnt, 1915, p. 14-18; 24-28; 36-38)  
Calkins, E. E. Mail order advertising. (In his Modern advertising, 1912, p. 245-260)  
DeWeese, T. A. Mail-order advertising; Booklet in mail-order advertising; “Keying” mail-order advertisements. (In his Principles of practical publicity, 1908, p. 118-125; 141-154)
Advertising—Mail order business—Cont
Edgar, A. E. How to advertise a retail store, including mail order advertising and general advertising; a complete and comprehensive manual for promoting publicity; illustrated with 500 original newspaper advertisements. 1913
Int. cor. schools. Mail order advertising.
(In its Advertiser’s handbook, 1910, p. 294-304)
Orange, G. J. Mail-order advertising. (In Harmsworth business library, v. 5, p. 200-224)
Rothschild, M. Mail order advertising.
(In Johnson, A. P. Library of advertising, 1911, v. 5, p. 13-88)
Russell, T. Mail-order advertising. (In his Commercial advertising, 1919, p. 210-234)
See also subheads for name of specific trade or business under Advertising

Management
Babcox, E. S. Efficient advertising department and its systems. (In Johnson, A. P. Library of advertising, 1911, v. 2, p. 123-150)
Curtis pub. co. Machinery of advertising.
(In its Selling forces, 1913, p. 55-65)
Galloway, L. Advertising department and its work. (In his Office management, 1918, p. 396-418)
Griffith, J. B. Advertising and sales organization. (In his Business management, 1910, v. 1, p. 121-190)
How much to spend for publicity. (In Attracting and holding customers, 1919, p. 53-70)
Ingersoll, W. H. Organizing and systematizing an advertising department.
(In Sales promotion by mail, 1916, p. 179-273)
Lewis, E. S. Advertising manager. (In his Financial advertising, 1908, p. 652-667)
More sales through advertising; putting advertising on a profitable basis; fixing appropriations and planning campaigns; linking advertising with selling; getting better dealer cooperation. 1919
(Shaw selling series)
Sampson, E. Systematizing an advertising office. (In her Advertise!, 1918, p. 203-214)
See also Advertising—Records and statistics; also subhead Directories under: Officials; name of specific trade or business

Management—Periodicals
See Offices—Management—Periodicals

Mediums
Advertising. (In Modern merchandising, 1910, v. 8)
Booklets and enclosures. (In Advertising and service, 1918, p. 141-153)
Bellamy, F. Effective magazine advertising. 1909
Bunting, H. S. Premium system of forcing sales, its principles, laws and uses. 1913
— Speciality advertising. 1914
Calkins, E. E. Sellers of space. (In his Business of advertising, 1915, p. 19-51)
Clifford, W. G. Building your business by mail; a compilation of successful direct advertising campaigns drawn from the experience records of 361 firms, representing every line of business. 1914
Dench, E. A. Advertising by motion pictures. 1916
DeWeese, T. A. Keeping a dollar at work; fifty “talks” on newspaper advertising, written for the N. Y. Evening Post. 1915
Dignan, F. W. Preparation of advertising circulars. 22p 1915 LaSalle 15c
Duce, H. C. Poster advertising. 1912
Francis, C. Evolution of the trade catalog. (In his Printing for profit, 1917, p. 152-163)
Galloway, L. Advertising mediums; Supplementary advertising aids. (In his Advertising, 1910, p. 117-206)
Graydon, S. Some notes on catalog making. 1909
Hawkins, G. H. E. Newspaper advertising; with reproductions of 1,000 advertisements; also ready-made advertisements, headings and catch phrases for retail business, and 58 pages of insert reproductions of advertisements, with comments. 1914
Int. cor. schools. Advertisement display; mediums; retail management; department store management. 1909
Johnson, A. P. Library of advertising. 6v 1911
For contents, see under Johnson, A. P. Library of advertising.
Advertising—Mediums—Continued

Jones, C. Outdoor publicity: Posters. (In his Handbook of advertising, 1913, p. 43-58)


Lytle, J. H. Magazine advertising. 1914

MacFarlane, C. A. Principles and practice of direct advertising. 1915

McNaughton, F. Intensive selling; a comprehensive analysis of possibilities for increasing profitable sales through supplemental direct advertising methods—especially under present war-time conditions—by taking advantage of available distribution; based on definite tests; supplemented by the experiences of many advertisers. 1918

More business through postcards; an exhaustive analysis of possibilities for intensively increasing profitable sales through return postcards. Drawn from the experiences and records of over one hundred firms, representing practically every line of business. 1917

Norton, S. V. Making your motor truck advertise your business. (In his Motor truck as an aid to business profits, 1918, p. 422-431)

Ostrander, W. M. Simplex plans for selling real estate; a successful system for finding buyers for farms, residences and building lots, no matter where they are located. 1917

Russell, T. Hall-mark of commerce; trade-marks and retail advertising; three main modes of advertising. (In his Commercial advertising, 1919, p. 146-209)

Sales promotion by mail, how to sell and how to advertise; a handbook of business building. 1916

Wasson, G. G. How to compile a catalog. 1915

See also Advertising—Analysis; Catalog making; Commercial correspondence—Form letters; Dealer help; House organs; Show cards; Telephone (commercial use); also subhead Directories under: Newspaper business; Periodicals

Mediums—Periodicals

Mailbag; a journal of direct mail advertising. Monthly

Novelty news; new ways to build up business, unique and original advertising ideas, inducement methods to stimulate sales, novel things, souvenirs, emblems, post cards. 1st of each month

Package advertiser; a journal of information and reference for large buyers of containers, equipment and supplies for the packaging and shipping departments. 15th of each month

Poster; an illustrated monthly magazine devoted to poster advertising and poster art. 1st of each month

Signs of the times; the national journal of display advertising. 1st of each month

Men's furnishing goods trade

See under Advertising the following subheads: Clothing trade; Hat trade

Motion pictures

Sargent, E. W. Picture theatre advertising. 1915

For the use of Motion pictures in Advertising See Advertising—Mediums

Motor trucks

See Advertising—Mediums

Municipal

See Advertising—Cities

Newspaper business

Chasnoff, J. E. Advertising for advertising. (In his Selling newspaper space, 1913, p. 115-133)

Dench, E. A. Advertising your newspaper with a motion picture. (In his Advertising by motion pictures, 1916, p. 131-135)

See also Advertising—Printing business

Newspapers

See Advertising—Mediums

Optical trade

Borsodi, W. Optical goods. (In his Jewelry advertising, 1910, p. 48-61)

See also Advertising—Jewelry trade

Organizations

See Advertising—(of) Associations

Outdoor

See Advertising—Mediums
Advertising—Continued

Painting and decorating trade

Borsodi, W. Paint. (In his Coal advertising, 1910, p. 34-35; 116-118)
See also Advertising—Wall paper trade

Periodicals

See subhead Periodicals under: Advertising—Mediums; Advertising—Technique; for the use of Periodicals in Advertising see Advertising—Mediums

Photographer's business

Abel, J. C. Practical studio advertising; one hundred new and original advertisements, and many other effective business-getting ideas. 1916

Piano trade

Jenkins, H. Piano advertising. (In Johnson, A. P. Library of advertising, 1911, v. 5, p. 169-212)
Strong, E. K. Consideration of the data concerning piano advertisements. (In his Relative merit of advertisements, 1911, p. 28-29)

Pottery trade

Borsodi, W. Crockery and china. (In his House furnishings advertising, 1910, p. 21-31)
Int. cor. schools. Crockery. (In its Advertisement display, 1909, sec. 15, p. 44-46)
See also Advertising—House-furnishings trade

Poultry business

Brigham, A. A. Advertising. (In his Progressive poultry culture, 1908, p. 255-263)
Lewis, H. R. Advertising. (In his Productive poultry husbandry, 1913, p. 467-471)
Valentine, C. S. Advertising fancy stock. (In his Beginner in poultry, 1912, p. 364-380)
See also Advertising—Dairy industry

Printing business

Basford, H. M. How to advertise printing. 1915
Francis, C. Advertising the printing office. (In his Printing for profit, 1917, p. 194-205)
See also under Advertising the following subheads: Book trade; Newspaper business; Publishing trade; Stationery trade

Public service corporations

Clifford, W. G. Direct advertising for public service companies. (In his Building your business by mail, 1914, p. 110-123)
See also under Advertising the following subheads: Electric light and power companies; Gas companies; Railroads; Water transportation business

Publishing trade

Clifford, W. G. Direct advertising for publishers. (In his Building your business by mail, 1914, p. 167-184)
See also under Advertising the following subheads: Book trade; Newspaper business; Printing business

Railroads

Cherington, P. T. Railway advertising. (In his Advertising as a business force, 1913, p. 542-551)
Dench, E. A. Advertising railroads by the movies. (In his Advertising by motion pictures, 1916, p. 98-104)
DeWeese, T. A. Railway and steamship advertising. (In his Principles of practical publicity, 1908, p. 182-191)
See also Advertising—Public service corporations

Real estate business

Dench, E. A. Selling real estate by the film. (In his Advertising by motion pictures, 1916, p. 233-237)
MacGregor, T. D. Real estate advertising. (In his Pushing your business, 1909, p. 121-144)
Orr, E. G. Real estate broker's cyclopedia; a compilation of selling plans, advertising phrases, practical methods, general information; a collection of suggestions, arguments, contract forms, building specifications and land measurements; also short talks on renting, insurance, contracts, banking, partnership, sub-divisions, advertising and selling; including hints and helps on

For “Directions for using this book” see page vii
Advertising—Real estate business—Cont
how to draw leases, mortgages, liens, options and contracts; authentic, comprehensive, up-to-date. 1911
Ostrander, W. M. Simplex plans for selling real estate; a successful system for finding buyers for farms, residences, and building lots, no matter where they are located. 1917

Records and statistics
Copeland, M. T. Sales and advertising statistics. (In his Business statistics, 1917, p. 178-201)
Dana, J. C. Modern American library economy: Picture collection, revised by J. C. Dana and B. Gardner. 1917
Ellis, L. W. Data on advertising department records. (Supplementary to Leffingwell, W. H. Scientific office management, 1917)
How to control inquiry and order cost; Advertisements files and records. (In Advertising, 1914, p. 143-150; 195-216)
Int. cor. schools. Keeping of records. (In its Advertisement display, 1909, sec. 17, p. 60-66)
Leffingwell, W. H. Checking up on the advertising. (In his Making the office pay, 1918, p. 309-327)
Parsons, C. C. Advertising department records. (In his Office organization and management, 1917, p. 207-220)
Schulze, J. W. Records for advertising and sales department. (In his American office, 1914, p. 209-319)
Shryer, W. A. Advertising record keeping. (In his Analytical advertising, 1912, p. 87-96)
See also Advertising—Analysis; Filing; Filing—Cuts; Indexing; Statistics (theory and practice)

Restaurant business
Int. cor. schools. Restaurants. (In its Advertisement display, 1909, sec. 15, p. 35-39)
Westbrooke, M. E. Successful restaurant publicity: one hundred ways to get the business. 1915
See also under Advertising the following subheads: Food trade; Hotels

Retail stores
Attracting and holding customers; how publicity can bring customers; finding and holding your trade; what to tell your customers. 1919 (Shaw retailing series)

Bird, T. A. Sales plans; a collection of three hundred and thirty-three successful ways of getting business including a great variety of practical plans that have been used by retail merchants to advertise and sell goods. 1906
Calkins, E. E. Selling at retail. (In his Business of advertising, 1915, p. 268-328)
Chaney, A. G. Advertising construction simplified. 3d ed 1913
— Regular retailer; Advertising problems of the new types of retailer. (In his Advertising as a business force, 1913, p. 119-205)
Dench, E. A. Advertising your department store by motion pictures. (In his Advertising by motion pictures, 1916, p. 238-242)
Edgar, A. E. How to advertise a retail store, including mail order advertising, and general advertising; a complete and comprehensive manual for promoting publicity; illustrated with 500 original newspaper advertisements. 1913
Farrington, F. Retail advertising—complete. 1910
Field, C. C. Co-operation in advertising and displays. (In his Retail buying, 1917, p. 102-210)
Galloway, L. Problems of the retailer. (In his Advertising, 1910, p. 207-230)
Hawkins, G. H. E. Newspaper advertising; with reproductions of 1,000 advertisements; also ready-made advertisements, headings and catch phrases for retail business, and 58 pages of insert reproductions of advertisements, with comments. 1914
Hotchklin, W. R. Constructive advertising policies. (In his Making more money in store-keeping, 1917, p. 218-299)
— Manual of successful store keeping. 1915
Int. cor. schools. Retail advertising. (In its Advertiser's handbook, 1910, p. 214-236)
— Retail management. (In its Advertisement display, 1909, sec. 13-17)
— Retail merchandizing. (In its Salesman's handbook, 1913, p. 86-111)
Advertising—Retail stores—Continued
Johnson, A. P. Advertising a retail store; Short talks on advertising as applied to the retailer and his problems. (In his Library of advertising, 1911, v. 3, p. 189-243; 245-334)
MacDonald, J. A. Successful advertising; how to accomplish it; a practical work for advertisers and business men. 1906
Mahin, J. L. Retail advertising—Preparation; Retail advertising—Methods and mediums; Retail advertising—Making good. (In his Advertising, selling the consumer, 1919, p. 151-179)
Making more out of advertising; pulling bigger returns from your advertising; how to handle advertising details; reaching new markets with advertising. 1919 (Shaw retailing series)
Making your store work for you; with photographs of unusually successful stores, display counters, and floor plans, together with detailed descriptions of ways and plans that hundreds of successful merchants have used to increase profits. 1917
Nystrom, P. H. Retail advertising. (In his Retail selling and store management, 1919, p. 241-252)
Swinney, J. B. Advertising and displays. (In his Merchandising, 1917, p. 269-282)
Wilson, G. F. House organ of the retailer. (In his House organ, 1915, p. 168-181)
See also House organs; Window dressing; also under Advertising the following subheads: Dry goods trade; Mail order business; Special sales; name of specific retail trade or business

Salesmanship
See Salesmanship—(of) Advertising

Saving banks
See Advertising—Banks

(of) School and colleges
Hawkins, G. H. E. Ready-made advertisements: business colleges. (In his Newspaper advertising, 1914, p. 77)
MacDonald, J. A. Advertising a school. (In his Successful advertising, 1906, p. 353-355)
See also Advertising—Institutions

Securities
See under Advertising the following subheads: Bond houses; Stock brokerage business

Selling of
See Salesmanship—(of) Advertising

Shipping business
See Advertising—Water transportation business

Shoe trade
Borsodi, W. Footwear advertising; a collection of selling phrases, descriptions, and illustrated advertisements as used by successful advertisers to facilitate the expression of ideas and assist in the preparation of attractive advertising. 1910
Dench, E. A. Selling shoes by motion pictures. (In his Advertising by motion pictures, 1916, p. 136-139)
Evans, A. L. Retail shoe store advertising. (In his Educational training course; retail shoe salesman's guide, 1912, p. 121-143)

Soap trade
Pearce, C. S. Advertising a national brand of soap. (In Johnson, A. P. Library of advertising, 1911, v. 5, p. 387-325)
Strong, E. K. Consideration of soap advertising appeals; study of 50 Packers' tar soap advertisements. (In his Relative merit of advertisements, 1911, p. 46-81)

Special sales
Edgar, A. E. Advertising special sales. (In his How to advertise a retail store, 1913, p. 203-211)
How progressive stores handle special sales publicity. (In Attracting and holding customers, 1919, p. 179-230)
See also Advertising—Retail stores

(of) Specialties
MacDonald, J. A. Advertising specialties. (In his Successful advertising, 1906, p. 250-252)
Advertising — Continued

Sporting goods trade
Borsodi, W. Fishing tackle; athletic and sporting goods. (In his Tobacconists' advertising, 1910, p. 49-54)

States
Martin, M. Advertising a state. (In his Advertising campaigns, 1917, p. 305-307)
See also under Advertising the following subheads: Cities; Institutions

Stationery trade
Farrington, F. Chapter on stationery. (In his Making a drug store pay, 1914, p. 70-85)
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Stock brokerage business
Clifford, W. G. Direct advertising for stock brokers. (In his Building your business by mail, 1914, p. 158-160)
MacGregor, T. D. Investment advertising. (In his Pushing your business, 1909, p. 105-120)
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Stove trade
Eddy, C. A. Advertising stoves and ranges. (In Johnson, A. P. Library of advertising, 1911, v. 5, p. 327-346)

Street car
See Advertising—Mediums

Tailoring trade
Borsodi, W. Merchant-tailoring. (In his Men's wear advertising, 1910, p. 71-80)
Hawkins, G. H. E. Ready-made advertisements: tailors. (In his Newspaper advertising, 1914, p. 106)
MacDonald, J. A. Advertising a merchant tailoring business. (In his Successful advertising, 1906, p. 150-152)
See also Advertising—Clothing trade

Technique
Advertising artists. Solving advertising art problems; reproductions of and explanatory comments on 250 designs of advertising art which have been unusually successful in helping the sale of a wide variety of merchandise. 1919

Borsodi, W. Advertiser's encyclopedia of selling phrases; a collection of advertising short talks as used by the most successful merchants and advertisement writers, classified and arranged so as to facilitate the expression of ideas and assist merchants in general lines of business and specialists in special lines in the preparation and compilation of advertising copy. 1909


Calkins, E. E. Creative work of advertising; Selling at retail. (In his Business of advertising, 1915, p. 202-328)

DeWeese, T. A. "Copy" the soul of advertising; What is good advertising "copy"; The bull's-eye method in advertising; "Reason-why copy". (In his Principles of practical publicity, 1908, p. 24-61)

Elliott, H. P. Direct by mail advertising. 3rd 1915 Elliott Co., Albany St., Cambridge, Mass.

Farrar, G. P. Typography of advertisements that pay; how to choose and combine type faces, engravings and all the other mechanical elements of modern advertisement construction. 1917

French, G. Getting the copy ready. (In his How to advertise, 1917, p. 233-251)

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Hall, S. R. Writing an advertisement, methods and mental process in the writing of successful advertising. 1915

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Mahin, J. L. Mahin's advertising data book; facts and statistics in condensed form for the man who has advertising and merchandising problems to solve. 1916
Advertising—Technique—Continued
Russell, T. Copy-writing and the practical psychology of advertising. (In his Commercial advertising, 1919, p. 118-145)
Selecting mediums and preparing copy. (In Advertising and service, 1918, p. 51-72)
Sherbow, B. Making type work. 1916
Tipper, H. Advertising; a practical presentation of the principles underlying the planning of successful advertising campaigns and the preparation of advertising copy. 1914 (Alex. Ham. inst. Mod. bus. v. 4)
— Advertising copy; Advertising display. (In his Advertising, 1919, p. 149-398)
Tregurtha, C. M. Craft of silent salesmanship; a guide to advertisement construction.
Trezise, F. J. Typography of advertising. 1911
Writing copy that pulls; Illustrations that attract. (In Making more out of advertising, 1919, p. 1-42)
See also Catalog making; English language; Proofreading; Style books

Technique—Periodicals
Advertising age and mail order journal. 20th of each month
Advertising and selling. Weekly
Advertising world; a publication for the retail advertiser and for the manufacturer of the goods he sells. (also Retail) 15th of each month
Associated advertising. Monthly
Editor and publisher. Thursdays
Fourth estate; a newspaper for the makers of newspapers and investors in advertising. Saturdays
Judicious advertising; a magazine of general advertising principles and review. Monthly
Postage. Monthly
Printers' ink. Weekly
Printers' ink monthly. 1st of each month

Theatres
See Advertising—Motion pictures

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Borsodi, W. Tobacconists' advertising; a collection of selling phrases, descriptions, and illustrated advertisements, as used by successful advertisers, to facilitate the expression of ideas and assist in the preparation of attractive advertising. 1910
Farrington, F. How I pushed cigars. (In his Making a drug store pay, 1914, p. 49-56)
MacDonald, J. A. Advertising cigars, pipes, and smokers' articles. (In his Successful advertising, 1906, p. 147-148; 167-169)

Tractor trade
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Trunk trade
Borsodi, W. Trunks, suit cases and bags. (In his Men's wear advertising, 1910, p. 65-70)
Edgar, A. E. Trunks and bags. (In his How to advertise a retail store, 1913, p. 356-358)

Trust companies
See Advertising—Banks

Typography
See Advertising—Technique; Style books

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Borsodi, W. Umbrellas. (In his Men's wear advertising, 1910, p. 60-64)

Wall paper trade
Lyons, A. E. Speed talks; a series of advertisements and speed-up letters to salesmen expressing the modern business building spirit. 1910
See also Advertising—Painting and decorating trade

Water transportation business
DeWeese, T. A. Railway and steamship advertising. (In his Principles of practical publicity, 1908, p. 182-191)

Y.M.C.A., etc.
Smith, H. H. Publicity and progress; twentieth century methods in religious, educational and social activities. 1915
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Advertising. 1914 Shaw $2
Advertising and service. 1918 (Shaw banking series) Shaw $3

For "Directions for using this book" see page vii
Advertising artists
Solving advertising art problems. 1919 Adv. art $1.50

Advertising cards. See Show cards

Advertising department. See under Advertising the following subheads: Management; Records and statistics

Aeronautics
Associations
See Associations—Directories—Aeronautics

Aeroplane industry. See Aircraft industry

Afghanistan
Directories
See lists under Directories—Foreign; Directories—Foreign, with subdivision for proper continent

Africa
See also Abyssinia; Egypt; Law—Foreign; South Africa; Statistics

Bibliography
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Training for foreign trade. 195p 1919 (U. S. Bureau of foreign and domestic commerce. Miscellaneous series, no. 97) Supt. of doc. 15c

Directories
See lists under Directories—Foreign; Directories—Foreign, with subdivision for proper continent

Economic conditions


Special consular reports. Issued irregularly. (U. S. Bureau of foreign and domestic commerce) Supt. of doc.

Vose, E. N. Australasia and Africa. (In his World’s markets from the point of view of American exporters, 1916, p. 119-129)

Agency business. See Jobbing, commission business, etc.; also subhead Agency business under: Advertising; Insurance

Agger, E. E.
Organized banking. 1918 Holt $3

Agreements. See Law—Contracts

Agricultural commerce. Huebner, G. G. 1915

Agricultural implements and machinery trade
See also Commodities of commerce—Uses; Organization and administration; Statistics—Manufactures; also subhead Agricultural implements and machinery trade under: Advertising; Salesmanship; also notes on Sources of information under Trades

Directories
In list under “Directories, Trade, etc.” see No. 57, 95, 190, 224
See also subhead Directories under: Machinery trade; Manufacturers; Tractor trade; Vehicle trade

Agriculture
Bailey, L. H. Cyclopaedia of Amer. agriculture; a popular survey of agricultural conditions, practices and ideals in the U. S. and Canada. 4v 1917

Nourse, E. G. Agricultural economics, a selection of materials in which economic principles are applied to the practice of agriculture. 1916

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Aiken, C. R.
Millinery department. 1918 (Department store merchandise manuals) Ronald $1.50

Aircraft industry
See also Organization and administration; also notes on Sources of information under Trades

Bibliography
Aeronautic bibliography. In list under "Directories, Trade, etc." see No. 4
Aircraft industry—Continued

Directories
In list under "Directories, Trade, etc." see No. 96

See also Associations—Directories—
Aeronautics; also subhead Directories under: Aviators; Manufacturers

Encyclopedias and dictionaries
Glossary of aeronautical terms. In list under "Directories, Trade, etc." see No. 96

Pagé, V. W. Glossary of aviation terms; termes d'aviation; English-French, illustrated; Français-Anglais, illustré; lists of aviation terms in general use, given in French, with English equivalents and in English, with corresponding French words. 1917

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Akers, C. E.
Rubber industry in Brazil and the Orient. 1914 Methuen 6s

Alaska

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Directories—Foreign, with subdivision for proper continent

Albania

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Directories—Foreign, with subdivision for proper continent

Alcorn, E. G.
Duties and liabilities of bank directors. 1915 U. S. bank note co. $1.50

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Alexander, W.
Life insurance company. 1905 Appleton $1.50

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Publications of this institute not for sale by pub. except in their own students. May often be bought second-hand.

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v 1
Economics. E. S. Mead.
v 2 pt 1
Business organization. L. Galloway.

— Business correspondence. G. B. Hotchkiss.
pt 2
Transportation. J. Maver.

v 3
Accounting theory and practice. L. Greendlinger.
v 4

— Money and banking. E. D. Howard.
v 5
pt 2
Foreign exchange. F. Fischer.

v 7
Investment and speculation. T. Con.
v 8 pt 1
Fire insurance. E. R. Hardy.

— Real Estate. W. Lindner.
pt 2
Selling and buying. R. S. Butler.
pt 3
Credit and the credit man. L. Gal.
v 10
Accounting systems. E. P. Moxey.

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pt 2
Cost accounts. S. W. Gilman.
v 12
Commercial law. C. W. Gerstenberg.

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Economies. E. S. Mead.
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— Business correspondence. G. B. Hotchkiss.
pt 2
Credit and the credit man. P. P. Wahlstad.
pt 3
Traffic. F. B. Kennedy.

— Accounting practice. L. Greendlinger.
v 7 pt 1
Auditing. S. Walton.


— Banking principles. J. F. Johnson.
pt 2
pt 3
Foreign exchange. F. Fischer.

— Investment and speculation. T. Con.
v 11 pt 1
Insurance. E. R. Hardy.

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v 1
v 2

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v 10
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— Johnston.

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— Railway traffic. E. J. Clapp.

— Foreign trade and shipping. E. W.

— Zimmerman.

— Banking. M. B. Foster.

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— G. S. Patterson.

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Real Estate. W. Lindner.

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— Exchanges and speculation. A. W.

— Atwood.

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— T. Madden.

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Complete Russian-English dictionary.

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Directories—Foreign, with subdivision for proper continent

Allebach, R. K. S.
Fire insurance agent and his agency. 1909 Spectator $1

Allen, C. F.
Business law for engineers. 1917 McGraw $3

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Instructor, the man and the job. 1919 Lippincott $1.50

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Advertising as a vocation. 1919 Macmillan $2
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Science of accounts made clear and simple. 1909 Allen $1

Allen, I. R.
Personal efficiency, applied salesmanship and sales administration. 1915 La Salle $2

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Alphabets. See Show cards

Althouse, C. O.
Business letters. 1910 Penn 50c

Altmair, C. L.
Commercial correspondence and postal information. 1914 (Macmillan’s commercial series) Macmillan 70c

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American and foreign investment bonds. Raymond, W. L. 1916

American association of port authorities Proceedings.

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Forms for national and state banks. 1913 A. B. A. $5
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American business and accounting encyclopaedia. 4v 1908-09 Business $6

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American business methods. Business man's magazine. 1908

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Traffic library. To be completed in 25v $78

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v 2 Principles of classification, committees, schedules and rules.
v 3 Application of classification—principles applied.
v 4 Application of tariffs—official.
v 5 Application of tariffs—Western.
v 6 Application of tariffs—Southern.
v 7 Application, construction and interpretation of tariffs.
v 8-10 Special freight services and allowances.
v 11 Express and parcel post services.
v 12 Bills of lading laws and forms—railroad organization.
v 13 Industrial traffic departments—organization and management.
v 14-15 Interstate commerce law.
v 16 Construction of rates—official.
v 17 Construction of rates—Western.
v 18 Construction of rates—Southern.
v 19 Construction of rates—intra-state.
v 20-22 Rate adjustments—principles and application.
v 23 Law of common carriers—interstate regulation.
v 24 Practice and procedure—formal complaints.
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Uniform system of accounts for gas companies. 1915 $5
American grape-growing. Hedrick, U. P. 1919
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American trust companies. Perine, E. T. 1909

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Analysis of woven fabrics. Barker, A. S. 1914
Analytical advertising. Shryer, W. A. 1912
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Anatomy of a railroad report. Woodlock, T. F. 1901
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Financial diagrams. 1910 (Nat. monetary com.) (61st Cong. 2d sess., Sen. doc. 509) Supt. of doc. $1.75

Annam
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Annin, R. E. Ocean shipping; elements of practical steamship operation. 1920 Century $13
Annuaire international de statistique agricole. Institut international d'agriculture—Service de la statistique générale.
Annual cyclopedia of insurance in the U. S. Annual. Caverly $3
Annual statement of the trade of the United Kingdom with foreign countries and British possessions. H. M. Stationery Office, Imperial House, Kingsway, London, W. C. 2 4s 6d

Annuity tables. See Tables, formulae, etc.; Insurance

Anthracite. Nearing, S. 1915
Antigua. See West Indies

Appel, J. H.

Apples
Marketing methods
See Fruit trade—Marketing methods

Application of efficiency principles. Shepard, G. H. 1917

Applications for position
Barrett, C. R. Getting a good job; a practical solution of the problem of fitting the right man to the right place. 1917 Fowler, N. C., jr. How to get and keep a job. 1912
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Hall, S. R. How to get a position and how to keep it; with special hints to various classes of applicants. 1908
Int. cor. schools. Selling one's own service. (In its Selling to dealers, 1912, sec. 22)
Knox, J. S. How to sell your services. (In Knox school of salesmanship and business efficiency. Successful management, 1917, p. 385-418)
Selling your services. 1916
See also Occupations; also under Commercial correspondence the following subheads: Applications for position; Recommendations and introductions
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Applied methods of scientific management. Parkhurst, F. A. 1912
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Whitaker, A. C. Arbitrage. (In his Foreign exchange, 1910, p. 397-428)
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Arbitration

Industrial
This is one of several subjects not concerned with methods, but on which information is occasionally needed in the transaction of business; therefore, a few books for reference use are listed. For more material, see subhead Bibliography under this subject.
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Hamilton, W. F. Compulsory arbitration in industrial disputes. 1913
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Monthly labor review. Monthly
Architects' offices
See also Organization and administration; also subhead Architects' offices under: Auditing; Filing; also notes on Sources of information under Business

Directories
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See also subhead Directories under: Building material trade; Engineering offices

Landscape—Directories
In list under "Directories, Trade, etc." see No. 13
See also Associations—Directories—Horticulture; also subhead Directories under: Florist business; Parks
Architects' offices—Continued

Naval—directories
In list under "directories, trade, etc." see No. 81, 203
See also subhead directories under: Engineering offices; Marine engine and boiler trade; Shipbuilding trade

Architecture
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Argentina
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Hirst, W. A. Argentina; with an introduction by M. Hume. 1914
Mills, G. J. Argentina; physical features, natural resources, means of communication, manufactures and industrial development; with introduction by W. H. Koebel. 1914 (South American handbooks)
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Art of handling men. Collins, J. H. 1910
Art of letter writing. Fowler, N. C., jr. 1913
Art of millinery. Ben Yusuf, A. 1917
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Art of Wall Street investing. Moody, J. 1906

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Ascension Island

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Pepper, C. M. American foreign trade; the U.S. as a world power in the new era of international commerce. 1919 Special agents series. Issued irregularly. (U. S. Bureau of foreign and domestic commerce) Supt. of doc.

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Far Eastern review; engineering, finance, commerce. Monthly
See also China—Periodicals; Japan—Periodicals

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Salesman's correspondence manual. 1917 Dartnell $1

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What a salesman should know about credits. 1918 Dartnell $1

Assayers and refiners. See subhead Directories under: Jewelry trade; Metal trade; Mines and mining

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French, G. How to advertise. 1917

Hotchklin, W. R. Manual of successful storekeeping. 1917

Hurley, E. N. Awakening of business. 1916

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Directories—Gas companies
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Directories—Grocery trade
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Directories—Hardware trade
In list under "Directories, Trade, etc." see No. 146

Directories—Hat trade
In list under "Directories, Trade, etc." see No. 16

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Directories—Horticulture
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Directories—Insurance
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See also Associations—Directories—Educational

Directories—Machinery trade
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Directories—Medical
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Directories—Music trade
In list under "Directories, Trade, etc." see No. 100

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In list under "Directories, Trade, etc." see No. 120

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In list under "Directories, Trade, etc." see No. 13

See also under Associations—Directories the following subheads: Florist business; Seed trade

Directories—Oil trade
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Directories—Printing business
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Directories—Railroads
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Directories—Rubber trade
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Directories—Seed trade
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Directories—Stock exchanges
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Directories—Textile trade
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Auditing—Continued

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Partnerships
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Encyclopedias: (General)
Periodicals: Through the following indexes:
Business digest, Industrial arts index. Monthly catalogue of U. S. public documents. Monthly list of state publications. Readers' guide to periodical literature. (For publisher, etc., see list in this book under "Periodicals".)
Periodicals (Trade): Through correspondence. Also through indexes published by individual trade magazines. (For a list of such magazines, see in this book under name of the specific trade or industry, with subhead "Periodicals", under "Periodicals—Bibliography" and under "Periodicals—Directories").
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pt 17 Domestic and foreign exchange. E. S. Patterson.
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Barometers

Publisher, price, etc. for all entries, where frequency of publication (other than annual) is indicated, will be found in this book in list under "Periodicals."

Annalist; a magazine of finance, commerce and economics. Mondays

Bradstreet's; a journal of trade, finance, and public economy. Saturdays

Brookmire economic service. 50 Pine St., N. Y. $75 a year

Comprises—Analyst (monthly), an analysis of the conditions determining the value of investment securities, which includes investors' compass, market policy, prices and yield, standard securities; Bond bulletin (quarterly), which includes fundamental principles, international bond chart, bond yields and commodity prices by years; Financial bulletin (issued irregularly), which includes money situation, barometric trends, tables of monthly movements, fundamental figures for merchants and bankers' reference; Forecaster (weekly), an analysis and forecast of fundamental conditions, which includes manufacturing conditions, manufacturers' compass, business compass for merchants and jobbers, weekly statistics, general business conditions, financial conditions, agricultural and transportation conditions; Investment opportunity bulletin (monthly): Interpretation of the iron and steel chart (quarterly): New York bank statement and security prices (quarterly): Trade bulletin (fortnightly), which includes sales, credit and special commodity section, and general commodity section which includes market policy, buyers' and sellers' guide, price list of basic commodities; Sales and credit map (monthly), which includes monthly report of cities, map summary, building permits, credit situations, bank clearances, foreign commerce, etc., International barometer (monthly), which includes U. S. barometer chart, European barometer chart.
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Comprises:—10 copies of Business data weekly, a bound quarterly cumulated volumes, or, monthly shipment of approximately 300 cards forming an index to general business magazines, new business books and pamphlets. Cards, as filed, automatically make a single cumulated index, and may be inter-filed in any catalog. Subscribers furnished with typewritten copies of indexed documents at 10c per page, with digest of articles at 50c per page, and original articles and books at prices listed in index.

Catalogue of copyright entries: Pt.1 group 1. Books; issued 3 times a week, pt. 1 group 2. Pamphlets, leaflets, contributions to newspapers or periodicals, etc., lectures, sermons, addresses for oral delivery, dramatic compositions, maps and motion pictures; issued monthly.

India rubber world. 1st of each month
Industrial arts index. Monthly except July and November
Industrial management: the engineering magazine. Monthly
Industrial news survey and supplement. Weekly
Journal of applied psychology. Quarterly
Journal of the American bankers association. Monthly
Nation's business. 19th of each month
Prentice-Hall business information service; the best and newest ideas on business gathered weekly from every available source. Prentice-Hall, inc., 70 5th Ave., N. Y. $75 a year

A loose leaf service giving abstracts and notes of current business literature appearing in periodicals, newspapers, pamphlets, books, etc., ready to file in binders, grouped mainly for the principal departments of a business firm in the following sections: Accounting and selling; Banking exchange and public finance; Credits and collections; Employment; Financing; Forestry and Industrial and commercial relations; Management; Office management; Personal efficiency; Purchasing and stores; Transportation; and research work. Books, periodicals and copies of articles analyzed furnished at cost.

Public affairs information service; a cooperative clearing house of public affairs information; comprises:—Weekly bulletin; Bi-monthly cumulation of bulletin; Annual cumulated bulletin, bound. Public affairs information service, 958 University Ave., N. Y. Price on application to publisher

Indexes periodicals, pamphlets, reports, government documents, etc., chiefly on business, social and legislative subjects; indexes typewritten material, bibliographies, etc., and furnishes copies at 5c per sheet, single space, plus 10c for each manuscript ordered; notes new organizations and gives advance notice of association meetings; maintains research department.

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See also subhead Periodicals under:
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Publisher, price, etc., for all entries, where frequency of publication (other than annual) is indicated, will be found in this book in list under "Periodicals."

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Assoc. adv. clubs of the world—Educa-
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Brookmire economic service. 56 Pine 
St., N. Y. $75 a year
Comprises—Analyst (monthly), an analysis 
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Journal of commerce and commercial bul-
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Manufacturers' record; devoted to the 
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   v 2 Business correspondence.
   v 3 Cost of production.
   v 4 Book on selling.
   v 5 Book on buying.
   v 6 Organizing a factory. C. E. Woods.
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Rates
Postal telegraph-cable co. List of offices; revised tariff, instructions, and rules.
Western union telegraph co. Tariff book. See also Telegraph—Rates
Cable codes. See Telegraph codes

Cafeteria business
Cost accounts
See under Cost accounts the following subheads: Cafeteria business; Restaurant business

Cahill, M. F.
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Cahn, H.
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See Office supplies-business—Periodicals; Offices—Appliances
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Business of advertising. 1915 Appleton $2
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Modern advertising. 1912 Appleton $1.50
Calvert, A.
Shipping office organisation, management and accounts. 1910 Pitman 5s
Cambistry. See Exchange (practice); Tables, formulae, etc.

Cambodia
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Canadian almanac and miscellaneous directory; containing full and authentic commercial, statistical, astronomical, departmental, ecclesiastical, educational, financial, and general information. Copp, Clark Co., ltd., 495 Wellington St., Toronto, Canada Annual $1.50

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Handbooks on Canada, Australia, New Zealand, and South Africa; comp. by W. B. Paton and issued by the Emigrants' information office. 1914
Heaton's annual; the commercial handbook of Canada and boards of trade register. Annual
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See also Banks and banking—Canada: Index numbers—Department of labour (Canada); Law—Foreign; Newfoundland; Statistics; Statistics—Canada

Directories
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Gazetteers
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Credit men's journal. Monthly
Industrial Canada; official publication of the Canadian manufacturers association (incorporated), and devoted to the advancement of the industrial and commercial prosperity of Canada. Monthly
Monetary times. Fridays
Monthly bulletin of agricultural statistics. Monthly
Canada official postal guide. Government Printing Bureau, Ottawa, Canada 25c.
Supplements published monthly
Candy trade. See Confectionery trade
Cannan, E. Wealth. 1914 King 3s 6d
Canning trade
See also Associations—Directories—Canning trade; Commodities of commerce—Uses; Fruit trade; Grocery trade; Organization and administration; Prices (Market), with subdivisions; Statistics—Manufactures; also notes on Sources of information under Trades

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Report on canned foods, canned salmon. 83p 1919 (U.S. Federal trade commission. Food investigation) Supt. of doc. 10c
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Canvassing. See Salesmanship
Cap trade
Directories
See subhead Directories under: Hat trade; Men's furnishing goods trade

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Carney, W. A.
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Real estate business self-taught. 1906 Carney $2

Carpenter, C. U.
Profit making in shop and factory management. 1908 (Works management lib.) Engineering $2

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Guthrie, A. Carpets. (In Murphy, W. S. Modern drapery and allied trades, 1915, v. 1, p. 244-268)
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Bibliography

See Textile trade—Bibliography

Directories

In list under “Directories, Trade, etc.” see No. 9
See also Jobbing, commission business, etc.—Directories—Carpet trade; also subhead Directors under: Furniture trade; Manufacturers; Textile trade; Upholstery trade

Encyclopedias and dictionaries

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Castenholz, W. B.  
Auditing procedure. 1918 LaSalle $3.50

Casting. See subhead Directories under: Foundry trade; Iron and steel trade

Casualty insurance. See Insurance—Casually

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Cyclopedia of law. 12v 1908 Amer. sch. of cor. $75

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Chandler, W. H.
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Checks. See Negotiable instruments

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Cheese trade. See Dairy industry
Chemical and drug trade

See also Associations—Directories—Chemical; Chemicals and drugs—Encyclopedias and dictionaries; Commodities of commerce—Uses; Drug stores; Fertilizer trade; Industrial research—Bibliography; Organization and administration; Prices (Market)—Chemicals; Prices (Market)—Drugs and botanicals; Statistics—Manufactures; also notes on Sources of information under Trades

Cost accounts

See Cost accounts—Chemical and drug trade

Directories

In list under “Directories, Trade, etc.” see No. 12, 25, 27, 53, 173, 220

See also Associations—Directories—Chemical; also subhead Directories under: Fertilizer trade; Manufacturers; Waste trade

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Chemical, color and oil daily. Daily Chemical age; a consolidation of Chemical engineer and Chemical age. Monthly
Journal of commerce and commercial bulletin. Daily except Sundays and holidays
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Chemical rubber company

Handbook of chemistry and physics. 1919 $2.50

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Condensed chemical dictionary; a reference volume for all requiring quick access to a large amount of essential data regarding chemicals, and other substances used in manufacturing and laboratory work. 1919

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In list under "Directories, Trade, etc." see No. 166

Cigar trade

Directories

See Tobacco trade—Directories

Cipher codes. See Telegraph codes

Circulars. See Advertising—Mediums; Advertising—Technique; Commercial correspondence—Form letters; Commercial correspondence—Sales; English language

Circus business

Advertising

See Advertising—Circus business

Cities

Sources of Information about commercial conditions


Directories: Directory of the city itself and of the county and state in which it is located (for information about these as published, see Catalogue of copyright entries, part 1, group 2, listed with publisher, etc., in this book under "Periodicals"); Foreign directories (for publisher, etc., see list in this book under "Directories—Foreign"); Foreign yearbooks (for publisher, etc., see list in this book under "Yearbooks"); also in this book, under "Directories—Trade, etc."

Documentation: State, county and city reports to be obtained from state, county and city departments (for lists of state reports as published, see Monthly list of state publications, listed with publisher, etc., in this book under "Periodicals"); Reports of boards of trade and chambers of commerce (for a list of such associations, see Commercial and industrial organizations, listed with publisher, etc., in this book under "Directories—Trade, etc., No. 61"); U. S. Bureau of the census publications (for list and prices, apply to Sup't of doc., Washington, D. C.).

Encyclopedias: (General)

Maps: See list in this book under "Maps—Cities."

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Services: Public affairs information service; Standard daily trade service; Brookmire eco-
Business Books

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Pub., price, etc., for all entries, where frequency of publication (other than annual) is indicated, will be found in this book in list under "Periodicals."

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Brookmire economic service, 56 Pine St., N. Y. $75 a year

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Dun's review; a journal of finance and trade. Saturdays

See also Business—Condition of Directories

In a library used by business men, directories are among the most used books because they are the connecting link between the seller and the buyer; and will be found a necessity unless there is in the city one of the directory libraries maintained by directory publishers. The Catalogue of copyright entries (see in list in this book under "Periodicals") is the prime source for information as to publisher, price and frequency of publication. For other sources see in this book under Directories—Bibliography.

Maps

See Maps—Cities

Officials

See Officials—Directories—Cities

Publications—Bibliography

Public affairs information service; a cooperative clearing house of public affairs information; comprises:—Weekly bulletin; Bi-monthly cumulation of bulletin; Annual cumulated bulletin, bound. Public affairs information service, 958 University Ave., N. Y. Price on application to publisher

Indexes periodicals, pamphlets, reports, government documents, etc., chiefly on business, social and legislative subjects; indexes typewritten material, bibliographies, etc., and furnishes copies at 5c per sheet, single space, plus 10c for each manuscript ordered; notes new organizations and gives advance notice of association meetings; maintains research department.

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Clarke, A. L.
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Times imperial and foreign trade supplement. Saturdays
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Automatic letter writer; more and better letters at less cost; how to organize your correspondence; tested standard paragraphs and form letters ready for continuous use by correspondents in making sales, handling orders, adjusting complaints and collecting accounts by mail; with seventy-five sales and collection letters that brought high returns. 1914


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Laroche, C. Correspondance commerciale, française-anglaise; contenant des modèles de phrases, de lettres, de circulaires et de documents d'affaires, termes commerciaux et abréviations;
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See also Abbreviations—Foreign; German language

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See also Encyclopedias and dictionaries—Commodities of commerce; Grocery trade.

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See also Abbreviations—Foreign; Italian language—Dictionaries

For “Directions for using this book” see page vii
Commercial correspondence—Continued

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Better letters bulletin. Weekly

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Gardner, E. H. Recommendations and introductions. (In his Effective business letters, 1919, p. 315-318)

Hotchkiss, G. B. Applications and recommendations. (In his Business correspondence, 1914, p. 147-160)


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— Collection of “First-of-the-year” letters written by ten prominent sales managers to their salesmen. (Special report, no. 18) $1.50

For “Directions for using this book” see page vii
Commercial correspondence—Sales department—Continued

— Collection of sales-stimulating letters written by ten prominent sales-managers to salesmen who had fallen into a rut. (Special report, no. 4) $2
— Sales correspondence. (In its Survey of sales management practices, 1918, ch. 10)
— Sales manager’s warm weather letters to his salesmen. (Special report, no. 23) $1.50

Dartnell monthly sales service. Dartnell corporation, 23 W. Jackson Boulevard, Chicago $12 a month

Comprises:—Weekly news bulletins for salesmen; Bi-weekly confidential letter; (to be filed in binder in following groups): Advertising, Mail- ing lists, Conferences, Conventions, Sales manuals, Bulletins, Market data, Handling salesmen, Salesman’s compensation, Sales stimulations, Organization, Routine short cuts, Articles, Books; Monthly “better salesmanship” cartoon for salesmen; Monthly report on timely sales management problems.

Subscribers are entitled to use the corporation’s general data files and to receive copies of all standard manuals issued. (For list of manuals issued to date see under Aspley, J. C.)

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Commercial law. See Law

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$10 each
v 1 Argentine republic; Uruguay, etc.
v 2 Colombia.
v 3 Venezuela, Ecuador.
v 5 Peru, Bolivia.
v 6 Chile; Paraguay.
v 7-8 United States.
v 10 Salvador; Santo Domingo; Nicaragua.
v 13-14 Great Britain and Ireland
15-18 British dominions and protectorates.
v 20 Denmark; Scandinavia.
v 21 France; Monaco.
v 22 Belgium; Luxemburg.
v 24-45 Germany empire.
v 32 Spain.

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In list under “Directories, Trade, etc.” see No. 223
See also Manufacturers—Directories

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See Statistics—Consumption

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See also Organization and administration; also notes on Sources of information under Trades

Directories
See subhead Directories under: Manufacturers; Paper box trade

For “Directions for using this book” see page vii
Container trade—Continued

Periodicals
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Publisher, price, etc., for all entries, where frequency of publication (other than annual) is indicated, will be found in this book in list under "Periodicals."

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Kelly’s directory of merchants, manufacturers and shippers of the world. In list under “Directories, Trade, etc.” see No. 125

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General directory of United South Africa; comprising separate trades and professional directories for nearly 2,000 towns and districts of the Cape, Transvaal, Natal and Orange Free State provinces, Rhodesia, Basutoland, Swaziland, Portuguese East Africa, South-West Africa, etc. etc.; the names of nearly 100,000 business firms, with a trade directory for the whole of South Africa under one alphabetical arrangement, with separate “telegraphic code” directories of the most prominent towns; mining, legal, shipping, etc., together with a plan of the railway stations and sidings throughout South Africa. Dennis Edwards and Co., P. O. Box 6106, Johannesburg, Transvaal, Africa $11

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Ceylon handbook and directory and compendium of useful information; to which is prefixed a statistical summary for the colony and review of the planting enterprise. “Ceylon observer” Printing Works, 10 Baillie St., Fort, Colombo, Ceylon $8 imp.

Directory and chronicle for China, Japan, Corea, Indo-China, Straits Settlements, Malay states. Siam, Netherlands India, Borneo, the Philippines, etc.; with which are incorporated “The China directory” and “The Hong-kong directory and Hong list for the Far East”. Hongkong daily press, ltd., 10 des Voeux Road, Hongkong, China $10

Directory of the chief industries of India, Burma, Ceylon and Straits Settlements; containing full particulars of tea, coffee, cocoa, rubber and other companies, with their estates and gardens; coal, copper, gold, lead, manganese, ruby and salt mines; cotton, jute, flour, indigo, oil, paper, rice, silk, sugar, tobacco, wool, and other mills and factories with their trade marks. Thacker, Spink and Co., 6 Mangoe Lane, Calcutta, India $2.25 imp.

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North China desk Hong list; a general and business directory for Shanghai and the northern and river ports, etc.

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Western Australia post office directory; this work embraces an area of 975,920 square miles and contains street directories of Perth and suburbs, Fremantle and suburbs, Kalgoorlie and suburbs, Boulder City, Coolgardie, and Northam, etc.; separate alphabetical directories of all other towns, townships and districts; an alphabetical directory for the whole state; a trade directory for all West Australia, together with banking and finance, legal, ecclesiastical, municipal, educational, medical, pastoral, agricultural, mining, and local and general government official directories. H. Wise and Co., ltd., St. George's Terrace, Perth, West Australia $12

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Who's who; an annual biographical dictionary, with which is incorporated "Men and women of the time." A. & C. Black, ltd., 4 Soho Sq., London, W. 1
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Foreign—Latin America
Anuario administrativo, agrícola, profesional, mercantil e industrial da republica dos Estados Unidos do Brasil; obra estatística e de consulta, fundada em 1844 por Eduardo von Laemmert, com o título Almanak Laemmert. 3v Manoel José da Silva, Avenida Rio Branco 131, Rio de Janeiro, Brazil $19.50 imp.
Anuario de la América Latina (Bailly-Bailliere-Riera); información general del comercio de importación y exportación, industria, agricultura, ganadería, minería y elemento oficial de las Américas; del sur: Argentina, Bolivia, Brasil, Colombia, Chile, Ecuador, Paraguay, Perú, Uruguay y Venezuela; Central: Costa Rica, Guatemala, Honduras, Nicaragua, Panamá y el Salvador; Septentrional: México; Antillas: Puerto Rico, Cuba, Dominicana y Haití; Filipinas; reseña geográfica, histórica y estadística de cada Estado y de cada población, Ferrocarriles, Correos, Telégrafos, Teléfonos y demás datos de interés general; índice de industrias en español, alemán, francés, inglés, italiano y portugués; Sección de anuncios, aranceles de aduanas de cada nación; mapas geográficos y de comunica- ciones de Argentina, Brasil, Cuba, Chile, Guatemala, México y Uruguay. Sociedad anónima "Anuarios Bailly-Baillière y Riera Reunidos", Consejo de Ciento 240, Barcelona, Spain $15
Anuario general de Chile. Benavides y Hno., Estado, 63, P. O. Box 1903, Santiago de Chile. $10
Anuario Kraft, gran guía general del comercio y de la industria, profesionales y elemento oficial de la república Argentina. 2v Guillermo Kraft, Florida 310, Buenos Aires, Argentine $20
"Anuario nacional" de la república Argentina. P. J. Marquez, Humberto 880, Buenos Aires, Argentine $7.50
Argentine standard directory of national and foreign merchants and manufacturers. Standard directory co., Cangallo 685, Buenos Aires, Argentine $6.50
Bustamente, R. Useful lists. (In his Cuba, 1916, p. 156-255) Foreign Publishing Co., 513 Olive St., St. Louis, Mo. $3.75
Commercial guide and business directory of Porto Rico. F. E. Platt, 32 Bond St., N. Y. $2
Directorio oficial y guía general de la república de Guatemala. Marroquin Hermanos, Guatemala City, Guatemala
Guía-directorio de la república de Cuba (Bailly-Baillière-Riera); comercio, industria, agricultura, ganadería, minería, propiedad, profesiones y elemento oficial; reseña geográfica, histórica y estadística de cada provincia y de cada población; ferrocarriles, correos, telégrafos, teléfonos y de demás datos de interés general. Anuarios Bailly-Bail- lière y Riera reunidos, Sociedad anónima, Consejo de ciento 240, Barcelona, Spain $6.50
Guía o directorio annual de Caracas y Venezuela. Isaac R. Van Praag, Caracas, Venezuela
Hombres del día; el diccionario biográfico Argentino, en el cual se ha incorporado “Who’s who in Argentina”. Sociedad inteligencia sud Americana, Corrientes 951, Buenos Aires, Argentine $5 imp.
Isthmian tourists’ guide and business directory; a directory of the officials of the Republic of Panama and the cities of Panama and Colon; a classified and alphabetical business directory of the cities of Panama and Colon and of the Canal Zone towns; historical and descriptive sketches of the Isthmus of Panama; the Republic of Panama; and points of interest in the Republic; a
Directories—Foreign—Latin America—Cont
directory of the officials of the Isthmian Canal Commission; the organization of the Canal force; and the scope of operations of each department and division; historical sketch of the Panama Canal from its inception until its acquisition by the U.S.; a summary of the operations by the Americans to date; and notes of interest to tourists of points along the line of the Canal. Isthmian guide and directory co., Ancon, Canal Zone $1.75
Trade directory of Central America and the West Indies Sup. of doc. 60c
Trade directory of South America for the promotion of American export trade. Sup. of doc. $1
See also Latin America

Foreign—North America
Dominion of Canada and Newfoundland gazetteer and classified business directory; containing classified list of merchants, manufacturers and professional men; Alberta, British Columbia, Manitoba, New Brunswick, Newfoundland, Nova Scotia, Ontario, Prince Edward Island, Quebec, Saskatchewan, and the Yukon territory. Canadian gazetteer publishing co., 18 King St. W., Toronto, Canada $12.50
Henderson's Alberta gazetteer and directory; including a classified business directory of all businesses and professions appearing in all towns and places throughout the work. Henderson directories Alberta, ltd., 328 A Eighth Ave., W., Calgary, Alberta $10
McAlpine's Nova Scotia directory; containing alphabetical directory of each city, town and county in Nova Scotia; classified business directories of Nova Scotia, Halifax and the Sydney's; street directories of Halifax, Amherst and the Sydney's; alphabetical directory of the Magdalen Islands. Royal print and litho, ltd., 57-59 Sackville St., Halifax, Canada $7 imp.
Polk's Alaska-Yukon gazetteer and business directory; containing an alphabetical list of business firms and private citizens of the towns of Cordova, Dawson, Douglas, Fairbanks, Haines, Iditarod, Juneau, Ketchikan, Nome, St. Michael, Seward, Skagway, Thane, Treadwell, Valdez, White Horse and Wrangell, and a list of all business firms in the towns and villages; also a complete business directory of the District of Alaska and Yukon territory. R. L. Polk & Co., inc., 426-131 Globe Block, Seattle, Wash. $15
See also Canada; Mexico

Foreign—Panama
See Directories—Foreign—Latin America

Foreign—South America
See Directories—Foreign—Latin America

Foreign—West Indies
See Directories—Foreign—Latin America

Trade, etc.
In a library used by business men, directories are among the most used books because they are the connecting link between the seller and the buyer; and will be found a necessity unless there is in the city one of the directory libraries maintained by directory publishers. The Catalogue of copyright entries (see in list in this book under "Periodicals") is the prime source for information as to publisher, price and frequency of publication. See also in this book under "Directories—Trade, etc.—Bibliography."
1. A B C of iron and steel; with a directory of the iron and steel works and their products of the U. S. and Canada. 1919 Penton Publishing Co., 1136 Chestnut Ave., Cleveland, Ohio.
4. Aero blue book and directory of aeronautical organizations; textbook of aerial transportation, aerial sports, aerial mail service, American airways, aeronautical maps, international and national aeronautical trophies and prizes, aviation records, etc., and directory of aeronautical associations. (Includes Holders of certificates issued by the Aero club of America; Aeronautic bibliography) Century Co., 353 Fourth Ave., N. Y. $5
Directories—Trade, etc.—Continued

5. Agents recognized by the A.N.P.A.; official list prepared by the Agents’ committee of the American newspaper publishers association. Special number of Editor and publisher, 1117 World Bldg., N. Y. 10c


7. American bank reporter; blue book issued in October with “new bank” supplements; alphabetical list of all banks in the United States and Canada, including national, state, savings and private banks, arranged in states, showing the names of presidents, vice-presidents, cashiers and assistant cashiers—the correspondents in New York, Philadelphia, Chicago, Boston, or other large cities, together with charter number of each national bank, with capital, loans, deposits, undivided profits and surplus, the principal loan, trust and investment companies, numerical system of the A.B.A., etc.; list of reliable attorneys in the United States and Canada—alphabetical list of all bank officers—foreign banks and bankers—directors of banks in all the principal cities—synopsis of banking and commercial laws of the various states and Canada—bank statements, statistics, etc. —list of towns without banking facilities with nearest banking point—maps of all states and territories, including Canada, etc. (Includes State bankers’ associations; National bank examiners) Steuer pub. co., 420 West 149th St., N. Y. $10


9. “American” buyers’ directory, continuing Kendrick’s directory of the carpet and upholstery industries; alphabetical and classified lists of manufacturers, importers and jobbers of carpets and rugs, floor coverings, upholstery, wall decorations and kindred products. (Includes Brands and trade marks applied to carpets, curtains and upholstery goods; Glossary of Oriental rug terms) American carpet and upholstery journal, 421 Chestnut St., Philadelphia, Pa. $2

10. American directory of the hosiery and knit goods manufacturers of the United States and Canada; with maps showing the location of mill towns together with lists of manufacturers classified according to goods made; manufacturers’ selling agents for knit goods; New York knit goods buyers; jobbers handling knit goods; and department stores and large retailers buying knit goods; dyers, bleachers, finishers and printers, making a specialty of work for knit goods manufacturers; mills manufacturing knitting yarns; New York export firms handling knit goods; British jobbers and wholesalers of knit goods. Bragdon, Lord and Nagle Co., inc., 334 Fourth Ave., N. Y. $2

11. American exporter export trade directory; export merchants, manufacturers’ export agents, foreign exchange bankers, foreign freight forwarders, steamship lines, foreign consuls, etc., in principal ports of the U. S. (Includes U. S. consular and commercial representatives in foreign countries) Johnston export pub. co., 17 Battery Pl., N. Y. $5

12. American fertilizer handbook; the standard reference book and directory of the commercial fertilizer industry and allied trade; the buyer’s guide of the trade, where to obtain plant equipment, raw materials and expert service required in the fertilizer industry. (Includes Phosphate rock; Brokers, exporters, importers, commission merchants and forwarding agents; Chemists, assayers, engineers, contractors, leadburners, samplers, and laboratory equipment; Cottonseed oil mill directory and machinery; Packers and renderers directory and machinery) Ware bros. co., 1010 Arch St., Philadelphia, Pa. $1.50

13. American florist company’s directory of florists, nurserymen and seedsmen of the United States and Canada; arranged both by states and post offices and all names alphabetically; also, horticulturists, landscape architects, parks, cemeteries, botanical gardens, societies, horticultural supply concerns and cata-
Directories—Trade, etc.—Continued
logue firms. American florist co., 350 S. Dearborn St., Chicago $3
14. American glass trade directory of glass companies in the U. S. and Canada; containing list showing tableware, bottle, window and plate glass factories, lines of ware manufactured, capacity of plants, company officials, list of manufacturers' and workers' organizations; also list of cut glass plants. Commoner pub. co., Penn Ave., & Third St., Pittsburg, Pa. $2
15. American Hatter directory of the manufacturing and jobbing hat trade and allied branches: buyers' pocket edition. (Includes Special brands and trade marks in the hat trade) Hat trade pub. co., 1182 Broadway, N. Y. $1
16. American Hatter trade directory, edition de luxe; comprising complete classified lists of all branches of the hat and cap trades of the United States and Dominion of Canada; containing nearly 30,000 names of hat dealers and nearly 3,000 names of hat dealers located in 50 foreign countries. (Includes Associations in the hat trade; Special brands and trade marks in the hat trade) Hat trade pub. co., 1182 Broadway, N. Y. $5
17. American institute of electrical engineers; yearbook. American institute of electrical engineers, 33 West 30th St., N. Y. $1
18. American library annual; including list of American libraries of over 5,000 volumes, libraries of Latin America; library schools and short courses; library and book-trade periodicals and organizations, book publications, statistics, etc. (Includes Library legislation; Bibliographies, American and English) R. R. Bowker Co., 62 West 85th St., N. Y. $5
19. American medical directory; a register of legally qualified physicians of the United States, Alaska, Canal Zone, Hawaii, Porto Rico, Philippine Islands, Canada and Newfounland. (Includes Medical societies; Medical colleges; Medical libraries; Medical journals; Medical laws; Hospitals; Sanitoriums; National board of medical examiners; Board of health, licensing boards, county health officers) American med-
ical association. 535 North Dearborn St., Chicago, III. $12
20. American newspaper annual & directory; a catalogue of American newspapers; a carefully prepared list of newspapers and periodicals published in the United States, territories, and Dominion of Canada, Cuba and the West Indian Islands, with valuable information regarding their circulation, issue, date of establishment, political or other distinctive features, names of editors and publishers, and street addresses in cities of fifty thousand inhabitants and upward, together with the population of the counties and places in which the papers are published; a separate list of all newspapers in the United States and its possessions and the Dominion of Canada which are published continuously throughout the year, indicating by distinguishing marks those which issue weekly or Sunday editions; list of monthly and weekly publications of general circulation, religious and agricultural publication, the various class and trade publications, newspapers printed in foreign languages, cooperative newspaper lists, etc.; a description of every place in the United States and Canada in which a newspaper is published, including railroad, telegraph, express and banking facilities, also state, territory or province, giving the location, character of surface and soil, chief products and manufactures, forming a valuable guide to the judicious placing of any line of advertising; eighty-one maps of the United States and its possessions, the Canadian provinces, the West Indian Islands, the western front, etc., carefully revised and corrected to date. N. W. Ayer and Son, 300 Chestnut St., Philadelphia, Pa. $10
21. American society of mechanical engineers; yearbook, containing lists of members arranged alphabetically and geographically. American society of mechanical engineers, 29 West 39th St., N. Y. $1
22. American trade index; descriptive and classified directory of the members of the National association of manufacturers of the United States of Amer-
Directories—Trade, etc.—Continued


26. Annual charities register and digest; being a classified register of charities in or available for the metropolis. (English) Longmans, Green & Co., 39 Paternoster Row, London N. Y. 5s

27. Annual chemical directory of the United States. (Includes Laboratories; Technical and scientific societies, U.S. and foreign, allied to the chemical field) Williams and Wilkins Co., 2419 Greenmount Ave., Baltimore, Md. $5

28. Annual directory of trade, technical and class publications. Special number of Advertising and selling, 131 East 23rd St., N. Y. 15c

29. Annual farm paper directory. Special number of Advertising and selling, 131 East 23rd St., N. Y. 15c

30. Annual number of Pacific Ports. (Includes Transportation companies; Public and private wharves; Warehouses; Radio stations; Commercial dictionary; Principal oils and their uses; Principal nuts and their uses; Countries and states on the Pacific; Money conversion tables, etc.; Directory of exporters and importers) Pacific ports, inc., 620 Central Bldg., Seattle, Washington

31. Army list and directory. Supt. of doc. 15c

32. Automobile trade directory; a condensed catalogue and classified trade directory of the American automotive industries, including a directory of national trade associations, tables, data and other pertinent information. Automobile trade directory, inc., 243-249 West 39th St., N. Y. $5

33. Bankers and brokers directory, with list of lawyers and accountants; New England, Middle Atlantic states and Washington, D. C. Williams and Co., 123 Liberty St., N. Y. $3

34. Bankers encyclopedia (purple book); a full and complete list of banks, bankers, trust companies and savings banks in the U. S. and Canada, showing whether national, state or private, year established and population of city or town where located and also giving more necessary data regarding banks, etc. than any other bank directory published; a complete list of foreign banks and bankers in all cities and towns in the world; a full and complete list of members of the principal stock exchanges in the U. S., and in addition, a list of the most prominent dealers in high grade municipal bonds and other securities; commission rates of the various stock exchanges; the most accurate and up-to-date list of accessible points ever published; a full and complete list of all clearing house cities in the U. S. indicating members of same together with figures, showing capital, surplus, individual deposits, U. S. deposits and loans, etc., and where rules on collection are in force, same are given; this feature has never been attempted by any other bank directory published; for the information of trust companies and bond houses, a complete list of city officers is given and also information of when city councils meet; all necessary information regarding a state such as its officers, when legislature meets, rates of interest, legal holidays, etc. are given at the head of each state including lists of national and state bank examiners with their addresses and complete up-to-date lists of directors, accessible points and bank attorneys, follow the bank list in each state, where they belong; special lists of expert bank auditors and commercial paper dealers; a carefully compiled list of cashiers and assistant cashiers of national, state and private banks; a classified list of banks and bankers of the U. S. together with a recapitulation of the banking figures of same, by states and territories; a recapitulation of the banking figures of each and every clearing house city in the U. S.; a synopsis of the banking laws of each
Directories—Trade, etc.—Continued

state and territory in the U. S. and Canada, revised to date; transit numerals of the banks of the U. S.; these numbers will be found immediately under the name of the bank; regional banks system; these institutions are properly designated for quick reference; an up-to-date map of each state and territory and the principal reserve cities. Bankers encyclopedia co., 125-135 Church St., N. Y. $10

35. Bankers register and special list of selected lawyers, blue book; containing full and complete list of banks, bankers and savings banks in the United States, showing whether national, state or private, and year established, giving officers' names, capital, surplus, undivided profits, deposits, loans and discounts; also New York, Chicago, and other principal correspondents; federal reserve bank information, giving members, district and group numbers; list of the principal loan, trust, investment and safe deposit companies, with names of officers, capital, correspondents, etc.; complete list of banks and bankers in Canada, with names of officers and principal correspondents; complete list of the leading banks and bankers in foreign cities; list of 12,000 leading commercial lawyers recommended by banks and bankers; list of 80,000 towns and villages having no banks, giving name of nearest accessible banking points; on all pages giving names of banks a reference is given to number of page where such accessible points can be found; also reference to bank directors; carefully prepared digest of the banking and commercial laws of the several states and territories; national bank examiners, with address and territory; state bank examiners, with address; maps of the various states and territories and of the Dominion of Canada, printed in colors, with location of bank towns indicated; list of clearing houses in the United States and Canada, including their officers and members; list of directors of national, state and savings banks, and of loan, trust and investment companies in the principal cities of the United States; United States diplomatic and consular service; foreign consuls in the United States; White's United States counterfeit reporter; also names of national bank examiners, their address and territory; the interest laws; grace on sight drafts, etc.; legal holidays; laws affecting transfer of corporation stocks; values of foreign coins. Credit Co., Pontiac Bldg., Chicago, Ill. Spec. $7

36. Banking almanac and yearbook; containing a complete banking directory of the United Kingdom and the British colonies, the principal banks of the world, and bankers' guide to the principal insurance offices. Waterlow and Sons, ltd., London Wall, Great Winchester St., London £1 1s

37. Benevolent institutions, 1910. (Includes Hospitals and sanitariums) Supt. of doc. $1

38. Best's insurance reports (fire, marine and miscellaneous) upon American and foreign joint-stock companies, American mutual companies, inter-insurance associations, and individual underwriting organizations transacting any of the following classes of insurance in the United States; fire, marine, liability, steam boiler, credit, fidelity, surety, personal accident, health, plate glass, burglary and theft, automobile, fly-wheel, sprinkler leakage. Alfred M. Best Co. inc., 100 William St., N. Y. $15

39. Biographical congressional directory; with an outline history of the national congress. Supt. of doc. $1.50

40. Blue book of American musical instruments; Presto buyers' guide to pianos and player-pianos, together with description of industries and lists of trade-mark and so-called "stencil" pianos; all preceded by chapters on piano building and buying, designed for the guidance of prospective purchasers. Presto pub. co., 407 South Dearborn St., Chicago, Ill. 25c

41. Blue book of optometrists and opticians, containing list of optometrists and opticians in the U. S., Canada, Cuba, Hawaii and Philippines, arranged by states and provinces; colleges; officers of societies; examining boards; synopsis of laws; full text of the laws; states that have laws; governors that signed the laws; wholesale
Directories—Trade, etc.—Continued
jobbing houses: manufacturers; optical books; finger piece mountings; American optical association, and index to optometrists in U. S., Canada and Cuba arranged alphabetically. Lionel Topaz, St East Madison St., Chicago, Ill. Free with subs. to Optometrist and optician.

42. Boston, Fairchild’s men’s wear and women’s wear directory; directory of manufacturers and retailers, of men’s and women’s apparel, telephone numbers included. Fairchild pub. co., 201 Devonshire St., Boston 25c

43. Bowman’s corset and brassiere trade. Bowman publishing co., 17 Madison Ave., N. Y. $2

44. Bowman’s lace and embroidery directory; a compilation of the manufacturers of laces, embroideries, nets, veilings, etc., in the U. S. and Canada; also including large retailers and jobbers, with names of buyers, dyers, bleachers and finishers, scallop cutting concerns, etc., manufacturers’ agents; selling agents; city offices, salesrooms of the mills and cutting-up trades. Bowman publishing co., 17 Madison Ave., N. Y. $2

45. Brown’s directory of American gas companies; gas statistics. (Includes Town plants—Acetylene; American gas association and other associations; Historical data and financial status of American gas companies) Gas age, 52 Vanderbilt Ave., N. Y. $5

46. Bullinger’s monitor guide, formerly the Counting-house monitor; a weekly business journal, containing detailed information in regard to steamboats, steamships and railway trains, meetings of stock companies, dividends, interest, coupons, etc., foreign and domestic mails and rates of postage, transportation companies, express, freight and canal shipping directions, and complete reports of all matters of value to business men relating to New York city and suburbs. E. W. Bullinger, 438 Broadway, N. Y. $8 per annum

47. Bullinger’s post office, express and freight guide; containing every post office, railroad station, steamboat landing and United States fort in the United States and Canada; with the railroad or water route on which every place or the nearest communicating point is located and the shipping directions by express or freight line from New York city. Edwin W. Bullinger, 438 Broadway, N. Y. With subs. to Bullinger’s monitor guide.

48. Buyers’ directory of American toys; containing alphabetical list of American toy manufacturers and sales agents; also alphabetical classification of principal toys and manufacturers of same. Toys and novelties co., 215 So. Market St., Chicago, Ill. 50c

49. Buyers’ guide; a classified directory of wholesale manufacturers and supply houses in the trunk, leather goods, umbrella and allied trades of the United States. Perry L. Smith, 119 South Fourth St., Philadelphia, Pa. $3

50. Buyer’s guide for textile mills; reliable mill supplies and equipment and their makers handily indexed and cross-indexed for the buyer’s convenience. Bragdon, Lord and Nagle, 401 8th Ave., N. Y. Free

51. Buyers’ vest pocket directory, New York city; clothing, furnishing goods, hats, caps, store fixtures, etc. (wholesale), Geo. N. Lowrey Co., 13 Astor Pl., N. Y.

52. Canner’s directory and lists of members of the canning machinery and supplies association and the National canned food and dried fruit brokers association. National canners association, 1739 H St., N. W., Washington, D. C.

53. Chemical engineering catalog; collected, condensed and standardized catalog data of equipment, machinery, laboratory supplies, heavy and fine chemicals and raw materials used in the industries employing chemical processes of manufacture, with a general directory of such equipment and materials, classified and cross-indexed, and a technical and scientific books section, cataloging and briefly describing a practically complete list of books in English on chemical and related subjects. Chemical catalog co., 1 Madison Ave., N. Y. $5

54. Chicago, Fairchild’s Chicago apparel gazette directory; classified directory of manufacturers and jobbers of men’s apparel, telephone numbers included.

For “Directions for using this book” see page vii
Directories—Trade, etc.—Continued
Fairchild pub. co., 418-430 So. Market St., Chicago, Ill. 25c
55. Chicago, Fairchild's women's wear directory; classified directory of manufacturers and jobbers of women's wear and dry goods, telephone numbers included. Fairchild pub. co., 418-430 So. Market St., Chicago, Ill. 25c
56. Chilton automobile directory; all manufacturers of automobiles, either passenger or commercial, equipment, parts and machinery, will be found in alphabetical order; in addition, there is a special Ford section, manufacturers of equipment and parts for Ford cars; additional data at back of book: automobile trade associations, standards of Society of automotive engineers, tables and data for engineers, table of serial numbers of American motor cars. Chilton Co., Market and 40th Sts., Philadelphia, Pa. $1
57. Chilton tractor index; power farm machinery dept.; illustrated tractor section; tractor specification table; parts and accessories list; tractor builders; implement makers. Chilton Co., Market and 49th Sts., Philadelphia, Pa. $1
58. City health officers; directory of those in cities of 10,000 or more population. (U. S. Public health service. Public health reports, reprint no. 539) Supt. of doc. 5c
59. Coal catalog combined with coal field directory; containing explanatory articles on rank, usage, analysis, geology, storage, and preparation of coals, and such other information as is of value to the producer and consumer of coal; sales agencies, investor in coal lands, railroads, mining engineers, geologists, colleges and universities, public libraries, etc., etc.; together with a column or typical section of the productive formations of each coal mining state in the union; map of the state showing the various mining districts or fields; description of the seams mined, with the general and supplementary analysis of each; list of mines operating in the various seams, including name of company, general office address, county, railroad and shipping point; list of seams producing coal suitable for each industrial purpose, etc.; and including a directory of all the coal mines in the United States, in which will be found additional information on every mine, such as names and addresses of operating officials, thickness of seam, kind of opening, kind of haulage, last fiscal year's output, sizes of coal shipped from each mine, equipment for preparing coal for the market, etc.; also cross index of mines by counties, etc. Keystone consolidated pub. co., inc., 302 Pen Ave., Pittsburgh, Pa. $25
60. Collegiate salesman; the service that wins for college campaigns; college and school papers of the United States and Canada (arranged by states); men's college papers; women's college, and girls' preparatory school papers; normal college papers; humorous, literary, illustrated groups; boys' and co-ed preparatory school papers; agricultural college papers; technological and legal college papers; alumni publications; Canadian college papers; notes on religious, medical, inter-collegiate and foreign college papers. Collegiate special advertising agency, inc., 503 Fifth Ave., N. Y.
61. Commercial and industrial organizations of the U. S. 121p 1920 (U. S. Bureau of foreign and domestic commerce. Miscellaneous series, no. 99) Supt. of doc. 15c
62. Corporations of New Jersey; list of certificates filed in the Department of state. N. J. Department of state, Trenton, N. J.
63. Daily News Record directory; New York men's wear, piece goods, linings, trimmings and accessories compiled for the cutting-up trade. Fairchild pub. co., 8 East 13th St., N. Y.
64. Daily News Record directory of clothing manufacturers, cloak and suit manufacturers and piece goods selling agents of the United States. Fairchild pub. co., 8 East 13th St., N. Y. $1
65. Davison's cordage, twine and duck trade; a directory of the cordage, twine and duck manufacturers of the United States and Canada, including cotton, silk, linen, flax, hemp, jute, manila and sisal; with jobbers, manufacturers' agents, city offices, selling agents; cordage, twine and hardware jobbers; awning, tent and sail makers; wooden-
Directory of cement, gypsum and lime manufacturers; with which is included sand, gravel and crushed stone plants. (Includes Miscellaneous stone quarries in the U.S.) Cement, Mill and Quarry, 53 West Jackson Blvd., Chicago $2.50

Directory of directors; a list of the directors of the joint stock companies of the United Kingdom and the companies in which they are concerned; with such other particulars as are considered likely to be of use and interest. Thomas Skinner and Co., 76-82 Gresham House, Old Broad St., London, E. C. 20s 6d

Directory of directors in the city of Boston and vicinity. Bankers service co., 88 Broad St., Boston, Mass. $8


Directory of directors in the state of Connecticut. (Includes Directory of corporations and institutions; Professional public accountants and production engineers) Bankers service co., 88 Broad St., Boston $8

Directory of directors in the state of Rhode Island. Bankers service co., 88 Broad St., Boston $5

Directory of newspaper advertisers and general advertising agents east of Buffalo and Pittsburgh, inclusive. Sixpoint league, 334 Fifth Ave., N. Y. $1

Directory of officials and organizations concerned with the protection of birds and game. (U. S. Biological survey. Doc. 109) Supt. of doc. 5c

Directory of publishers, printers and authors issuing books. Special number of Publishers' weekly, 241 West 37th St., N. Y. $6 per yr.

Directory of shipowners, shipbuilders, and marine engineers. (Includes British admiralty; Bureau veritas; Associations; Consulting marine engineers and naval architects; Personal index to directors, partners and chief officials of shipowning, shipbuilding

For "Directions for using this book" see page vii
Directories—Trade, etc.—Continued

82. Directory of textile brands and trademarks; the purpose of this directory is to furnish the textile industry and the dry goods trade with a list of trade names, brands and trademarks of products, of which textile fibres, yarns or cloth are the principal materials; besides the trademark names, it gives the kinds of goods to which the names apply, names of first hand distributors, and in many cases whether goods named are sold to jobbers or to retail trade, making it a valuable source of reference for buyers in the jobbing, clothing, cutting-up and converting trades as well as for manufacturers and retail establishments. Bragdon, Lord and Nagle Co., 461 Eighth Ave., N. Y. $5

83. Directory of the advertising agents of the world. Special number of Fourth Estate, 232 West 59th St., N. Y. 25c

84. Directory of the fur trade. Fur trade review, 1181 Broadway, N. Y.

85. Directory of the iron and steel works of the United States and Canada. American iron and steel institute, 61 Broadway, N. Y. $12

86. Directory of the leading retail dealers of the United States and Canada selling trunks, leather goods and umbrellas in cities and towns of over 4,000 population; comprising specialty and department stores, clothing, furnishing, harness and other dealers handling these lines. Perry L. Smith, 119 South Fourth St., Philadelphia, Pa. $4

87. Dockham's American report and directory of the clothing manufacture and cutting up trade; United States. (Includes Apron manufacturers; Awning, sail, tent and flag manufacturers; Boot and shoe manufacturers; Cloak and suit manufacturers; Clothing manufacturers; Collar and cuff manufacturers; Corset and brassiere manufacturers; Glove and mitten manufacturers; Hat and cap manufacturers; Mattress manufacturers; Miscellaneous manufacturers; Neckwear manufacturers; Overall manufacturers; Pants manufacturers; Raincoat manufacturers; Rubber manufacturers; Shirt manufacturers; Skirt manufacturers; Suspender and garter manufacturers; Trunk and bag manufacturers; Umbrella manufacturers; Underwear manufacturers; Waist, blouse manufacturers; Window shade manufacturers; Wrapper and dress manufacturers; Converters of cotton goods; Jobbers and department stores) Dockham pub. co., 6 Beacon St., Boston $6

88. Dockham's American report and directory of the mattress manufacturers. Dockham pub. co., 6 Beacon St., Boston, Mass. $1

89. Dues and charges on shipping in foreign and colonial ports; a manual of reference for the use of shipowners, shipbrokers and shipmasters. (Includes information on docks) George Philip and Son, ltd., 32 Fleet St., London £2

90. Educational directory. (Includes Librarians of public and society libraries; Directors of museums; International associations of education; American educational associations) (U. S. Bureau of education. Bulletin. 1918, no. 36) Supt. of doc. 20c

91. Engineering directory; v. 1. Buyers' reference section; a comprehensive directory of manufacturers of mill, steam, mine, plumbing, heating, lighting and allied lines of supplies, machinery and tools; v. 2, Sellers' guide section; (Includes Jobbers and dealers in mill, steam, mine, heating, contractors and kindred lines of supplies, tools and machinery, classified by states and cities, naming kinds of goods handled, giving names of officers, buyers, and other information; Jobbers of plumbing and heating supplies, classified by states and cities, giving names of officers, buyers, territory covered and other information; Jobbers and dealers in mill, steam, plumbing, heating and lighting supplies and machinery in Canada; Wholesale dealers in hardware; Dealers in plumbing specialties and supplies; Manufacturers' agents for mill, steam, mine, plumbing and heating supplies; Dealers in electrical supplies; Dealers in automobile supplies; Ship builders; Trade associations) Crawford pub. co., 537 South Dearborn St., Chicago, Ill. $6
Directories—Trade, etc.—Continued

92. Export register of leading export houses of the United States. Export manufacturers of U. S., inc., 17 Battery Place, N. Y. $10

93. Exporters' encyclopaedia; containing full and authentic information relative to shipments for every country in the world. (Includes Representative forwarders; Index of ports; Foreign postage rates; Foreign and domestic parcel post; Ocean steamship lines and agents; Conversion tables; N. Y. banks and banking houses having foreign connections; Export commission houses; Marine insurance; U. S. consulates abroad; Foreign consuls (in N. Y.); Foreign consuls (at ports other than N. Y.); Foreign consuls at minor ports and interior cities) Weekly corrections published in Export trade. Exporter's encyclopaedia co., 78-80 Broad St., N. Y. With subs. to Export trade $10.

94. Fairchild's national directory and digest. (Includes Woolen and worsted piece goods houses; Silks; Woolens; Jobbers; Clothing manufacturers; Dyers, bleachers and finishers; Dictionary of textiles; Calculations and statistics; Trade associations) Fairchild publishing co., 8 East 13th St., N. Y. $2

95. Farm Implement News buyer's guide; a classified directory of manufacturers of farm and garden implements, tractors, wagons and carriages, automobiles, lighting plants, cream separators, gasoline engines, wind mills, pumps, wire fencing and the many accessory lines sold by implement dealers. Farm implement news company, Masonic Temple, Chicago, Ill.

96. Flying book; the Aviation World who's who and industrial directory. (Includes Aeronautical organisations; Glossary of aeronautical terms; Tables) Longmans, Green and Co., 39 Paternoster Row, London 8s

97. Fogerty's directory of the jewelry and kindred trades in the United States; divided into 49 departments covering leading manufacturers, jobbers, importers of the jewelry and allied trades in principal cities; classified as to important lines and alphabetically arranged; followed by appendix of manufacturers, etc., in less important cities and towns in each state. (Includes Optical goods) Fogerty's jewelry directory, 7 Maiden Lane, N. Y. $1.50

98. Foreign publications for advertising American goods; advertising rates, circulation, subscription price, etc. (U. S. Bureau of foreign and domestic commerce. Miscellaneous series, no. 10) Supt. of doc. 25c

99. Fourth Estate space buyers' handbook; pt. 1, a directory of the advertising agencies of the world; pt. 2, a directory of the newspaper specials and their newspapers (U. S. and Canada). Fourth Estate, 232 West 59th St., N. Y. $1

100. Fox's music trade directory of the U. S.; containing new and revised lists of persons, firms and corporations engaged in all branches of the music industry. (Includes Association directory) Music trade indicator, 20 East Jackson Blvd., Chicago, Ill. $2

101. Furniture Record directory of furniture manufacturers of the United States and Canada; containing an alphabetical and a classified section; an invaluable guide to the buyer. Periodical pub. co., 11-19 Perkins Bldg., Grand Rapids, Mich. $2

102. Gas World year book. (Includes Gas associations; "Gas world" directory; By-product coke plants in Great Britain) John Allan and Co., 8 Bouverie St., London, E. C. 7s 6d


104. Guide to the current periodicals and serials of the United States and Canada, comp. by H. O. Severance. George Wahr, 103-105 Main St., N., Ann Arbor, Mich. $2.50

105. Haberdasher directory. Haberdasher Co., 112 East 19th St., N. Y. 25c

106. Handbook of American private schools; an annual publication. (Includes Educational associations; Educational periodicals; School bureaus; School advertising agencies; Teachers' agencies) P. E. Sargent, 50 Congress St., Boston, Mass. $2.50

107. Handbook of settlements. 1911 Russell Sage foundation, 1 Madison Ave., N. Y. $1.64

108. Hendricks' blue list of purchasing agents. Oliver G. Hendricks, 129 Lafayette St., N. Y. $25
Directories—Trade, etc.—Continued

109. Hendricks’ commercial register of the United States; for buyers and sellers; with which has been incorporated “The assistant buyer”; especially devoted to the interests of the electrical, engineering, hardware, iron, mechanical, mill, mining, quarrying, chemical, railroad, steel, architectural, contracting and kindred industries; a complete and reliable annual register of producers, manufacturers, dealers and consumers connected with the aforesaid industries and with the multitudinous others of interest to buyers and sellers; products are listed from the raw material to the finished article, with the concerns handling them from the producer to the consumer; indispensable as a buyers’ reference for contractors, engineers, exporters, government establishments, jobbers, manufacturers, municipalities, purchasing agents, retailers, architects, and for factories, foundries, machine shops, mills, mines, plantations and railroads; also valuable for mailing purposes. S. E. Hendricks Co., Inc., 2 West 13th St., N. Y. $10

110. Hide and Leather’s year book and directory of tanners of sole, upper, harness, belting, glove and other leathers; manufacturers of glazed kid, patent kid, colt kid, morocco, etc.; manufacturers of shoes, harness, gloves and leather goods generally; leather and findings dealers; packers, dealers and brokers in hides, skins, pelts, wool, tallow, hairs; manufacturers, tanners’ machinery, supplies, extracts, etc. (Includes Trade organizations) Jacobson pub. co., 136 West Lake St., Chicago Free with subs. to Hide and Leather.

111. Hine’s directory of insurance lawyers, adjusters and medical examiners; published with the co-operation of the International claim association and various fire, life and accident companies. C. C. Hine’s sons co., 100 William St., N. Y.

112. Hubbell’s legal directory; list of lawyers; synopses of the laws of the United States of America; synopsis of the patent laws (also list of patent attorneys); synopsis of the laws concerning jurisdiction and procedure in the United States courts; United States and state court calendars; synopses of the laws of Canada, Cuba, England and Scotland, France, Germany, Holland, Japan and Mexico; trade-mark laws of Argentina, Chile and Uruguay; list of United States consuls. Hubbell pub. co., Equitable Bldg., N. Y. $7.35

113. Huff’s national fair directory; the horseman’s official racing guide; contains the location, dates, speed program, purses, time of closing entries, date of bar & conditions of races for state and county fairs of the United States; complete racing rules; information as to railroads, traction lines, express companies and shipping facilities. E. L. Huffman, Camden, Ohio

114. Ice and Refrigeration blue book; a directory of the ice making, cold storage, refrigerating and auxiliary trades; a complete list of ice factories, cold stores, packing houses, breweries, dairies, creameries, meat markets, hotels, restaurants, and all establishments using mechanical refrigeration in the United States and Canada. Nickerson and Collins Co., 431 South Dearborn St., Chicago, Ill. $5

115. Insurance year book; fire and marine. (Includes Fire departments; Directory of insurance agents, including also lists of insurance attorneys and adjusters; Underwriters’ organizations) Spectator Co., 135 William St., N. Y. $8

116. Insurance year book; life, casualty and miscellaneous. (Includes Directory of insurance agents (with supplemental lists of insurance attorneys and medical examiners); State officials having authority in insurance matters; List of actuaries; Underwriters’ associations; Synopsis of the statutory requirements) Spectator Co., 135 William St., N. Y. $8

117. International cable register of the world in conjunction with Western union telegraphic code system; a compendium of prominent manufacturing, commercial and professional firms engaged in the import, export and domestic trades; indexed by cities, lines of
118. International cotton buyer and cotton seller and reference book; a directory of American cotton shippers and exporters, European and Oriental cotton buying and selling agents and commission merchants—Southeastern and New England selling agents, cotton mills and mill buyers and commission merchants; together with summaries of laws governing cotton transactions and banking in all cotton states; lists of cotton mills and other important and interesting information for the shipper, buyer, seller and spinner. Cotton and cotton oil news, 1802 Jackson St., Dallas, Texas $5

119. International cotton seed products directory; a list of American cotton seed oil mills, refiners, linseed oil mills, cotton seed products brokers, linter buyers, oleo factories, soap factories, fertilizer factories; linter and felt manufacturers, chemists, cotton compressors, lard compound refiners, etc. and a limited number of oil and meal brokers and importers; refiners and crude mills abroad; railroads given at each mail town, also production of cotton by counties. Cotton and cotton oil news, 1802 Jackson St., Dallas, Texas $5

120. International who's who in music and musical gazetteer; a contemporary biographical dictionary and a record of the world's musical activity. (Includes Principal music schools and conservatories in the world; Principal opera houses in the world; Leading orchestral organizations in the world; Professional associations of musicians in the U. S.) Current literature pub. co., 65 West 36th St., N. Y. $6

121. Investment bankers and brokers of America. (Includes Investment bankers' association of America—List of members; History, officials, list of members of and securities traded in on the various stock exchanges of the U. S. and Canada; Model blue-sky law; Blue-sky laws of various states; Association of dealers in investment securities; National mining and stock brokers association) Henry W. Sites, 80 Lafayette St., N. Y. Spec. $10

122. Jackson's real estate directory; a directory of the leading real estate agents, abstractors, loan companies and real estate attorneys of the United States and Canada, with the approximate population of cities and villages to date, with counties and county seats. Jay M. Jackson, 421 Gladstone Blvd., Kansas City, Mo. $10

123. Jewelers' Circular buyers' directory of the manufacturers, importers and jobbers in the jewelry and kindred trades. Jewelers' Circular pub. co., 11 John St., N. Y. $1

124. Jobbers' handbook; "that little red book"; a complete list of manufacturing jewelers and kindred trades. Manufacturing jeweler, 42 Weybosset St., Providence, R. I. $1

125. Kelly's directory of merchants, manufacturers and shippers of the world; a guide to the export and import shipping and manufacturing industries (British, Colonial and foreign trades). (Includes Foreign ministers, Colonial governors, Crown agents, Consuls; List of colonial and foreign ports; Trade mark section) Kelly's Directories, ltd., 182, 183 & 184 High Holborn, London, W. C. $15

126. Leading cigar jobbers of the United States. Tobacco record pub. co., inc., World Bldg., N. Y. $5

127. Lieber's international directory of the users of the Lieber code. Quarterly Lieber code co., 25 Park Place, N. Y.

128. Life insurance manual; application agreements and complete policy forms of prominent life insurance companies, including the special contracts, war clauses, disability and double indemnity provisions, etc.; assets, business written, gain and total insurance in force; premium rates (participating and nonparticipating); disability, double indemnity and monthly income rates; dividend and net cost tables; cash values, loans, extended insurance and paid-up values; term and annuity rates; reserve tables, preceded with net premiums by the American 3%, 3.5% and 4% on ordinary life, 10, 15 and 20-premiums life, 10, 15 and 20-year endowment; and on 20-premiums (first year term and 19 premiums) life and twenty premiums (first year term and 19 premiums) endowment policies.
Directories—Trade, etc.—Continued
American 3% and 3½%; modified preliminary term and select and ultimate reserve values on life policies paid-up in 20 years on the American 3% and 3½%; and also on 1, 5, 10, 15 and 20-year term policies, American 3% and 3½%; compound interest tables; letters re reserve bases; etc. A. J. Flitcraft, 613-615 Maple Ave., Oak Park, Ill. $3
129. List of inspected electrical appliances. Underwriters’ laboratories, 207 East Ohio St., Chicago
130. List of inspected mechanical appliances. Underwriters’ laboratories, 207 East Ohio St., Chicago
131. List of merchant vessels of the United States, with official numbers and signal letters and lists of vessels belonging to the United States government with distinguishing signals. (U. S. Bureau of navigation) Supt. of doc.
132. List of officers of merchant, steam, motor and sail vessels. (U. S. Department of commerce Steamboat inspection service) Supt. of doc. 15c
133. List of special newspaper representatives, together with a list of daily newspapers having such representatives in various cities. Special number of Fourth estate, 232 West 59th St. N. Y. 25c
134. Lloyd’s register of shipping; Register which is printed solely for the information of merchants, shipowners, underwriters and others being subscribers or members, contains the names, classes and other useful particulars relating to vessels classed by the society, and those classed by the Underwriters’ registry for iron vessels; it also includes as far as possible, the names, dimensions, etc., of all other merchant vessels of the world, of 100 tons and upwards, some of which although not classed by the society, are classed elsewhere; the conditions regulating the classification of vessels in the register are contained in the society’s rules. (Includes Shipbuilders, marine engine builders, and marine boiler builders; Marine insurance companies and agencies; Shipowners’ trade defence associations; Dry docks, pontoons, patent slipways, etc., Wet docks, harbours, etc.) 2v Lloyd’s register of shipping, 71 Fenchurch St., London $40 Reports of additions and alterations published at irregular intervals.
135. Lockwood’s directory of the paper, stationery and allied trades. (Includes Paper dealers; Paper box manufacturers; Trade associations; Watermarks and brands) Lockwood trade journal co., inc., 10 East 59th St., N. Y. $5
136. London banks and kindred companies and firms; an account to date regarding the banks and kindred companies and firms which make up the London money market; the British provincial banking companies and firms; the principal colonial and foreign towns where the foregoing banks have offices, with the London agents of each; an alphabetical list of partners in the banking and kindred firms of the United Kingdom; an alphabetical list of telegraphic addresses, etc. Thomas Skinner and Co., 76-82 Gresham House, Old Broad St., London, E. C. 2 10s 6d
137. Lord & Thomas’ pocket directory of the American press; a complete list of newspapers, magazines, farm journals, religious papers, foreign language publications, and other periodicals published in the United States, Canada, Cuba, Porto Rico, Hawaiian and Philippine Islands. Lord and Thomas, Makers Bldg., corner Wabash Ave. and Madison St., Chicago, Ill. $3
138. Lydiatt’s book; what’s what in Canadian advertising; a conveniently classified compilation of facts and statistics relating to Canada, its people, its markets, its manufactures, its advertising mediums, as a comprehensive guide to merchandizing and advertising in Canada. W. A. Lydiatt, 53 Yonge St., Toronto, Canada $2
139. McGraw central station directory and data book. (Includes State commissions having jurisdiction over electric light and power utilities) McGraw-Hill Co., inc., Tenth Ave. at 36th St., N. Y. $15
140. McGraw electric railway directory; directory of electric railway companies in U. S., Canada and Mexico; besides the names of officials, number of cars, number of miles of track, etc., the
Directories—Trade, etc.—Continued

power plant and sub-station equipment is also given in the reports of the companies listed. McGraw-Hill Co., inc., Tenth Ave. at 36th St., N. Y. §4

141. MacRae’s blue book; America’s greatest buying guide; containing a catalogue section, consisting of the catalogues of various manufacturers collated in condensed form; an address section, showing in alphabetical order the addresses of 30,000 of America’s leading manufacturers; a representatives’ index, giving in alphabetical order the names of the representatives of 1,600 of America’s most progressive manufacturers; a classified material section, wherein are listed under 10,000 classifications the names of the various manufacturers of railway supplies, iron and steel products and building construction material; a comprehensive trade name index; a miscellaneous data section, full of information for the man who specifies or purchases; a section giving the standard list prices of building materials and iron and steel products; a net discount computer. MacRae’s blue book co., 803 E. Jackson St., Chicago, Ill. $10

142. Martindale mercantile agency; the direct system between merchant and attorney. Martindale mercantile agency, Woolworth Bldg., N. Y.

143. Martindale’s American law directory. G. B. Martindale, Woolworth Bldg., N. Y. $15.50

144. Medical directory of New York, New Jersey and Connecticut. (Includes Medical colleges in New York state; Dispensaries; Hospitals of New York state; Examiners in lunacy; Medical examiners; Societies of New York state) Medical society of the state of N. Y., 17 West 43rd St., N. Y.

145. Mercantile year book and directory of exporters, in London, Manchester, Liverpool, Birmingham, Glasgow, Bristol, Nottingham, Bradford, Leeds, Huddersfield, etc.; Paris, Bordeaux, Marseilles, Lyons, Amsterdam, Rotterdam, The Hague, etc.; Milan, Genoa, etc.; Zurich, etc.; Brussels, Antwerp, etc.; including a walking guide to the shippers of London in street order, a list of importers abroad, showing the goods imported and the names of the European representatives, with much more information of value to all connected with export trade. Lindley Jones and Brother, 16 St. Helen’s Place, Bishopsgate, London E. C. 3 158

146. Merchandise rating register hardware merchants of the world; section 1: Directory of hardware merchants in the U. S. (including U. S. possessions) and Canada, giving their stock rating; section 2: Directory of hardware merchants and importers in Mexico, Central America, West Indies, South America, Europe, Great Britain, Africa, Asia, Australia; section 3: Directory of wholesale hardware houses in the U. S. and Canada, giving date established, capital, territory covered, lines handled and percentage of wholesale business to total business; section 4: Directory of exporters handling hardware, tools, etc.; section 5: Directory of selected department stores handling hardware, tools, etc.; section 6: 5 and to-cent store syndicates; section 7: Members of American hardware manufacturers’ association. Hardware dealers’ magazine, 253 Broadway, N. Y. $5

147. Millinery trade directory; a comprehensive and complete classified list of manufacturers, importers, jobbers and manufacturers’ agents, embracing all branches of the millinery trade; a revised list of wholesale millinery houses in cities recognised as important millinery markets, throughout the United States, embracing addresses of allied lines in such markets. Semi-annual Illustrated Milliner, 656 Broadway, N. Y. 25c

148. Mines handbook; an enlargement of the copper handbook; a manual of the mining industry of the world. (Includes Buyers; Mine inspectors, commissions, etc.; State geologists; Smelters; Glossary of mining terms; Statistics of the metal mining industry; Price tables) W. H. Weed, 29 Broadway, N. Y. $10

149. Mining catalog; indexed by firms represented, their branch offices and agencies, and by products; together with treatise and engineering data covering various subjects pertaining to mining. Keystone consolidated pub. co., 302 Penn Ave., Pittsburgh, Pa. $5
Directories—Trade, etc.—Continued

150. Modern hospital year book; a buyer’s reference book of supplies and equipment for hospitals and allied institutions; presenting a comprehensive index and classified directory of materials, equipment and supplies and the condensed catalogs and announcements of manufacturers and dealers serving the institution field. Modern hospital pub. co., inc., 58 East Washington St., Chicago.

151. Motion picture studio directory. Motion picture news, inc., 729 Seventh Ave., N. Y.

152. Motion picture trade directory; the reference book of the picture trade; a classified quarterly directory of the motion picture and allied industries in three sections; I—films; II—industrial and statistics; III—accessories. Motion picture trade directory co., inc., 230 West 39th St., N. Y. 5o.

153. National directory of the paper box trade and its allied branches; the standard directory of concerns engaged in the manufacture of set-up boxes, folding boxes, corrugated and fibre boxes and shipping containers, fibre cans, paper tubes and can manufacturers, and of manufacturers of and dealers in machinery, paper and supplies used in the above industries. (Includes Associations) Ravenswood press pub. co., 4610-4618 Ravenswood Ave., Chicago, Ill. $3.

154. Navy directory; officers of the U. S. Navy; also including officers of the U. S. Naval reserve force, Marine corps, Marine corps reserve, Coast and geodetic survey, Public health service, and foreign officers serving with the Navy. Supt. of doc. $2.50.

155. Navy yearbook; embracing all acts authorizing the construction of ships of the "new navy" and a résumé of annual naval appropriation laws from 1883 to 1919, inclusive; with tables showing present naval strength, in ships and personnel, and cost of maintaining the navy of the United States, also statistics of foreign navies. Supt. of doc. 75c.

156. New York charities directory; a reference book of social service in or available for Greater New York. Char-
Directories—Trade, etc.—Continued

164. Official American textile directory; containing reports of all the textile manufacturing establishments in the U. S. and Canada, together with the yarn trade index and lists of concerns in lines of business selling to or buying from textile mills. (Includes Textile associations; Textile schools; Bleaching, dyeing, printing and finishing establishments; Raw materials, wastes, shoddies, rags; Manufacturers' selling agents, commission and export houses) Bragdon, Lord and Nagle Co., 334 Fourth Ave., N. Y. $4

165. Official army register. Supt. of doc. 80c

166. Official Catholic directory; containing ecclesiastical statistics of the U. S., Alaska, Philippine Islands, the Canal Zone, the Virgin Islands, the Island of Guam, the U. S. possessions in Samoa, Hawaiian Islands, Porto Rico, British Honduras, C. A., Jamaica, W. I., Canada, Newfoundland, Ireland, England, Scotland, Wales, the Austro-Hungarian Monarchy, Cuba, the German Empire and the United States of Mexico. P. J. Kenedy and Sons, 44 Barclay St., N. Y. $5

167. Official congressional directory for the use of the U. S. Congress. (Includes U. S. consular officers; Consuls in the U. S.) Supt. of doc. 60c

168. Official guide of the railways and steam navigation lines of the United States, Porto Rico, Canada, Mexico and Cuba; also time-tables of railroads in Central America. Monthly National railway pub. co., 75 Church St., N. Y. $12

169. Official hotel red book and directory; a standard directory of the best hotels in the United States and Canada, including summer and winter resorts; also, a list of hotels in Cuba, Hawaii, West Indies and South American cities; compiled for commercial travelers, tourists, merchants, banking, manufacturing and business houses and especially adapted to the use of hotel owners, managers, clerks and all hotel purveyors. Official hotel red book and directory co., 103 Park Ave., N. Y. $3


171. Official trade directory. Cloak, suit and skirt manufacturers protective association, 220 Fifth Ave., N. Y.

172. Oil and petroleum manual; a record of information concerning oil and petroleum companies, with lists of directors, secretaries, consulting engineers, managers, agents, etc., their names, addresses, and descriptions, and names of the companies with which they are connected. Walter R. Skinner, 11-12 Clements Lane, Lombard St., London, E. C. 5s


174. Opportunities for vocational training in New York. Committee for vocational scholarships, Henry St. settlement, 265 Henry St., N. Y. 20c

175. Order of railway conductors—directory. Special number of Railway conductor, Masonic Temple, Cedar Rapids, Iowa 10c

176. Organization directory; showing stations and post office addresses of organizations of the army. Supt. of doc.

177. Paper makers' directory of all nations; containing the principal paper, pulp and board mills of the world. (Includes Associations; Paper box manufacturers; Waste paper merchants; Wholesale stationers) Dean and Son, ltd., 160A Fleet St., London, E. C. 4 17s 6d

178. Patterson's American educational directory; containing a complete list and description of all the public, private and endowed schools, colleges, higher and secondary institutions of learning; a list of the state and county superintendents of public instruction, state educational associations and public school officials; the boards of education, city superintendents of schools, special supervisors, and principals of high schools; a library directory; the national educational associations and societies; university and college colors, etc.; together with much other in-
Directories—Trade, etc.—Continued

formation embodying a complete college and school directory. American educational co., 29 South LaSalle St., Chicago, Ill. $6

179. Penton's foundry list; a directory of the gray and malleable iron, steel, brass and aluminum foundries in the United States and Canada; the pattern and machine shops operated as departments of these plants, also are listed. Penton pub. co., 12th and Chestnut St., Cleveland, Ohio $15

180. Petroleum and natural gas register: a directory of the petroleum and natural gas industries in the United States, Canada and Mexico; text includes producers, refiners, compounders, marketers, and jobbers of petroleum and its products, casinghead gasoline manufacturers, oil pipe lines, natural gas producers and distributors, geologists, manufacturers of and dealers in equipment, and the membership lists of oil and gas associations. Oil trade journal, 120 Broadway, N. Y. $12

181. Piano and organ purchaser's guide; containing information with regard to pianos, player pianos, pipe and reed organs, self-playing organs, and some phonographs and talking machines, music rolls, musical merchandise, supplies and their various makers. Music trades co., 501 Fifth Ave., N. Y. 25c

182. Playthings index; a comprehensive guide for toy buyers; what is made and who sells it. McCready pub. co., 118 East 28th St., N. Y. 25c

183. Pocket list of railroad officials; containing the names of officials in charge of railroads, private car companies, telegraph and express companies on the North American continent; also the gauge of each road, number of miles operated and rolling stock in service of each company. (Includes Associations of railroad officers) Railway equipment and pub. co., 75 Church St., N. Y. $4

184. Polk's dental register and directory of the U. S. and Canada; comprising a list of dentists arranged by states and provinces, giving post-office address with population and location, date and college of graduation, all the existing and extinct dental colleges in the U. S. and Canada, with locations, officers, number of professors, lecturers, demonstrators, etc.; the various dental societies, the full text of the laws of registration, and other laws relating to the profession in each state and province, the U. S. army dental corps, dental journals with names of editors, frequency of publication and subscription rates, and a complete index of dentists, alphabetically arranged. R. L. Polk and Co., 125 Church St., N. Y. $10

185. Polk's medical register and directory of the United States and Canada; comprising a list of physicians and surgeons, arranged by location, giving postoffice address with population, the school practiced, date and college of graduation, all the existing and extinct medical colleges of the United States and Canada, with locations, officers, number of professors, lecturers, demonstrators, etc., the various medical societies, penal, reformatory and charitable state institutions, hospitals, homes, sanitariums, asylums and other medical institutions, boards of health, boards of medical examiners, health officers at principal points, the laws of registration and other laws relating to the profession, medical journals with names of editors, frequency of publication and subscription rates, medical libraries, a therapeutic classification of American health resorts, official list of officers of the medical departments of the United States Army, Public health service and Indian service, a descriptive sketch of each state, territory and province, particulars concerning all national and interstate medical and surgical associations and societies, and a complete index of physicians alphabetically arranged. R. L. Polk and Co., 125 Church St., N. Y. $10

186. Polk's real estate register and directory of the United States and Canada; comprising complete lists of real estate dealers and agents and abstracters of title; special lists covering the branches of the real estate industry; lists of non-resident commissioners of deeds; a digest of the statutes affecting real estate; U. S. public lands; population of incorporated cities, towns and villages; a descriptive sketch of each state and territory, etc. R. L. Polk and Co., 125 Church St., N. Y. $10
For "Directions for using this book" see page vii
Directories—Trade, etc.—Continued

of the Canadian provinces; state banking departments with the names and addresses of those in charge; names and addresses of state bank examiners in each state; a list of national bank examiners, with addresses and districts; dates of comptrollers' calls to national banks—1886 to 1918; full information in regard to population, county seat, money-order office, express office, telegraph station, state capital, etc., under List of commercial lawyers; a table of cardinal numbers and commercial terms in ten languages; rates of postage, value of foreign coins, etc. Rand-McNally and Co., Rand-McNally Bldg., Chicago, Ill. $10

195. Record of American and foreign shipping. (Includes Dry docks in the U. S.; Marine underwriters; Shipbuilders in the U. S.) American bureau of shipping. 66-70 Beaver St., N. Y. $25 Supplements published at irregular intervals.

196. Register of the commissioned and warrant officers of the U. S. Navy, U. S. Naval reserve force and Marine corps. Supt. of doc. 30c

197. Register of the Department of justice and the courts of the United States. Supt. of doc. 40c

198. Register of the officers, vessels and stations of the United States Coast guard. (U. S. Coast guard) Supt. of doc. 10c

199. Resident buyers in New York city, with addresses and phone numbers; together with some important facts about the value of Fairchild directory service in getting attention from these buyers and their thousands of clients throughout the continent as well as other thousands of merchants and manufacturers not represented by resident N. Y. buyers. Fairchild pub. co., 8 East 13th St., N. Y.


201. Roster of automobile accessory supply houses (wholesale and retail) of U. S. and Canada. Chilton automobile directory, Market and 49th St., Philadelphia.

202. Roster of members of the Automobile equipment association. Chilton automobile directory, Market and 49th St., Philadelphia

203. Rudder directory; a trade list of shipbuilding and marine industries; U. S. shipping board; Emergency fleet corporation; marine societies; shipbuilders of the U. S. and Canada; ship repair shops and dry docks; boat builders; engine builders; boiler makers; manufacturers of heavy oil and gasolene engines, shipbuilding machinery, tools, material, equipment, fittings and instruments necessary for building and operating vessels of every description; list of steamship companies, owners and operators, and marine insurance companies; naval architects. Rudder publishing company, 9 Murray St., N. Y. $5

204. Ryland's colliery, iron, steel, tin-plate, engineering and allied trades' directory; with brands and trade marks. England and Co., 165 Strand, London, W. C. £1 10s

205. Sheldon's jobbing trade and city offices; containing jobbers in dry goods, cloths, tailors' trimmings, furnishing goods, hosiery, notions and millinery; arranged in states and cities, giving location of office in New York; names of resident buyer, the several departments and buyers; office classification under respective branches of business, also converters of cotton goods. J. D. Sheldon Co., 32 Union Square, N. Y. Spec. $3

206. Sheldon's manufacturing trade (the cutting-up trade); comprising manufacturers of men's, women's and children's garments; arranged in cities and states, giving class of goods made, names of buyers and location of New York headquarters. Joseph S. Phelon, 51 & 53 Leonard St., N. Y. Spec. $2

207. Sheldon's New York resident buyers with the firms represented by each; alphabetically arranged; New York packing companies, with firms packed and shipped. Joseph S. Phelon, 51 & 53 Leonard St., N. Y. $1

208. Sheldon's retail trade of the United States; containing representative retailers in dry goods, notions, etc.; arranged in states and cities, giving loca-
Directories—Trade, etc.—Continued

tion of office in New York and names of resident and department buyers. J. D. Sheldon Co., 32 Union Square, N. Y. Spec. $1

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211. Shoe and Leather Reporter; annual. (Includes Prices; Trade organizations; Alphabetical lists of Glove manufacturers, Hide and skin dealers, Rubber shoe manufacturers, Shoe wholesalers, Tanners' materials, Shoe manufacturers, Leather manufacturers; Harness and saddlery manufacturers and wholesalers) Shoe and leather reporter, 166 Essex St., Boston, Mass. Free with subs. to Shoe and Leather Reporter.

212. Southern Lumberman's directory of American sawmills and planing mills. Southern lumberman, Nashville, Tenn. $15

213. Sporting goods trade directory; a classified index of the goods made by sporting goods manufacturers and a complete list of sporting goods jobbers and manufacturers' agents. Charles C. Spink and Son, 1002 Olive St., St. Louis, Mo. 50c

214. Standard iron—steel—metal directory; a complete index of iron and steel manufacturers, iron and brass foundries, metal manufacturers, etc., with a report showing corporation or co-partnership, capital, officers, purchasing agents, sales managers, headquarters and branch plants, equipment, capacity, products, fuel and raw materials used; iron department includes special lists of steel and rolling mills, rail and sheet mills, car wheel manufacturers, pig iron merchants, brokers and dealers in iron and steel scrap, new and relaying rails, pipe, machinery, jobbers in mill supplies, exporters, etc.; metal department includes special lists of brass foundries, smelters and refiners, brass and copper rolling mills, manufacturers of car boxes and journals, plumbing supplies, ingot metals, white metals, galvanizing plants, new metal brokers, scrap metal dealers, importers and exporters, list of special brands of metals; statistics and specifications covering price movements of iron and steel products and metals; also specifications on iron and metal, new and scrap; purchasing agents of railways, steamship companies and automobile plants. Atlas pub. co., 150 Lafayette St., N. Y. $8

215. Street directory of the principal cities of the U. S.; embracing letter-carrier offices established to April 30, 1908. (U. S. Post office department) Supt. of doc. $1

216. Sweet's architectural catalogue; indexed by firms represented, by products and by location. (Includes Trade mark of each firm listed; appears at head of each catalog) Sweet's catalogue service, inc., 119 West 40th St., N. Y.

217. Sweet's engineering catalogue; a collection of condensed catalogues pertaining to engineering materials, equipment and supplies; completely indexed. Sweet's catalogue service, inc., 119 West 40th St., N. Y.

218. Telephony's directory of the telephone industry. (Includes National and state association officers; Personnel of national and state public service commissions; Telegraph and cable companies) Telephony pub. co., 116 South Michigan Ave., Chicago, Ill. Spec. $3

219. Thacker's directory of wholesale grocers, semi-jobbers, chain stores, etc. in the United States and Canada; the red book. Orrin Thacker Directory, 33 West Gay St., Columbus, Ohio $1.50

220. Thomas' drug trades lists; printed on bond paper, in sections, with margin for writing; wholesale druggists, retail druggists; manufacturers of patent medicines; manufacturers of other goods sold by the drug trade. Thomas directory co., 129 Lafayette St., N. Y. $15, by subs.

221. Thomas' hardware, sporting goods and kindred trades lists; printed on bond paper with margin for writing, containing names of all wholesale and

For "Directions for using this book" see page vii
Directories—Trade, etc.—Continued
retail hardware and sporting goods dealers of the U. S. and Canada. Thomas directory co., 129 Lafayette St., N. Y. $15

222. Thomas' register of American manufacturers and first hands in all lines; the largest classified reference book in the world, the only one in the U. S. covering all lines; extensively used by U. S., state and city government departments, American and foreign consuls, exporters, merchants' and manufacturers' associations, boards of trade, libraries, banks, railroads, contractors, merchants, manufacturers and buyers generally in all lines throughout the U. S. and by important importers throughout the world; finding list and index; lists of manufacturers classified according to business; manufacturers of the U. S. arranged alphabetically by name, giving home offices, branches, names of officers, sales managers, purchasing agents, etc.; leading trade names, brands, etc.; appendix: banks, boards of trade and other commercial organizations, leading trade papers; manufacturers representatives; international trade section—export and import houses, steamship lines and forwarding agents, banks, etc. Thomas pub. co., 129 Lafayette St., N. Y. $15

223. Thomas' wholesale grocery and kindred trades register; the official buyers' and sellers' guide of the grocery and allied trades, U. S. and Canada; more than 60,000 names; furnishes detailed information not obtainable from any other publication; wholesale grocers; strictly wholesale—general line, U. S.; supplementary list; wholesale—Canada; wholesale—18 foreign countries; wholesale provisions; wholesale produce; wholesale flour, feed, etc.; exporters and importers of food products of U. S.; brokers, grocery, produce and allied lines; retail grocers, important general retailers, chain store organizations, fancy; department stores; warehouses and cold storage; bakers; canned foods association, officers; canned foods, packers, jobbers; confectionery; tea, coffee and spice trade; dried fruits; fish, dried, salt, etc.; meat packers; all other lines—the manufacturers, packers, producers, importers, jobbers, etc., in all other lines (150) allied with the food trades; banks recommended by jobbers for B/L drafts, etc.; hotels recommended by jobbers for commercial travelers; alphabetical index to all manufacturers' names. Thomas pub. co., 129 Lafayette St., N. Y. $10

224. Tractor and implement blue book; little brother of Farm machinery—farm power; the standard tractor and implement directory of the United States; self indexed, cross indexed, double indexed for instantaneous use. Midland publishing co., 800-810 Pine St., St. Louis, Mo. Free with subs. to Farm machinery.

225. Transfer and Storage directory. Transfer and storage pub. corp., 100 West 40th St., N. Y. $3

226. Trow New York copartnership and corporation directory; boroughs of Manhattan and Bronx; is the only publication that gives the names of partners and special partners of each firm; the officers, capital and directors of the banks, business and manufacturing corporations and insurance companies, and the state under whose laws they were incorporated; registered and unregistered trade names and proprietors thereof; also foreign firms doing business in New York, with the locations of their home offices and the names of their New York representatives or agents. R. L. Polk and Co., 125-135 Church St., N. Y. $20

227. Trust companies of the United States; statements of condition, names of officers and directors, stock quotations, dividend rates, other statistics. U. S. mortgage and trust co., 55 Cedar St., N. Y.

228. Tuberculosis directory containing a list of institutions, associations, and other agencies dealing with tuberculosis in the U. S. (Includes Sanatoria, hospitals and day camps for the treatment of tuberculosis in the U. S.; Dispensaries, clinics and classes for special treatment of tuberculosis in the U. S.) National tuberculosis association, 381 Fourth Ave., N. Y. $1.60
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229. Uckers' tea and coffee buyer's guide to first hands in the tea, coffee, spice and fine grocery trades; being a carefully compiled list of the leading supply houses in the United States and foreign countries. (Includes Tea trade vocabulary; Coffee trade vocabulary) Tea and coffee trade journal co., 79 Wall St., N. Y. 50c

230. Universal electrical directory (J. A. Berly's) containing a complete record of all the industries directly or indirectly connected with electricity and magnetism, and the names and addresses of manufacturers in Great Britain, India, the Colonies, America, the Continent, &c.; A.—British and colonial sections only; B.—British and colonial with continental and U.S.A. sections. H. Alabaster, Gatehouse and Co., 4 Ludgate Hill, London, E. C. 21s

231. Vehicle year book; a valuable reference volume for automobile, motor truck, trailer, carriage and wagon manufacturers and distributors. (Includes Associations connected with the vehicle industry; Trade names of motor vehicles) Warc bros. co., 1010 Arch St., Philadelphia

232. Visiting nursing in the U. S., containing a directory of the organizations employing trained visiting nurses, with chapters on the principles, organization and methods of administration of such work. Charities publication committee, 105 East 22nd St., N. Y. $1.25


234. Waste trade directory; containing the name, address and rating of dealers, merchants, brokers, importers, exporters, manufacturers and consumers in the United States, Canada and Europe, who buy, sell or consume scrap iron, metal, rubber, cotton rags, new cuttings, paper stock, old rope, bagging, burlap, bags, cotton, woolen, jute, hemp and flax wastes, etc. Atlas pub. co., inc., 150 Lafayette St., N. Y. $4

235. Where to buy millinery goods; a complete list of manufacturing and wholesale houses in all branches of the millinery trade and a correct list of New York offices of out-of-town department and dry goods stores. Millinery trade review, 1182 Broadway, N. Y. $1

236. Who makes it and where; the stationers' book of knowledge. Andrew Geyer, inc., 318 Broadway, N. Y. $2


238. Winter and health resort directory. (Includes Sanitariums) Brooklyn daily eagle, Eagle Bldg., Brooklyn, N. Y. Free

239. Women's wear; Fairchild's directory of fabrics; piece goods, linings, trimmings and accessories; compiled for the dry goods and cutting-up trades. Fairchild pub. co., 8 East 13th St., N. Y.

240. Year book, containing lists of members, arranged alphabetically and geographically; also lists of officers and committees, chapters and local secretaries, constitution, past officers, and calendar of past meetings. American society of heating and ventilating engineers, 29 West 39th St., N. Y. 50c

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For “Directions for using this book” see page vii
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For "Directions for using this book" see page vii
Export trade—Continued

Directories
In list under “Directories. Trade, etc.” see No. 11, 30, 92, 93, 117, 118, 125, 127, 145, 146

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Vedder, G. C. American methods in foreign trade; a guide to export selling policy. 1919

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Periodicals
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Export trade—Periodicals—Continued
American goods and foreign markets.
Semi-monthly
American industries; the manufacturers' magazine. Monthly
Americas. Monthly
Anglo-American trade. Monthly
Board of trade journal and commercial gazette. Weekly
Bulletin of the Pan American union. Monthly
Comercio. Monthly
Commerce reports, daily consular and trade reports, supplements and index. Daily
Confectioners journal. 1st of each month
Export American industries. Monthly
Export trade and exporters' review. Weekly
Exporters and importers journal with American price current. Monthly
Foreign trade bulletin. Bi-monthly
Foreign trade record. Weekly
International trade developer; supplement. Monthly
New York evening post monthly foreign trade review. Monthly
Pan Pacific; a magazine of international commerce. Monthly
Standard daily trade service. Standard statistics co., 47 West St., N. Y. $120 a year
In loose leaf form for filing in spring binder. Reports currently, in condensed form, the news affecting business. Originally planned for the exporter it gives markets for commodities, new sources of raw materials, establishment of new industries, U. S. and foreign government regulations and their changes affecting the exporter and importer, and business conditions in all countries. Its scope has been broadened to cover all kinds of business and surveys of individual industries are frequently given. Federal laws and regulations with their bearing on business given in detail. Everything daily revised. Washington, European, Latin-American, Russian and Far-Eastern representatives collect its foreign information. Supplemental service by telephone and correspondence on subjects covered.
World's markets; a journal of information for all who are engaged in international trade. Monthly
Youroveta review. Monthly
See also Statistics—Commerce; also subhead Periodicals under name of specific country and continent
Periodicals (Circulation in foreign countries)
American export monthly, illustrated; devoted to manufactures of the United States for export trade exclusively. Every fourth Saturday
American exporter; a monthly journal of foreign trade. Monthly
Commercial America; for the purpose of carrying to buyers throughout the world reliable information concerning American manufacturers. Monthly
Dun's international review; a journal for the promotion of international trade. Monthly
Exportador Americano. Monthly
Exportador Americano; revista mensual ilustrada de comercio, industria, automovilismo, ciencia y arte. Monthly
Exportateur Américain. Monthly
Hacienda. Monthly
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Salesmanship
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Technique
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Calvert, A. Shipping office organisation, management and accounts; a compre-
Export trade—Technique—Continued

tensive guide to the innumerable details connected with the shipping trade, with numerous forms and facsimiles of shipping documents. 1910
Davies, J. P. Export shipping. (In his Engineering office systems and methods, 1915, p. 347-376)
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Export trade suggestions; extracts from reports of American consul officers and data from other sources dealing with the promotion of American trade. 141p 1916 (U. S. Bureau of foreign and domestic commerce. Miscellaneous series, No. 35) Supt. of doc. 15c
Exporter's encyclopaedia; containing full and authentic information relative to shipments for every country in the world. In list under "Directories, Trade, etc." see No. 93
Filsinger, E. B. Exporting to Latin America; a handbook for merchants, manufacturers and exporters. 1916
— Trading with Latin America; obtaining orders; filling orders; shipping orders; payment for orders. 1917
Fowler, J. F. Export merchant. 1916 (Bus. tr. corp. Course in foreign trade, v. 4, pt. 1)
Guaranty trust company, N. Y. How business with foreign countries is financed. 55p 1919 Guaranty trust company, 140 Broadway, N. Y.
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Instruction book for export packing of engineer material. 63p U. S. Army, Engineer corps, Washington, D. C.
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Exporter’s handbook and glossary. Dudeney, F. M. 1916
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Getzler’s transportation rates; freight rates, express and parcel post rates from New York, Philadelphia, Boston, Baltimore, Chicago, St. Louis, Cleveland, Detroit; also through freight rates between the cities of the central, middle and New England states.
See also Freight—Rates; Investments—Public utilities—Analyses; Organization and administration; Parcel post—Rates; Public service corporations; Shipment of goods; Transportation; also notes on Sources of information under Business
Accounting
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Directories
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Extended bond tables. Sprague, C. E. 1915
F
Factler, E. B.
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Factories
Accounting
See Accounting—Factories
Cost accounts
See subhead Factories under: Accounting; Cost accounts
Costs
See Accounting—Factories; Cost accounts—Factories; Efficiency—Industrial; Scientific management; also subhead Costs under name of specific trade or business (for list of trades, see reference under Costs)
Directories
See subhead Directories under: Manufacturers; and name of specific manufacturing trade
Organization and administration
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v 1 Teamwork.
v 2 Handling men.
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v 6 Management.

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Dean, S. Shop and foundry management. 1913

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Evans, H. A. Cost keeping and scientific management. 1911

Executive control; building up the organization; selecting and training men; reorganizing under scientific management; establishing written standard practice; management duties, decisions and policies. 1915 (Factory management series)

Farnham, D. T. Scientific management for the factory of moderate size. (In his Executive statistical control, p. 394-404)

Galloway, L. Business organization and business management. 1914 (Alex. Ham. inst. Mod. bus. v. 2)

— Factory and office administration. 1917 (Alex. Ham. inst. Mod. bus. v. 4)

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Labor; building up a factory force; industrial policies; handling and training men; scientific management; wage payment; cooperation; safety and service work. 1915 (Factory management series)

Machinery and equipment; producing and distributing power; how to equip the factory; more work from machinery, tools and shop furniture; machine upkeep; material handling and conveyors; equipment of control. 1915 (Factory management series)

Mason, F. R. Business principles and organization. 1909 (Business, commerce and finance)

Materials and supplies; purchasing methods; price, service and inspection policies; material tests; standards and specifications; purchasing and stores systems; how to take inventory. 1915 (Factory management series)

Operation and costs; bringing factory production up to capacity; scheduling and dispatching work; maintaining quality; cost keeping methods and systems; cost cutting and plant control. 1915 (Factory management series)

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Smith, D. Engineers’ costs and economical workshop production. 1914
Smith, J. R. Elements of industrial management. 1915
Webb, S. Works manager to-day; an address prepared for a series of private gatherings of works managers. 1918
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Organization and administration—Bibliography
See also subhead Bibliography under: Arbitration—Industrial; Directories—Trade, etc.; Efficiency—Industrial; Employees; Employment problems; Employers’ liability; Industrial chemistry; Industrial research; Labor turnover; Organization and administration; Safety methods; Salesmanship; Scientific management; Wages; Welfare work; Woman—Employment

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Factory, the magazine of management. Monthly
Industrial management; the engineering magazine. Monthly 100%; the efficiency magazine. Monthly
See also subhead Periodicals under: Advertising; Arbitration—Industrial; Business; Business—Bibliography; Commercial correspondence; Credits; Efficiency—Industrial; Employers’ liability; Employment problems; Executive methods and policies; Export trade; Labor conditions; Libraries—Business; Market analysis; Offices—Management; Purchasing; Sales—Management; Traffic management; Wages; Woman—Employment

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Fairchild, C. B.
Training for the electric railway business. 1919 Lippincott $1.50

For “Directions for using this book” see page vii
Fairs

Directories
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Directories
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Directories—Foreign, with subdivision for proper continent

Fares. See Railroads—Fares

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Beattie, W. R. Marketing. (In his Celery culture, 1916, p. 112-124)

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Myrick, H. Marketing. (In his Book of corn, 1904, p. 228-244)

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Seibels, W. T. Produce markets and marketing. 1911

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Farms. See Accounting—Farms; Agriculture; Agricultural implements and machinery trade—Directories; Associations—Directories—Agricultural; Butter trade; Cost accounts—Dairy industry; Cost accounts—Farms; Dairy industry; Fertilizer trade; Fruit trade; Grain trade; Produce dealers; Produce exchanges; Statistics—Agriculture; also subheads under: Bee industry; Farm produce; Poultry business

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Farrington, F.

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Clerks' book. 1907 Merchants' helps 50c
Community development. 1915 Ronald $1.50
Making a drug store pay. 1914 Ronald $2
More talks by the old storekeeper. 1912 Byxbe $1
Retail advertising—complete. 1910 Byxbe $1
Retail advertising for druggists and stationers. 1901 Baker $1
Store management—complete. 1911 Byxbe $1
Fatigue and efficiency. Goldmark, J. C. 1913

Faust, C. A.

Complete card-writer. 1911 Faust $1.25

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Federal reserve system. See Banks and banking—Federal reserve system
Federal rules and regulations. Lapp, J. A. 1918

Federated Malay States
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Directories
See lists under Directories—Foreign; Directories—Foreign, with subdivision for proper continent

Felt trade
See also Hat trade; Organization and administration; Prices (Market)—Furs; Prices (Market)—Wool; Statistics—Manufactures; also notes on Sources of information under Trades

Directories
In list under "Directories, Trade, etc." see No. 119

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English grammar simplified. 1917 Funk 75c

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Fetter, F. A.
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Bibliography
See Textile trade—Bibliography

Directories
In list under "Directories, Trade, etc." see No. 65
See also subhead Directories under: Cordage trade; Cotton trade; Flax
Fiber trade—Directories—Continued
trade; Hemp trade; Jute trade; Manufacturers; Paper trade; Silk trade; Textile trade; Wool trade

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See also Law—Foreign

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Byles, R. B. Card index system; its principles, uses, operation and component parts. 1911

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Kaiser, J. Card system at the office. 1908 (Card system series, v. 1)

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Accountants’ offices


See also Filing—Bibliography
Filing—Continued

Advertising department

See Advertising—Records and statistics; Filing—Bibliography; Sales—Records and statistics

Architects' offices


See also Filing—Bibliography

Associations

See Associations—Convention records

Bibliography

Shelp, B. B. Office methods. 27p 1918

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Credit department

See Credits—Records and statistics; Filing—Bibliography

Cuts


See also Filing—Bibliography

Dairy industry

See Dairy industry—Records and statistics

Employment department

See Employment department—Records and statistics

Lawyers' offices


See also Filing—Bibliography

Maps

See Maps (commercial use)

Periodicals

Filing. Monthly

Pictures

See Advertising—Records and statistics; Filing—Bibliography

Poultry business

See Poultry business—Records

Professional offices

See following subheads under Filing: Accountants' offices; Architects' offices; Bibliography; Lawyers' offices

Purchasing department

See Filing—Bibliography; Purchasing—Records and statistics

Sales department

See Advertising—Records and statistics; Filing—Bibliography; Sales—Records and statistics

Stock department

See Filing—Bibliography; also under Stockkeeping the following subheads: Factories; Retail stores

Traffic department

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Filing department

Management

Galloway, L. Filing—nature, scope and personnel; Filing—standardization and centralization. (In his Office management, 1918, p. 145-172)

Hudders, E. R. Central filing department—Classing and grouping of records. (In his Indexing and filing, 1916, p. 115-129)

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Film trade

See also Organization and administration; also notes on Sources of information under Trades

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For “Directions for using this book” see page vii
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How to invest when prices are rising. 1912 Summer $1

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Salesmanship. 1914 Merchants pub. $1.50

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Honest business. 1914 Putnam $1.25
Modern bank. 1919 Appleton $2.25

Fitch bond book. Annual Fitch pub. $15
Indicates for each security when exempt from taxation under U.S. and state laws and when legal for investment by savings banks. Gives names of dealers who specialize in the investment.

Fitch record of government finances.
See Kimber's record of government debts.

Five and ten cent stores
See also Chain stores; Organization and administration; Retail stores; also notes on Sources of information under Business

Directories
In list under "Directories, Trade, etc." see No. 146
See also Chain stores—Directories; Retail stores—Directories

Periodicals
Five and ten cent and variety store magazine; a business publication for up-to-date storekeepers dealing in popular priced merchandise retailing from 5c to $1.00. (Retail) Monthly
See also Retail stores—Periodicals

Flag trade
See also Commodities of commerce—Uses; Organization and administration; Prices (Market), with subdivisions; also notes on Sources of information under Trades

Directories
In list under "Directories, Trade, etc." see No. 87
See also Manufacturers—Directories

Flax trade
See also Commodities of commerce—Uses; Organization and administration; Prices (Market)—Flax; Textile trade; also notes on Sources of information under Trades

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In list under "Directories, Trade, etc." see No. 65, 68
See also subhead Directories under: Fiber trade; Manufacturers; Textile trade

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Directories
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See also Associations—Directories—Florist business; Associations—Directories—Horticulture; also subhead Directories under: Nursery trade; Seed trade
Florist business—Continued

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Advertising
See Advertising—Food trade

Directories
See subhead Directories under: Baking trade; Butter trade; Canning trade; Coffee trade; Confectionery trade; Fish trade; Grain trade; Grocery trade; Manufacturers; Packing trade; Spice trade; Tea trade

Footwear. See Shoe trade

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Forbes, B. C.
Finance, business, and the business of life. 1915 Forbes $1
Men who are making America. 1917 Forbes, B. C. $3

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Efficiency, practical lessons in life insurance salesmanship. 1917 Spectator $1
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Formosa
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Forms (business). See Business—Practice
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Accounting
See Accounting—Foundry trade

Cost accounts
See Cost accounts—Foundry trade

Directories
In list under "Directories, Trade, etc." see No. 24, 179, 204, 214
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Law and business of engineering and contracting. 1909 McGraw $2.50

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Art of letter writing. 1913 Sully $1
Building business. 1893 Oakwood $3.50
Grasping opportunity. 1917 Sully 75c
How to get and keep a job. 1912 Oakwood $1.25
How to get your pay raised. 1912 McClurg $1.25
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Practical salesmanship. 1912 Little $1
Starting in life. 1910 Little $1.50

Fox, I. P., and Forbes, B. A.
One thousand ways and schemes to attract trade. 1912 Spatula $1

France
Almanach Hachette; petite encyclopédie populaire de la vie pratique; les enseignements de la guerre; petite encyclopédie de la guerre; l'infanterie; l'aviation et l'aéronautique; l'artillerie; le génie; automobiles et convois; l'administration militaire; insignes et grades des armées alliées; histoire illustrée de la guerre; histoire illustrée de l'année; l'Impot sur le revenu; emprunts français et allemand; pensions des veuves, des orphelins, et des mutilés de la guerre; le rationnement des vivres chez l'ennemi; monnaies, mesures, poids; lois de l'année; calendrier; cuisine économique; éphémérides de la guerre; traits de bravoure et de hérosisme des soldats alliées; atrocités des ennemis.
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Annuaire de la marine marchande. Commissariat des Transports. Maritimes et de la Marine Marchande, Paris, France
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Saillens, E. Facts about France. 1918
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Francisco, A. B.
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Manufacture of ice creams and ices. 1915 Judd $2

Frank, R. J.
Commentary on the science of organization and business development. 1911 Chicago com. $2.75

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Workingmen's insurance in Europe. 1910 (Russell Sage foundation) Charities $2.50

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Cost reports for executives as a means of plant control. 1913 Engineering $5
Experiences in efficiency. 1915 (Works management lib.) Engineering $1

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Free trade vs. protection. Eaton, A. M. 1913

Freeman, W. C.
One hundred advertising talks. 1912 Winthrop $1

Freeman, W. G.
World's commercial products. 1907 Ginn $3.50

Freight
See also Forwarders—Directories; Freight—Rates; Motor trucks (commercial use); Ports; Shipment of goods; Stowage; Tables, formulae, etc.; Transportation; Water transportation business—Rates; Water transportation business—Sailings

Guides
Bullinger's post office, express and freight guide. In list under "Directories, Trade, etc." see No. 47
See also Maps—Traffic department; Railroads—Guides

Rates
Getzler's transportation rates; freight, express, parcel post, passenger, telephone, telegraph from New York, Philadelphia, Boston to all principal cities in the U. S. and Canada and quoting over 300,000 rates to additional points.

Getzler's transportation rates; freight rates, express and parcel post rates from New York, Philadelphia, Boston, Baltimore, Chicago, St. Louis, Cleveland, Detroit; also through freight rates between the cities of the central, middle and New England states.

Hartman's freight rate service. Freight rate guide. Annual, with monthly supplements
See also Water transportation business—Rates

Rates—Periodicals
International crop report and agricultural statistics. Saturday nearest to the 20th of the month

Marine news. Monthly
Traffic world; a working tool for traffic men, both industrial and railroad; a national journal of important transportation news; independent as between carrier and shipper. Saturdays
Transportation. Monthly
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Freight terminals and trains. Droge, J. A. 1912

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Art and science of advertising. 1909 Ronald $2
How to advertise. 1917 Doubleday $2
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French Congo
Directories
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French Guiana. See Latin America; West Indies

French Indo-China
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French language
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Spies and Surenne’s French and English pronouncing dictionary. 1905
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Frost, T. G.
Treatise on guaranty insurance and compensated suretyship. 1909 Little $6
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Fruterers. (In Harmsworth business library, v. 6, p. 322-330)
See also Associations—Directories—Agricultural; Canning trade—Directories; Commodities of commerce—Uses; Organization and administration; Prices (Market)—Fruit; Prices (Market)—Fruit—Dried and evaporated; Produce dealers; Statistics—Agriculture; also notes on Sources of information under Trades

Accounting
See Accounting—Fruit trade

Advertising
See Advertising—Food trade

Costs
Cost of production of apples in the Payette valley, Idaho; a detailed study of the current cost factors involved in the maintenance of orchards and the handling of the crop on 38 representative bearing orchards, Payette district in Western Idaho. 36p 1918 (U. S. Dept. of agriculture. Bulletin, no. 636) Supt. of doc. 10c

Operating costs of a well-established New York apple orchard. 1914 (U. S. Dept. of agriculture. Bulletin, no. 130) Supt. of doc. 5c
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Card, F. W. Bush-fruits. 1917 (Rural science series)
Coit, J. E. Marketing. (In his Citrus fruits, 1915, p. 344-354)
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Fur trade — Continued

Directories
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See also Jobbing, commission business, etc.—Directories—Fur trade; also subhead Directories under: Clothing trade; Dyeing trade; Manufacturers

Periodicals
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Furniture trade
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Markward, F. Building a furniture business. 1911

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Advertising
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Cost accounts
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Future method of investing money. Babson, R. W. 1914

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Industrial leadership. 1916 Yale $1

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Garcke, E., and Fells, J. M.  
Factory accounts. 1912 McGraw $2.50

Gardner, E. H.  
Constructive dictation, "plan your letter." 1919 Gregg $1  
Effective business letters. 1919 Ronald $3  
New collection methods. 1918 Ronald $5

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Garrison, C. L.  
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Garrison, E. E.  
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Gas companies  
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Accounting  
See Accounting—Gas companies

Advertising  
See Advertising—Gas companies

Auditing  
See Auditing—Gas companies

Cost accounts  
See Cost accounts—Gas companies

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American pocket guide book to places of interest in Great Britain and Ireland, with maps; what to see, where to stay, and how to get there; for the use of overseas troops. 180p George Philip and Son, ltd., 32 Fleet St., London, E. C. 35 6d

Countries and states on the Pacific. In list under "Directories, Trade, etc." see No. 30

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Collecting of accounts
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Hardware trade — Continued

Cost accounts
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Credits
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Southern hardware and implement journal; a publication devoted to the interests of manufacturers and distributors of hardware, mill supplies and farm implements. (also Retail) Monthly
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Bachi (Italy)
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Index numbers—Continued

Brookmire

Basic commodity prices, 1913-date. Annual index number. Issued annually. Appears in Brookmire’s trade bulletin in Jan. (For publisher, etc., see list in this book under “Services”)

Bureau of census and statistics

(Australia)

Appears in Labour gazette (Canada), irregularly; Monthly labor review for Mch., Je., Sept., Dec. (For publisher, price, etc., of these periodicals see under “Periodicals”)

Department of labour (Canada)

Cost per week of family budget, 1900-date. Annual index number, 1900-date; quarterly index number, 1914-1917; monthly index number, 1918-date. Issued monthly. Appears in each issue of Labour gazette (Canada). (For publisher, price, etc., see under “Periodicals”) Tables giving all numbers for food budget, 1900-date, “Course of retail prices of foods and groceries in Canada, the United Kingdom and certain other countries”, appear in each issue since Nov., 1919; previous to Nov., irregularly.

Wholesale prices by groups of commodities, 1890-date. Monthly index number. Issued monthly. Appears in each issue of Labour gazette (Canada) with comparisons with index number for previous month and same month each year, 1913-date. Appears also in Bradstreet’s, second issue of the month; Monetary times, one issue each month; Federal reserve bulletin, each issue since Jan., 1920. (For publisher, price, etc., of these periodicals see under “Periodicals”)

Wholesale prices in Canada and the United Kingdom and certain other countries, 1890-date. Annual index number, 1890-date; quarterly index number, 1914-1917; monthly index number, 1918-date. Issued monthly. Appears in each issue of Labour gazette (Canada). All figures 1890-date appear in issues for Dec., 1919 and Jan., 1920. Appears also in Monthly labor review for Mch., Je., Sept., Dec. (For publisher, price, etc., of these periodicals see under “Periodicals”)

Dun

Wholesale prices of commodities, 1860-date. Annual index number, 1860-date; monthly index number, 1868-date. Issued monthly. Appears in issue for 10th of month, or first subsequent issue, of Dun’s Review. Each issue gives monthly index number for past 3 years. Separate index numbers are also given for the heads: Bread-stuffs, Meat, Dairy and garden, Other food, Clothing, Metals, Miscellaneous. Appears also in Commerce and finance, each issue; Steel and metal digest, each issue; Labour gazette (Canada), irregularly; Monthly labor review for Mch., Je., Sept., Dec. (For publisher, price, etc., of these periodicals see under “Periodicals”)

Economist

Wholesale prices, 45 selected commodities, 1860-date. Monthly index number. Issued monthly. Appears in first or second issue of the month in the Economist. All figures for year appear in annual “Commercial History Review” published with the third Feb. issue of Economist; review of entire history in issue of Feb., 1919. Appears also in Bradstreet’s, second issue of the month; Commerce and finance, each issue; Labour gazette (Canada), irregularly; Monthly labor review for Mch., Je., Sept., Dec. (For publisher, price, etc., of these periodicals see under “Periodicals”). Also, from 1898-1900, in Webb, A. D. New dictionary of statistics, 1911, under Prices.

Federal reserve

Physical volume of trade, Jan., 1919-date. Monthly index number. First tables appeared in Jan., 1919 issue of Federal reserve bulletin. Supplemented in most issues of the Bulletin. (For publisher, price, etc., see under “Periodicals”)

France

See Index numbers—Statistique général (France)

Germany

Agricultural produce. Annual index number, 1900-1907. (In Webb, A. D. New dictionary of statistics, 1911, under Prices)
Index numbers—Continued

Gibson

Gibson index number (foodstuffs), 1890-date. Weekly index number. Issued weekly. Appears in Weekly market letter as part of Market letter service, Thomas Gibson, 29 Broadway, N. Y., subs. $75. Each issue gives yearly number 1890-date and monthly number 1909-date. Appears also in Labour gazette (Canada), irregularly; Monthly labor review for Mch., Je., Sept., Dec. (For publisher, price, etc., see under “Periodicals”)

Japan


Japan (Bank of)

Appears in Labour gazette (Canada), irregularly. (For publisher, price, etc., see under “Periodicals”)

Ministry of labour (Great Britain)

Percentage increase in retail prices of food in the various countries as compared with July 1914. Monthly index number. Issued monthly. Appears in each issue Labour gazette. (For publisher, price, etc., see under “Periodicals”)

New South Wales monthly statistical bulletin

Appears in Monthly labor review for Mch., Je., Sept., Dec. (For publisher, price, etc., see under “Periodicals”)

New Zealand


Oriental economist (Tokyo)

Appears in Commerce and finance, each issue; Bradstreet’s second issue of the month. (For publisher, price, etc., of these periodicals see under “Periodicals”)

Sauerbeck

See Index numbers—Statist (continuing Sauerbeck)

Statist (continuing Sauerbeck)

Wholesale prices of commodities, 1846-date (also for years 1809, 1810, 1818). Annual index number, 1846-date; monthly index number, 1914-date. Issued monthly. Appears in second issue of the month in Statist. Issue of Jan. 10th 1920 gives all figures to Dec. 1919. Separate index numbers are also given for the heads: Vegetable food, Animal food, Sugar, coffee and tea, Foodstuffs, Minerals, Textiles, Sundries, Materials. Appears also in Bradstreet’s, second issue of the month; Commerce and finance, each issue; Federal reserve bulletin, each issue since Jan. 1920; Labour gazette (Canada), irregularly; Monthly labor review for Mch., Je., Sept., Dec. (For publisher, price, etc., of these periodicals see under “Periodicals”.) Also from 1897-1908, in Webb, A. D. New dictionary of statistics, 1911, under Prices.

Statistique générale (France)

Appears in Labour gazette (Canada), irregularly. Monthly labor review for Mch., Je., Sept., Dec.; Federal reserve bulletin, each issue since Jan. 1920. (For publisher, price, etc., of these periodicals see under “Periodicals”)

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Sweden (official)

Appears in Labour gazette (Canada), irregularly; Federal reserve bulletin, each issue since Jan. 1920. (For publisher, price, etc., of these periodicals see under “Periodicals”)

U. S. Bureau of labor statistics

Index numbers of employment and pay roll. (In Monthly labor review, May 1919, p. 185-187) Gives variation in number of persons employed and in pay roll totals in 13 industries by months from Jan. 1915 to Mch. 1919. (For publisher, price, etc., see under “Periodicals”)


Retail prices of coal, 1907-date. Semi-annual index number. Issued semi-annually. Appears in Mch. and Sept.
Index numbers—U. S. Bureau of labor statistics.—Continued

issues of Monthly labor review. Issue for Mch. 1918 gives index number 1907-1918. Subsequent issues give 1913 to date. (For publisher, price, etc., see under “Periodicals”)

Retail prices of food; new series, 1907-date. Annual index number, 1907-1916, monthly index number, 1912-1916. Appears in “Retail prices”, Bulletin U. S. Bureau of labor statistics, annual (Retail prices and cost of living series). Supt. of doc. 30c. Supplemented 1913 to date, in most cases by monthly index number, in Jan., Apr., Jl., Oct. issues of Monthly labor review. (For publisher, price, etc., see under “Periodicals”.) An earlier series of index number on a different basis, 1890-1913 appears in “Retail prices, 1890 to December, 1913”, Bulletin 140 of this Bureau. Supt. of doc. 20c

Retail prices of food; old series, 1890-1913. Annual index number, 1890-1913; monthly index number, 1911-1913. Appears in “Retail prices, 1890 to December, 1913”, Bulletin 140, U. S. Bureau of labor statistics (Retail prices and cost of living series). Supt. of doc. 20c. Also, from 1897-1907, in Webb, A. D. New dictionary of statistics, 1911, under Prices. Another series of index number on a different basis, 1907-date, appears in “Retail prices”, Bulletin U. S. Bureau of labor statistics, annual (Retail prices and cost of living series). Supt. of doc. 30c. Supplemented, 1913 to date, in the Jan., Apr., Jl., and Oct. issues of Monthly labor review. (For publisher, price, etc., see under “Periodicals”)

Union wage scales, 1907-date. Annual index number. Issued annually. Appears in “Union scale of wages and hours of labor”, Bulletin U. S. Bureau of labor statistics (Wages and hours of labor series). Issued annually, date varies. Each issue includes all index numbers to date. Supt. of doc. 25c.

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Wholesale prices of groups of articles, 1890-date. Annual index number, 1890-date; quarterly index number, 1913-1918; monthly index number, 1917-date. Issued monthly. Appears in each issue of Monthly labor review. Issue for Sept. 1919 gives annual index number 1890-1918, quarterly index number 1914-1916, monthly index number 1917-1919 (Je.). Subsequent issues give quarterly number, 1913-1916, monthly number 1917-date; Jan. 1920 issue gives annual number 1913-date, monthly number for Nov. and Oct. only. Appears also in Federal reserve bulletin, each issue. (For publisher, price, etc., of these periodicals see under “Periodicals”) Also, from 1897-1907, in Webb, A. D. New dictionary of statistics, 1911, under Prices.

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Backgrounds.
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Bookkeeper's handbook. 1911 $1.25
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Law in general; the law of personal rights; the law of property; the law of contracts.

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Accounting

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Indicates for each security when exempt from taxation under U. S. and state laws and when legal for investment by savings banks. Gives names of dealers who specialize in the investment.

Historical data and financial status of American gas companies. In list under "Directories, Trade, etc." see No. 45

Investor's book of booklets. Monthly
Investor's India yearbook. Annual
Investor's pocket manual; current statistics, records and high and low prices of stocks and bonds of railroad, industrial and mining corporations, also grain, cotton, coffee and provisions. Monthly
Magazine of Wall Street. Every other Saturday
Manual of statistics; stock exchange handbook; railroad securities; industrial securities; government securities; stock exchange quotations; mining; grain and provisions; cotton; money; bank and trust companies. Annual

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See also Tables, formulae, etc.; also under Accounting the following sub-heads: Bond houses; Stock brokerage business

Maturity lists
Poor's publishing co. Poor's classified investment holdings and Poor's complete list of securities maturing (in three years succeeding date of publication); showing ownership of securities by saving banks, trust companies, insurance companies, railroad companies, industrial corporations and other institutions, compiled from state and other documents published in U. S. and Canada; also a complete list of securities maturing (in three years succeeding date of publication), prepared from official data. Annual

Periodicals
Annalist; a magazine of finance, commerce and economics. Mondays
Brookmire economic service, 56 Pine St., N. Y. $75 a year.

Comprises:—Analyst (monthly), an analysis of the conditions determining the value of investment securities, which includes investors' compass, market policy, prices and yield, standard securities; Bond bulletin (quarterly), which includes fundamental principles, international bond chart, bond yields and commodity prices by years; Financial bulletin (issued irregularly), which includes money situation, barometric trends, tables of monthly movements, fundamental figures for merchants' and bankers' reference; Forecaster (weekly), an analysis and forecast of fundamental conditions, which includes manufacturing conditions, manufacturers' compass, business compass for merchants and jobbers, weekly statistics, general business conditions, financial conditions, agricultural and transportation conditions; Investment opportunity bulletin (monthly); Interpretation of the iron and steel chart (quarterly); New York bank statement and security prices (quarterly); Trade bulletin (fortnightly), which includes sales, credit and special commodity section and general commodity section which includes market policy, buyers' and sellers' guide, price list of basic commodities; Sales and credit map (monthly), which includes monthly report of cities, map summary, building permits, credit situation, bank clearings, foreign commerce, etc.; International barometer (monthly), which includes U. S. barometer chart, European barometer chart.

Business digest and investment weekly. Weekly
Commerce and finance. Wednesdays
Commercial & financial chronicle. Weekly
Financial age. Saturdays
Financial America. Daily except Sundays
Forbes magazine. Every two weeks
Magazine of Wall street. Every other Saturday
Monetary times. Fridays
Statist. Saturdays
(The) Street. Weekly
Wall Street journal. Twice daily except Sundays

See also Banks and banking—Periodicals; Investments—Analyses; Investments—Quotations

Public utilities
See Investing; Investments; Investments—Holders of; Investments—Maturity lists

Public utilities—Analyses
Credito Italiano. Società Italiano per azioni; notizie statistiche. 2v Annual
Financial review; finance, crops, railroads, trade, commerce. Annual
Hand-book of securities; description; income; prices; dividends. Annual
Manual of statistics; stock exchange hand-book; railroad securities; industrial securities; government securities; stock exchange quotations; mining; grain and provisions; cotton; money; bank and trust companies. Annual
Moody's investors service. Public utilities. (In its Moody's analyses of investments, v. 3)

Poor's publishing co. Moody's manual of railroads and corporation securities: Public utility section. (In its Manual, v. 2)
Investments — Public utilities — Analyses
—Continued


Comprises:—Daily revised annual report cards; Daily revised bulletin cards; Daily revised bond cards; Daily revised special bulletin cards in case of reorganization; Daily corporation news sheet (with weekly indexes); Unlisted and local securities, bi-monthly; Daily dividend sheet on active stocks; Weekly dividend sheet on unlisted and inactive stocks. Supplemental service by telephone and correspondence on subjects covered.

Stock exchange official intelligence; being a carefully revised précis of information regarding British, American and foreign securities, including government, corporation, Indian, colonial and foreign stocks; railways; banks and discount cos.; breweries and distilleries; canals and docks; electric lighting and power; financial, land and investment; financial trusts; gas; insurance; iron, coal and steel; mines; nitrates; oil; shipping; tea; coffee and rubber; telegraphs and telephones; tramways; water works; and other commercial and industrial companies. There are also special chapters on subjects of immediate financial interest. Annual

See also Investments—Analyses

Quotations

Publisher, price, etc. for all entries, where frequency of publication (other than annual) is indicated, will be found in this book in list under "Periodicals."

Bourse d' Athènes; cours des changes et des valeurs. Annual

Brookmire economic service, 56 Pine St., N. Y. $75 a year.

Comprises:—Analyst (monthly), an analysis of the conditions determining the value of investment securities, which includes investors' compass, market policy, prices and yield, standard securities; Bond bulletin (quarterly), which includes fundamental principles, international bond chart, bond yields and commodity prices by years; Financial bulletin (issued irregularly), which includes money situation, barometric trends, tables of monthly movements, fundamental figures for merchants' and bankers' reference; Forecaster (weekly), an analysis and forecast of fundamental conditions, which includes manufacturing conditions, manufacturers' compass, business compass for merchants and jobbers, weekly statistics, general business conditions, financial conditions, agricultural and transportation conditions; Investment opportunity bulletin (monthly); Interpretation of the iron and steel chart (quarterly); New York bank statement and security prices (quarterly);

Trade bulletin (fortnightly), which includes sales, credit and special commodity section, and general commodity section which includes market policy, buyers' and sellers' guide, price list of basic commodities; Sales and credit map (monthly), which includes monthly report of cities, map summary, building permits, credit situation, bank clearings, foreign commerce, etc.; International barometer (monthly), which includes U. S. barometer chart, European barometer chart.

Commercial West; a weekly journal devoted to banking, investments, insurance, grain. Saturdays

Credito Italiano. Società Italiane per azioni; notizie statistiche. 2v Annual Dun's review; a journal of finance and trade. Saturdays

Financial review; finance, crops, railways, trade, commerce. Annual

Fitch bond book, describing all important corporation and railroad bond issues of the U. S. and Canada. Annual

Indicates for each security when exempt from taxation under U. S. and state laws and when legal for investment by savings banks. Gives names of dealers who specialize in the investment.

Glassworker; America's glass trade newspaper (formerly Commoner and glassworker). Saturdays

Magazine of Wall street. Every other Saturday

Monetary times. Fridays

Moody's investors service. Ten-year price range of industrial stocks and bonds. (In its Moody's analyses of investments, v. 2)

— Ten-year price range of public utilities stocks and bonds. (In its Moody's analyses of investments, v. 3)

— Ten-year price range of railroad stocks and bonds. (In its Moody's analyses of investments, v. 1)

Poor's publishing co. Record of stock prices; Record of bond prices. (In its Manual, v. 1)

South American journal, and Brazil and River Plate mail; a weekly newspaper giving publicity to all matters affecting the prosperity and development of South and Central America, Mexico, etc. Weekly


Comprises:—Daily revised annual report cards; Daily revised bulletin cards; Daily re
Investments—Quotations—Continued

vis ed bond cards; Daily revised special bulletin cards in case of reorganization; Daily corpora-
tion news sheet (with weekly indexes); Un-
listed and local securities, bi-monthly; Daily di-
vidend sheet on active stocks; Weekly divi-
dend sheet on unlisted and inactive stocks.
Supplemental service by telephone and corre-
respondence on subjects covered.

Steel and metal digest. Monthly

Stock exchange official intelligence; being a
carefully revised précis of information regard-
ing British, American and foreign securities,
including government, corporation, Indian,
colonial and foreign stocks; railways; banks and
discount cos.; breweries and distilleries;
canals and docks; electric lighting and power;
financial, land and investment; financial
trusts; gas; insurance; iron, coal and steel;
mines; nitrate; oil; shipping; tea, coffee and rub-
er; telegraphs and telephones; tramways;
water works; and other commercial and in-
dustrial companies. There are also special chapters on subjects of im-
mediate financial interest. Annual

Stock exchanges (London and provincial) ten-year record of prices and dividends.
1919

See also Exchange—Quotations

Quotations—Baltimore

Annalist; a magazine of finance, com-
merce and economics Mondays

Commercial & financial chronicle. Weekly

Financial America. Daily except Sundays

Financial review; finance, crops, rail-
roads, trade, commerce. Annual

Investor's pocket manual; current sta-
tistics, records and high and low prices of
stocks and bonds of railroad, industrial and
mining corporations, also grain, cotton, coffee and provisions. Monthly

Manual of statistics; stock exchange
hand-book; railroad securities; indus-
trial securities; government securities;
stock exchange quotations; mining;
grain and provisions; cotton; money;
bank and trust companies. Annual

Quotations—Boston

Annalist; a magazine of finance, com-
merce and economics. Mondays

Bradstreet's; a journal of trade, finance,
and public economy. Saturdays

Commercial & financial chronicle.
Weekly

Financial America. Daily except Sun-
days

Financial review; finance, crops, rail-
roads, trade, commerce. Annual

Hand-book of securities; description; in-
come; prices; dividends. Annual

Investor's pocket manual; current sta-
tistics, records and high and low prices of
stocks and bonds of railroad, industrial and
mining corporations, also grain, cotton, coffee and provisions. Monthly

Manual of statistics; stock exchange
hand-book; railroad securities; indus-
trial securities; government securities;
stock exchange quotations; mining;
grain and provisions; cotton; money;
bank and trust companies. Annual

New York commercial. Daily except
Sunday

Wall Street journal. Twice daily except
Sundays

Quotations—Chicago

Annalist; a magazine of finance, com-
merce and economics. Mondays

Commercial & financial chronicle. Weekly

Financial review; finance, crops, rail-
roads, trade, commerce. Annual

Hand-book of securities; description; in-
come; prices; dividends. Annual

Investor's pocket manual; current sta-
tistics, records and high and low prices of
stocks and bonds of railroad, industrial and
mining corporations, also grain, cotton, coffee and provisions. Monthly

Manual of statistics; stock exchange
hand-book; railroad securities; indus-
trial securities; government securities;
stock exchange quotations; mining;
grain and provisions; cotton; money;
bank and trust companies. Annual

New York commercial. Daily except
Sunday

Quotations—Cincinnati

Investor's pocket manual; current sta-
tistics, records and high and low prices of
stocks and bonds of railroad, industrial and
mining corporations, also grain, cotton, coffee and provisions. Monthly
Investments—Quotations—Cincinnati—Cont

Manual of statistics; stock exchange hand-book; railroad securities; industrial securities; government securities; stock exchange quotations; mining; grain and provisions; cotton; money; bank and trust companies. Annual

Quotations—Cleveland
Investor's pocket manual; current statistics, records and high and low prices of stocks and bonds of railroad, industrial and mining corporations, also grain, cotton, coffee and provisions. Monthly
Manual of statistics; stock exchange hand-book; railroad securities; industrial securities; government securities; stock exchange quotations; mining; grain and provisions; cotton; money; bank and trust companies. Annual

Quotations—Colorado Springs
Investor's pocket manual; current statistics, records and high and low prices of stocks and bonds of railroad, industrial and mining corporations, also grain, cotton, coffee and provisions. Monthly
Manual of statistics; stock exchange hand-book; railroad securities; industrial securities; government securities; stock exchange quotations; mining; grain and provisions; cotton; money; bank and trust companies. Annual

Quotations—Los Angeles
Investor's pocket manual; current statistics, records and high and low prices of stocks and bonds of railroad, industrial and mining corporations, also grain, cotton, coffee and provisions. Monthly

Quotations—Minneapolis
Commercial west; a weekly journal devoted to banking, investments, insurance, grain. Saturdays

Quotations—Montreal
Investor's pocket manual; current statistics, records and high and low prices of stocks and bonds of railroad, industrial and mining corporations, also grain, cotton, coffee and provisions. Monthly
Manual of statistics; stock exchange hand-book; railroad securities; industrial securities; government securities; stock exchange quotations; mining; grain and provisions; cotton; money; bank and trust companies. Annual
National petroleum news. Wednesdays
New York commercial. Daily except Sunday
(The) Street. Weekly
Wall Street journal. Twice daily except Sundays

For "Directions for using this book" see page vii
Investments—Quotations—Continued

Quotations—New York curb
Annalist; a magazine of finance, commerce and economics. Mondays
Commercial & financial chronicle. Weekly
Financial review; finance, crops, railroads, trade, commerce. Annual
Journal of commerce and commercial bulletin. Daily except Sundays and holidays
Manual of statistics; stock exchange hand-book; railroad securities; industrial securities; government securities; stock exchange quotations; mining; grain and provisions; cotton; money; bank and trust companies. Annual
National petroleum news. Wednesdays
New York commercial. Daily except Sunday
(The) Street. Weekly

Quotations—Philadelphia
Annalist; a magazine of finance, commerce and economics. Mondays
Commercial & financial chronicle. Weekly
Financial America. Daily except Sundays
Financial review; finance, crops, railroads, trade, commerce. Annual
Hand-book of securities; description; income; prices; dividends. Annual
Investor's pocket manual; current statistics, records and high and low prices of stocks and bonds of railroad, industrial and mining corporations, also grain, cotton, coffee and provisions. Monthly
Manual of statistics; stock exchange hand-book; railroad securities; industrial securities; government securities; stock exchange quotations; mining; grain and provisions; cotton; money; bank and trust companies. Annual
National petroleum news. Wednesdays
New York commercial. Daily except Sunday

Quotations—Salt Lake City
Investor's pocket manual; current statistics, records and high and low prices of stocks and bonds of railroad, industrial and mining corporations, also grain, cotton, coffee and provisions. Monthly
Manual of statistics; stock exchange hand-book; railroad securities; industrial securities; government securities; stock exchange quotations; mining; grain and provisions; cotton; money; bank and trust companies. Annual

Quotations—San Francisco
Investor's pocket manual; current statistics, records and high and low prices of stocks and bonds of railroad, industrial and mining corporations, also grain, cotton, coffee and provisions. Monthly

Quotations—Toronto
Investor's pocket manual; current statistics, records and high and low prices of stocks and bonds of railroad, indus-
Investments — Quotations — Toronto—Continued

trial and mining corporations, also grain, cotton, coffee and provisions. Monthly

Manual of statistics; stock exchange hand-book; railroad securities; industrial securities; government securities; stock exchange quotations; mining; grain and provisions; cotton; money; bank and trust companies. Annual

Quotations—Washington
Annalist; a magazine of finance, commerce and economics. Mondays

Investor's pocket manual; current statistics, records and high and low prices of stocks and bonds of railroad, industrial and mining corporations, also grain, cotton, coffee and provisions. Monthly

Manual of statistics; stock exchange hand-book; railroad securities; industrial securities; government securities; stock exchange quotations; mining; grain and provisions; cotton; money; bank and trust companies. Annual

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See also Investing; Investments; Investments—Holders of; Investments—Maturity lists

Railroads—Analyses

Financial review; finance, crops, railroads, trade, commerce. Annual

Hand-book of securities; description; income; prices; dividends. Annual

Manual of statistics; stock exchange hand-book; railroad securities; industrial securities; government securities; stock exchange quotations; mining; grain and provisions; cotton; money; bank and trust companies. Annual

Moody's investors service. Steam railroads. (In its Moody's analyses of investments, v. 1)

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Comprises—Daily revised annual report cards; Daily revised bulletin cards; Daily revised bond cards; Daily revised special bulletin cards in case of reorganization; Daily corporation news sheet (with weekly indexes); Unlisted and local securities, bi-monthly; Daily dividend sheet on active stocks; Weekly dividend sheet on unlisted and inactive stocks. Supplemental service by telephone and correspondence on subjects covered.

See also Investments—Analyses

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Report of the commissioner on the steel industry. 3v 1911-1913. (U. S. Bureau of corporations) Supt. of doc. v 1, 50¢; v 2, 15¢; v 3, 45¢
See also Commodities of commerce—Uses; Metal trade; Mineral industry; Mines and mining; Organization and administration; Prices (Market)—Iron and steel; Statistics—Manufactures; Statistics—Metals; also notes on Sources of information under Trades

Accounting
See Accounting—Iron and steel trade

Directories
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See also subhead Directories under: Foundry trade; Galvanizing trade; Manufacturers; Mines and mining—Smelting trade

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Jamaica—Continued

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See also Jobbing, commission business, etc.—Directories—Jewelry trade; also subhead Directories under: Manufacturers; Optical trade

For “Directions for using this book” see page vii
Jewelry trade—Continued

**Periodicals**

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Manufacturing jewelers; a weekly journal for retail, wholesale and manufacturing jewelers. Thursdays
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**Accounting**

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**Advertising**

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See also subhead Costs under name of specific trade or business (for list of trades, see reference under Costs)

**Directories**

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See also subhead Directories under name of specific trade or business

Directories—Automobile accessories business

In list under "Directories, Trade, etc." see No. 201

See also subhead Directories under: Automobile accessories business; Jobbing, commission business, etc.

Directories—Carpet trade

In list under "Directories, Trade, etc." see No. 9

See also Jobbing, commission business, etc.—Directories

Directories—Clothing trade

In list under "Directories, Trade, etc." see No. 54, 55, 64, 87, 94, 159, 205

See also subhead Directories under: Clothing trade; Jobbing, commission business, etc.

Directories—Coffee trade

In list under "Directories, Trade, etc." see No. 229

See also Jobbing, commission business, etc.—Directories
Jobbing commission business, etc.—Cont

Directories—Cordage trade
In list under "Directories, Trade, etc." see No. 65
See also Jobbing, commission business, etc.—Directories

Directories—Cotton trade
In list under "Directories, Trade, etc." see No. 118
See also Jobbing, commission business, etc.—Directories

Directories—Dry goods trade
In list under "Directories, Trade, etc." see No. 55, 64, 87
See also subhead Directories under: Dry goods trade; Jobbing, commission business, etc.

Directories—Embroidery trade
In list under "Directories, Trade, etc." see No. 44
See also Jobbing, commission business, etc.—Directories

Directories—Fur trade
In list under "Directories, Trade, etc." see No. 84
See also Jobbing, commission business, etc.—Directories

Directories—Glass trade
In list under "Directories, Trade, etc." see No. 189
See also subhead Directories under: Glass trade; Jobbing, commission business, etc.

Directories—Grocery trade
In list under "Directories, Trade, etc." see No. 219, 223, 229
See also Jobbing, commission business, etc.—Directories

Directories—Hardware trade
In list under "Directories, Trade, etc." see No. 146
See also subhead Directories under: Hardware trade; Jobbing, commission business, etc.—Directories

Harness trade
In list under "Directories, Trade, etc." see No. 110
See also subhead Directories under: Harness trade; Jobbing, commission business, etc.

Directories—Hat trade
In list under "Directories, Trade, etc." see No. 15, 16
See also subhead Directories under: Hat trade; Jobbing, commission business, etc.

Directories—Jewelry trade
In list under "Directories, Trade, etc." see No. 97
See also subhead Directories under: Jobbing, commission business, etc.; Knit goods trade

Directories—Knit goods trade
In list under "Directories, Trade, etc." see No. 10, 66
See also subhead Directories under: Jobbing, commission business, etc. Knit goods trade

Directories—Lace trade
In list under "Directories, Trade, etc." see No. 44
See also Jobbing, commission business, etc.—Directories

Directories—Leather trade
In list under "Directories, Trade, etc." see No. 110, 211
See also Jobbing, commission business, etc.—Directories

Directories—Men's furnishing goods trade
In list under "Directories, Trade, etc." see No. 158
See also subhead Directories under: Jobbing, commission business, etc.; Men's furnishing goods trade

Directories—Mill supply trade
In list under "Directories, Trade, etc." see No. 91, 214
See also subhead Directories under: Jobbing commission business, etc.; Mill supply trade

Directories—Millinery trade
In list under "Directories, Trade, etc." see No. 147, 235
See also subhead Directories under: Jobbing, commission business, etc.; Millinery trade

Directories—Mine supply trade
In list under "Directories, Trade, etc." see No. 91
See also subhead Directories under: Jobbing, commission business, etc.; Mine supply trade
Jobbing commission business, etc.—Cont

Directories—Optical trade
In list under "Directories, Trade, etc." see No. 41
See also subhead Directories under: Jobbing, commission business, etc.; Optical trade

Directories—Paper trade
In list under "Directories, Trade, etc." see No. 135, 191
See also subhead Directories under: Jobbing, commission business, etc.; Paper trade

Directories—Petroleum industry
In list under "Directories, Trade, etc." see No. 180
See also subhead Directories under: Jobbing, commission business, etc.; Petroleum industry

Directories—Plumbing trade
In list under "Directories, Trade, etc." see No. 91
See also Jobbing, commission business, etc.—Directories

Directories—Pottery trade
In list under "Directories, Trade, etc." see No. 189
See also Jobbing, commission business, etc.—Directories

Directories—Shoe trade
In list under "Directories, Trade, etc." see No. 211
See also subhead Directories under: Jobbing, commission business, etc.; Shoe trade

Directories—Silk trade
In list under "Directories, Trade, etc." see No. 67
See also subhead Directories under: Jobbing, commission business, etc.; Silk trade

Directories—Sporting goods trade
In list under "Directories, Trade, etc." see No. 213
See also subhead Directories under: Jobbing, commission business, etc.; Sporting goods trade

Directories—Tea trade
In list under "Directories, Trade, etc." see No. 229
See also Jobbing, commission business, etc.—Directories

Directories—Textile trade
In list under "Directories, Trade, etc." see No. 68, 94, 164
See also subhead Directories under: Jobbing, commission business, etc.; Textile trade

Directories—Tobacco trade
In list under "Directories, Trade, etc." see No. 126
See also Jobbing, commission business, etc.—Directories

Directories—Upholstery trade
In list under "Directories, Trade, etc." see No. 9
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Jobson, W. P.
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Directories
In list under “Directories, Trade, etc.” see No. 68
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Knit goods trade
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Knit-underwear industry; report on the cost of production of knit-underwear in the U. S. 217p 1915 (U. S. Bureau of foreign and domestic commerce. Miscellaneous series, no. 32) Supt. of doc. 20c

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In list under "Directories, Trade, etc." see No. 10, 66, 68

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Blanco, A. E. Piece goods manual; fabrics described; textile, knit goods, weaving terms, etc. explained; with notes on the classification of samples; compiled and illustrated as an aid to members of the Chinese maritime customs service. 1917

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Koebel, W. H.

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Paraguay. 1917 Scribner $3
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Korea

See also Statistics

Directories

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Food, clothing and houses. (In Official
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Periodicals

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Krause, L. B.

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Kuhn, A. K.

Comparative study of the law of corporations. 1912 Longmans $1.50

Kwang Chau Wan

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Directories—Foreign, with subdivision for proper continent

Kwantung

Directories

See lists under Directories—Foreign;
Directories—Foreign, with subdivision for proper continent

L

Labels. See Lettering; Show cards; Trade
marks and trade names

Labor

See Law—Labor

Labor and capital. See Arbitration—Industrial;
Capital; Economics; Employees;
Wages

Labor and laboring classes

This is one of several subjects not concerned with
methods, but on which information is occasion-
ally needed in the transaction of business;
therefore, a few books for reference use are listed.
For more material, see subhead Bibliography un-
der this subject.

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Gompers, S. Labor and the common
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Labor as affected by the war. Issued
irregularly. (U. S. Bureau of labor
statistics) Supt. of doc.

Lauck, W. J. Conditions of labor in
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Miscellaneous series. Issued irregularly.
(U. S. Bureau of labor statistics) Supt.
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U. S. Bureau of labor statistics.
This bureau publishes material on the fol-
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(including strikes and lockouts); Employment
and unemployment; Foreign labor laws; Indus-
trial accidents and hygiene; Labor laws of the
U. S. (including decisions of courts relating to
labor); Labor as affected by the war; Miscel-
aneous series; Retail prices and cost of liv-
ing; Vocational education; Wages and hours of
labor; Wholesale prices; Women in industry;
Workmen's insurance and compensation (in-
cluding laws relating thereto). List may be ob-
tained from U. S. Bureau of labor statistics,
Washington, D. C.

See also Arbitration—Industrial;
Economics; Employees' liability; Em-
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Wages; Welfare work; Woman—Em-
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Employment problems; Factories—Or-
ganization and administration; Labor
turnover; Safety methods; Wages;
Labor and laboring classes—Continued
Welfare work; Woman—Employment

Bibliography—Periodicals
Monthly labor review. Monthly
See also Employment problems—Bibliography—Periodicals

Periodicals
Monthly labor review. Monthly
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Arbitration—Industrial; Economics; Employers’ liability; Employment problems; Law—Labor; Wages; Woman—Employment

✓ Labor; building up a factory force. 1915
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Labor conditions—Periodicals
Labor market bulletin. Monthly
Labour gazette. Monthly
Labour gazette (Canada). Monthly
Monthly labor review. Monthly
State of N. Y. Dept. of labor, special bulletin. Irregular

✓ Labor market Lescohier, D. D. 1919
Labor representation. See Employees

Labor turnover
Bloomfield, D. Selected articles on employment management. 1919 (Handbook series)

Business training corporation. Holding the team together. (In its Course in modern production methods, 1919, v. 3, p. 52-66)

Colvin, F. H. Labor turnover, loyalty and output; a consideration of the trend of the times as shown by the results of war activities in the machine shops and elsewhere. 1919

✓ Handbook on employment management in the shipyard; dealing with modern methods and practices of employment management; labor loss. 279 1918
U. S. shipping board, Emergency fleet corporation, Washington, D. C.

Kelly, R. W. Retaining the worker; a summary view of labor turnover. (In his Hiring the worker, 1918, p. 195-216)

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Slichter, S. H. Turnover of factory labor. 1919

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Peterborough St., The Fenway, Bos-
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Webb, S. History of trade unionism; with an exhaustive bibliography by R. A. Peddie. 1911

See also Arbitration—Industrial; Labor and laboring classes; Wages

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Labrador

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See lists under Directories—Foreign; Directories—Foreign, with subdivision for proper continent

Lace trade

See also Associations—Directories—Lace trade; Clothing trade; Cotton trade; Dry goods trade; Organization and administration; Silk trade; Underwear trade; also notes on Sources of information under Trades

Directories
In list under “Directories, Trade, etc.”
see No. 44

See also Associations—Directories—Lace trade; Jobbing, commission business, etc.—Directories—Lace trade; also subhead Directories under: Clothing trade; Corset trade; Cotton trade; Dry goods trade; Dyeing trade; Embroidery trade; Silk trade; Underwear trade

For “Directions for using this book” see page vii
Lace trade—Continued

Encyclopedias and dictionaries
Clifford, C. R. Lace dictionary; including historic and commercial terms, technical terms, native and foreign. 1913
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new maps, commercial charts and descriptive data of the twenty Latin American republics; compiled from the most recent surveys, and the field notes of scientists and explorers, and the best Latin American authorities. 1919 Auginbaugh, W. E. Selling Latin America; a problem in international salesmanship; what to sell and how to sell it. 1915 Koebel, W. H. Central America; Guatemala, Nicaragua, Costa Rica, Honduras, Panama, and Salvador. 1917 Miscellaneous series. Issued irregularly. (U. S. Bureau of foreign and domestic commerce) Supt. of doc. Special agents series. Issued irregularly. (U. S. Bureau of foreign and domestic commerce) Supt. of doc. Special consular reports. Issued irregularly. (U. S. Bureau of foreign and domestic commerce) Supt. of doc. Verrill, A. H. Getting together with Latin America. 1918 — South and Central American trade conditions of to-day; new and revised edition with complete information to 1919. 1919 Vose, E. N. Costa Rica. 32p 1913 Dun — Guatemala. 32p 1913 Dun — Markets of Central America; South America. (In his World’s markets from the point of view of American exporters, 1916, p. 136-183) —Nicaragua. 48p 1914 Dun Wilcox, M. Encyclopedia of Latin America, dealing with the life, achievement, and national development of the countries of South and Central America, Mexico and Panama, the West Indies, and giving special information on commerce, industry, banking, finance, railways, shipping, transportation, communications, trade, tariff, customs, and all matters of commercial importance. 1917

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Administration of Estates

Int. cor. schools. Law of agency; of master and servant; of bailments; of landlord and tenant; of mechanics' liens; of guaranty and suretyship; of executors and administrators; of debtor and creditor; of business and commerce; of trusts.

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v 1
v 2
v 3
v 5
v 6
v 7-8
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Swinney, J. B. Mail-order house. (In his Merchandising, 1917, p. 319-333)
See also Inventories; Organization and administration; Turnover (of stock); also notes on Sources of information under Business

Advertising
See Advertising—Mail order business
Collecting of accounts
See Collecting of accounts—Mail order business

Export trade.
See Export trade—Mail order business

Periodicals
Mail order news; with which is merged the Mail order business builder, Parcel post news and "Opportunity", the American agents' magazine. Monthly except July and August

Mailing lists
Addressograph Co. Short cuts and money-making methods. 1910
Brown, H. B. Mailing lists and the follow-up. (In Sales correspondence, 1917, p. 190-200)
Building a live mailing list. (In Advertising and service, 1918, p. 93-108)
Burdick, H. C. How to compile a mailing list. (In Sales promotion by mail, 1916, p. 3-57)
Clifford, W. G. How to compile lists of prospects; What to do with lists of customers. (In his Building your business by mail, 1914, p. 279-432)
Dartnell corporation. Improved methods of securing, classifying and handling lists of customers and possible buyers. (Special report, no. 27) $1.50
Dartnell monthly sales service. Dartnell Corporation, 233 W. Jackson Boulevard, Chicago $1.25 a month
Comprises:—Weekly news bulletin for salesmen; Bi-weekly confidential letter (to be filed in binder in following groups): Advertising, Mailing lists, Contests, Conventions, Sales man-

For "Directions for using this book" see page vii
Mailing lists—Continued

 admiration. Bulletins, Market data, Handling salesmen, Salesman’s compensation, Sales stimulations, Organization, Routine short cuts, Articles, Books; Monthly “better salesmanship” cartoon for salesmen; Monthly report on timely sales management problems.

Subscribers are entitled to use the corporation’s general data files and to receive copies of all standard manuals issued. (For list of manuals issued to date see under Aspley, J. C.)

How to get and keep up a good mailing list. (In Making more out of advertising, 1919, p. 147-177)

Page, W. K. Preparation and care of mailing lists; a working manual that covers every phase of list handling, from obtaining names of “live” prospects without advertising for them, to handling lists economically and productively; based on the experience of successful firms in all lines of business. 1914

Thompson, W. S. Directory of mailing lists obtainable in book and pamphlet form, telling where to get them and their cost. 1917

See also Advertising—Mediums; Directories—Bibliography; Directories—Trade, etc.—Bibliography; Filing; also subhead Directories under: Officials; and name of specific trade or business

Making a drug store pay. Farrington, F. 1914

Making advertising pay. Eldridge, H. F. 1917

Making advertising pay. Rubin, M. J. 1913

Making him buy. Lawrence, H. C. 1910

Making him pay. Lawrence, H. C. 1908

Making letters-pay system. Schulze $25

Making money make money. Barber, H. L. 1916

Making more money in storekeeping. Hotchklin, W. R. 1917

Making more out of advertising. 1919 Shaw $3

Making the office pay. Leffingwell, W. H. 1918

Making type work. Sherbow, B. 1916

Making your store work for you. 1917 Shaw $3

Malay States

Directories

See lists under Directories—Foreign; Directories—Foreign, with subdivision for proper continent

Malta

Directories

See lists under Directories—Foreign; Directories—Foreign, with subdivision for proper continent

Man to man. Leitch, J. 1919

Management. See Organization and administration

Management and executive control. 1919

(Shaw banking series) Shaw §3

Management and men. Bloomfield, M. 1919

Management book-keeping. Millar, T. J.

Management of private corporations. Ringo, A. L. 1909

Management of public electric supply undertakings. Seabrook, A. H. 1913

Manchuria

Official guide to Eastern Asia; trans-continental connections between Europe and Asia, v 1, 1913

See also Asia; Statistics

Directories

See lists under Directories—Foreign; Directories—Foreign, with subdivision for proper continent

Periodicals

See Asia—Periodicals

Manila trade. See subhead Directories under: Hemp trade; Jute trade; also subhead Marketing methods under: Hemp trade; Jute trade

Manlove, G. H.

Scrap metals. 1918 Penton §2

Manual of corporate management. Spelling, T. C. 1919


Manufacture of paint. Smith, J. C. 1901

Manufacturers

Directories

In list under “Directories, Trade, etc.” see No. 22, 91, 108, 109, 125, 130, 141, 204, 216, 217, 222

See also subhead Directories under name of specific manufacturing trade; also subhead Bibliography under: Directories—Trade, etc.

Manufacturers’ accounts. Eddis, W. C. 1904
Manufacturers’ agents. See Jobbing, commission business, etc.—Directories

Manufacturing. See Commerce; Factories—Organization and administration; Statistics—Manufactures; United States—Industries

Manufacturing cost. 1907 Business $2

Manufacturing costs and accounts. Church, A. H. 1917

Map publishers

Directories

Dana, J. C. Publishers or sources of material. (In his Modern American library economy: Maps, atlases, and geographical publications, 1915, p. 44-46)

Maps

The maps listed below have been selected for their usefulness particularly to the sales and advertising departments and are grouped here according to the territory covered:—States, Counties, Cities, United States. In each case effort has been made to select maps with delicate coloring, show clearly. The maps listed under headings or preferably in black and white when available, in order that the markings to indicate sales and advertising data; agents, salesmen and branch office territories; routes; sales quotas, etc., etc., may “Maps—Sales department” and “Maps—Traffic department” provide added information especially needed by these departments.

Dana, J. C. Modern American library economy: Maps, atlases, and geographical publications; being the revision and enlargement of the second part of the Business branch pamphlet published in 1910, by S. B. Ball. 1915

Advertising department

See Maps—Sales department

Automobile roads

Automobile maps for sections of the country are published in great number and may be obtained from local booksellers and stationers.

Official automobile blue book; Covers all parts of the U. S. and southern Canada. Every motor road complete; directions at every fork and turn, with mileage; points of local interest; state motor laws; hotel and garage accommodations; ferry and steamship schedules and rates; sketch maps showing principal streets and points of interest included for more important cities. 11v Annual

Bibliography

Publisher, price, etc. for all entries, where frequency of publication (other than annual) is indicated, will be found in this book in list under “Periodicals.”

Catalogue of copyrighted entries: Pt 1 group 1 Books; issued 3 times a week; pt 1 group 2 Pamphlets, leaflets, contributions to newspapers or periodicals, etc., lectures, sermons, addresses for oral delivery, dramatic compositions, maps and motion pictures; issued monthly.

Dana, J. C. Modern American library economy: Maps, atlases, and geographical publications; being the revision and enlargement of the second part of the Business branch pamphlet published in 1910, by S. B. Ball. 1915

Hammond, C. S. General catalog. 228p 30 Church St., N. Y.

List of atlases and maps applicable to the world war. 202p 1918 Supt. of doc. 50c

See also Maps—Ports—Bibliography

Bibliography—Periodicals

Geographical review. Monthly

See also Business—Bibliography—Periodicals

Cities

City reports often contain maps, especially those of departments of public improvements, streets, city plan commissions and offices of tax assessor and city engineer. Some states require maps of cities, townships, counties, etc., to be made and kept on file, properly corrected, in some office of the city, township or county government. These maps are sometimes printed, in which case it is often possible to obtain a copy from the proper office. When map is in blue print form, it is generally possible to have a copy made at reasonable charge. The city or county engineer is in most cases the best person to address.

Indexed maps of most larger cities are obtainable from local booksellers and stationers and often from publisher of city directory. Those of important cities are obtainable from general map publishers and dealers. For list of map publishers see in this book under “Map publishers—Directories.”

Baedeker, K. Handbooks for travellers.

Series of guide books for the U. S.; Canada; Alps, Eastern; Austria-Hungary, Dalmatia and Bosnia; Belgium and Holland; Berlin and its environs; Egypt; France, Northern; France, Southern; Germany, Northern; Germany, Southern; Germany, Rhine; Great Britain; Greece; Italy, Northern; Italy, Central and Rome; Italy, Southern, Sicily; Italy from the Alps to Naples; London and its environs; Mediterranean, Seaports and sea routes; Norway, Sweden and Denmark; Palestine and Syria; Paris and its environs; Russia; Spain and Portugal; Switzerland.

Official automobile blue book; Covers all parts of the U. S. and southern Canada.

For “Directions for using this book” see page vii
Maps—Cities—Continued

Every motor road complete; directions at every fork and turn, with mileage; points of local interest; state motor laws; hotel and garage accommodations; ferry and steamship schedules and rates; sketch maps showing principal streets and points of interest included for more important cities. 11v Annual

Counties

Rural delivery county maps, scale generally 1 mile to the inch. Third Ass't Postmaster General, Finance division, Washington, D. C. Blue prints, unmounted 35c each

Show every town with postal facilities of any kind, roads, houses, schools, etc. Maps for over 1000 counties have been completed, the middle west being most fully covered. List sent on request.

Topographic maps. Sheets 16½" x 20", scale one mile to the inch. This scale is much larger than most maps other than city maps and maps in real estate and insurance atlases. All roads, towns, railroads, political boundaries, and height of land. U. S. Geological survey, Washington, D. C. unmouted 10c per sheet

Index map for any state, showing sections for which maps have been published, sent on request.

Maps for two fifths of the U. S. have been published. Sheets covering a county, mounted together, form a very clear and accurate map.

Electric railroads

Base maps of 33 states, size varies, scale 8 miles to the inch. Black and white, very clear. Steam and electric railroads. U. S. Geological survey, Washington, D. C. unmouted 10c to 45c

One of the few series of state maps on same scale. All states east of the Mississippi except Maine and Florida have been published. It is therefore possible to have any group of contiguous states mounted together with very good results. List on request.

Blum's commercial traveler's atlas. Annual Blum's commercial map publishing co., 3-7 W. 29 St., N. Y. $15

Maps 18" x 22". Mileage; steam and electric railroad connections. Type grades towns into three classes by population. Hotels, railroads and industries listed for each town.

Blum's commercial traveler's maps; showing railway systems, railway distances, interurban trolleys, leading in-

dustries and indexed location of all towns having a population of 1000 or more. Location of all junction points. Population as per census of 1910. Directory of commercial hotels, hotel rates, etc. Annual Blum's commercial map publishing co., 3-7 W. 29 St., N. Y. 25c each

Pocket maps of separate states. In several cases 2 or 4 states are on one map.

Pools' publishing co. Moody's manual of railroads and corporation securities: Public utility section. (In its Manual, v. 2)

Post route maps, approximately 30" x 45", scale varies from 4 to 12 miles to the inch; clearly printed on heavy paper delicately colored. All towns and villages having postal facilities, steam and electric railroads. Corrected 4 times a year. Third Ass't Postmaster General, Finance division, Washington, D. C. unmouted 80c each, except a few large states

Woman's world guide to profitable distribution; for the use of manufacturers, advertising agents, universities, libraries and business engineers. 1916

Insurance

Insurance atlases are similar to real estate atlases (see note under "Maps—Real estate") but usually give more detailed information and are corrected by publishers. Prices from $100 to $500. The Sanborn map co., 11 Broadway, N. Y., with branches at San Francisco, Chicago and St. Louis, has absorbed most companies formerly publishing insurance maps.

Periodicals

Geographical review. Monthly

Population

Blum's commercial traveler's atlas. Annual Blum's commercial map publishing co., 3-7 W. 29 St., N. Y. $15

Maps 18" x 22". Mileage; steam and electric railroad connections. Type grades towns into three classes by population. Hotels, railroads and industries listed for each town.

Blum's commercial traveler's maps; showing railway systems, railway distances, interurban trolleys, leading industries and indexed location of all towns having a population of 1000 or more. Location of all junction points. Population as per census of 1910. Directory of commercial hotels, hotel rates, etc. Annual Blum's commercial
Maps—Population—Continued

map publishing co., 3-7 W. 29 St., N. Y. 25c each

Pocket maps of separate states. In several cases 2 or 4 states are on one map.

Leahy’s hotel guide and railroad distance maps of America, Semi-annual Amer. hotel $5 Pocket edition of each state, 25c 9½" x 15"

Railroad connections, routing and mileage between towns; population and hotels listed for each town.

Woman’s world hand book on national distribution. 1915

See also Statistics—Population

Ports—Bibliography

Maps, charts, and tide tables, showing port conditions in the U.S. in detail.—channels, tides, depth of water, etc.—and books containing them, are published in number by government bureaus. For lists, see the following:

Catalogue of charts, coast pilots and tide tables. (U. S. Coast and geodetic survey. Supt. of doc.


Railroads

Most maps and atlases show railroads. For those giving information particularly useful in traffic work, see “Maps—Traffic department.”

Blum’s commercial traveler’s atlas. Annual Blum’s commercial map publishing co., 3-7 W. 29 St., N. Y. $15

Maps 18" x 22". Mileage; steam and electric railroad connections. Type grades towns into three classes by population. Hotels, railroads and industries listed for each town.

Blum’s commercial traveler’s maps; showing railway systems, railway distances, interurban trolleys, leading industries and indexed location of all towns having a population of 1000 or more. Location of all junction points. Population as per census of 1910. Directory of commercial hotels, hotel rates, etc. Annual Blum’s commercial map publishing co., 3-7 W. 29 St., N. Y. 25c each

Pocket maps of separate states. In several cases 2 or 4 states are on one map.

Leahy’s hotel guide and railroad distance maps of America. Semi-annual Amer. hotel $5 Pocket edition of each state, 25c 9½" x 15"

Railroad connections, routing and mileage between towns; population and hotels listed for each town.

Poor’s publishing co. Poor’s manual of railroads. (In its Manual, v. 1)

Railroad and county map of the U. S., 52° x 76", scale 40 miles to the inch. State and county boundaries in green. All railroads with name; large number of cities and towns. C. S. Hammond and Co., N. Y. mounted $5

See also under Maps the following subheads: Electric railroads; Traffic department

Real estate

Real estate atlases for cities and counties are published infrequently. Detailed information on width of street, elevation of street corners, house numbers, dimensions of properties, shape and character of buildings, names of owners of more important properties, etc., are given. Prices generally range from $15 to $50. The following are among the plat map publishers in the East:


Hyde, E. B. 97 Liberty St., Brooklyn, N. Y.

Robinson, E., and Co. 49 Liberty St., N. Y.

Hopkins, G. M., Co. 138 South 4th St., Philadelphia, Pa.


Sales department

Blum’s commercial traveler’s atlas. Annual Blum’s commercial map publishing co., 3-7 W. 29 St., N. Y. $15

Maps 18" x 22". Mileage; steam and electric railroad connections. Type grades towns into three classes by population. Hotels, railroads and industries listed for each town.

Blum’s commercial traveler’s maps; showing railway systems, railway distances, interurban trolleys, leading industries and indexed location of all towns having a population of 1000 or more. Location of all junction points. Population as per census of 1910. Directory of commercial hotels, hotel rates, etc. Annual Blum’s commercial map publishing co., 3-7 W. 29 St., N. Y. 25c each

Pocket maps of separate states. In several cases 2 or 4 states are on one map.

Gibb’s travelers’ route and reference book of the U. S. and Canada. 1900

Leahy’s hotel guide and railroad distance maps of America. Semi-annual Amer. hotel $5 Pocket edition of each state, 25c 9½" x 15"

Railroad connections, routing and mileage between towns; population and hotels listed for each town.

For “Directions for using this book” see page vii
Maps—Sales department—Continued
"Map and tack" maps, 21" x 8", scale varies. Counties in contrasting colors. Railroads and all cities. Relative size of towns shown by size of type. Rand, McNally & Co., N. Y. Indexed pocket ed, 25c Mounted on map tack board, $1.25 Four larger states, $2.50
Outline map of U. S., 13½" x 8½". Clear black and white map. Shows cities of above 25,000 population in 4 grades by different marking. No other information. C. S. Hammond and Co., N. Y. 30c
U. S. map with size of states based on population. Small desk or pocket map. State names only information given. Designed and for sale by O. A. Owens, 119 W. 40 St., N. Y., $1 a dozen
Useful in laying out salesman's territory or to visualize agent or dealer distribution, etc.
Ward, A. Sales map of greater New York; dividing the city into thirty-eight separate districts; giving population statistics for each area. Ward and Gow, 50 Union Square, N. Y.
Woman's world guide to profitable distribution; for the use of manufacturers, advertising agents, universities, libraries and business engineers. 1916
Woman's world hand book on national distribution. 1915
See also Advertising—Campaigns; Market analysis
States
Maps of states on a larger scale than those found in atlases may generally be obtained from state departments, especially railroad commissions, departments of roads and highways, state engineers, departments of conservation, departments of agriculture, etc.
Base maps of 33 states, size varies, scale 8 miles to the inch. Black and white, very clear. Steam and electric railroads. U. S. Geological survey, Washington, D. C. unmounted 10c to 45c
One of the few series of state maps on same scale. All states east of the Mississippi except Maine and Florida have been published. It is therefore possible to have any group of contiguous states mounted together with very good results. List on request.
"Map and tack" maps, 21" x 8", scale varies. Counties in contrasting colors. Railroads and all cities. Relative size of towns shown by size of type. Rand, McNally & Co., N. Y. Indexed pocket ed, 25c Mounted on map tack board, $1.25 Four larger states, $2.50
Post route maps, approximately 30" x 45", scale varies from 4 to 12 miles to the inch; clearly printed on heavy paper delicately colored. All towns and villages having postal facilities, steam and electric railroads. Corrected 4 times a year. Third Ass't Postmaster General, Finance division, Washington, D. C. unmounted 80c each, except a few large states
Topographic maps. Sheets 16½" x 20", scale one mile to the inch. This scale is much larger than most maps other than city and maps in real estate and insurance atlases. All roads, towns, railroads, political boundaries, and height of land. U. S. Geological survey, Wash., D. C. unmounted 10c per sheet
Index map for any state, showing sections for which maps have been published, sent on request. Maps for two-fifths of the U. S. have been published. Sheets covering a county, mounted together, form a very clear and accurate map.
Traffic department
Gray's new railway system map of the U. S., Dominion of Canada and Mexico, 1916, 47" x 68". Railroads shown in individual colors with names of principal stations and junction points. C. P. Gray, 6 Church St., N. Y. Mounted on roller $25
Shelton, W. A. Atlas of railway traffic maps. 1914
See also Traffic management; also under Maps the following subheads: Automobile roads; Railroads
Transportation
See under Maps the following subheads: Automobile roads; Electric railroads; Railroads; Traffic department
United States
Railroad and county map of the U. S., 52" x 76", scale 40 miles to the inch. State and county boundaries in green.
Maps—United States—Continued
All railroads with name; large number of cities and towns. C. S. Hammond and Co., N. Y. mounted $5
Wall map of the U. S., 40" x 76", in 2 sheets, scale 40 miles to the inch. Without contour lines. States and counties outlined in black. Railroads, county seats, principal towns. U. S. Geological Survey, Washington, D. C. unmounted 60c (Good for coloring or shading.)

Maps (commercial use)
Brinton, W. C. Maps and pins. (In his Graphic methods for presenting facts, 1914, p. 227-253)
Dartnell corporation. How leading sales organizations use graphic charts to picture sales facts and visualize overlooked sales possibilities. (Special report, no. 35)
Davies, J. P. Indexing, filing systems, etc. (In his Engineering office systems and methods, 1915, p. 497-457)
Waterbury, W. A. Guiding salesmen by map and tack. (In Selling methods, 1914, p. 137-146)

Marchant, J. R. V.
Commercial history. Pitman $1
Marconi's wireless telegraphic code. 1907 Marconi $5

Marekson, I. F.
Peace and business. 1919 Lane $1.50
War after the war. 1917 Lane $1.25

Marden, O. S.
Selling things. 1916 Crowell $1

Mares, G. C.
Card index. 1909 Pitman, G. 1s
How to do more business. 1910 Pitman, G. 1s 6d

Margraf, A. W.
International exchange. 4th ed 1912 Int. exch. $5

Marine engine and boiler trade
See also Organization and administration; Prices (Market)—Iron and steel—Products; and other subdivisions of Prices (Market); also notes on Sources of information under Trades

Directories
In list under "Directories, Trade, etc." see No. 134, 203

Marine insurance. See Insurance—Marine
Marine insurance. Templeman, F. 1917
Marine insurance. Winter, W. D. 1919

Maritime law. See Law—Maritime

Market analysis
Analyzing the field. (In Advertising and service, 1918, p. 1-19)
Butler, R. S. Study of the market. (In his Marketing methods, 1917, p. 243-260)
Calkins, E. E. Necessary steps for marketing a new product. (In his Business of advertising, 1915, p. 151-182)
Dartnell corporation. Fixing the sales task. (In its Survey of modern sales management practices, 1918, ch. 1)
Dartnell monthly sales service. Dartnell Corporation, 223 W. Jackson Boulevard, Chicago $12 a month.

Comprises:—Weekly news bulletin for salesmen; Bi-weekly confidential letter (to be filed in binder in following groups): Advertising, Mailing lists, Contests, Conventions, Sales manuals, Bulletins, Market data, Handling salesmen, Salesmen’s compensation, Sales stimulations, Organization, Routine short cuts, Articles, Books; Monthly "better salesmanship" cartoon for salesmen; Monthly report on timely sales management problems.

Subscribers are entitled to use the corporation’s general data files and to receive copies of all standard manuals issued. (For list of manuals issued to date see under Aspley, J. C.)

Frederick, J. G. Splitting up sales territory and setting quotas; Sales engineering; Investigations and surveys; Statistics of salesmanagement. (In his Modern salesmanagement, 1919, p. 111-123: 338-363)

Martin, M. Planning an advertising campaign for a manufacturer; pt. 2, Analysis of the markets. 22p 1914 (University of Minnesota. Bulletin, general series, no. 9) University of Minnesota, Minneapolis, Minn. 25c

Rogers, J. Visualizing your city. (In his Newspaper building, 1918, p. 236-247)

Shaw, A. W. Organization of demand creation—analysis of the market. (In his Approach to business problems, 1916, p. 219-233)
Market analysis—Continued
Swinney, J. B. Selling field. (In his Merchandising, 1917, p. 3-21; 175-186)
See also Advertising; Advertising—Analysis; Advertising—Campaigns; Business—Barometers; Business—Condition of; Cities—Business condition in; Commodities of commerce—Uses; Distribution and marketing; Graphic methods; Maps (commercial use); Maps—Population; Marketing methods; Sales—Management; Statistics (theory and practice); also notes on Sources of information about commercial conditions under Cities

Periodicals
Printers' ink. Weekly
Market prices. See Prices (Market)
Market quotations. See Investments—Quotations; Prices (Market), with subdivisions
Marketing methods
Bunting, H. S. Premium system of forcing sales, its principles, laws and uses. 1913
Butler, R. S. Marketing methods, 1914 (Alex. Ham. inst. Mod. bus. v. 3, pt. 1)
—— Marketing methods. 1917 (Alex. Ham. inst. Mod. bus. v. 5)
Fisk, J. W. Marketing methods. (In his Retail selling, 1916, p. 3-130)
Frederick, J. G. Shaping of sound marketing policies; Achieving successful distribution; Selling direct and selling through jobbers; Creating demand and educating consumers; Meeting competition. (In his Modern salesmanship, 1919, p. 63-110)
Getting the product to the consumer. (In Organizing for increased sales, 1919, p. 121-202)
Shaw, A. W. Some problems in market distribution. 1915
Swiney, J. B. Merchandising, 1917 (Alex. Ham. inst. Mod. bus. v. 19)
See also Chain stores; Cooperative selling; Distribution and marketing; Export trade; Jobbing, commission business, etc.; Mail order business; Retailing; also subhead Marketing methods under: Bee industry; Butter trade; Coffee trade; Cotton trade; Dairy industry; Farm produce; Flax trade; Florist business; Fruit trade; Grain trade; Hemp trade; Jute trade; Leather trade; Lumber trade; Metal trade; Nut trade; Packing trade; Poultry business; Tea trade; Textile trade; Tobacco trade; Waste trade; Wool trade
Marks, L. S.
Mechanical engineers' handbook, 1916 McGraw 86
Markward, F.
Building a furniture business. 1911 Grand 8c Spec.
Marson, F.
Graduated lessons in commercial French. 1918 Pitman 8c
Marsh, C. F., and Dunn, W.
Manual of reinforced concrete. 3d ed 1916 Constable 10s 6d
Marshall, A.
Principles of economics. 1910 Macmillan $4.50
Marshall, C. C.
Corporation and voucher accounting. 1902 Goodyear 60c
Martin, H. D.
Economical and successful management of cotton mills. 1905 Martin $1.50
Progress and profit for mill men. 1909 Martin $1
Martin, M.
Advertising campaigns. 1917 (Alex. Ham. inst. Mod. bus. v. 13) Alex. Ham. inst.
Martinique
See Latin America; West Indies
Directories
See lists under Directories—Foreign; Directories—Foreign, with subdivision for proper continent
Mason, F. R.
Business principles and organization. 1909 (Business, commerce and finance) Cree $4.80
Mason, H. B.
Druggist and his profits. 1915 Swift $1
Window displays for druggists. 1910 Swift $1
Materials and supplies. 1915 (Factory management ser.) Shaw $2.50
Materials of corporation finance. Gerstenberg, C. W. 1915
Mathematical theory of investment. Skinner, E. B. 1913
Matheson, E.
Depreciation of factories, mines and industrial undertakings and their valuation. 1910 Spon $4

Matthews, W. D.
Insurance engineers' hand book. 1916 Insurance $4.10

Mattress trade
See also Organization and administration; Prices (Market), with subdivisions; also notes on Sources of information under Trades

Directories
In list under "Directories, Trade, etc." see No. 68, 87, 88, 119
See also subhead Directories under: Felt trade; Manufacturers; Textile trade

Mauritania
Directories
See lists under Directories—Foreign; Directories—Foreign, with subdivision for proper continent

Mauritius
Directories
See lists under Directories—Foreign; Directories—Foreign, with subdivision for proper continent

Mavor, J.
Transportation. 1910 (Alex. Ham. inst. Mod. bus. v. 2, pt. 3) Alex. Ham. inst.

Maximum production in machine-shop and foundry. Knoepfel, C. E. 1911

Maxwell, W.
Training of a salesman. 1919 (Lippincott's training series) Lippincott $1.50

Maxwell, W. M.
Salesmanship. 1914 Houghton $1

May, I. A.
Street railway accounting. 1917 Ronald $5

Mayors. See Officials—Directories—Cities

Mayotte
Directories
See lists under Directories—Foreign; Directories—Foreign, with subdivision for proper continent

Mead, D. W.
Contracts, specifications and engineering relations. 1916 McGraw $3

Mead, E. S.
Careful investor. 1914 Lippincott $1.50
Corporation finance. 1915 Appleton $2

Meade, E. S.
Economics. 1910 (Alex. Ham. inst. Mod. bus. v. 1) Alex. Ham. inst.
Economics. 1914 (Alex. Ham. inst. Mod. bus. v. 1) Alex. Ham. inst.

Meadows, W. R.
Economic conditions in the Sea Island cotton industry. 1914. (Bulletin, no. 146) U. S. Dept. of Agriculture, Washington, D. C.

Measures. See Tables, formulae, etc.

Meat trade
Butchers. (In Harmsworth business library, v. 6, p. 217-230)
See also Prices (Market)—Meats, and subdivisions; also subheads under: Organization and administration; Packing trade; also notes on Sources of information under Trades

Directories
See subhead Directories under: Grocery trade; Manufacturers

Periodicals
National provisioner. (also Retail) Saturdays

Mechanical and electrical cost data. Gillette, H. P. 1918.

Mechanical engineers' handbook. Marks, L. S. 1916.


Mediation, investigation and arbitration in industrial disputes. Barnett, G. E. 1916

Medical associations. See Associations—Directories—Medical

Medical benefit. Gibbon, I. G. 1913

Medical law. See Law—Medical

Medical supply trade
See also Organization and administration; also notes on Sources of information under Trades

Directories
In list under "Directories, Trade, etc." see No. 150
See also subhead Directories under: Chemical and drug trade; Electrical supply trade; Manufacturers

Melberg, V. L.
How to sell real estate. 1916 Realty bk. co. $2.50

Memory
Bacon, J. H. Pitman's complete guide to the improvement of the memory. 6th ed
Memory—Continued
Frost, H. Exercising the memory. (In his Good engineering literature, 1911, p. 94-111)
Gowin, E. B. Serviceable memory. (In his Developing executive ability, 1919, p. 84-106)
Grimshaw, R. Memory. (In his Lessons in personal efficiency, 1918, p. 131-171)
James, W. Memory. (In his Psychology; briefer course, 1910, p. 287-301)
Kleiser, G. Building a retentive memory. (In his How to build mental power, 1917, p. 371-390)
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See also Clothing trade; Glove trade; Hat trade; Hosiery trade; Organization and administration; Prices (Market), with subdivisions; Shoe trade; Tailoring trade; Underwear trade; also notes on Sources of information under Trades

Directories
In list under "Directories, Trade, etc." see No. 51, 87, 105, 158, 206
See also Jobbing, commission business, etc.—Directories—Men's furnish-

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Men's wear advertising. Borsodi, W. 1910
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Merchandising investigation. Assoc. adv. clubs of the world—Educational research committee Annual

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Keiler, H. American shipping; its history and economic conditions. 1913 See also Commerce; Docks—Directories; Ports; Shipbuilding trade; Transportation; Water transportation business

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U. S. Shipping Board, Washington, D. C.

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Merrick, D. V.
Time studies as a basis for rate setting. 1919 Engineering $6

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See also Maps—Cities

Metal statistics. Annual Amer. metal 50c

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Mineral industry; its statistics, technology and trade. Annual
U. S. mineral resources. Pt 1, metals; Pt 2, non-metals. Annual (U. S. Geological survey) Supt. of doc. Pt 1, 75c; Pt 2, 80c
Separates for individual minerals issued prior to publication of bound volumes.

See also Commodities of Commerce—Uses; Copper industry—Costs; Engineering offices; Iron and steel trade; Mineral industry; Mines and mining; Organization and administration; Prices (Market)—Metals; Prices (Market)—Metals—Products; Statistics—Metals; Tin plate trade; Waste trade; also notes on Sources of information under Trades

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U. S. mineral resources. Pt 1, metals; Pt 2, non-metals. Annual (U. S. Geological Survey) Supt. of doc. Pt 1, 75c; Pt 2, 80c
Separates for individual minerals issued prior to publication of bound volumes.

See also subhead Directories under: Copper industry; Foundry trade; Hardware trade; Iron and steel trade; Jewelry trade: Manufacturers; Mines and mining; Smelting trade; Waste trade

Encyclopedias and dictionaries
See under Encyclopedias and dictionaries the following subheads: Iron and steel trade; Mines and mining

Marketing methods

Periodicals
American metal market and daily iron and steel report. Daily except Saturday

Journal of commerce and commercial bulletin. Daily except Sundays and holidays

Metal industry; with which are incorporated the Aluminum world, Copper and brass, the Brass founder and finisher, the Electro-platers' review. Monthly

Raw material formerly "The Metal record and electroplater." 15th of each month

Steel and metal digest. Monthly

Metal worker, plumber and steam fitter
Estimating, cost keeping and profit making in the plumbing, heating and sheet metal trades. 1914 Williams With subs to Metal worker.

Method of determining costs in a cotton mill. Nichols, H. W. 1915

Metric system. See Tables, formulae, etc.

Mexico
Mexican year book; a financial and commercial handbook, compiled from official and other returns. Dept. of finance, 2a Puente de Alvarado, 53. Mexico City, Mexico $5.25 imp.

Middleton, P. H. Industrial Mexico; 1910 facts and figures. 1919

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Meyer, C. A.
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Michaelis, H.
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Milk production cost accounting. Larson, C. W. 1916

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Mill supply trade
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Millar, T. J.
Management book-keeping for the manufacturer, wholesaler and retailer. Layton 58

Millener, C. A.
Cost accounts. 1901 Millener $1

Miller, H. H., and Storms, C. H.
Economic conditions in the Philippines. 1913 Ginn $1.75

Miller, T. S.
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Aiken, C. R. Millinery department. 1918 (Department store merchandise manuals)

Ben Yusuf, A. Starting a millinery business. (In her Art of millinery, 1917, p. 226-235)

Bennett, H. Millinery-wholesale and retail. (In Murphy, W. S. Modern drapery and allied trades, 1915, v. 2, p. 68-96)

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Salesmanship
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Mills, D. C.
Twentieth century hat factory. 1910-1911 Lee $2.50

Mills, G. J.
Argentina. 1914 (South American handbooks) Appleton $1.50
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Cost accounts
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Millwork cost information bureau
Standard cost finding system. 1916

Mind and work. Gulick, L. 1908

Mine supply trade
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See also Jobbing, commission business, etc.—Directories—Mill supply trade; also subhead Directories under:
Mine supply trade—Directory—Continued
Engineering supply trade; Machinery trade; Manufacturers; Mill supply trade; Mines and mining

Mineral industry
Mineral industry; its statistics, technology and trade. Annual
U. S. mineral resources. Pt 1, metals; Pt 2, non-metals. Annual (U. S. Geological survey) Supt. of doc. Pt 1, 75c; Pt 2, 80c
Separates for individual minerals issued prior to publication of bound volumes.

See also Association—Directories—Mineralogical; Commodities of commerce—Uses; Iron and steel trade; Mines and mining; Organization and administration; Petroleum industry; Prices (Market)—Minerals; also notes on Sources of information under Trades

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Mineral industry; its statistics, technology and trade. Annual
U. S. mineral resources. Pt 1, metals; Pt 2, non-metals. Annual (U. S. Geological survey) Supt. of doc. Pt 1, 75c; Pt 2, 80c
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Hoskins, A. J. Business of mining; a brief non-technical exposition of the principles involved in the profitable operation of mines. 1912

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Skinner, E. N. Mining costs of the world; a compilation of cost and other important data of the world's principal mines. 1915
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Encyclopedias and dictionaries
Glossary of mining terms. In list under "Directories, Trade, etc." see No. 148
Halse, E. Dictionary of Spanish, Spanish-American, Portuguese and Portuguese-American mining, metallurgical and allied terms. 1914

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Securities
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Mining investments and how to judge them. Nicholas, F. C. 1912

Mining rights on the public domain. Morrison, R. S. 1910

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Mitchell, T. W.
Accounting principles. 1917 (Alex. Ham. inst. Mod. bus. v. 9) Alex. Ham. inst.

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Business cycles. 1913 Univ. of Cal. $5 International price comparisons. 1919 (U. S. Department of commerce) Supt. of doc. 25c

Mnemonics. See Memory; Symbols

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Modern accounting. Hatfield, H. R. 1911

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Modern management applied to construction. Hauer, D. J. 1918

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Letters that collect. 1910 Modern $1

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Modern methods in the office. Barrett, H. J. 1918

Modern organization. Hine, C. D. 1912

Modern show card lettering. Thompson, W. A. 1913

Modern trust company. Kirkbride, F. B. 1913

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Life assurance primer. 1916 Spectator $1.50

Moll, T. J.
Treatise on the law of independent contractors and employers' liability, etc. 1910 Anderson $3.75

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Hepburn, A. B. History of currency in the United States, with a brief description of the currency systems of all commercial nations. 1915
Howard, E. D. Money and banking; a discussion of the principles of money and credit, with descriptions of the world’s leading banking systems. 1910
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Johnson, J. F. Money and currency in relation to industry, prices and the rate of interest. 1914
Laughlin, J. L. Principles of money. 1903
Spalding, W. F. Eastern exchange, currency and finance. 1917
Withers, H. Business of finance. 1918
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Monopolies
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Monopolies and trusts. Ely, R. T. 1912

Montenegro
Directories
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Monteverde, R. D.
Commercial and technical terms in the English and Spanish languages. Whittaker 2s

Pitman’s commercial correspondence in Spanish. Pitman $1

Montgomery, R. H.
American business manual. 3v 1914 Collier. Sold only with subs. to Colliers, or may be bought second-hand.
Auditing. (In Amer. sch. of cor. Cyc. of commerce, etc., 1910, v. 6, p. 11-206) [Same as Montgomery, R. H. Auditing; instruction paper. 3 v]
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Auditing; theory and practice. 1st ed 1912 Ronald $5
Auditing theory and practice. 2d ed 1917 Ronald $6
Excess profits tax procedure. 1920 Ronald $3
Income tax procedure. Annual Includes supplement Ronald $6

Moody, J.
Art of Wall street investing. 1906 Moody $1
How to analyze railroad reports. 1912 Analyses $2
How to invest money wisely. 1912 Moody $2
Investor’s primer. 1907 Moody $1

Moody, W. D.
Men who sell things. 1911 McClurg $1

Moody’s investors service
Moody’s analyses of investments. 4v Annual $50
v 1 Steam railroads.
v 2 Industrials.
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Moore, A. S.
Linen, from the raw material to the finished product. Pitman 1s 6d

Moore, F. C.
Fire insurance and how to build. 1903 Baker $5

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New commercial arithmetic. 1907 Amer. bk. $1

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Moore, J. H., and Miner, G. W.
Accounting and business practice. 1902
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Industrial history of the American people. 1913 Macmillan $1.25

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Moore, W. U.
Law of commercial paper. 1918 (Commercial education series) Appleton $2

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Bank deposit building. 1918 Bankers $3
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C. P. A. problems and solutions. 1919
LaSalle $4

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Manual of instructions for trade catalog compilation. 1917 Wynkoop $5

Morison, F. R.
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Instruction in real estate and fire insurance. 1906 Morris $5

Morris, R.
Railroad administration. 1910 Appleton $2

Morrison, R. S.
Mining rights on the public domain. 14th ed. 1910 Courtright $3.50

Mortality statistics. See Tables, formulae, etc.

Mortgages
Lilly, W. Individual and corporation mortgages; a statement for laymen of the legal principles. 1918

Robins, K. N. Farm mortgage handbook; a book of facts regarding the methods by which the farmers of the U. S. and Canada are financed, especially intended for investors seeking information regarding investments in farm mortgages. 1916

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Mortimer, F. C.
Investment of trust funds. 1909 Ayres 75c

Morton, D. W.
Banking and bank accounting. 1917 Lyons $2.40

Morton, J. F.
Routing freight shipments. 1913 LaSalle

Mote, C. H.
Industrial arbitration. 1916 Bobbs $1.50

Motion picture trade
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Advertising
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Directories
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See also Film trade—Directories

Motion study. Gilbreth, F. B. 1917

Motor cycle trade
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Motor cycle trade—Continued

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Motor industry. Wyatt, H.

Motor truck industry. See Automobile trade

Motor trucks (commercial use)


Norton, S. V. Motor truck as an aid to business profits. 1918

Operating a cooperative motor truck route. 24p 1919 (U. S. Department of agriculture. Farmers’ bulletin 1032) Supt. of doc. 5c

Power wagon reference book. In list under "Directories, Trade, etc." see No. 190


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Auditing for accountant students. 1911

Universal $3

Moulton, H. G.

Principles of money and banking; a series of selected materials with explanatory introductions. 1916 Univ. of Chicago $3

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London and its environs. 1918 (Blue guides) Macmillan 7s 6d

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Quasi-public corporation accounting and management. 1905 Callaghan $5

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Method for the identification of pure organic compounds. 3v 1914 Wiley v 1 and 3, $4.50 each; v 2, $5

Multiplying your income. Nash, W. T. 1914

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Earning power of railroads. Annual Oliphant $3

Municipal bonds held void. Dean, M. B. 1911

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Short practical rules for commercial calculations. 1912 Weed $2

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Textile industries. 8v 1911 Gresham 60s

Murray, J. A. H.

New English dictionary. 10v 1888-date Oxford ov $320.65

Murray, J. publs.

Handbook for travellers in India, Burma and Ceylon. 1913 Scribner $12.50

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Music trade
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See also Associations—Directories—Music trade; also subhead Directories under: Manufacturers; Organ trade; Piano trade

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My adventures with your money. Rice, G. G. 1913

Myrick, H.
Book of corn. 1904 Judd $1.50

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Nash, W. T.
Multiplying your income. 1914 Spectator $1.25

Natal

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Nathan, P.
How to make money in the printing business. 1900 Oswald $3

National association of corporation schools
Annual conventions. $10

National association of credit men
Credit man’s diary. Annual $3

National banks. See Banks and banking—United States

National board of fire underwriters
Rules and regulations. (Series of pamphlets)

National cash register co.
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National championship displays of haberdashery and clothing. “Haberdasher”

National city bank of N. Y.
Nat. banks of the U. S. 1812-1910. 1910

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Commission regulation of public utilities. 1913 $8.50

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Report of the committee on preliminary foreign inquiry. 1915

Report of the joint commission upon the operation of state workmen’s compensation laws. 1915

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American uniform commercial acts. 1910

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Official reports. Annual Nat. for. tr. $1.50

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Research reports. List and prices on application to National industrial conference board, 13 Beacon St., Boston, Mass. (A series of pamphlets on industrial questions.)

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Naval architects

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Navy yard work

Costs

Ferguson, W. B. Estimating the cost of work; with special reference to unstandardized operations, as in jobbing
Navy yard work—Costs—Continued
shops or repair work. 1915 (Works management lib.)
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Kniffin, W. H., jr. Commercial paper, acceptances and the analysis of credit statements; a practical treatise on commercial paper, with particular reference to the processes by which the credit risk is determined where such instruments are purchased as a bank investment. 1918
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In list under "Directories, Trade, etc." see No. 11, 35, 93, 167

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COST ACCOUNTS
See Cost accounts—Oil trade

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Oil trade—Continued

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Directories
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Law
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Orange Free State
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A loose leaf service giving abstracts and notes of current business literature appearing in periodicals, newspapers, pamphlets, books, etc., ready to file in binders, grouped mainly for the principal departments of a business firm in the following sections: Accounting; Advertising and selling; Banking, exchange and public finance; Credits and collections; Employment; Financing; Foreign trade; Industrial and commercial relations; Management; Office management; Personal efficiency; Purchasing and stores; Transportation. Paid research work. Books, periodicals and copies of articles analyzed furnished at cost.

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For organization and administration of specific trade or business See also subhead Organization and administration under: Electric light and power companies; Gas companies; Insurance; Insurance—Accident; Insurance—Fire; Insurance—Industrial; Insurance—Life; Machine shops; Public service corporations; Railroads

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Panics
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For "Directions for using this book" see page vii
Panics—Continued
Bilgram, H. Cause of business depressions. 1914
Burton, T. E. Financial crises and periods of industrial and commercial depression. 1912
Juglar, J. C. Brief history of panics and their periodical occurrence in the U. S.; tr. and ed. with an introduction and brought down from 1889 to date, by D. W. Thom. 1916
See also Business—Barometers (theory); Capital: Economics; Prices; Speculation

Bibliography

Paper box trade
Denham, R. S. Manual of cost engineering and estimating for paper box manufacturers; with addenda by Joint cost committee. 1917
See also Associations—Directories—Paper box trade; Commodities of commerce—Uses; Organization and administration; Paper trade; Prices (Market), with subdivisions; also notes on Sources of information under Trades

Cost accounts
See Cost accounts—Paper box trade

Directories
In list under "Directories, Trade, etc." see No. 135, 153, 177
See also Associations—Directories—Paper box trade; also subhead Directories under: Manufacturers; Paper trade; Waste trade

Periodicals
American box maker. Monthly
Package advertiser; a journal of information and reference for large buyers of containers, equipment and supplies for the packaging and shipping departments. 15th of each month
See also subhead Periodicals under: Container trade; Paper trade

Paper money. See Money

Paper trade
Report on the news-print paper industry. 162p 1917 (U. S. Federal trade commission) Supt. of doc. 10c
See also Associations—Directories—Paper trade; Book trade; Commodities of commerce—Uses; Newspaper business; Organization and administration; Paper box trade; Prices (Market)—Paper; Prices (Market)—Waste; and other subdivisions of Prices (Market); Printing business; Stationery trade; Statistics—Manufactures; also notes on Sources of information under Trades

Bibliography

Cost accounts
See Cost accounts—Paper trade

Directories
In list under "Directories, Trade, etc." see No. 135, 162, 177, 191
See also Associations—Directories—Paper trade; Jobbing, commission business, etc.—Directories—Paper trade; also subhead Directories under: Book trade; Fiber trade; Manufacturers; Newspaper business; Paper box trade; Periodicals; Printing business; Publishing trade; Stationery trade: Waste trade

Periodicals
Paper; a weekly technical journal for paper and pulp mills. Weekly
Paper trade journal; the international weekly of the paper and pulp industry. Thursdays
See also subhead Periodicals under: Container trade; Paper box trade

Papua (Territory of)
Directories
See lists under Directories—Foreign; Directories—Foreign, with subdivision for proper continent

Paragraph letters. See Commercial correspondence—Form (paragraph) letters

Paraguay
Anuario; guía general del Paraguay. Francisco Gröwell & cia., Casilla de Correo 603, Asunción, Paraguay
Argentine year book; with short chapters on the republics of Uruguay, Paraguay and Chile.
Paraguay—Continued
Koebel, W. H. Paraguay. 1917
See also Latin America; Law—Foreign; South America; Statistics

Directories
See lists under Directories—Foreign, Directories—Foreign, with subdivision for proper continent

Parasols. See Umbrella trade

Parcel post

Rates
Getzler’s transportation rates; freight, express, parcel post, passenger, telephone, telegraph from New York, Philadelphia, Boston to all principal cities in the U. S. and Canada and quoting over 300,000 rates to additional points.

Getzler’s transportation rates; freight rates, express and parcel post rates from New York, Philadelphia, Boston, Baltimore, Chicago, St. Louis, Cleveland, Detroit; also through freight rates between the cities of the central, middle and New England states.

U. S. official postal guide. Annual, with monthly supplements U. S. Post office department, Washington, D. C. $1, with supplements; 65¢, without supplements
See also Postal service

Paris, B. J.
Hardware advertising for the retailer. 1913 Williams $2.50

Parker, J. S.
Corporation manual. Annual, Corp. man. co. $10

Parker, W. W.
Salary and wage tables. 1913 Supt. of doc.

Parkhurst, F. A.
Applied methods of scientific management. 1912 Wiley $2
Predetermination of true costs. 1916
Wiley $1.25
Science of management. 1918 Parkhurst $3
Symbols. 1917 Wiley $2

Parks

Directories
In list under “Directories, Trade, etc.” see No. 13
See also subhead Directories under: Architects’ offices—Landscape; Botanical gardens; Officials

Parliamentary practice
Bolles, A. S. Bolles’ manual for business corporation meetings; founded on the judicial interpretation of the rules of parliamentary law, applicable to all the states of the Union and to Canada; with an appendix containing the rules of parliamentary law. 1918

Cushing, L. S. Manual of parliamentary practice for deliberative assemblies and rules of procedure in business corporation meetings. 1914

Parsons, C. C.
Business administration. 1909 System $3
Office organization and management. 1917 LaSalle $2.50

Parsons, F. A.
Principles of advertising arrangement. 2nd ed 1913 Pitman 6s

Parsons, T.
Laws of business for all the states and territories of the Union and the Dominion of Canada. 1914 Scranton $4

Partnership—corporation insurance as business protection. Hoyt, W. D. 1914

Partnerships
Conyngton, T. Manual of partnership relations. 1905
Dicksee, L. R. Business organisation. 1910
See also Organization and administration

Accounting
See Accounting—Partnerships

Law
See Law—Corporations; Law—Partnerships

Patents
Avram, M. H. Patenting and promoting inventions. 1918
Cresce, F. A. Practical pointers for patentees; information and advice on the sale of patents; an elucidation of the best methods employed by the most successful inventors in handling their inventions. 1901

Edelmann, P. E. Inventions and patents. 1915 (Includes bibliography)
Elfreth, W. H. Patents, copyrights and trade-marks. 1913
Hutchinson, W. B. Patents and how to make money out of them. 1899

Prindle, E. J. Patents as a factor in manufacturing. 1908 (Works management lib.)
BUSINESS BOOKS

Patents—Continued


United States Patent office publishes specifications and drawings of patents in single copies which may be obtained at 5c each.

See also Law—Patents and trade marks; Trade marks and trade names

Periodicals

Official gazette of the United States Patent office containing patents, trade marks, designs and labels. Tuesdays

See also Trade marks and trade names—Periodicals

Paterson, G. W. L.
Wiring calculations for electric light and power installations. 1912 Scott, Greenwood $2

Paton, W. A., and Stevenson, R. A.
Principles of accounting. 1917 Wahr $2.75

Principles of accounting. 1918 Macmillan $3.25 (Rearrangement and enlargement of book published by Wahr under same title.)

Patron, M.
Bank of France in its relation to national and international credit. (Nat. monetary com.) (61st Cong., 2d sess., Sen. doc. 494) Supt. of doc. 20c

Pattern shops

See also Organization and administration; also notes on Sources of information under Trades

Directories

In list under "Directories, Trade, etc." see No. 179

See also subhead Directories under: Foundry trade; Machine shops; Machinery trade; Manufacturers; Metal trade

Patterson, E. L. S.
Domestic and foreign exchange. 1917 (Alex. Ham. inst. Mod. bus. v. 17) Alex. Ham. inst.

Pawnbroking business

Levine, S. W. Business of pawnbroking; a guide and a defence. 1913

See also Law; Organization and administration; also notes on Sources of information under Business

Payne, D. W.
Founder's manual. 1917 Van Nostrand $4

Payne, F. M., pseud. See Carey, T. J.

Peabody, C. H.
Tables of the properties of steam and other vapors and temperature-entropy table. 1914 Wiley $1

Peace and business. Marcossain, I. F. 1919

Pease, F. F.
Modern shipbuilding terms, defined and illustrated. 1918 Lippincott $2

Peele, R.
Mining engineers' handbook. 1918 Wiley $6

Peirce, F.
Human side of business. 1917 Peirce $2

Pender, H.
American handbook for electrical engineers. 1914 Wiley $6

Penniman, H. G.
Manual of fidelity insurance and corporate suretyship. 1911 Spectator $2

Pensions. See Insurance—Industrial; Insurance—State and compulsory

People's banks. Wolff, H. W. 1910

Pepper, C. M.
American foreign trade. 1919 Century $2.50

Perim

Directories

See lists under Directories—Foreign; Directories—Foreign, with subdivision for proper continent

Perine, E. T.
American trust companies. 1909 Audit.

Story of the trust companies. 1916 Putnam

Periodical advertising. See Advertising—Mediums

Periodicals

Periodicals are listed under subject throughout this book. See subhead "Periodicals" under subject.

Periodicals dealing in whole or in part with retail business have the words "(Retail)" or "(also Retail)" added to the title in parentheses.

The following abbreviations have been used after the title of periodicals to show where they are regularly indexed: Bus. data bur.—Business data bureau service; Bus. digest—Business digest; P. A. F. S.—Public affairs information service; Ind. arts—Industrial arts index; Readers' guide. (For pub., price, etc., see list in this book under "Periodicals—Indexes")
Periodicals—Continued

The following information when given on imprint page of periodicals has been added to entries: Day of week or month on which published; Publication of its own Indexes.

Accountant, the recognized weekly organ of chartered accountants and accountancy throughout the world. 34 Moor- gate Place, London £1 16s Saturdays Indexed by P. A. I. S.

Advertising age and mail order journal. 64 W. Randolph St., Chicago. $1 20th of each month Indexed by Bus. data bur., Prentice-Hall


Advertising world; a publication for the retail advertiser and for the manufacturer of the goods he sells. (also Retail) 33 W. Gay St., Columbus, Ohio $1 15th of each month

American box maker. 110 S. Dearborn St., Chicago $2 Monthly

American carpet and upholstery journal. 41 Union Square, W., N. Y. $2 10th of each month


American export monthly, illustrated; devoted to manufacturers of the United States for export trade exclusively. 44 Whitehall St., N. Y. Every fourth Saturday Indexed by Prentice-Hall

American exporter; a monthly journal of foreign trade. 17 Battery Place, N. Y. $4 Monthly Indexed by Bus. digest, Prentice-Hall

American goods and foreign markets. 140 Broadway, N. Y. Semi-monthly Indexed by Prentice-Hall

American hatter. (also Retail) 1182 Broadway, N. Y. $4 Monthly

American industries; the manufacturers’ magazine. 30 Church St., N. Y. $1 Monthly. Indexed by Bus. data bur., Bus. digest, Ind. Arts, P. A. I. S.

American lumberman. (also Retail) 431 S. Dearborn St., Chicago $4 Weekly Indexed by Ind. Arts

American metal market and daily iron and steel report. 81 Fulton St., N. Y. $10 Daily except Saturday

American Romanian chamber of commerce service bulletin. Woolworth Building, N. Y.

American-Russian chamber of commerce; service bulletin. Woolworth Building, N. Y. Free. Weekly

American silk journal. 373 Fourth Ave., N. Y. $3. Canada $2.50 First of each month Indexed by Prentice-Hall

American stationer and office outfitter; devoted to the interests of stationery, specialties, novelties, office appliances. (also Retail) 10 East 39th St., N. Y. $2 Saturdays


Anglo-American trade. 8 Waterloo Place, London, S. W. 1 $2.50 Monthly

Annalist; a magazine of finance, commerce and economics. Times Square, N. Y. $4 Mondays Indexed by Bus. digest, P. A. I. S., Bus. data bur., Prentice-Hall

Asia; journal of the American Asiatic association. 627 Lexington Ave., N. Y. $3 Monthly Indexed by P. A. I. S., Readers’ Guide

Associated advertising. Merchants Bank Building, Indianapolis, Ind. $1.50 Monthly Indexed by Bus. data bur., Bus. digest, Prentice-Hall

Automobile trade journal. (also Retail) Market and 49th Sts., Philadelphia $1 Monthly Ind.’d. .1 by Prentice-Hall

Automotive industries, the automobile. 231-241 W. 39th St., N. Y. $3 Weekly Indexed by Ind. arts, P. A. I. S., Bus. data bur. Separate index (Jan.-Jly., Jly.-Dec.)

Baker’s review. (also Retail) 1642 Woolworth Building, N. Y. U. S., Canada, Mexico, Cuba $2, elsewhere $3 Monthly

Bakers weekly. (also Retail) 41 Park Row, N. Y. $2 Saturdays

For “Directions for using this book” see page vii
Periodicals—Continued

Better business. 605 Confederation Life Building, Winnipeg, Man. $1 Monthly Indexed by P. A. I. S.
Better letters association bulletin. H. N. Kascly, Norton Co., Worcester, Mass. Individual membership, $5; firms doing business of $10,000,000 and over, $50; under $10,000,000, $25 (with additional copies) Semi-monthly
Better letters bulletin. Easton, Pa. $13 Weekly
Better selling bulletin. Easton, Pa. $18 Weekly

Book review digest. 958-964 University Ave., N. Y. $10 Monthly
Bookseller & stationer and office equipment journal. (also Retail) 143-153 University Ave., Toronto, Canada $1.50 Monthly
Bookseller, newsdealer and stationer. 156 Fifth Ave., N. Y. $1.25; Canada $1.50; foreign $1.75 Semi-monthly Indexed by Prentice-Hall
Boot and shoe recorder. (Retail) 207 South St., Boston $3.50 Saturdays
Bradstreet's; a journal of trade, finance, and public economy. 346-348 Broadway, N. Y. $5 Saturdays Indexed by Bus. digest, Bus. data bur.
Building supply news. 610 Federal St., Chicago $2 Every other Tuesday
Buildings and building management. 139 N. Clark St., Chicago $3 Monthly

Bulletin of bibliography. 83 Francis St., Boston $2 Quarterly Index published in last no. of vol.
Bulletin of Far Eastern bureau. 13 Astor Place, N. Y. Every two weeks
Bulletin of the National wholesale grocers association of the United States. 6 Harrison St., N. Y. $12 Monthly
Bulletin of the United States trademark association. 187-189 College St., Burlington, Vt. $10 Monthly
Business books; an index to recent books and articles in magazines of interest to business men. Public Library, St. Paul, Minn. Monthly
Business-building letter service; a weekly bulletin on business correspondence. Box 333, Akron, Ohio. $10 Weekly
Business data weekly. Indianapolis, Indiana. Free to subscribers to Business data service. Weekly
Business digest and investment weekly. 231 W. 37th St., N. Y. $3 Weekly Indexed by P. A. I. S., Prentice-Hall
Candy and ice cream; a trade journal for confectioners. (also Retail) 105 W. 40th St., N. Y. $2 Monthly
Carpet and upholstery trade review and the rug trade review. 31 E. 17th St., N. Y. $3 1st and 15th of each month
Catalogue of copyright entries: pt 1 group 1 Books; issued 3 times a week; pt 1 group 2 Pamphlets, leaflets, contributions to newspapers or periodicals, etc., lectures, sermons, addresses for oral delivery, dramatic compositions, maps and motion pictures; issued monthly. Supt. of doc., Washington, D. C. $1
Chemical age; a consolidation of Chemical engineer and Chemical age. 118 East 26th St., N. Y. $3, foreign $4 & $5 Monthly
Chemical, color & oil daily. 117 Chambers St., N. Y. $10 Daily
Chicago banker; a weekly paper devoted to the banking and financial interests of the middle west. 431 S. Dearborn St., Chicago $5 Weekly
Clothier and furnisher. (Retail) 13 Astor Place, N. Y. $2 1st of each month
Coal age; with which is consolidated Colliery engineer. 10th Ave., and 36th St., N. Y. U. S., Mexico, Cuba, Porto Rico, Hawaii, the Philippines, $3; Canada, $4; elsewhere, $5 Weekly Indexed by Bus. data bur. Ind. arts
Comercio. 114 Liberty St., N. Y. $3 Monthly
BUSINESS BOOKS

Periodicals—Continued

Commerce and finance, 65 Broadway, N. Y., $5 Wednesdays Indexed by P. A. I. S., Prentice-Hall


Commercial America; for the purpose of carrying to buyers throughout the world reliable information concerning American manufactures. 34th St., below Spruce, Philadelphia $2 Monthly Indexed by Bus. digest, P. A. I. S., Bus. data bur.


Commercial car journal. Market and 49th Sts., Philadelphia $1 15th of each month

Commercial west; a weekly journal devoted to banking, investments, insurance, grain. Suite 409 Globe Building, Minneapolis, Minn. $5 Saturdays Indexed by P. A. I. S.

Confectioners journal. 411-413 Walnut St., Philadelphia $3; Canada, $3.50; foreign, $4 1st of each month

Credit men's journal. 605 Confederation Life Building, Winnipeg, Man. $2 Monthly Indexed by P. A. I. S.

Credit monthly. 41 Park Row, N. Y. $1 Monthly Indexed by Bus. data bur., Bus. digest, P. A. I. S.

Cuba review. 82-92 Beaver St., N. Y. $1 Monthly

Daily weather map. Supt. of doc., Washington, D. C. $3 Daily

Delaware corporations. Sec. of State, Wilmington, Del. Monthly

Direct advertising; and sample book of standard mill-brand papers. P. O. Box 2828, Boston $2 Quarterly Indexed by Bus. digest

Druggists circular; a practical journal of pharmacy and general business organ for druggists. (Retail) 100 William St., N. Y. $1.50 Monthly

Dry goods economist; the merchants' newspaper, 231 W. 39th St., N. Y. $6 Saturdays Indexed by Bus. data bur. Prentice-Hall

Dry goods merchants trade journal. (Retail). 725 Grand Ave., Des Moines, Ia. $3, Canada and foreign, $3.60 Monthly Indexed by Prentice-Hall

Dun's international review; a journal for the promotion of international trade. 290 Broadway, N. Y. $3 Monthly Indexed by Prentice-Hall

Dun's review; a journal of finance and trade. 290 Broadway, N. Y. $2 Saturdays Indexed by Bus. digest, Bus. data bur., Prentice-Hall

Eastern commerce; with which is incorporated "Commercial Japan"; the trade journal of the Far East. 25 Water St., Yokohama, Japan Yen 6.00 (Gold, $3.60 or 138) 28th of each month Indexed by P. A. I. S.

Eastern underwriter; a weekly newspaper interpreting the true spirit of insurance. 105 William St., N. Y. $3 Weekly


Editor & publisher. 64 Park Row, N. Y. $3 Thursdays Indexed by Bus. data bur.

Electrical merchandising; the monthly magazine of the electrical trade. (also Retail) 10th Ave. at 36th St., N. Y. $2 15th of each month Indexed by Bus. data bur., Prentice-Hall

Electrical world. 10th Ave. at 36th St., N. Y. $5 Weekly Indexed by Ind. arts

Engineering and contracting. 608 S. Dearborn St., Chicago $3 Wednesdays Indexed by Ind. arts, P. A. I. S.

Engineering news-record; a consolidation of Engineering news and Engineering record, with which is incorporated the Contractor. 10th Ave. at 36th St., N. Y. $5 Weekly Indexed by Ind. arts, Bus. data bur.


For "Directions for using this book" see page vii
Periodicals—Continued
Export trade and exporters' review; a weekly news magazine for exporters and manufacturers. 150 Nassau St., N. Y. $3 Weekly Indexed by Prentice-Hall
Exportador Americano; revista mensal do comercio de exportação. 17 Battery Place, N. Y. $5 Monthly
Exportador Americano; revista mensual ilustrada de comercio, industria, automovilismo, ciencia y arte. 17 Battery Place, N. Y. $5 Monthly
Exportateur Americain. 17 Battery Place, N. Y. $5 Monthly
Exporters and importers journal with American price current. 17 State St., N. Y. $5 Monthly Indexed by Prentice-Hall
Exporters' review. (Combined with Export trade, which see)
Factory; the magazine of management. Wabash Ave., and Madison St., Chicago $3 Monthly Indexed by Bus. data bur., Bus. digest, Ind. arts, P. A. I. S., Prentice-Hall
Facts about sugar; devoted to American sugar production. 82 Wall St., N. Y. $3 Monthly Indexed by P. A. I. S.
Far Eastern fortnightly; bulletin of the Far Eastern bureau. 13 Astor Pl., N. Y. Semi-monthly Indexed by P. A. I. S.
Far Eastern review; engineering, finance, commerce. 5 Jinkee Road, Shanghai, China $4 Monthly Indexed by Bus. data bur., P. A. I. S., Prentice-Hall
Feedingstuffs, including flour, grain and allied products. 1642 Woolworth Building, N. Y. $2 Monthly
Fibre and fabric. 127 Federal St., Boston $2; Canada $2.50; foreign $4 Saturdays
Financial age. 2 Rector St., N. Y. $5 Saturdays Indexed by Prentice-Hall
Financial America. 40 Stone St., N. Y. $6 Daily except Sundays
Financial and business conditions in the United States. 140 Broadway, N. Y. Semi-monthly Indexed by Prentice-Hall
Five and ten cent and variety store magazine; a business publication for up-to-date storekeepers dealing in popular priced merchandise retailing from 5c to $1. (Retail) Gerke Building, Cincinnati, Ohio. $2 Monthly. Indexed by Prentice-Hall
Forbes magazine. 290 Broadway, N. Y. $3 Every two weeks Indexed by Bus. data bur., Bus. digest, P. A. I. S., Prentice-Hall
Foreign tariff notes. Supt. of doc., Washington, D. C. 10c a copy Quarterly
Foreign trade bulletin. 65 Broadway, N. Y. Free Bi-monthly Indexed by Bus. data bur., Prentice-Hall
Foreign trade record. National City Bank, N. Y. Free Weekly
Fourth-estate; a newspaper for the makers of newspapers and investors in advertising. 232 W. 50th St., N. Y. $4—Saturdays Indexed by Bus. data bur.
Fur trade review; the oldest publication of its kind in the world; founded 1873. 1181 Broadway, N. Y. $3; Canada $3.50; foreign $4 Monthly Indexed by Prentice-Hall
Geographical review. Broadway at 156th St., N. Y. $5 Monthly Indexed by P. A. I. S.
Glassworker; America's glass trade newspaper (formerly Commoner and glassworker). P. O. Box 555, Pittsburgh, Pa. $3; Canada $3.50; foreign $4 Saturdays
Haberdasher. (Retail) 225 Fifth Ave., N. Y. $3 1st of each month
Hacienda. Sidway Building, Buffalo, N. Y. $3 Monthly
Hardware dealers' magazine. (Retail) 253 Broadway, N. Y. $1.50 Monthly
Hardwood record. 537 S. Dearborn St., Chicago $2 10th and 25th of each month
Harness gazette; devoted to the interests of harness makers throughout the U. S. and Canada. 11 Liberty St., Utica, N. Y. $1; Canada $1.50; foreign $2 Monthly
Hide and leather. 136 W. Lake St., Chicago $5 Weekly
Periodicals—Continued

I. B. A. of A. bulletin. 111 W. Monroe St., Chicago. Monthly Indexed by P. A. I. S.

India rubber world. 25 W. 45th St., N. Y. $3 1st of each month Indexed by Bus. data bur.

Industrial arts index; a cumulative index to engineering and trade periodicals. 958-964 University Ave., N. Y. (Full information in regard to the subscription price will be supplied on request.) Monthly except July and November Indexed by P. A. I. S.

Industrial Canada; official publication of the Canadian manufacturers association (incorporated), and devoted to the advancement of the industrial and commercial prosperity of Canada. 1404 Bank of Hamilton Building, Toronto, Canada. $2 Monthly

Industrial management; the engineering magazine. 6 E. 39th St., N. Y. $3 Monthly Indexed by Bus. data bur., Ind. arts, P. A. I. S., Prentice-Hall, Readers' guide

Industrial news survey, and supplement. 15 Beacon St., Boston $2 Weekly Indexed by P. A. I. S.

Insurance advocate; issued in the interest of sound insurance. 55 John St., N. Y. $3 Weekly

Insurance law journal. 100 William St., N. Y. $10 15th of each month

Insurance monitor. 100 William St., N. Y. U. S., Canada and Mexico $2, other countries $2.50 Monthly

Insurance register. 805 Drexel Building, Philadelphia $3 Monthly

Insurance world. 421 Wood St., Pittsburgh, Pa. $3 Tuesdays

Internal revenue review. 205-206 Marine Bank Building, Baltimore, Md. $2 Monthly Indexed by P. A. I. S. Separate index (Oct.-Sept.)

International crop report and agricultural statistics. International Institute of Agriculture, Rome 6 francs Saturday nearest to the 20th of the month

International trade developer; supplement. 168 N. Michigan Ave., Chicago $5 Monthly

Interstate commerce commission reports, decisions of the Interstate commerce commission of the U. S. Supt. of doc.,

Washington, D. C. Bound vols $1.50 each Advance sheets published at irregular intervals. $1

Investors' book of booklets. 31 Nassau St., N. Y. $2 Monthly Indexed by Prentice-Hall

Investor's pocket manual; current statistics, records and high and low prices of stocks and bonds of railroad, industrial and mining corporations, also grain, cotton, coffee and provisions. 116 Broad St., N. Y. Monthly

Iron age. 239 W. 39th St., N. Y. $5 Thursdays Indexed by Bus. data bur., Ind. arts, Prentice-Hall

Japan trade bulletin. 165 Broadway, N. Y. Monthly

Jewelers' circular; with which are consolidated American horological journal, the Jewelers' weekly, the Jewelers review. 11 John St., N. Y. $3 Wednesdays

Journal of accountancy. 20 Vesey St., N. Y. $3 Monthly Indexed by Bus. digest, Ind. arts, Bus. data bur., Prentice-Hall

Journal of applied psychology. 950 Main St., Worcester, Mass. $4 Quarterly Indexed by P. A. I. S. Separate index (Jan.-Dec.)

Journal of commerce and commercial bulletin. 32 Broadway, N. Y. $15 Daily except Sundays and holidays Indexed by Bus. digest

Journal of electricity. 171-173 Second St., San Francisco $2.50 Semi-monthly Indexed by Ind. arts


Judicious advertising; a magazine of general advertising principles and review. Madison St., and Wabash Ave., Chicago $1.50 Monthly Indexed by Bus. data bur., Prentice-Hall. Index appears in January issue.


Labour gazette. Imperial House, Kingsway, London, W. C. 2 1d per issue Monthly Separate index (Jan.-Dec.)
Periodicals — Continued

Labour gazette (Canada). Department of Labour, Ottawa, Canada 20c Monthly in English and French

Life association news; official organ of the National association of life underwriters. 56 Pine St., N. Y. Association members, $1 non-members, $2 Monthly

Life insurance independent; a monthly journal devoted exclusively to life insurance. 38 Park Row, N. Y. $2 Monthly


Mail order news; with which is merged the Mail order business builder, Parcel post news, and "Opportunity", the American agents’ magazine. Newburgh, N. Y. $3.50 Monthly except July and August

Mailbag; a journal of direct mail advertising. 1800 E. 40th St., Cleveland, Ohio $1 Monthly Indexed by Bus. data bur., Prentice-Hall Separate index (Apr.-Apr.)

Manufacturers record; devoted to the upbuilding of the nation through the development of the South and South-west as the nation’s greatest material asset. Commerce and Water Sts., Baltimore, Md. $6.50 Thursdays Indexed by P. A. I. S., Prentice-Hall

Manufacturing jeweler; a weekly journal for retail, wholesale and manufacturing jewelers. 42 Weybosset St., Providence, R. I. New England, New York, New Jersey, Pennsylvania and Delaware $1.50, all other states $2 Thursdays

Marine news. 16 Beaver St., N. Y. $4 Monthly Indexed by P. A. I. S., Prentice-Hall

Merchants record and show window, an illustrated monthly journal for merchants, display managers and advertising men. (Retail) 431 S. Dearborn St., Chicago $3 Monthly

Metal industry; with which are incorporated the Aluminum world, Copper and brass, the Brass founder and finisher, the Electro-platers’ review. 99 John St., N. Y. $1 Monthly Indexed by Ind. arts. Index appears in December issue.

Mid-month review of business; a survey of conditions in trade and industry. Woolworth Building, N. Y. 15th of each month Indexed by Prentice-Hall

Millinery trade review. 1182 Broadway, N. Y. $5 Monthly

Monetary times; trade review and insurance chronicle of Canada. Church and Court Sts., Toronto, Canada $3 Fridays Indexed by Prentice-Hall

Monthly bulletin of agricultural statistics. Dominion bureau of statistics, Ottawa, Canada Monthly


Monthly list of publications issued by the Department of commerce. Supt. of doc., Washington, D. C. Monthly

Monthly list of state publications. Supt. of doc., Washington, D. C. 50c Monthly


Motor record. 90 West St., N. Y. $2 Monthly

Municipal journal and public works. (Title changed to Public works, which see.)

Municipal reference library notes. Municipal Building, N. Y. $1.50 Weekly except July and August Indexed by P. A. I. S.

Music trades; devoted to the interests of the piano, organ, music and musical instrument trades of the U. S. 501 Fifth Ave., N. Y. $3; Canada $4; foreign $5 Saturdays Indexed by Prentice-Hall

National association of credit men, general letter. 41 Park Row, N. Y. Monthly

National city bank of New York; economic conditions, governmental finance, United States securities. National City Bank Building, N. Y. Monthly

National efficiency quarterly. 119 W. 40th St., N. Y. $4 Quarterly
Periodicals—Continued

National jeweler. (also Retail) 536 S. Clark St., Chicago $1.50 Monthly
National petroleum news. 812 Huron Road, Cleveland, Ohio $5 Wednesdays Indexed by Prentice-Hall
National provisioner. (also Retail) 116 Nassan St., N. Y. $3 Saturdays
National real estate journal. Merchants Bank Building, Indianapolis, Ind. $2.50 Monthly

Nation's business. Woolworth Building, N. Y. $3 19th of each month Indexed by Bus. data bur., Bus. digest, P.A.I.S.
Nautical gazette; an international weekly newspaper of shipbuilding, shipping, marine insurance and export news. 20 Vesey St., N. Y. $4 Saturdays Separate index (Jan.-Je., Jly.-Dec.)
New York commercial. 38 Park Row, N. Y. $0.09 Daily except Sunday
New York evening post monthly foreign trade review. 20 Vesey St., N. Y. 5c per issue Monthly
News letter. 84 William St., N. Y. Monthly Indexed by P. A. I. S.
Newspaperdom. 18 E. 41st St., N. Y. $2 2nd and 4th Thursday of each month

Notion and novelty review. (also Retail) 1170 Broadway, N. Y. $1 Monthly
Notion trade topics. 118 E. 28th St., N. Y. $2 Monthly
Novelty news. 9 S. Clinton St., Chicago $3 1st of each month Indexed by Prentice-Hall
Nugent's. (Retail) 1182 Broadway, N. Y. $5 Weekly

Office appliances; the news and technical trade journal of office equipment. 417 S. Dearborn St., Chicago $1.50 12th of each month Indexed by Bus. data bur., Prentice-Hall

Official gazette of the United States patent office, containing the patents, trade-marks, designs, and labels. Supt. of doc., Washington, D. C. $5 Tuesdays Index appears separately each month.

Official railway equipment register; a monthly magazine devoted to the consideration of topics of interest to railroad officials; more particularly questions of transportation economies, car handling and other subjects of especial importance to the transportation department; containing official information descriptive of equipment such as ownership, marks, capacity; dimensions, with notices of changes from month to month, etc., being the medium through which official instructions are issued, concerning the rendering of reports and the settlement of accounts pertaining to car service and car repairs, including registration of rolling stock equipment of the railways and car companies of North America. 75 Church St., N. Y. $8, foreign $9.50 Monthly

Oil, paint and drug reporter. 100 William St., N. Y. $5 Mondays Indexed by P. A. I. S. Index appears in Jan. issue. 100%, the efficiency magazine. 327 S. La Salle St., Chicago $2 Monthly Indexed by Bus. data bur., Bus. digest, Prentice-Hall

Package advertiser; a journal of information and reference for large buyers of containers, equipment and supplies for the packaging and shipping departments. 343 S. Dearborn St., Chicago $1 15th of each month

Packages. 304-309 Montgomery Building, Milwaukee, Wis. $2 Monthly
Paint, oil and chemical review. 417 S. Dearborn St., Chicago $3; Canada $4; foreign $4.50 Wednesdays
Pan-American magazine. 70 Fifth Ave., N. Y. $3 Monthly Indexed by Readers' guide, Prentice-Hall

Pan Pacific; a magazine of international commerce. 618 Mission St., San Francisco $3 Monthly Indexed by P. A. I. S., Bus. data bur., Prentice-Hall

Paper; a weekly technical journal for paper and pulp mills. 417 Fourth Ave., N. Y. $5. Canada and foreign $6 Weekly Indexed by Ind. arts, P. A. I. S.

Paper trade journal; the international weekly of the paper and pulp industry. 10 E. 39th St., N. Y. $4 Thursdays

Personnel; the employment managers' bulletin. Box 543, Orange, N. J. Monthly

Playthings; a business monthly for toy men. 118 E. 28th St., N. Y. $2 Monthly
BUSINESS BOOKS

Periodicals — Continued


Poster; an illustrated monthly magazine devoted to poster advertising and poster art. 28 E. Jackson Boulevard, Chicago $2 1st of each month Indexed by Prentice-Hall

Pottery, glass & brass salesman; with which are consolidated Glass and pottery world, China, glass & pottery review, Pottery and glass. 126-128 Fifth Ave., N. Y. N. Y. City and Postal zones 1 and 2, $2; Postal zone 3, $2.25; Postal zones 4 and 5, $2.50; Postal zones 6 and 7, $2.75; Postal zone 8, $3 Weekly

Presto; the American music trade weekly. 407 S. Dearborn St., Chicago $2 Thursdays


Printers’ ink monthly. 185 Madison Ave., N. Y. $1, Canada and foreign $2 1st of each month Indexed by Bus. digest, Bus. data bur., Prentice-Hall

Public affairs information service; a cooperative clearing house of public affairs information; comprises:—Weekly bulletin; Bi-monthly cumulation of bulletin; Annual cumulated bulletin, bound. Public affairs information service, 938 University Ave., N. Y. Price on application to publisher.

Indexes periodicals, pamphlets, reports, government documents, etc., chiefly on business, social and legislative subjects; indexes typewritten material, bibliographies, etc., and furnishes copies at 5¢ per sheet, single space, plus 10¢ for each manuscript ordered; notes new organizations and gives advance notice of association meetings, maintains research department.

Public works. 243 W. 39th St., N. Y. $3 Weekly Indexed by Ind. arts, P. A. I. S.

Publishers’ weekly; the American book trade journal. 62 W. 45th St., N. Y. $5 Weekly Indexed by Bus. digest, Bus. data bur., Prentice-Hall


Quarterly statement of imported merchandise entered for consumption in the United States and duties collected thereon. Supt. of doc., Washington, D. C. 75¢ Quarterly

Raw material formerly “The Metal record and electroplater.” 114 Liberty St., N. Y. $3 15th of each month

Readers’ guide to periodical literature. 938-964 University Ave., N. Y. $1 Monthly

Real estate news. 155 N. Clark St., Chicago $2 Monthly

Real estate record and builders guide; devoted to real estate, building construction and building management in the metropolitan district. 119 W. 40th St., N. Y. $8 Saturdays Indexed by P. A. I. S.

Record. 156 Broadway, N. Y. $3 Monthly

Retail coalman; a consolidation of the Retail coal dealer, the Coalman, the Inland operator. (Retail) 1535 Monadnock Block, Chicago $1.50 1st of each month

Retail grocers’ advocate. (Retail) 47-51 Watts St., N. Y. $2.50 Fridays

Rock products. 342 S. Dearborn St., Chicago $2 Every other week

Russia; a journal of Russian and American foreign trade. 9 Hanover St., N. Y. 15¢ per copy Irregular Indexed by Bus. data bur.

Sales management; a monthly journal in the interest of better marketing. 608 S. Dearborn St., Chicago $2 Monthly Indexed by Bus. data bur., Prentice-Hall

Sample case; a monthly magazine for commercial travellers. Mount Morris, Ill. $1 Monthly Indexed by Prentice-Hall

Shoe and leather reporter. 166 Essex St., Boston $5 Thursdays

Shoe retailer. (Retail) 166 Essex St., Boston $3 Saturdays

Siberian opportunities; a monthly magazine of Russian-American relationship. Consulate of Russia, San Francisco Monthly

Signs of the times; the national journal of display advertising. 30 Opera Place, Cincinnati, Ohio $2 1st of each month Indexed by Prentice-Hall

Silk; with which is incorporated The silk reporter; an illustrated magazine pub-
Periodicals—Continued

Issued monthly in the interests of the producer and the buyer. 17 Madison Ave., N. Y. $2, Canada and foreign $3 Monthly Indexed by P. A. I. S.


South American journal and Brazil and River Plate mail; a weekly newspaper giving publicity to all matters affecting the prosperity and development of South and Central America. Mexico, etc. 309-312 Dashwood House, New Broad St., London, E. C. 30s Weekly Index appears in Jan. and Jly. issues.

Southern hardware and implement journal; a publication devoted to the interests of manufacturers and distributors of hardware, mill supplies and farm implements. (also Retail) Grant Building, Atlanta, Ga. $1 Monthly

Special libraries. 120 Peterborough St., The Fenway, Boston $4 Monthly except July and August Indexed by P. A. I. S., Bus. data bur.

Specialty salesman magazine, a national inspirational monthly for people who sell. 443 S. Dearborn St., Chicago $2 Monthly Indexed by Prentice-Hall

Spectator. 135 William St., N. Y. $4 Weekly Indexed by Prentice-Hall

State of N. Y. Dept. of labor, special bulletin, Albany, N. Y. Irregular


Steel and metal digest. 81 Fulton St., N. Y. U. S. and Mexico $2, Canada and foreign $2.50 Monthly

Stone; monthly publication devoted to the stone industry in all of its branches. 258 Broadway, N. Y. $2 10th of each month Index appears in Dec. issue.

(The) Street. 10 Cortlandt St., N. Y. $5, foreign $6 Weekly Indexed by Prentice-Hall


Tea and coffee trade journal. (also Retail) 79 Wall St., N. Y. $3 Monthly

Textile world journal. 334 Fourth Ave., N. Y. U. S. (east of the Mississippi) $3, U. S. (west of the Mississippi) $4 Saturdays Indexed by Ind. arts, Prentice-Hall

Times imperial and foreign trade supplement. Printing House Square and Play House Yard, London 3d a copy Saturdays

Total values of imports and exports of the United States. Supt. of doc., Washington, D. C. Monthly

Toys and novelties; a monthly journal for dealers, jobbers, importers and manufacturers of toys, dolls, games, amusement novelties and athletic goods. 215 S. Market St., Chicago $1 Monthly

Tractor world; published in the interest of the farm tractor industry, trade and user. Times Building, Pawtucket, R. I. U. S. and Mexico $2; Canada $3; foreign $4 Monthly

Traffic world; a working tool for traffic men, both industrial and railroad; a national journal of important transportation news; independent as between carrier and shipper. 418-430 S. Market St., Chicago $10 Saturdays Indexed by Bus. data bur., Prentice-Hall Separate index (Jan.-Je., Jly.-Dec.)

Transportation. 268 Pearl St., N. Y. $5 Monthly

Treasury decisions under the customs, internal-revenue, and other laws; including the decisions of the Board of general appraisers and the Court of customs appeals. Supt. of doc., Washington, D. C. $1.75 Weekly Indexed by Bus. digest, Bus. data bur.

U. S. government advertiser. P. O. Box 815, Washington, D. C. $10 Thursdays

Values of foreign coins. Supt. of doc., Washington, D. C. Quarterly

Wall Street journal. 44 Broad St., N. Y. $13 Twice daily, except Sundays Indexed by Bus. digest

Washington service bulletin. 30 Church St., N. Y. Every two weeks

Waste trade journal. 130 Lafayette St., N. Y. $4, Canada and foreign $5 Saturdays

Weekly report on the production and shipment of bituminous coal, and the

For “Directions for using this book” see page vii
Periodicals—Continued


World convention dates; an authoritative monthly bulletin of advance information; international, national, state and interstate conventions of fraternal, labor, trade organizations; religious, educational, musical, patriotic, learned societies; women's clubs, fairs and exhibitions. 25 W. 42nd St., N. Y. $15 Monthly

World's markets; a journal of information for all who are engaged in international trade. 290 Broadway, N. Y. $2.50 Monthly Indexed by P. A. I. S., Bus. data bur., Prentice-Hall

Youroveta review. 163 Broadway, N. Y. Free Monthly Indexed by P. A. I. S.

See also Advertising; House organs; Newspaper business

Bibliography

✓ Clark, A. W. Checklist of indexed periodicals. 99p 1917 H. W. Wilson Co. 958-964 University Ave., New York 90c


✓ Kane, W. R. 1001 places to sell manuscripts; the American writer's year book and directory to markets for manuscripts. 1915

See also subhead Directories under: House organs; Periodicals

Directories

In list under "Directories, Trade, etc." see No. 3, 18, 19, 20, 28, 29, 60, 104, 106, 137, 138, 161, 184, 185, 222

Mahin, J. L. Mahin's advertising data book; facts and statistics in condensed form for the man who has advertising and merchandising problems to solve. 1916

See also subhead Directories under: Advertising; House organs; Newspaper business

Foreign—Directories

In list under "Directories, Trade, etc." see No. 98, 160


Jones, C. Classified list of newspapers and periodicals of the United Kingdom. (In his Handbook of advertising, 1913, p. 87-133)

Wilcox, M. Newspapers and periodicals. (In his Encyclopedia of Latin America, 1917, p. 871-874)

See also Newspaper business (foreign)—Directories

Indexes

Pub., price, etc. for all entries, where frequency of publication (other than annual) is indicated, will be found in this book in list under "Periodicals."

American economic review. Quarterly, March, etc.

✓ Business books: an index to recent books and articles in magazines of interest to business men. Monthly

 ✓ Business data bureau service. Business data bureau, Merchants Bank Bldg., Indianapolis, Ind. $100 a year

Comprises—10 copies of Business data weekly; a bound quarterly cumulated volumes; or, monthly shipment of approximately 200 cards forming an index to general business magazines, new business books and pamphlets. Cards, as filed, automatically make a single cumulated index, and may be inter-filed in any catalog. Subscribers furnished with typewritten copies of indexed articles at 50c per page, with digest of articles at 50c per page, and original articles and books at prices listed in index.

Business digest and investment weekly. Weekly

Industrial arts index; a cumulative index to engineering and trade periodicals. Monthly except July and November

Industrial management; the engineering magazine. Monthly

Industrial news survey and supplement. Weekly


Municipal reference library notes. Weekly except July and August

Public affairs information service; a cooperative clearing house of public affairs information; comprises: Weekly bulletin; Bi-monthly cumulation of bulletin; Annual cumulated bulletin, bound. Public affairs information ser-
Periodicals—Indexes—Continued

vice, 958 University Ave, N. Y. Price on application to publisher

Indexes periodicals, pamphlets, reports, government documents, etc., chiefly on business, social and legislative subjects; indexes typewritten material, bibliographies, etc., and furnishes copies at $.05 per sheet, single space, plus $0.10 for each manuscript ordered; notes new organizations and gives advance notice of association meetings; maintains research department.

Readers' guide to periodical literature. Monthly
See also Newspapers—Indexes; also note under Periodicals

Salesmanship
See Salesmanship—Periodicals

Perpetual inventories. See Inventories

Perrigo, C. O. E.
Modern machine shop construction, equipment and management. 1906 Henley $5

Perry, L.
Millinery as a trade for women. 1916
Longmans $1.50

Persia

Directories
See lists under Directories—Foreign; Directories—Foreign, with subdivision for proper continent

Personal accounting. See Accounting—Personal

Personal efficiency in business. Purinton, E. E. 1919

Personal insurance. Zartman, L. W. 1914

Personnel. See Ability tests; Corporation schools; Employees; Employment problems; Executives—Training of; Factories—Training of employees; Labor turnover; Welfare work; also subhead Training employees in, under: Business; Commercial correspondence; Office work; Salesmanship

Personnel and employment problems in industrial management. Amer. acad. of pol. and soc. science 1916

Peru

Enock, C. R. Peru; its former and present civilization, history and existing conditions, topography and natural resources, commerce and general development; with an introd. by Martin Hume. 1908 (South American series)

Vivian, E. C. H. Peru: physical features, natural resources, means of communication, manufactures and industrial development. 1914 (South American handbooks)

See also Latin America; Latin America—Economic conditions—Periodicals; Law—Foreign; South America; Statistics

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See lists under Directories—Foreign; Directories—Foreign, with subdivision for proper continent

Petersson, C. E. W.
How to do business with Russia. 1917
Pitman $2.25

Petherbridge, M.
Technique of indexing. 1904 Secretarial $5

Petroleum industry

Bacon, R. F. American petroleum industry. 2v 1916

Guttenag, W. E. Petrol and petroleum spirits; a description of their sources, preparation, examination and uses; with a preface by Sir John Cadman. 1918

Lidgett, A. Petroleum. (Pitman's common commodities and industries)

Yearbook of the Oil, paint and drug reporter. Annual Oil, Paint and Drug Reporter, inc., 100 William St, N. Y. Free with subs. to magazine.

See also Commodities of commerce—Uses; Organization and administration; Prices (Market)—Petroleum; and other subdivisions of Prices (Market); Statistics—Manufactures; also notes on Sources of information under Trades

Cost accounts
See Cost accounts—Petroleum industry

Directories
In list under “Directories, Trade, etc.” see No. 172, 180

See also Jobbing, commission business, etc.—Directories—Petroleum industry also subhead Directories under: Manufacturers; Oil trade

Encyclopedias and dictionaries


See also Encyclopedias and dictionaries
Petroleum industry—Continued

Periodicals
National petroleum news. Wednesdays
Oil, paint and drug reporter. Mondays

Pharmacists. See subhead Directories under: Chemical and drug trade; Drug stores

Philippine islands
Miller, H. H. Economic conditions in the Philippines. 1913
Statistical bulletins. Dept. of commerce and communication—Bureau of commerce and industry, Manila, P. I.
Published irregularly, to furnish reliable data on the commercial and industrial development of the country.

Directories
See lists under Directories—Foreign; Directories—Foreign, with subdivision for proper continent

Philippovich von Philippiberg, E.

Phillips' mercantile marine atlas. 4th ed 1913 Philip 63s

Phillips, C. A.
Readings in money and banking. 1916
Macmillan $2.10

Phillips, E. F.
Beekeeping. 1917 Macmillan $2

Phillips, W. B.
How department stores are carried on. 1905 Dodd $1

Philosophy of accounts. Sprague, C. E.
1916

Philosophy of business. Francisco, A. B.
1916

Phonograph trade

Directories
See subhead Directories under: Manufacturers; Music trade; Talking machine trade

Phosphate trade
See also Commodities of commerce—Uses; Organization and administration; Prices (Market)—Fertilizer materials; also notes on Sources of information under Trades

Directories
In list under "Directories, Trade, etc." see No. 12
See also subhead Directories under: Fertilizer trade; Manufacturers

Photo-miniature
Photography in advertising. 1904 Tenant 25c

Photographer's business

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See Advertising—Photographer's business

Phraseological dictionary of commercial correspondence in the English and French languages. Scholl, C. 1911

Phraseological dictionary of commercial correspondence in the English and Spanish languages. Scholl, C. 1911

Physical and commercial geography. Gregory, H. E. 1910

Physicians' offices
See also Associations—Directories—Medical; Law—Medical; Organization and administration; also subhead Physicians' offices under: Accounting; Auditing

Directories
In list under "Directories, Trade, etc." see No. 19, 111, 116, 144, 185
See also Associations—Directories—Medical

Piano trade
See also Music trade; Organization and administration; Statistics—Manufactures; also notes on Sources of information under Trades

Advertising
See Advertising—Piano trade

Directories
In list under "Directories, Trade, etc." see No. 40, 100, 181
See also subhead Directories under: Manufacturers; Music trade; Organ trade

Periodicals
Music trades; devoted to the interests of the piano, organ, music and musical instrument trades of the U. S. Saturdays
Presto; the American music trade weekly. Thursdays

Salesmanship
See Salesmanship—Piano trade
BUSINESS BOOKS

Pierce, C. H.
Scientific salesmanship. 1906 Farnsworth $1
Pitfalls of speculation. Gibson, T. 1916
Pitman, Sir I., and sons, pubs.
Advanced bookkeeping. $1
Business terms, phrases and abbreviations. 4th ed 85c
Commercial atlas of the world. 1914 2s
Commercial correspondence and commercial English. 85c
Commercial correspondence in French. 85c
Commercial correspondence in German. 85c
Commercial geography of the world. 85c
Dictionary of commercial correspondence in English, French, German, Spanish and Italian. 1910 7s 6d
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Pitman’s mercantile correspondence: English. 90c
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Spanish business interviews. 50c
Pitman’s commercial encyclopedia. Slater, J. A. 4v 1912
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Pixley, F. W.
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Auditors; their duties and responsibilities. 2v 1910 Good 20s
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Seabrook, E. L. How to make the business pay; a practical treatise on business management for contractors in sheet metal work, plumbing, heating, electrical work, and building construc-
tion; with methods for ascertaining the cost of conducting business; estimating on contracts; bookkeeping; conducting collections and credits; publicity and business correspondence; securing and retaining custom. 1916
See also Building trades; Commodities of commerce—Uses; Organization and administration; Prices (Market), with subdivisions; also notes on Sources of information under Trades
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In list under “Directories, Trade, etc.” see No. 91
See also Jobbing, commission business, etc.—Directories—Plumbing trade; Manufacturers—Directories
Political economy. See Economics
Polk, R. W.
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Poor’s daily digest service. See under “Services”.
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Poor’s publishing co.
Manual. (Consolidation of Poor and Moody manuals) 3v Annual $40
v 1 Poor’s manual of railroads.
v 2 Moody’s manual of railroads and corporation securities; Public utility section.
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Poor’s classified investment holdings and Poor’s complete list of securities maturing (in three years succeeding date of publication). Annual $35
Population. See subhead Population under:
Maps; Statistics
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Port charges. See Ports—Directories
Porte, R. T.
How to figure costs in printing offices. 1914 Minnesota cost system co. $2
Porter, E. C., and Kennedy, P. B.
Export policies employed in certain lines. 1916 (Bus. tr. corp. Course in foreign trade, v. 3, pt. 2) Bus. tr. corp. Sold only in set $55

For “Directions for using this book” see page vii
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See also subhead Bibliography under: Commerce; Maps—Ports; Water transportation business

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In list under “Directories, Trade, etc.” see No. 30, 89, 93, 134, 188, 209
Coast pilots. Issued by Hydrographic office for ports outside the U. S.; issued by Coast and geodetic survey for ports of the U. S. For list and price, apply to Supt. of doc.
See also Docks—Directories

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See lists under Directories—Foreign; Directories—Foreign, with subdivision for proper continent

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Canada official postal guide. Supplements published monthly
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Postal laws and regulations of the U. S. of America. 1913 (U. S. Post office department) Supt. of doc. 75c
Supplementary inserts to the postal laws and regulations are published in the Monthly supplements to the U. S. official postal guide.
U. S. official postal guide. Annual, with monthly supplements. Post office department, Washington, D. C. $1, with supplements; 65c, without supplements
See also Parcel post—Rates
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Advertising
See Advertising—Pottery trade

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Cost of production in the pottery industry; summary of results. 43p 1914 (U. S. Bureau of foreign and domestic commerce. Miscellaneous series, no. 16) Supt. of doc. 10c

Pottery industry; report on the cost of production in the earthenware and china industries of the U. S., England, Germany and Austria. 769p 1915 (U. S. Bureau of foreign and domestic commerce. Miscellaneous series, no. 21) Supt. of doc. 50c
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Pottery, glass and brass salesman; with which are consolidated Glass and pottery world, China, glass and pottery review, Pottery and glass. Weekly

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Alphabetical list of commodities with names of foreign periodicals in which their prices appear.

Determination
See Cost accounts; Jobbing, commission business, etc.—Costs; Price maintenance; Retail stories—Costs; Sales—Costs; Tables, formulae, etc.; also subhead Costs under name of specific trade or business (for list of trades, see reference under Costs)

Prices (Market)
Frequency of publication appears twice in these entries:
1st entry—Frequency of periodical.
and entry—Frequency of appearance of prices.
Pub., etc., for all entries, where frequency of publication (other than annual) is indicated, will be found in this book in list under "Periodicals."

Automobiles
Automobile trade journal. Monthly Each issue

Batteries
See Prices (Market)—Electrical supplies and appliances

Beans and peas
Bradstreet's; a journal of trade, finance and public economy. Saturdays Each issue
Comercio. Monthly Each issue
Dun's review; a journal of finance and trade. Saturdays Each issue
Journal of commerce and commercial bulletin. Daily except Sundays and holidays Each issue
Monthly crop reporter. Monthly Each issue
Monthly labor review. Monthly Irregularly
New York commercial. Daily except Sunday Each issue
Standard daily trade service. Each Monday (For publisher, price, etc., see list in this book under "Services")

Beans and peas (Retail)
Monthly labor review. Monthly Irregularly

Bonds
See Investments—Quotations
Bone (waste)
Waste trade journal. Saturdays Each issue
See also Prices (Market)—Horns, hoofs and bones

Bones
See Prices (Market)—Horns, hoofs and bones

Boots and shoes
Monthly labor review. Monthly Irregularly
Monthly summary of foreign commerce of the United States. Monthly Each issue

Botanicals
See Prices (Market)—Drugs and botanicals

Bread
Bakers review (also Retail). Monthly Occasionally

Bread (Retail)
Bakers review (also Retail). Monthly Occasionally

Bread (Retail—Canada)
Labour gazette (Canada). Monthly Each issue

For "Directions for using this book" see page vii
Prices (Market)—Continued

Bread (Retail—Great Britain)
Labour gazette. Monthly Each issue

Bristles
Monthly summary of foreign commerce of the United States. Monthly Each issue

Building materials
American contractor; the business journal of construction. Saturdays Each issue
Brookmire's trade bulletin, Market policy section. Each month (In Brookmire's economic service. For publisher, price, etc., see list in this book under "Services").

Building supply news. Every other Tuesday Each issue

Financial review; finance, crops, railroads, trade, commerce. Annual
Monthly summary of foreign commerce of the United States. Monthly Each issue

Real estate record and building guide; devoted to real estate, building construction and building management in the metropolitan district. Saturdays Each issue

Rock products. Every other week Each issue
Standard list price section. In list under "Directories, Trade, etc." see No. 141

Building materials (Canada)
Building supply news. Every other Tuesday Each issue

Burlap
Brookmire's trade bulletin, Market policy section. Each month. (In Brookmire's economic service. For publisher, price, etc., see list in this book under "Services").

Dun's review; a journal of finance and trade. Saturday Each issue

India rubber world. 1st of each month Each issue

Waste trade journal. Saturdays Each issue

Canned goods—Fish
Journal of commerce and commercial bulletin. Daily except Sundays and holidays Each issue

Monthly summary of foreign commerce of the United States. Monthly Each issue

New York commercial. Daily except Sunday Each issue

Canned goods—Fish (Retail—Canada)
Labour gazette (Canada). Monthly Each issue

Canned goods—Fruit and vegetables
Comercio. Monthly Each issue

Journal of commerce and commercial bulletin. Daily except Sunday and holidays Each issue

New York commercial. Daily except Sunday Each issue

Canned goods—Fruit and vegetables (Retail—Canada)
Labour gazette (Canada). Monthly Each issue

Canned goods—Meats
Comercio. Monthly Each issue

Monthly summary of foreign commerce of the United States. Monthly Each issue

National provisioner. Saturdays Each issue

Canned goods—Vegetables
See Prices (Market)—Canned goods—Fruit and vegetables

Carpets and rugs
Monthly summary of foreign commerce of the United States. Monthly Each issue

See also Prices (Market)—Matting and mats

Cattle and calves
See Prices (Market)—Livestock

Cement
See Prices (Market)—Building materials

Cereal products
Journal of commerce and commercial bulletin. Daily except Sundays and holidays Each issue

New York commercial. Daily except Sunday Each issue

Cereals
See Prices (Market)—Grain
Prices (Market)—Continued

Chemicals
Brookmire’s trade bulletin, Market policy section. Each month (In Brookmire’s economic service. For publisher, price, etc., see list in this book under “Services”)

Chemical, color & oil daily. Daily Each issue

Druggists circular: a practical journal of pharmacy and general business organ for druggists. Monthly Each issue

Financial review; finance, crops, railroads, trade, commerce. Annual

Journal of commerce and commercial bulletin. Daily except Sundays and holidays Each issue

Monthly summary of foreign commerce of the United States. Monthly Each issue

New York commercial. Daily except Sunday Each issue

Oil, paint and drug reporter. Mondays Each issue

Yearbook of the Oil, paint and drug reporter. Annual Oil, Paint and Drug Reporter, inc., 100 William St., N. Y. Free with subs. to magazine.

Chemicals—Agricultural
See Prices (Market)—Fertilizer materials

Chemicals—Industrial
India rubber world. 1st of each month Each issue

Oil, paint and drug reporter. Mondays Each issue

Paint, oil and chemical review. Wednesdays Each issue

Yearbook of the Oil, paint and drug reporter. Annual Oil, Paint and Drug Reporter, inc., 100 William St., N. Y. Free with subs. to magazine.

Civil war and Reconstruction
See Prices (Market)—War—Civil

Coal
Financial review; finance, crops, railroads, trade, commerce. Annual

Monthly labor review. Monthly Irregularly

Monthly summary of foreign commerce of the United States. Monthly Each issue

Prices of coal and coke, 1913-1918. 115p
1910 (U. S. Geological survey) Supt. of doc. 5c


Coal (foreign)
Marine news. Monthly Each issue

Coal (Great Britain)
Statist. Saturdays Each issue

Coal (Retail)
Monthly labor review. Monthly Irregularly


Coal (Retail—Canada)
Labour gazette (Canada). Monthly Each issue

Coal tar products and intermediates
Chemical, color & oil daily. Daily Each issue

New York commercial. Daily except Sunday Each issue

Oil, paint and drug reporter. Mondays Each issue

Yearbook of the Oil, paint and drug reporter. Annual Oil, Paint and Drug Reporter, inc., 100 William St., N. Y. Free with subs. to magazine.

Textile world journal. Saturdays Each issue

Yearbook of the Oil, paint and drug reporter. Annual Oil, Paint and Drug Reporter, inc., 100 William St., N. Y. Free with subs. to magazine.

Cocoa
Brookmire’s trade bulletin, Market policy section. Each month (In Brookmire’s economic service. For publisher, price, etc., see list in this book under “Services”)

Comercio. Monthly Each issue

Journal of commerce and commercial bulletin. Daily except Sundays and holidays Each issue

Monthly summary of foreign commerce of the United States. Monthly Each issue

Tea and coffee trade journal. Monthly Each issue

Cocoa (Great Britain)
Statist. Saturdays Each issue

Times imperial and foreign trade supplement. Saturdays Each issue

For “Directions for using this book” see page vii
Prices (Market)—Continued

Coffee

Bradstreet's; a journal of trade, finance and public economy. Saturdays Each issue
Brookmire's trade bulletin, Market policy section. Each month (In Brookmire's economic service. For publisher, price, etc., see list in this book under "Services")

Comercio. Monthly Each issue

Commercial & financial chronicle. Weekly Each issue
Dun's review; a journal of finance and trade. Saturdays Each issue
Financial America. Daily except Sundays Each issue
Financial review; finance, crops, railroads, trade, commerce. Annual
Investor's pocket manual; current statistics, records and high and low prices of stocks and bonds of railroad, industrial and mining corporations, also grain, cotton, coffee and provisions. Monthly Each issue
Journal of commerce and commercial bulletin. Daily except Sundays and holidays Each issue
Monthly summary of foreign commerce of the United States. Monthly Each issue
New York commercial. Daily except Sunday. Each issue
Standard daily trade service. Each Monday (For publisher, price, etc., see list in this book under "Services")
(The) Street. Weekly. Each issue
Tea and coffee trade journal. Monthly Each issue

Coffee (Great Britain)

Statist. Saturdays Each issue
Times imperial and foreign trade supplement. Saturdays Each issue

Coffee (Retail—Canada)

Labour gazette (Canada). Monthly Each issue

Coke

Bradstreet's; a journal of trade, finance and public economy. Saturdays Each issue

Brookmire's trade bulletin, Market policy section. Each month (In Brookmire's economic service. For publisher, price, etc., see list in this book under "Services")

Financial review; finance, crops, railroads, trade, commerce. Annual
Iron age. Thursdays. Each issue
Monthly labor review. Monthly Irregularly

Prices of coal and coke, 1913-1918. 115p 1919 (U. S. Geological survey) Supt. of doc. 5c

Steel and metal digest. Monthly Each issue

Construction materials

See under Prices (Market) the following subheads; Building materials; Structural material

Cordwood (Retail—Canada)

Labour gazette (Canada). Monthly Each issue

Cordage

See Prices (Market)—Hemp, jute and rope

Cotton

Annalist; a magazine of finance, commerce and economics. Mondays Each issue
Brookmire's trade bulletin, Market policy section. Each month (In Brookmire's economic service. For publisher, price, etc., see list in this book under "Services")

Comercio. Monthly Each issue

Commerce and finance. Wednesdays Each issue
Commercial & financial chronicle. Weekly Each issue
Fibre and fabric. Saturdays Occasionally
Financial America. Daily except Sundays Each issue
Financial review; finance, crops, railroads, trade, commerce. Annual
International crop report and agricultural statistics. Saturday nearest to the 20th of the month. Each issue
Investor's pocket manual; current statistics, records and high and low prices of stocks and bonds of railroads, industrial and mining corporations, also grain, cotton, coffee and provisions. Monthly Each issue
Prices (Market)—Cotton—Continued

Journal of commerce and commercial bulletin. Daily except Sundays and holidays Each issue
Monthly crop reporter. Monthly Each issue
Monthly summary of foreign commerce of the United States. Monthly Each issue
Standard farm paper year book. Annual Wallace C. Richardson, inc., 381 Fourth Ave., N. Y.
(The) Street. Weekly Each issue
Textile world journal. Saturdays Each issue
Wholesale prices of leading articles in U. S. markets. 14p 1917 (U. S. Bureau of foreign and domestic commerce. Miscellaneous series, no. 52) Supt. of doc. 5c

Cotton (Great Britain)
Statist. Saturdays Each issue
Times imperial and foreign trade supplement. Saturdays Each issue

Cotton (most countries)
International crop report and agricultural statistics. Saturday nearest to the 20th of the month Each issue

Cotton goods
Bradstreet’s; a journal of trade, finance and public economy. Saturdays Each issue
Brookmire’s trade bulletin, Market policy section. Each month (In Brookmire’s economic service. For publisher, price, etc., see list in this book under “Services”) Comercio. Monthly Each issue

Commercial & financial chronicle. Weekly Each issue
Dun’s review; a journal of finance and trade. Saturdays Each issue
Fibre and fabric. Saturdays Occasionally
Financial review; finance, crops, railroads, trade, commerce. Annual
India rubber world. 1st of each month Each issue
Investor’s pocket manual; current statistics, records and high and low prices of stocks and bonds of railroad, industrial and mining corporations, also grain, cotton, coffee and provisions. Monthly Each issue

Journal of commerce and commercial bulletin. Daily except Sundays and holidays Each issue
Monthly labor review. Monthly Irregularly
Monthly summary of foreign commerce of the United States. Monthly Each issue
New York commercial. Daily except Sunday Each issue
Standard daily trade service. Each Monday (For publisher, price, etc., see list in this book under “Services”)
Textile world journal. Saturdays Each issue

Cotton goods (Retail)
Monthly labor review. Monthly Irregularly

Cotton seed oil
Bradstreet’s; a journal of trade, finance and public economy. Saturdays Each issue
Brookmire’s trade bulletin, Market policy section. Each month (In Brookmire’s economic service. For publisher, price, etc., see list in this book under “Services”)

Chemical, color & oil daily. Daily Each issue
Comercio. Monthly Each issue
Commercial & financial chronicle. Weekly Each issue
Financial America. Daily except Sundays Each issue

Financial review; finance, crops, railroads, trade, commerce. Annual
India rubber world. 1st of each month Each issue
Journal of commerce and commercial bulletin. Daily except Sundays and holidays Each issue
Monthly summary of foreign commerce of the United States. Monthly Each issue
National provisioner. Saturdays Each issue

For “Directions for using this book” see page vii
Prices (Market)—Cotton seed oil—Cont
Wholesale prices of leading articles in U. S. markets, 1 Apr 1917 (U. S. Bureau of foreign and domestic commerce. Miscellaneous series, no. 52) Supt. of doc. 5c

Cotton seed oil (Great Britain)
Times imperial and foreign trade supplement. Saturdays Each issue

Cotton waste
See Prices (Market)—Waste

Cotton yarn
Fibre and fabric. Saturdays Each issue
Journal of commerce and commercial bulletin. Daily except Sundays and holidays Each issue
Monthly labor review. Monthly Irregularly

New York commercial. Daily except Sunday Each issue
Silk: with which is incorporated The silk reporter; an illustrated magazine published monthly in the interests of the producer and the buyer. Monthly Occasionally
Textile world journal. Saturdays Each issue

Curing materials
National provisioner. Saturdays Each issue

Dairy products
Bradstreet’s; a journal of trade, finance and public economy. Saturdays Each issue
Comercio. Monthly Each issue
Dun’s review; a journal of finance and trade. Saturdays Each issue
Financial review; finance, crops, railroads, trade, commerce. Annual
Journal of commerce and commercial bulletin. Daily except Sundays and holidays Each issue
Monthly crop reporter. Monthly Each issue
Monthly labor review. Monthly Irregularly
Monthly summary of foreign commerce of the United States. Monthly Each issue
New York commercial. Daily except Sunday Each issue
Standard daily trade service. Each Monday (For publisher, price, etc., see list in this book under “Services”)
Standard farm paper year book. Annual Wallace C. Richardson, inc., 381 Fourth Ave., N. Y.

Dairy products (Great Britain)
Times imperial and foreign trade supplement. Saturdays Each issue

Dairy products (Retail)
Monthly labor review. Monthly Irregularly

Dairy products (Retail—Canada)
Labour gazette (Canada). Monthly Each issue

Dairy products (Retail—Great Britain)
Labour gazette. Monthly Each issue

Drugs and botanicals
Chemical, color & oil daily. Daily Each issue
Comercio. Monthly Each issue
Druggists circular; a practical journal of pharmacy and general business organ for druggists. Monthly Each issue
Journal of commerce and commercial bulletin. Daily except Sundays and holidays Each issue
New York commercial. Daily except Sunday Each issue
Oil, paint and drug reporter. Mondays Each issue
Yearbook of the Oil, paint and drug reporter. Annual Oil, Paint and Drug Reporter, inc., 100 William St., N. Y. Free with subs. to magazine.

Dry goods
See under Prices (Market) the following subheads: Cotton goods; Silk; Woolen goods

Dye stuffs
American hatter. Monthly Each issue
Chemical, color & oil daily. Daily Each issue
Comercio. Monthly Each issue
Prices (Market)—Dyestuffs—Continued
Dun's review; a journal of finance and trade. Saturdays Each issue
Fibre and fabric. Saturdays Each issue
Journal of commerce and commercial bulletin. Daily except Sundays and holidays Wednesday and Saturday issues
New York commercial. Daily except Sunday Each issue
Oil, paint and drug reporter. Mondays Each issue
Shoe and leather reporter. Thursdays Each issue
Silk; with which is incorporated The silk reporter; an illustrated magazine published monthly in the interests of the producer and the buyer. Monthly Each issue
10 years comparison leather and hides; Country hides; Packer hides each month for seven years. In list under "Directories, Trade, etc." see No. 211
Textile world journal. Saturdays Each issue
Yearbook of the Oil, paint and drug reporter. Annual Oil, Paint and Drug Reporter, inc., 100 William St., N. Y. Free with subs. to magazine.
See also Prices (Market)—Tanning materials

Electrical supplies and appliances
Electrical world. Weekly Each issue, full tables at intervals.
Motor record. Monthly Each issue
European war
See Prices (Market)—War—Civil; Prices (Market)—War—European (most countries)

Feed
See Prices (Market)—Hay, straw and feed

Fertilizer materials
Brookmire's trade bulletin, Market policy section. Each month. (In Brookmire's economic service. For publisher, price, etc., see list in this book under "Services")
Chemical, color & oil daily. Daily Each issue
Dun's review; a journal of finance and trade. Saturdays Each issue
Journal of commerce and commercial bulletin. Daily except Sundays and holidays Each issue

Monthly summary of foreign commerce of the United States. Monthly Each issue
National provisioner. Saturdays Each issue
New York commercial. Daily except Sunday Each issue
Oil, paint and drug reporter. Mondays Each issue
Yearbook of the Oil, paint and drug reporter. Annual Oil, Paint and Drug Reporter, inc., 100 William St., N. Y. Free with subs. to magazine.

Fertilizer materials (Great Britain)
Times imperial and foreign trade supplement. Saturdays Each issue

Fibers
See under Prices (Market) the following subheads: Flax; Hemp, jute and rope

Fish (Retail—Canada)
Labour gazette (Canada). Monthly Each issue

Fish (Retail—Great Britain)
Labour gazette. Monthly Each issue

Fish—Salted, cured and preserved
Comercio. Monthly Each issue
Dun's review; a journal of finance and trade. Saturdays Each issue
Financial review; finance, crops, railroads, trade, commerce. Annual
Journal of commerce and commercial bulletin. Daily except Sundays and holidays Wednesday and Saturday issues
Monthly summary of foreign commerce of the United States. Monthly Each issue
Standard daily trade service. Each Monday (For publisher, price, etc., see list in this book under "Services")
See also Prices (Market)—Canned goods—Fish

Fish—Salted, cured and preserved (Retail—Canada)
Labour gazette (Canada). Monthly Each issue

Flavoring materials
See under Prices (Market) the following subheads: Drugs and botanicals; Oils—Essential
Prices (Market)—Continued

Flax
Monthly summary of foreign commerce of the United States. Monthly Each issue

Flax (Canada)
Monthly bulletin of agricultural statistics. Monthly In most issues

Flax (Great Britain)
Statist. Saturdays Each issue
Times imperial and foreign trade supplement. Saturdays Each issue

Flaxseed
See Prices (Market)—Oilseeds, cake, meal and copra

Flour
Bakers weekly. Saturdays Each issue
Bradstreet’s; a journal of trade, finance, and public economy. Saturdays Each issue

Brookmire’s trade bulletin, Market policy section. Each month (In Brookmire’s economic service. For publisher, price, etc., see list in this book under “Services”)

Commerce and finance. Wednesdays Each issue
Commercial & financial chronicle. Weekly Each issue

Dun’s review; a journal of finance and trade. Saturdays Each issue

Financial review; finance, crops, railroads, trade, commerce. Annual

Journal of commerce and commercial bulletin. Daily except Sundays and holidays Each issue

Monthly labor review. Monthly Irregularly

Monthly summary of foreign commerce of the United States. Monthly Each issue

New York commercial. Daily except Sunday Each issue

Standard daily trade service. Each Monday (For publisher, price, etc., see list in this book under “Services”)


Flour (Retail—Great Britain)
Labour gazette. Monthly Each issue

Fruit
Bradstreet’s; a journal of trade, finance and public economy. Saturdays Each issue

Comercio. Monthly Each issue

Dun’s review; a journal of finance and trade. Saturdays Each issue

Journal of commerce and commercial bulletin. Daily except Sundays and holidays Each issue

Monthly crop reporter. Monthly Each issue

Monthly summary of foreign commerce of the United States. Monthly Each issue

New York commercial. Daily except Sunday Each issue

Standard daily trade service. Each Monday (For publisher, price, etc., see list in this book under “Services”)

Standard farm paper year book. Annual Wallace C. Richardson, inc., 381 Fourth Ave., N. Y.

Fruit—Canned
See Prices (Market)—Canned goods—Fruit and vegetables

Fruit—Dried and evaporated
Bradstreet’s; a journal of trade, finance and public economy. Saturdays Each issue

Brookmire’s trade bulletin, Market policy section. Each month (In Brookmire’s economic service. For publisher, price, etc., see list in this book under “Services”)

Comercio. Monthly Each issue

Dun’s review; a journal of finance and trade. Saturdays Each issue

Journal of commerce and commercial bulletin. Daily except Sundays and holidays Each issue

New York commercial. Daily except Sunday Each issue

Fruit—Dried and evaporated (Retail—Canada)
Labour gazette (Canada). Monthly Each issue

Furs
American hatter. Monthly Each issue
Hide and leather. Weekly Each issue
Waste trade journal. Saturdays Each issue
Prices (Market)—Continued

**Gasoline and naphthas**

Journal of commerce and commercial bulletin. Daily except Sundays and holidays Each issue
Monthly labor review. Monthly Irregularly
Monthly summary of foreign commerce of the United States. Monthly Each issue
National petroleum news. Wednesdays Each issue
New York commercial. Daily except Sunday Each issue
Oil, paint and drug reporter. Mondays Each issue
Report on the prices and marketing practices covering the distribution of gasoline and kerosene throughout the U. S. 30p 1919 (U. S. Fuel administration Oil division) U. S. Fuel Administration, Washington, D. C.
Wholesale prices of leading articles in U. S. markets, 14p 1917 (U. S. Bureau of foreign and domestic commerce. Miscellaneous series, no. 52) Supt. of doc. 5c
Yearbook of the Oil, paint and drug reporter. Annual Oil, Paint and Drug Reporter, inc., 100 William St., N. Y. Free with subs. to magazine.
See also Prices (Market)—Oils—Fuel and gas

**Glass—Plate**

Standard list price section. In list under “Directories, Trade, etc.” see No. 141

**Glass—Window**

Oil, paint and drug reporter. Mondays Each issue
Real estate record and builders guide; devoted to real estate, building construction and building management in the metropolitan district. Saturdays Each issue
Standard list price section. In list under “Directories, Trade, etc.” see No. 141
Yearbook of the Oil, paint and drug reporter, Annual Oil, Paint and Drug Reporter, inc., 100 William St., N. Y. Free with subs to magazine.

**Glues**

Oil, paint and drug reporter. Mondays Each issue
Paint, oil and chemical review. Wednesdays Each issue
Yearbook of the Oil, paint and drug reporter. Annual Oil, Paint and Drug Reporter, inc., 100 William St., N. Y. Free with subs. to magazine.

**Grain**

Bakers weekly. Saturdays Each issue
Bradstreet’s; a journal of trade, finance and public economy. Saturdays Each issue
Brookmire’s trade bulletin, Market policy section. Each month (In Brookmire’s economic service. For publisher, price, etc., see list in this book under “Services”)
Comercio. Monthly Each issue
Commerce and finance. Wednesdays Each issue
Commercial & financial chronicle. Weekly Each issue
Dun’s review; a journal of finance and trade. Saturdays Each issue
Financial America. Daily except Sundays Each issue
Financial review; finance, crops, railroads, trade, commerce. Annual
International crop report and agricultural statistics. Saturday nearest to the 20th of the month Each issue
Investor’s pocket manual; current statistics, records and high and low prices of stocks and bonds of railroad, industrial and mining corporations, also grain, cotton, coffee and provisions. Monthly Each issue
Journal of commerce and commercial bulletin. Daily except Sundays and holidays Each issue
Monthly crop reporter. Monthly Each issue
Monthly labor review. Monthly Irregularly
Monthly summary of foreign commerce of the United States. Monthly Each issue
Standard daily trade service. Each Monday (For publisher, price, etc., see list in this book under “Services”)
Standard farm paper year book. Annual Wallace C. Richardson, inc., 381 Fourth Ave., N. Y.
(The) Street. Weekly Each issue

For “Directions for using this book” see page vii
Prices (Market)—Grain—Continued
Wholesale prices of leading articles in U. S. markets. 14p 1917 (U. S. Bureau of foreign and domestic commerce. Miscellaneous series, no. 52) Supt. of doc. 5c

See also under Prices (Market) the following subheads: Cereal products; Flour
Grain (Canada)
Monthly bulletin of agricultural statistics. Monthly In most issues
Grain (Great Britain)
Monthly bulletin of agricultural statistics. Monthly In most issues
Statist. Saturdays Each issue
Times imperial and foreign trade supplement. Saturdays Each issue
Grain (most countries)
International crop report and agricultural statistics. Saturday nearest to the 20th of the month Each issue

Gravel
See Prices (Market)—Sand and gravel
Grease, lard, stearines and tallow
Bradstreet's; a journal of trade, finance and public economy. Saturdays Each issue
Comercio. Monthly Each issue
Commerce and finance. Wednesdays Each issue
Commercial & financial chronicle. Weekly Each issue
Financial America. Daily except Sundays Each issue
Financial review; finance, crops, railroads, trade, commerce. Annual
Hide and leather. Weekly Each issue
Investor's pocket manual; current statistics, records and high and low prices of stocks and bonds of railroad, industrial and mining corporations, also grain, cotton, coffee and provisions. Monthly Each issue
Journal of commerce and commercial bulletin. Daily except Sundays and holidays Each issue

National provisioner. Saturdays Each issue
New York commercial. Daily except Sunday Each issue
Oil, paint and drug reporter. Mondays Each issue
Shoe and leather reporter. Thursdays Each issue
10 years comparison leather and hides; Country hides; Packer hides each month for seven years. In list under "Directories, Trade, etc." see No. 211
Wholesale prices of leading articles in U. S. markets. 14p 1917 (U. S. Bureau of foreign and domestic commerce. Miscellaneous series, no. 52) Supt. of doc. 5c
Yearbook of the Oil, paint and drug reporter. Annual Oil, Paint and Drug Reporter, inc., 100 William St., N. Y. Free with subs. to magazine.

Groceries
Bradstreet’s; a journal of trade, finance and public economy. Saturdays Each issue
Journal of commerce and commercial bulletin. Daily except Sundays and holidays Each issue
Monthly labor review. Monthly Irregularly
New York commercial. Daily except Sunday Each issue
See also Prices (Market), followed by name of article or group
Groceries (Great Britain)
Statist. Saturdays Each issue

Groceries (Retail)
Monthly labor review. Monthly Irregularly

Groceries (Retail—Canada)
Labour gazette (Canada). Monthly Each issue

Hay, straw and feed
Bradstreet’s; a journal of trade, finance and public economy. Saturdays Each issue
Brookmire's trade bulletin, Market policy section. Each month (In Brook-
Prices (Market)—Hay, straw and feed

—Continued

Brookmire's economic service. For publisher, price, etc., see list in this book under "Services"

Comercio. Monthly Each issue

Financial review; finance, crops, railroads, trade, commerce. Annual

Journal of commerce and commercial bulletin. Daily except Sundays and holidays. Each issue

Monthly crop reporter. Monthly Each issue

Monthly summary of foreign commerce of the United States. Monthly Each issue

New York commercial. Daily except Sunday. Each issue

Standard daily trade service. Each Monday. (For publisher, price, etc., see list in this book under "Services")

Hay, straw and feed (Great Britain)

Statist. Saturdays Each issue

Times imperial and foreign trade supplement. Saturdays Each issue

Hemp, jute and rope

Brookmire's trade bulletin, Market policy section. Each month (In Brookmire's economic service. For publisher, price, etc., see list in this book under "Services")

Comercio. Monthly Each issue

Dun's review; a journal of finance and trade. Saturdays Each issue

Financial review; finance, crops, railroads, trade, commerce. Annual

Journal of commerce and commercial bulletin. Daily except Sundays and holidays. Each issue

Monthly summary of foreign commerce of the United States. Monthly Each issue

New York commercial. Daily except Sundays. Each issue

Paper; a weekly technical journal for paper and pulp mills. Weekly Each issue

Paper trade journal; the international weekly of the paper and pulp industry. Thursdays. Each issue

Wholesale prices of leading articles in U. S. markets. 14p 1917 (U. S. Bureau of foreign and domestic commerce. Miscellaneous series, no. 52) Supt. of doc. 5c

See also Prices (Market)—Burlap

Hemp, jute and rope (Great Britain)

Statist. Saturdays. Each issue

Times imperial and foreign trade supplement. Saturdays Each issue

Hides and skins

Annalist; a magazine of finance, commerce and economics. Mondays. Each issue

Boot and shoe recorder. Saturdays. Each issue

Bradstreet's; a journal of trade, finance and public economy. Saturdays. Each issue

Brookmire's trade bulletin, Market policy section. Each month (In Brookmire's economic service. For publisher, price, etc., see list in this book under "Services")

Comercio. Monthly. Each issue

Dun's review; a journal of finance and trade. Saturdays. Each issue

Hide and leather. Weekly. Each issue


Monthly summary of foreign commerce of the United States. Monthly Each issue

Shoe and leather reporter. Thursdays. Each issue

Standard daily trade service. Each Monday. (For publisher, price, etc., see list in this book under "Services")

10 years comparison leather and hides; Country hides; Packer hides each month for seven years. In list under "Directories, Trade, etc." see No. 211

Waste trade journal. Saturdays. Each issue

Wholesale prices of leading articles in U. S. markets. 14p 1917 (U. S. Bureau of foreign and domestic commerce. Miscellaneous series, no. 52) Supt. of doc. 5c

Wholesale prices series. Annual (U. S. Bureau of labor statistics) Supt. of doc. See also Prices (Market)—Furs

Hides and skins (Great Britain)

Statist. Saturdays. Each issue

Hogs

See Prices (Market)—Livestock
**BUSINESS BOOKS**

Prices (Market)—Continued

**Honey**
Comercio. Monthly Each issue
Journal of commerce and commercial bulletin. Daily except Sundays and holidays Each issue

**Hoofs**
See Prices (Market)—Horns, hoofs and bones

**Hops and malt**
Bradstreet's; a journal of trade, finance and public economy. Saturdays Each issue
Financial review; finance, crops, railroads, trade, commerce. Annual
Journal of commerce and commercial bulletin. Daily except Sundays and holidays Each issue
Monthly crop reporter. Monthly Each issue
Monthly summary of foreign commerce of the United States. Monthly Each issue
New York commercial. Daily except Sundays Each issue

**Hops and malt (Great Britain)**
Statist. Saturdays Each issue

**Horns, hoofs and bones**
Comercio. Monthly Each issue
National provisioner. Saturdays Each issue

**Ink—Printer’s**
Comercio. Monthly Each issue

**Iron and steel**
American metal market and daily iron and steel report. Daily except Saturday Each issue
Annalist; a magazine of finance, commerce and economics. Mondays. Each issue
Bradstreet's; a journal of trade, finance and public economy. Saturdays Each issue
Brookmire's trade bulletin, Market policy section. Each month (In Brookmire's economic service. For publisher, price, etc., see list in this book under "Services")
Commerce and Finance. Wednesdays Each issue
Commercial & Financial chronicle. Weekly Each issue

Dun's review; a journal of finance and trade. Saturdays Each issue
Financial review: finance, crops, railroads, trade, commerce. Annual
Iron age. Thursdays Each issue
Journal of commerce and commercial bulletin. Daily except Sundays and holidays Each issue
Metal statistics. Annual
Monthly labor review. Monthly Irregularly
Monthly summary of foreign commerce of the United States. Monthly Each issue
New York commercial. Daily except Sundays Each issue
Standard daily trade service. Each Monday (For publisher, price, etc., see list in this book under "Services")
Steel and metal digest. Monthly Each issue
(The) Street. Weekly Each issue
Waste trade journal. Saturdays Each issue
Wholesale prices of leading articles in U. S. markets. 14p 1917 (U. S. Bureau of foreign and domestic commerce. Miscellaneous series, no. 52) Supt. of doc. 5c

**Iron and steel (Great Britain)**
Statist. Saturdays Each issue
Times imperial and foreign trade supplement. Saturdays Each issue

**Iron and steel—Products**
American metal market and daily iron and steel report. Daily except Saturday Each issue
Automobile trade journal. Monthly Each issue
Bradstreet's; a journal of trade, finance and public economy. Saturdays Each issue
Commercial car journal. 15th of each month Each issue
Dun's review; a journal of finance and trade. Saturdays Each issue
Iron age. Thursdays Each issue
Journal of commerce and commercial bulletin. Daily except Sundays and holidays Each issue
Marine news. Monthly Each issue
Prices (Market)—Iron and steel—Cont
Metal statistics. Annual
Standard list price section. In list under "Directories, Trade, etc." see No. 141
Steel and metal digest. Monthly Each issue
Waste trade journal. Saturdays Each issue
See also under Prices (Market) the following subheads: Iron and steel—Scrap; Steel wool; Structural material
Iron and steel—Scrap
American metal market and daily iron and steel report. Daily except Saturdays Each issue
Bradstreet's; a journal of trade, finance and public economy. Saturdays Each issue
Iron age. Thursdays Each issue
Journal of commerce and commercial bulletin. Daily except Sundays and holidays Each issue
New York commercial. Daily except Sundays Each issue
Steel and metal digest. Monthly Each issue
Waste trade journal. Saturdays Each issue
Iron and steel—Scrap (Canada)
Waste trade journal. Saturdays Each issue
Junk
See under Prices (Market) the following subheads: Iron and steel—Scrap; Metals—Scrap; Rubber—Scrap; Waste
Jute
See Prices (Market)—Hemp, jute and rope
Kerosene
See Prices (Market)—Oils—Fuel and gas
Leather
Bradstreet's; a journal of trade, finance and public economy. Saturdays Each issue
Brookmire's trade bulletin, Market policy section. Each month (In Brookmire's economic service. For publisher, price, etc., see list in this book under "Services")
Comercio. Monthly Each issue
Dun's review; journal of finance and trade. Saturdays Each issue
Financial review; finance, crops, railroads, trade, commerce. Annual
Hide and leather. Weekly Each issue
Journal of commerce and commercial bulletin. Daily except Sundays and holidays Each issue
Monthly labor review. Monthly Irregularly
Shoe and leather reporter. Thursdays Each issue
Standard daily trade service. Each Monday (For publisher, price, etc., see list in this book under "Services")
Wholesale prices of leading articles in U. S. markets. 149 1917 (U. S. Bureau of foreign and domestic commerce. Miscellaneous series, no. 52) Supt. of doc. 5c
Wholesale prices series. Annual (U. S. Bureau of labor statistics) Supt. of doc. Leather (Great Britain)
Statist. Saturdays Each issue
Leather—Fancy
Hide and leather. Weekly Each issue
Shoe and leather reporter. Thursdays Each issue
10 years comparison leather and hides; Country hides; Packer hides each month for seven years. In list under "Directories, Trade, etc." see No. 211
Leather—Glove
Hide and leather. Weekly Each issue
Shoe and leather reporter. Thursdays Each issue
10 years comparison leather and hides; Country hides; Packer hides each month for seven years. In list under "Directories, Trade, etc." see No. 211
Leather—Harness
Harness gazette; devoted to the interests of harness makers throughout the U. S. and Canada. Monthly Each issue
Shoe and leather reporter. Thursdays Each issue
10 years comparison leather and hides; Country hides; Packer hides each month for seven years. In list under "Directories, Trade, etc." see No. 211
Leather—Shoe
Boot and shoe recorder. Saturdays Each issue

For "Directions for using this book" see page vii
Prices (Market)—Leather—Shoe—Cont
Hide and leather. Weekly Each issue
Monthly summary of foreign commerce
of the United States. Monthly Each issue
Shoe and leather reporter. Thursdays Each issue
10 years comparison leather and hides;
Country hides; Packer hides each month for seven years. In list under
“Directories, Trade, etc.” see No. 211

Linseed
See Prices (Market)—Oilseeds, cake, meal and copra

Linseed oil
Bradstreet’s; a journal of trade, finance
and public economy. Saturdays Each issue
Brookmire’s trade bulletin, Market policy
section. Each month (In Brookmire’s
economic service. For publisher, price,
etc., see list in this book under
“Services”)
Chemical, color & oil daily. Daily Each issue
Comercio. Monthly Each issue
Commercial & financial chronicle. Weekly Each issue
Financial review; finance, crops, railroads,
trade, commerce. Annual
Hide and leather. Weekly Each issue
India rubber world. 1st of each month Each issue
Journal of commerce and commercial bul-
letin. Daily except Sundays and holi-
days Each issue
National petroleum news. Wednesdays Each issue
National provisioner. Saturdays Each issue
New York commercial. Daily except Sundays Each issue
Paint, oil and chemical review. Wednes-
days Each issue
Real estate record and builders guide;
devoted to real estate, building con-
struction and building management in the
metropolitan district. Saturdays Each issue
Shoe and leather reporter. Thursdays Each issue
10 years comparison leather and hides;
Country hides; Packer hides each month

Linenseed oil (Great Britain)
Times imperial and foreign trade supple-
ment. Saturdays Each issue

Livestock
Bradstreet’s; a journal of trade, finance
and public economy. Saturdays Each issue
Brookmire’s trade bulletin, Market policy
section. Each month (In Brookmire’s
economic service. For publisher, price,
etc., see list in this book under
“Services”)
Dun’s review; a journal of finance and
trade. Saturdays Each issue
Journal of commerce and commercial bul-
letin. Daily except Sundays and holi-
days Each issue
Monthly crop reporter. Monthly Each issue
Monthly labor review. Monthly Irregu-
larly
National provisioner. Saturdays Each issue
New York commercial. Daily except Sundays Each issue
Standard daily trade service. Each Mon-
day (For publisher, price, etc., see list
in this book under “Services”)
Standard farm paper year book. An-
ual Wallace C. Richardson, inc., 381
Fourth Ave., N. Y.
Wholesale prices of leading articles in
U. S. markets. 14p 1917 (U. S. Bureau
of foreign and domestic commerce.
Miscellaneous series, no. 52) Supt. of
doc. 5c
Wholesale prices series. Annual (U. S.
Bureau of labor statistics) Supt. of doc.

Lumber
American contractor; the business jour-
nal of construction. Saturdays Each issue
American lumberman. Weekly Each issue
Brookmire’s trade bulletin, Market policy
section. Each month (In Brookmire’s
economic service. For publisher, price,
etc., see list in this book under
“Services.”)
Comercio. Monthly Each issue
Dun’s review; a journal of finance and
trade. Saturdays Each issue
Prices (Market)—Lumber—Continued
Real estate record and builders guide; devoted to real estate, building construction and building management in the metropolitan district. Saturdays Each issue

Lumber—Products
American lumberman. Weekly Each issue
Monthly summary of foreign commerce of the United States. Monthly Each issue
See also Prices (Market)—Cord wood (Retail—Canada)

Macaroni
See Prices (Market)—Groceries
Malt
See Prices (Market)—Hops and malt

Matting and mats
Monthly summary of foreign commerce of the United States. Monthly Each issue

Meats
Bradstreet’s; a journal of trade, finance and public economy. Saturdays Each issue
Brookmire’s trade bulletin, Market policy section. Each month (In Brookmire’s economic service. For publisher, price, etc., see list in this book under “Services”)
Comercio. Monthly Each issue
Commerce and finance. Wednesdays Each issue
Commercial & financial chronicle. Weekly Each issue
Dun’s review; a journal of finance and trade. Saturdays Each issue
Financial America. Daily except Sundays Each issue
Financial review; finance, crops, railroads, trade, commerce. Annual
Investor’s pocket manual; current statistics, records and high and low prices of stocks and bonds of railroad, industrial and mining corporations, also grain, cotton, coffee and provisions. Monthly Each issue
Journal of commerce and commercial bulletin. Daily except Sundays and holidays Each issue
Monthly labor review. Monthly Irregularly

Monthly summary of foreign commerce of the United States. Monthly Each issue

National provisioner. Saturdays Each issue
New York commercial. Daily except Sundays Each issue

Standard daily trade service. Each Monday (For publisher, price, etc., see list in this book under “Services”)
Whole sale prices of leading articles in U. S. markets. 14p 1917 (U. S. Bureau of foreign and domestic commerce. Miscellaneous series, no. 52) Supt. of doc. 5c

Meats (Great Britain)
Statist. Saturdays Each issue

Meats (Retail)
Monthly labor review. Monthly Irregularly

Meats (Retail—Canada)
Labour gazette (Canada). Monthly Each issue

Meats (Retail—Great Britain)
Labour gazette. Monthly Each issue

Meats—Canned
See Prices (Market)—Canned goods

Meats—Products
National provisioner. Saturdays Each issue
New York commercial. Daily except Sundays Each issue

Meats—Salted, smoked, dried, etc.
Comercio. Monthly Each issue
Monthly labor review. Monthly Irregularly
Monthly summary of foreign commerce of the United States. Monthly Each issue
National provisioner. Saturdays Each issue
See also Prices (Market)—Canned goods—Meats

For “Directions for using this book” see page vii
**BUSINESS BOOKS**

Prices (Market)  Continued

Metals—Salted, smoked, dried, etc.
(Retail)

Monthly labor review. Monthly Irregularly
Retail prices and cost of living series.
Annual (U. S. Bureau of labor statistics) Supt. of doc.

Metals—Salted, cured, dried, etc.
(Retail—Canada)

Labour gazette (Canada). Monthly Each issue

**Metals**

American metal market and daily iron and steel report. Daily except Saturdays Each issue
Annalist; a magazine of finance, commerce and economics. Mondays Each issue
Automobile trade journal. Monthly Each issue
Bradstreet’s; a journal of trade, finance and public economy. Saturdays Each issue
Brookmire’s trade bulletin, Market policy section. Each month (In Brookmire’s economic service. For publisher, price, etc., see list in this book under “Services”) Commerce and finance. Wednesdays Each issue
Commercial & financial chronicle. Weekly Each issue
Commercial car journal. 15th of each month Each issue
Dun’s review; a journal of finance and trade. Saturdays Each issue
Electrical world. Weekly Each issue
Financial America. Daily except Sundays Each issue
Financial review; finance, crops, railroads, trade, commerce. Annual
Iron age. Thursdays. Each issue
Journal of commerce and commercial bulletin. Daily except Sundays and holidays Each issue
Marine news. Monthly Each issue
Metal statistics. Annual
Monthly labor review. Monthly Irregularly
Monthly summary of foreign commerce of the United States. Monthly Each issue

New York commercial. Daily except Sundays Each issue
Oil, paint and drug reporter. Mondays Each issue
Prices tables. In list under “Directories, Trade, etc.” see No. 148
Standard daily trade service. Each Monday (For publisher, price, etc., see list in this book under “Services”) Standard list price section. In list under “Directories, Trade, etc.” see No. 141
Steel and metal digest. Monthly Each issue
(The) Street. Weekly Each issue
U. S. mineral resources. Pt 1, metals; Pt 2, non-metals. Annual (U. S. Geological survey) Supt. of doc. Pt 1, 75c; Pt 2, 80c
Separates for individual minerals issued prior to publication of bound volumes.
Waste trade journal. Saturdays Each issue
Wholesale prices of leading articles in U. S. markets. 14p 1917 (U. S. Bureau of foreign and domestic commerce. Miscellaneous series, no. 52) Supt. of doc. 5c
Year book of the Oil, paint and drug reporter. Annual Oil, Paint and Drug Reporter, inc., 100 William St., N. Y. Free with subs. to magazine.
See also Prices (Market)—Iron and steel

**Metals (Great Britain)**

Price tables. In list under “Directories, Trade, etc.” see No. 148
Statist. Saturdays Each issue
Times imperial and foreign trade supplement. Saturdays Each issue

**Metals—Products**

American metal market and daily iron and steel report. Daily except Saturdays Each issue
Automobile trade journal. Monthly Each issue
Commercial car journal. 15th of each month Each issue
Journal of commerce and commercial bulletin. Daily except Sundays and holidays Each issue
Marine news. Monthly Each issue
Metal statistics. Annual
Prices (Market) —Continued

Metals—Scrap
American metal market and daily iron and steel report. Daily except Saturdays. Each issue
Automobile trade journal. Monthly Each issue
Commercial car journal. 15th of each month Each issue
Electrical world. Weekly Each issue
Iron age. Thursdays. Each issue
Journal of commerce and commercial bulletin. Daily except Sundays and holidays Each issue
New York commercial. Daily except Sundays. Each issue
Waste trade journal. Saturdays Each issue
See also Prices (Market)—Iron and steel—Scrap

Metals—Scrap (Canada)
Waste trade journal. Saturdays Each issue

Milk—Condensed and evaporated
Bradstreet's; a journal of trade, finance and public economy. Saturdays Each issue

Minerals
Mineral industry; its statistics, technology and trade. Annual
U. S. mineral resources. Pt 1, metals; Pt 2, non-metals. Annual (U. S. Geological survey) Supt. of doc. Pt 1, 75c; Pt 2, 80c
Separates for individual minerals issued prior to publication of bound volumes.

Molasses and syrups
Bradstreet's; a journal of trade, finance and public economy. Saturdays Each issue

Financial review; finance, crops, railroads, trade, commerce. Annual
Journal of commerce and commercial bulletin. Daily except Sundays and holidays Each issue
Monthly crop reporter. Monthly Each issue
New York commercial. Daily except Sundays. Each issue

Naval stores
Dun's review; a journal of finance and trade. Saturdays Each issue

Financial review; finance, crops, railroads, trade, commerce. Annual
Monthly summary of foreign commerce of the United States. Monthly Each issue
New York commercial. Daily except Sundays. Each issue
Oil, paint and drug reporter. Mondays Each issue
Paint, oil and chemical review. Wednesdays Each issue
See also Prices (Market)—Turpentine

Nuts
Journal of commerce and commercial bulletin. Daily except Sundays and holidays Each issue
Monthly crop reporter. Monthly Each issue
Monthly summary of foreign commerce of the United States. Monthly Each issue
New York commercial. Daily except Sundays. Each issue

Oils
Comercio. Monthly Each issue
Commercial & financial chronicle. Weekly Each issue
Dun's review; a journal of finance and trade. Saturdays Each issue
Hide and leather. Weekly Each issue
India rubber world. 1st of each month Each issue
Monthly summary of foreign commerce of the United States. Monthly Each issue
National petroleum news. Wednesdays Each issue
National provisioner. Saturdays Each issue
Paint, oil and chemical review. Wednesdays Each issue
Textile world journal. Saturdays Each issue

Oils (Great Britain)
Statist. Saturdays Each issue
Times imperial and foreign trade supplement. Saturdays Each issue

Oils—Animal
Chemical, color & oil daily. Daily Each issue
Journal of commerce and commercial bulletin. Daily except Sundays and holidays Each issue
Prices (Market)—Oils—Animal—Continued

New York commercial. Daily except Sundays Each issue
Oil, paint and drug reporter. Mondays Each issue
Shoe and leather reporter. Thursdays Each issue
10 years comparison leather and hides; Country hides; Packer hides each month for seven years. In list under “Directories, Trade, etc.” see No. 211 Yearbook of the Oil, paint and drug reporter. Annual Oil, Paint and Drug Reporter, inc., 100 William St., N. Y. Free with subs. to magazine.
See also Prices (Market)—Oils—Fish

Oils—Burning

Comercio. Monthly Each issue
National petroleum news. Wednesdays Each issue
Oil, paint and drug reporter. Mondays Each issue
Report on prices and marketing practices covering the distribution of gasoline and kerosene throughout the U. S. 30p 1919 (U. S. Fuel administration Oil division) U. S. Fuel Administration, Washington, D. C.
Yearbook of the Oil, paint and drug reporter. Annual Oil, Paint and Drug Reporter, inc., 100 William St., N. Y. Free with subs. to magazine.

Oils—Burning (Retail—Canada)

Labour gazette (Canada). Monthly Each issue

Oils—Essential

Chemical, color and oil daily. Daily Each issue
New York commercial. Daily except Sundays Each issue
Oil, paint and drug reporter. Mondays Each issue
Yearbook of the Oil, paint and drug reporter. Annual Oil, Paint and Drug Reporter, inc., 100 William St., N. Y. Free with subs. to magazine.
See also Prices (Market)—Perfumery materials

Oils—Fish

Chemical, color & oil daily. Daily Each issue
Journal of commerce and commercial bulletin. Daily except Sundays and holidays Each issue
New York commercial. Daily except Sundays Each issue
Oil, paint and drug reporter. Mondays Each issue
Yearbook of the Oil, paint and drug reporter. Annual Oil, Paint and Drug Reporter, inc., 100 William St., N. Y. Free with subs. to magazine.

Oils—Fuel and gas

Journal of commerce and commercial bulletin. Daily except Sundays and holidays Each issue
National petroleum news. Wednesdays Each issue
New York commercial. Daily except Sundays Each issue
Oil, paint and drug reporter. Mondays Each issue
Yearbook of the Oil, paint and drug reporter. Annual Oil, Paint and Drug Reporter, inc., 100 William St., N. Y. Free with subs. to magazine.
See also Prices (Market)—Gasoline and naphthas

Oils—Lubricating

Comercio. Monthly Each issue
Journal of commerce and commercial bulletin. Daily except Sundays and holidays Each issue
Monthly summary of foreign commerce the United States. Monthly Each issue
National petroleum news. Wednesdays Each issue
New York commercial. Daily except Sundays Each issue

Oils—Mineral (medicinal)

Oil, paint and drug reporter. Mondays Each issue
Yearbook of the Oil, paint and drug reporter. Annual Oil, Paint and Drug Reporter, inc., 100 William St., N. Y. Free with subs. to magazine.

Oils—Vegetable

Chemical, color & oil daily. Daily Each issue
Journal of commerce and commercial bulletin. Daily except Sundays and holidays Each issue
New York commercial. Daily except Sundays Each issue
Oil, paint and drug reporter. Mondays Each issue
Prices (Market)—Oils—Vegetable—Cont
Yearbook of the Oil, paint and drug reporter. Annual Oil, Paint and Drug Reporter, Inc., 100 William St., N. Y. Free with subs. to magazine.

See also under Prices (Market) the following subheads: Cotton seed oil; Linseed oil; Turpentine

Oils—Vegetable (Great Britain)
Times imperial and foreign trade supplement. Saturdays Each issue

Oilseeds, cake, meal and copra
Chemical, color & oil daily. Daily Each issue
Monthly crop reporter. Monthly Each issue
Monthly summary of foreign commerce of the United States. Monthly Each issue
Oil, paint and drug reporter. Mondays Each issue
Paint, oil and chemical review. Wednesdays Each issue

Standard farm paper year book. Annual Wallace C. Richardson, Inc., 381 Fourth Ave., N. Y.
Yearbook of the Oil, paint and drug reporter. Annual Oil, Paint and Drug Reporter, Inc., 100 William St., N. Y. Free with subs. to magazine.

Oilseeds, cake, meal and copra
(Great Britain)
Statist. Saturdays Each issue
Times imperial and foreign trade supplement. Saturdays Each issue

Oleo oil
See Prices (Market)—Oils—Animal

Oleomargarine
New York commercial. Daily except Sundays Each issue

Paints and pigments
Chemical, color & oil daily. Daily Each issue

Comercio. Monthly Each issue
Dun's review; a journal of finance and trade. Saturdays Each issue

India rubber world. 1st of each month Each issue

Journal of commerce and commercial bulletin. Daily except Sundays and holidays Saturday issue

Oil, paint and drug reporter. Mondays Each issue
Paint, oil and chemical review. Wednesdays Each issue

Textile world journal. Saturdays Each issue

Yearbook of the Oil, paint and drug reporter. Annual Oil, Paint and Drug Reporter, Inc., 100 William St., N. Y. Free with subs. to magazine.

Paper
Brookmire's trade bulletin, Market policy section. Each month (In Brookmire's economic service. For publisher, price, etc., see list in this book under "Services")

Comercio. Monthly Each issue

Dun's review; a journal of finance and trade. Saturdays Each issue

Financial review; finance, crops, railroads, trade, commerce. Annual

Journal of commerce and commercial bulletin. Daily except Sundays and holidays Wednesday and Saturday issues

Monthly summary of foreign commerce of the United States. Monthly Each issue

Paper; a weekly technical journal for paper and pulp mills. Weekly Occasionally

Paper trade journal; the international weekly of the paper and pulp industry. Thursdays Each issue

Paper (Canada)
Paper trade journal; the international weekly of the paper and pulp industry. Thursdays Each issue

Paper waste
See Prices (Market)—Waste

Peas
See Prices (Market)—Beans and peas

Perfumery materials
Oil, paint and drug reporter. Mondays Each issue

Yearbook of the Oil, paint and drug reporter. Annual Oil, Paint and Drug Reporter, Inc., 100 William St., N. Y. Free with subs. to magazine.

For "Directions for using this book" see page vii
Prices (Market)—Continued

Petroleum
Annalist; a magazine of finance, commerce and economics. Mondays Each issue

Bradstreet's; a journal of trade, finance and public economy. Saturdays Each issue

Brookmire's trade bulletin, Market policy section. Each month (In Brookmire's economic service. For publisher, price, etc., see list in this book under "Services")

Commercial & financial chronicle. Weekly Each issue

Dun's review; a journal of finance and trade. Sundays Each issue

Financial review; finance, crops, railroads, trade, commerce. Annual

Journal of commerce and commercial bulletin. Daily except Sundays and holidays Each issue

Monthly labor review. Monthly Irregularly

Monthly summary of foreign commerce of the United States. Monthly Each issue

National petroleum news. Wednesdays Each issue

New York commercial. Daily except Sundays Each issue

Oil, paint and drug reporter. Mondays Each issue

Wholesale prices of leading articles in U. S. markets. 14p 1917 (U. S. Bureau of foreign and domestic commerce. Miscellaneous series, no. 52) Supt. of doc. 5c


Yearbook of the Oil, paint and drug reporter. Annual Oil, Paint and Drug Reporter, Inc., 100 William St., N. Y. Free with subs. to magazine.

Petroleum (Great Britain)
Statist. Saturdays Each issue

Petroleum—Products
See under Prices (Market) the following subheads: Gasoline and naphthas; Oils—Burning; Oils—Fuel and gas; Oils—Lubricating; Oils—Mineral (medicinal); Petroleum—Refiner's materials

Petroleum—Refiner's materials
National petroleum news. Wednesdays Each issue

Phosphates and sulphates
See Prices (Markets)—Fertilizer materials

Pitch
See under Prices (Market) the following subheads: Naval stores; Resins, gums and pitches

Poultry—Dressed
Journal of commerce and commercial bulletin. Daily except Sundays and holidays Each issue

Monthly labor review. Monthly Irregularly

National provisioner. Saturdays Each issue

New York commercial. Daily except Sundays Each issue

Poultry—Dressed (Retail)
Monthly labor review. Monthly Irregularly


Poultry—Live
Journal of commerce and commercial bulletin. Daily except Sundays and holidays Each issue

Monthly crop reporter. Monthly Each issue

National provisioner. Saturdays Each issue

New York commercial. Daily except Sundays Each issue

Printer's ink
See Prices (Market)—Ink—Printer's

Pulp
See Prices (Market)—Wood pulp, etc.

Rags, etc.
See Prices (Market)—Waste

Rent (Houses in Canada)
Labour gazette (Canada). Monthly Each issue

Resins, gums and pitches
Chemical, color & oil daily. Daily Each issue

Comercio. Monthly Each issue
Prices (Market)—Resins, gums and pitches—Continued

India rubber world. 1st of each month
Each issue

Journal of commerce and commercial bulletin. Daily except Sundays and holidays Saturday issue

New York commercial. Daily except Sunday Each issue

Oil, paint and drug reporter. Mondays Each issue

Paint, oil and chemical review. Wednesdays Each issue

Yearbook of the Oil, paint and drug reporter. Annual Oil, Paint and Drug Reporter, Inc., 100 William St., N.Y.
Free with subs. to magazine.
See also Prices (Market)—Naval stores

Retail
See subdivisions under Prices (Market) in which (Retail) appears after subject

Rice

Bradstreet's; a journal of trade, finance and public economy. Saturdays Each issue

Brookmire's trade bulletin, Market policy section. Each month (In Brookmire's economic service. For publisher, price, etc., see list in this book under "Services")

Comercio. Monthly Each issue

Dun's review; a journal of finance and trade. Saturdays Each issue

Financial review; finance, crops, railroads, trade, commerce. Annual

International crop report and agricultural statistics. Saturday nearest to the 20th of the month Each issue

Journal of commerce and commercial bulletin. Daily except Sundays and holidays Each issue

Monthly crop reporter. Monthly Each issue

Monthly labor review. Monthly Irregularly

Monthly summary of foreign commerce of the United States. Monthly Each issue

New York commercial. Daily except Sundays Each issue

Standard daily trade service. Each Monday (For publisher, price, etc., see list in this book under "Services")

Wholesale prices of leading articles in U.S. markets. 14p 1917 (U.S. Bureau of foreign and domestic commerce. Miscellaneous series, no. 52) Supt. of doc. 5c


Rice (Great Britain)

Statist. Saturdays Each issue

Rice (most countries)

International crop report and agricultural statistics. Saturday nearest to the 20th of the month Each issue

Rice (Retail)

Monthly labor review. Monthly Irregularly


Rice (Retail—Canada)

Labour gazette (Canada). Monthly Each issue

Rope

See Prices (Market)—Hemp, jute and rope

Rosin and rosin oil

See under Prices (Market) the following subheads: Naval stores; Oils; Resins, gums and pitches

Rubber

Annalist; a magazine of finance, commerce and economics. Mondays Each issue

Automobile trade journal. Monthly Each issue

Boot and shoe recorder. Saturdays Each issue

Brookmire's trade bulletin, Market policy section. Each month (In Brookmire's economic service. For publisher, price, etc., see list in this book under "Services")

Comercio. Monthly Each issue

Commercial & financial chronicle. Weekly Each issue

Commercial car journal. 15th of each month Each issue

Dun's review; a journal of finance and trade. Saturdays Each issue

Financial review; finance, crops, railroads, trade, commerce. Annual
**Prices (Market)—Rubber—Continued**

India rubber world. 1st of each month
Each issue

Journal of commerce and commercial bulletin. Daily except Sundays and holidays Wednesday and Saturday issues

Monthly summary of foreign commerce of the United States. Monthly Each issue

New York commercial. Daily except Sunday Each issue

Standard daily trade service. Each Monday (For publisher, price, etc., see list in this book under "Services")

Waste trade journal. Saturdays Each issue

See also Prices (Market)—Tires and tubes

**Rubber (Great Britain)**

Statist. Saturdays Each issue

Times imperial and foreign trade supplement. Saturdays Each issue

**Rubber—Scrap**

Boot and shoe recorder. Saturdays Each issue

Commercial car journal. 15th of each month Each issue

India rubber world. 1st of each month Each issue

New York commercial. Daily except Sunday Each issue

Waste trade journal. Saturdays Each issue

**Rubber—Scrap (Canada)**

Waste trade journal. Saturdays Each issue

**Rubber—Substitutes**

India rubber world. 1st of each month Each issue

**Rubber trade—Supplies**

India rubber world. 1st of each month Each issue

**Salt**

Dun's review; a journal of finance and trade. Saturdays Each issue

Financial review; finance, crops, railroads, trade, commerce. Annual Journal of commerce and commercial bulletin. Daily except Sundays and holidays Wednesday and Saturday issues

National provisioner. Saturdays Each issue

**Sand and gravel**

American contractor; the business journal of construction. Saturdays Each issue

Building supply news. Every other Tuesday Each issue

Real estate record and builders guide; devoted to real estate, building construction and building management in the metropolitan district. Saturdays Each issue

Rock products. Every other week Each issue

**Sand and gravel (Canada)**

Building supply news. Every other Tuesday Each issue

**Sheep and lambs**

See Prices (Market)—Livestock

**Shellac**

India rubber world. 1st of each month Each issue

New York commercial. Daily except Sunday Each issue

Oil, paint and drug reporter. Mondays Each issue

Paint, oil and chemical review. Wednesdays Each issue

Yearbook of the Oil, paint and drug reporter. Annual Oil, Paint and Drug Reporter, inc., 100 William St., N. Y. Free with subs. to magazine.

**Shellac (Great Britain)**

Statist. Saturdays Each issue

**Shoes**

See Prices (Market)—Boots and shoes

**Silk**

American silk journal. First of each month

Annalist; a magazine of finance, commerce and economics. Mondays Each issue

Brookmire's trade bulletin, Market policy section. Each month (In Brookmire's economic service. For publisher, price, etc., see list in this book under "Services")

Dun's review; a journal of finance and trade. Saturdays Each issue

Fibre and fabric. Saturdays Occasionally
Prices (Market)—Silk—Continued
Monthly summary of foreign commerce of the United States. Monthly Each issue
New York commercial. Daily except Sunday Each issue
Silk; with which is incorporated The silk reporter; an illustrated magazine published monthly in the interests of the producer and the buyer. Monthly Each issue
Standard daily trade service. Each Monday (For publisher, price, etc., see list in this book under “Services”)
Textile world journal. Saturdays Each issue
Wholesale prices of leading articles in U. S. markets. 14p 1917 (U. S. Bureau of foreign and domestic commerce. Miscellaneous series, no. 52) Supt. of doc. 5c
Silk (Great Britain)
Statist. Saturdays Each issue
Sisal
See Prices (Market)—Hemp, jute and rope
Sizing materials
Textile world journal. Saturdays Each issue
Soaps
Textile world journal. Saturdays Each issue
Spices
Comercio. Monthly Each issue
Dun's review; a journal of finance and trade. Saturdays Each issue
Journal of commerce and commercial bulletin. Daily except Sundays and holidays Each issue
National provisioner. Saturdays Each issue
New York commercial. Daily except Sunday Each issue
Oil, paint and drug reporter. Mondays Each issue
Tea and coffee trade journal. Monthly Each issue
Yearbook of the Oil, paint and drug reporter. Annual Oil, Paint and Drug Reporter, inc., 100 William St., N. Y. Free with subs. to magazine.

Starch
Journal of commerce and commercial bulletin. Daily except Sundays and holidays Each issue
Monthly summary of foreign commerce of the United States. Monthly Each issue
Textile world journal. Saturdays Each issue
Starch (Retail—Canada)
Labour gazette (Canada). Monthly Each issue
Stearines
See Prices (Market)—Grease, lard, stearines and tallow
Steel wool
Paint, oil and chemical review. Wednesdays Each issue
Stocks
See Investments—Quotations
Stone—Crushed
American contractor; the business journal of construction. Saturdays Each issue
Building supply news. Every other Tuesday Each issue
Rock products. Every other week Each issue
Stone—Crushed (Canada)
Building supply news. Every other Tuesday Each issue
Storage batteries
See Prices (Market)—Electrical supplies and appliances
Straw
See Prices (Market)—Hay, straw and feed
Structural material
American contractor; the business journal of construction. Saturdays Each issue
Iron age. Thursdays Each issue
Metal statistics. Annual
Monthly summary of foreign commerce of the United States. Monthly Each issue
New York commercial. Daily except Sunday Each issue

For “Directions for using this book” see page vii
Prices (Market)—Structural material—Cont
Real estate record and builders guide; devoted to real estate, building construction and building management in the metropolitan district. Saturdays Each issue
Standard list price section. In list under “Directories, Trade, etc.” see No. 141
Steel and metal digest. Monthly Each issue

Sugar
Bradstreet’s; a journal of trade, finance and public economy. Saturdays Each issue
Brookmire’s trade bulletin, Market policy section. Each month (In Brookmire’s economic service. For publisher, price, etc., see list in this book under “Services”)
Comercio. Monthly Each issue
Commerce and finance. Wednesdays Each issue
Commercial & financial chronicle. Weekly Each issue
Dun’s review; a journal of finance and trade. Saturdays Each issue
Facts about sugar; devoted to American sugar production. Monthly
Financial America. Daily except Sundays Each issue
Financial review; finance, crops, railroads, trade, commerce. Annual
Investor’s pocket manual; current statistics, records and high and low prices of stocks and bonds of railroad, industrial and mining corporations, also grain, cotton, coffee and provisions. Monthly Each issue
Journal of commerce and commercial bulletin. Daily except Sundays and holidays Each issue
Monthly crop reporter. Monthly Each issue
Monthly labor review. Monthly Irregularly
Monthly summary of foreign commerce of the United States, Monthly Each issue
New York commercial. Daily except Sunday Each issue
Standard daily trade service. Each Monday (For publisher, price, etc., see list in this book under “Services”)
(The) Street. Weekly Each issue
Wholesale prices of leading articles in U. S. markets. 149 1917 (U. S. Bu-
Prices (Market)—Tea—Continued
Dun's review; a journal of finance and trade. Saturdays Each issue
Journal of commerce and commercial bulletin. Daily except Sundays and holidays Each issue
Monthly summary of foreign commerce of the United States. Monthly Each issue
New York commercial. Daily except Sunday Each issue
Standard daily trade service. Each Monday (For publisher, price, etc., see list in this book under "Services")
Tea and coffee trade journal. Monthly Each issue
Wholesale prices of leading articles in U. S. markets. 14p 1917 (U. S. Bureau of foreign and domestic commerce. Miscellaneous series, no. 52) Supt. of doc. 5c

Tea (Great Britain)
Statist. Saturdays Each issue
Times imperial and foreign trade supplement. Saturdays Each issue

Tea (Retail—Canada)
Labour gazette (Canada). Monthly Each issue

Tea (Retail—Great Britain)
Labour gazette. Monthly Each issue

Tin plate (Great Britain)
Statist. Saturdays Each issue
Times imperial and foreign trade supplement. Saturdays Each issue

Tires and tubes
Automobile trade journal. Monthly Each issue
Motor record. Monthly Each issue

Tobacco
Brookmire's trade bulletin, Market policy section. Each month (In Brookmire's economic service. For publisher, price, etc., see list in this book under "Services")
Comercio. Monthly Each issue
Commercial & financial chronicle. Weekly Each issue
Dun's review; a journal of finance and trade. Saturdays Each issue
Journal of commerce and commercial bulletin. Daily except Sundays and holidays Wednesday and Saturday issues
Monthly crop reporter. Monthly Each issue
Monthly summary of foreign commerce of the United States. Monthly Each issue

Turpentine
Brookmire's trade bulletin, Market policy section. Each month (For publisher, price, etc., see list in this book under "Services")
Comercio. Monthly Each issue
Commercial & financial chronicle. Weekly Each issue
Dun's review; a journal of finance and trade. Saturdays Each issue
Financial review; finance, crops, railroads, trade, commerce. Annual
Monthly summary of foreign commerce of the United States. Monthly Each issue
National petroleum news. Wednesdays Each issue
New York commercial. Daily except Sunday Each issue
Oil, paint and drug reporter. Mondays Each issue
Real estate record and builders guide; devoted to real estate, building construction and building management in the metropolitan district. Saturdays Each issue

For "Directions for using this book" see page vii
Prices (Market)—Continued

Turpentine (Great Britain)
Statist. Saturdays Each issue

Twine
See Prices (Market)—Hemp, jute and rope

Varnish gums
See under Prices (Market) the following subheads: Resins, gums and pitches; Shellac

Vegetables
Bradstreet's; a journal of trade, finance and public economy. Saturdays Each issue
Brookmire's trade bulletin, Market policy section. Each month (In Brookmire's economic service. For publisher, price, etc., see list in this book under "Services")
Dun's review; a journal of finance and trade. Saturdays Each issue
Journal of commerce and commercial bulletin. Daily except Sundays and holidays Each issue
Monthly crop reporter. Monthly Each issue
Monthly labor review. Monthly Irregularly
Monthly summary of foreign commerce of the United States. Monthly Each issue
New York commercial. Daily except Sunday Each issue
Standard daily trade service. Each Monday (For publisher, price, etc., see list in this book under "Services")
See also under Prices (Market) the following subheads: Beans and peas; Canned goods—Fruit and vegetables

Vegetables (Great Britain)
Statist. Saturdays Each issue

Vegetables (Retail)
Monthly labor review. Monthly Irregularly

Vegetables (Retail—Great Britain)
Labour gazette. Monthly Each issue

Vegetables—Hothouse
Journal of commerce and commercial bulletin. Daily except Sundays and holidays Each issue
New York commercial. Daily except Sunday Each issue

War—Civil
Brookmire economic service. Economic trends of war and reconstruction (1860-1870). 1918

War—European (most countries)
History of prices during the war series. (U. S. Dept. of commerce) Supt. of doc. (Published irregularly, giving data on commodity prices.)
Mitchell, W. C. International price comparisons; history of prices during the war. 395p 1919 (U. S. Dept. of commerce) Supt. of doc. 25c

Waste
Comercio. Monthly Each issue
Fibre and fabric. Saturdays Each issue
Hide and leather. Weekly Each issue
Journal of commerce and commercial bulletin. Daily except Sundays and holidays Saturday issue
Paper; a weekly technical journal for paper and pulp mills. Weekly Each issue
Paper trade journal; the international weekly of the paper and pulp industry. Thursdays Each issue
Textile world journal. Saturdays Each issue
Waste trade journal. Saturdays Each issue

Waste (Canada)
Paper trade journal; the international weekly of the paper and pulp industry. Thursdays Each issue
Waste trade journal. Saturdays Each issue

Waste (foreign)
Waste trade journal. Saturdays Each issue

Waxes
Chemical, color & oil daily. Daily Each issue
Comercio. Monthly Each issue
India rubber world. 1st of each month Each issue
Journal of commerce and commercial bulletin. Daily except Sundays and holidays Each issue
Prices (Market)—Waxes—Continued
Monthly summary of foreign commerce of the United States. Monthly Each issue
National petroleum news. Wednesdays Each issue
New York commercial. Daily except Sunday Each issue
Oil, paint and drug reporter. Mondays Each issue
Paint, oil and chemical review. Wednesdays Each issue
Yearbook of the Oil, paint and drug reporter. Annual Oil, Paint, and Drug Reporter, inc., 100 William St., N. Y. Free with subs. to magazine.

Wire
See under Prices (Market) the following subheads: Iron and steel—Products; Metals—Products

Wood (fuel)
See Prices (Market)—Cord wood

Wood pulp, etc.
Monthly summary of foreign commerce of the United States. Monthly Each issue
Paper; a weekly technical journal for paper and pulp mills. Weekly Each issue
Paper trade journal; the international weekly of the paper and pulp industry. Thursdays Each issue
Waste trade journal. Saturdays Each issue

Wood pulp, etc. (Canada)
Paper trade journal; the international weekly of the paper and pulp industry. Thursdays Each issue

Wool
Bradstreet's; a journal of trade, finance and public economy. Saturdays Each issue
Brookmire's trade bulletin, Market policy section. Each month (In Brookmire's economic service. For publisher, price, etc., see list in this book under "Services")
Dun's review; a journal of finance and trade. Saturdays Each issue
Fibre and fabric. Saturdays Each issue
Financial review; finance, crops, railroads, trade, commerce. Annual

Journal of commerce and commercial bulletin. Daily except Sundays and holidays Each issue
Monthly crop reporter. Monthly Each issue
Monthly summary of foreign commerce of the United States. Monthly Each issue
Textile world journal. Saturdays Each issue

Wholesale prices of leading articles in U. S. markets. 14p 1917 (U. S. Bureau of foreign and domestic commerce. Miscellaneous series, no. 52) Supt. of doc. 5c

Wool (Great Britain)
Statist. Saturdays Each issue
Times imperial and foreign trade supplement. Saturdays Each issue

Wool waste
See Prices (Market)—Waste

Woolen goods
Brookmire's trade bulletin, Market policy section. Each month (In Brookmire's economic service. For publisher, price, etc., see list in this book under "Services")
Dun's review; a journal of finance and trade. Saturdays Each issue
Fibre and fabric. Saturdays Occasionally
Monthly labor review. Monthly Irregularly
Monthly summary of foreign commerce of the United States. Monthly Each issue
Wholesale prices series. Annual (U. S. Bureau of labor statistics) Supt. of doc. See also under Prices (Market) the following subheads: Carpets and rugs; Worsted yarn

Worsted yarn
Fibre and fabric. Saturdays Each issue
Journal of commerce and commercial bulletin. Daily except Sundays and holidays Each issue
Monthly labor review. Monthly Irregularly
Prices (Market)—Worsted yarn—Cont
New York commercial. Daily except
Sunday. Each issue
Textile world journal. Saturdays. Each
issue
Wholesale prices series. Annual (U. S.
Bureau of labor statistics) Supt. of doc.
Yarn
See under Prices (Market) the follow-
ing subheads: Cotton yarn; Worsted
yarn
Prill, A.
Trading in wheat. 1917 Mag. of Wall
St. $1.25
Primer of scientific management. Gilbreth,
F. B. 1912
Prindle, E. J.
Patents as a factor in manufacturing.
1908 (Works management lib.) En-
ing $2
Printing business
Basford, H. M. How to advertise print-
ing. 1915
— How to sell printing. 1916
Francis, C. Printing for profit. 1917
Kimball, D. Composing room manage-
ment; a survey of present conditions
and a discussion in detail of possible
improvements. 1918
Nathan, P. Business office. (In his How
to make money in the printing busi-
ness, 1900, p. 181-189)
See also Abbreviations; Advertising—
Technique; Associations—Direct-
ories—Printing business; Book trade;
Commodities of commerce—Uses; Or-
ganization and administration; Prices
(Market)—Ink—Printer's; Prices (Mar-
ket)—Paper; Proof-reading; Publish-
ing trade; Statistics—Manufactures;
Style books; also notes on Sources of
information under Trades
Accounting
See Accounting—Printing business
Advertising
See Advertising—Printing business
Commercial correspondence
See Commercial correspondence—
Printing business
Cost accounts
See Cost accounts—Printing business
Costs
Taylor, H. H. Comparative basic costs
of typesetting by hand, linotype, and
monotype, of 8, 10, and 12 point non-
technical text matter, set both leaded
and solid. 54p 1916 (Harvard univer-
sity—Graduate school of business ad-
ministration. Student reports on busi-
ness problems) Harvard university—
Graduate school of business adminis-
tration 50c
See also subhead Costs under News-
paper business
Directories
In list under "Directories, Trade, etc.")
see No. 80, 192
See also Associations—Directories—
Printing business; also subhead Direc-
tories under: Book trade; Manufactur-
ers; Newspaper business; Paper trade;
Periodicals; Publishing trade; Station-
ery trade
Encyclopedias and dictionaries
Polk, R. W. Glossary—definitions and
technical terms. (In his Vocational
printing, 1918, p. 232-236)
Vizetelly, F. H. Glossary of technical
terms used in printing and binding. (In
his Preparation of manuscripts for the
printer, 1913, p. 113-139)
Salesmanship
See Salesmanship—Printing business
Printing trades. Shaw, F. L. 1916
Prisons
See also subhead Institutions under:
Accounting; Auditing; Cost accounts
Directories
In list under "Directories, Trade, etc.")
see No. 185
Private schools. See Schools and colleges
—Directories
Private secretaries. See Secretarial work
Probabilities. See Insurance; Insurance—
Life; Tables, formulae, etc.
Problem of greater New York. Brearley,
H. C. 1914
Problems in cost accounting. Eggleston,
D. C. 1918
Problems in the principles of accounting.
Cole, W. M. 1915
Problems of peace. Gibson, T. 1919
Produce dealers
Greengrocers. (In Harmsworth business
library, v. 7, p. 15-22)
See also Grocery trade; Meat trade;
Prices (Market), with subdivisions
Produce dealers—Continued

Directories
See Grocery trade—Directories

Produce exchanges
Amer. acad. of pol. and soc. science. American produce exchange markets. 1911
Atwood, A. W. Exchanges and speculation. 1917 (Alex. Ham. inst. Mod. bus. v. 20)
See also Farm produce—Marketing methods; Speculation—Agricultural products; Stock exchange

Produce markets and marketing. Seibels, W. T. 1911

Produce trade
See Accounting—Jobbing, commission business, etc.; Butter trade; Cooperative selling; Dairy industry; Distribution and marketing; Fruit trade; Grain trade; Jobbing, commission business, etc.; Meat trade; Organization and administration; Prices (Market), with subdivisions; Produce dealers; Produce exchanges; Retailing; Statistics—Agriculture; Sugar trade; also subheads under: Bee industry; Coffee trade; Farm produce; Nut trade; Packing trade; Poultry business; Spice trade; Tea trade; also notes on Sources of information under Trades

Directories
See Grocery trade—Directories

Production
Statistics
See Statistics—Production

Production factors in cost accounting and works management. Church, A. H. 1910

Productive advertising. Hess, H. W. 1915

Productive costs in cotton spinning mills. Hardman, A. H. 1912

Productive poultry husbandry. Lewis, H. R. 1913

Productive sheep husbandry. Coffey, W. C. 1918

Productive vegetable growing. Lloyd, J. W. 1914

Products
Commercial
See Commodities of commerce

Professional offices. See Associations—Directories; also subhead Directories under: Accountants' offices; Architects' offices; Architects' offices—Landscape; Architects' offices—Naval; Auditors' offices; Dentists' offices; Engineering offices; Lawyers' offices; Physicians' offices; U. S.—Army; U. S.—Navy

Profit. See Cost accounts; Efficiency—Industrial; Interest; Price maintenance; Tables, formulae, etc.; Turnover (of stock); also subhead Costs under: Jobbing, commission business, etc.; Retail stores; Sales; and under name of specific trade or business (for list of trades see reference under Costs)

Profit making in shop and factory management. Carpenter, C. U. 1908

Profit sharing
Burritt, A. W., and others. Profit sharing, its principles and practice; a collaboration. 1918

Dartnell corporation. Profit sharing plans, for salesmen, sales executives, department managers and office workers; with a section on the compensation of the sales manager. (Special report, no. 34) $2

Leitch, J. Man to man; the story of industrial democracy. 1919

Nat. civic federation. Profit sharing by American employers. 1916
See also Employees; Executive methods and policies

Progress and profit for mill men. Martin, H. D. 1909

Progressive poultry culture. Brigham, A. A. 1908

Promoting
Avram, M. H. Patenting and promoting inventions. 1918

Business training corporation. Financing; how modern business makes and spends its dollars. (In its Course in business essentials, 1916-1918, v. 10)

Carney, W. A. Promoter's assistant and improved secretary's manual. 3d ed 1910

Cooper, F. Financing an enterprise; a manual of information and suggestion for promoters, investors and business men generally. 1915

Dewing, A. S. Corporate promotions and reorganizations. 1914 (Harvard economic studies)

Lessons in Business Psychology. Authors -Continued-

Lough, W. H. Corporation finance; an exposition of the principles and methods governing the promotion, organization and management of modern corporations. 1914 (Alex. Ham. inst. Mod. bus. v. 8)

—Securing capital. (In his Business finance, 1917, p. 201-353)

Spelling, T. C. Manual of corporate management, with forms. 3d ed 1919

Walker, W. H. Corporation finance. 1917 (Alex. Ham. inst. Mod. bus. v. 11)

See also Corporations—Finance; Investments; Law—Corporations; Organization and administration; Retail stores—Finance; Stock brokerage business; also subheads for name of specific trade or business under Advertising

Proof-reading

Collins, F. H. Authors' and printers' dictionary. 4th ed 1912 (English practice)

Smith, A. M. Proof-reading and punctuation. 3d ed 1905

See also Style books

Proper distribution of expense burden.

Church, A. H. 1908

Property. See Administration of estates; Capital; Law; Real estate business; Taxation; Wealth

Property insurance. Huebner, S. S. 1911

Property insurance. Zartman, L. W. 1914

Protection. See Tariff

Proud, E. D.

Welfare work. 1916 Macmillan $3

Psychology

Adams, H. F. Advertising and its mental laws. 1916

Atkinson, W. W. How to read human nature. 1913

Blackford, K. M. H. Job, the man, the boss. 1916

—Reading character at sight; seven simple lessons. 1918

Bronner, A. F. Psychology of special abilities and disabilities. 1917

Business training corporation. Mental ability. (In its Course in business essentials, 1916-1918, v. 3)

Dearborn, G. V. How to learn easily; practical hints on economical study. 1916

Dewey, J. How we think. 1910

Eastman, G. R. Psychology for business efficiency. 1916

—Psychology of salesmanship. 1916

Gilbreth, L. M. Psychology of management; function of the mind in determining, teaching and installing methods of least waste. 1914

Grímshaw, R. Lessons in personal efficiency. 1918

Harden, J. I. Psychology of soliciting; an application of mental laws to the art of canvassing. 1905

Hartness, J. Human factor in works management. 1912

Hollingworth, H. L. Advertising and selling; principles of appeal and response. 1913

—Applied psychology. 1917

—Vocational psychology; its problems and methods; with a chapter on "Vocational aptitudes of women" by L. S. Hollingworth. 1916

James, W. Psychology; briefer course. 1910


Kelly, F. C. Human nature in business; how to capitalize your every-day habits and characteristics. 1920

Kemble, W. F. Choosing employees by mental and physical tests. 1917 (Industrial management library)

Knowlson, T. S. Business psychology; a system of mental training for commercial life. 1912

Knox, J. S. Salesmanship and business efficiency. 1917

Link, H. C. Employment psychology; the application of scientific methods to the selection, training and grading of employees. 1910

Morrell, E. Science of judging men. 1917

Münsterberg, H. Business psychology. 1917

—Psychology and industrial efficiency. 1913


Scott, W. D. Increasing human efficiency in business. 1913

—Influencing men in business; the psychology of argument and suggestion. 1911
Psychology—Continued

Sidis, B. Psychology of suggestion; a research into the sub-conscious nature of man and society; with an introduction by W. James. 1898

Staley, D. M. Psychology of the spoken word. 1915

Swift, E. J. Psychology and the day’s work; a study in the application of psychology to daily life. 1919

Tead, O. Instincts in industry; a study of working-class psychology. 1918

See also Ability tests; Character analysis; Efficiency—Industrial; Efficiency—Personal; Employment problems; Memory; Scientific management

Periodicals

Journal of applied psychology. Quarterly

Psychology of a sale. Forbes-Lindsay, C. H. A. 1914

Psychology of advertising. Scott, W. D. 1913


Psychology of skill. Book, W. F. 1908

Psychology of the stock market. Selden, G. C. 1912

Public affairs information service. See under “Services.”

Public documents. See subhead Bibliography under: Cities—Publications; Government publications; States—Publications

Public libraries. See subhead Directories under: Libraries; Libraries—Business

Public service corporations

Doolittle, F. W. Studies in the cost of urban transportation service. 1916

Ignatius, M. B. Financing of public service corporations. 1918

Nat. civic federation. Commission regulation of public utilities; a compilation and analysis of laws of forty-three states and of the federal government for the regulation by central commission of railroads and other public utilities. 1913

Whitten, R. H. Regulation of public service companies in Great Britain, with supplemental chapters on the Boston sliding scale and Toronto auction sale and maximum dividend plans. 1914

See also Depreciation; Electric light and power companies; Express service; Gas companies; Investments—Public utilities—Analyses; Organization and administration; Railroads; Telegraph industry; Telephone industry; Valuation; also notes on Sources of information under Business

Accounting

See under Accounting the following subheads: Electric light and power companies; Electric railroads; Engineering offices; Express companies; Gas companies; Public service corporations; Telephone industry; Water works

Advertising

See under Advertising the following subheads: Electric light and power companies; Gas companies; Public service corporations

Auditing

See under Auditing the following subheads: Electric light and power companies; Electric railroads; Gas companies; Public service corporations; Telephone industry

Directories

See subhead Directories under: Corporations; Electric light and power companies; Electric railroads; Engineering offices; Express service; Gas companies; Railroads; Telephone industry; Water transportation business

Organization and administration

Hubbard, W. D. Water-works management and maintenance. 1907

Seabrook, A. H. Management of public electric supply undertakings. 1913

See also Organization and administration; also subhead Organization and administration under: Corporations; Electric light and power companies; Gas companies; Railroads

Securities

See Investments—Holders of; Investments—Public utilities—Analyses

Valuation

See Valuation

Publicity. See Advertising

Publicity and progress. Smith, H. H. 1915

Publishers’ trade list annual. Annual Bowker $3.50
Publishing trade

See also Book trade; Commodities of commerce—Uses; Newspaper business; Organization and administration; Prices (Market)—Ink—Printer's; Prices (Market)—Paper—Printing business; also notes on Sources of information under Trades

Accounting

See Accounting—Publishing trade

Advertising

See Advertising—Publishing trade

Auditing

See Auditing—Publishing trade

Directories

In list under “Directories, Trade, etc.” see No. 8, 80

See also subhead Directories under: Book trade; Manufacturers; Printing business

Encyclopedias and dictionaries

See Encyclopedias and dictionaries—Printing business

Pulp trade. See Fiber trade—Directories; Paper trade

Purchasing

Basset, W. R. Effective purchasing methods and records. (In his Accounting as an aid to business profits, 1918, p. 51-82)

Brookmire economic service, 56 Pine St., N. Y. $75 a year.

Comprises:—Analyst (monthly), an analysis of the conditions determining the value of investment securities, which includes investors’ compass, market policy, prices and yield, standard securities; Bond bulletin (quarterly), which includes fundamental principles, international bond chart, bond yields and commodity prices by years; Financial bulletin (issued irregularly), which includes money situation, barometric trends, tables of monthly movements, fundamental figures for merchants’ and bankers’ reference; Forecaster (weekly), an analysis and forecast of fundamental conditions, which includes manufacturing conditions, manufacturers’ compass, business compass for merchants and jobbers, weekly statistics, general business conditions, financial conditions, agricultural and transportation conditions; Investment opportunity bulletin (monthly); Interpretation of the iron and steel chart (quarterly); New York bank statement and security prices (quarterly); Trade bulletin (fortnightly), which includes sales, credit and special commodity section, and general commodity section which includes market policy, buyers’ and sellers’ guide, price list of basic commodities; Sales and credit map (monthly), which includes monthly report of cities, map summary, building permits, credit situation, bank clearings, foreign commerce, etc.; International barometer (monthly), which includes U. S. barometer chart, European barometer chart.

Business man’s magazine. Purchasing department. (In its American business methods, 1908, p. 113-138)

Clifford, M. J. Buying; the methods, forms, and records of purchasing; how the buyer works; the rules which guide him. 1905

Davies, J. P. Purchasing office methods and forms. (In his Engineering office systems and methods, 1915, p. 212-227)

Diemer, H. Purchasing department. (In his Factory organization and administration, 1914, p. 165-174)

Ennis, W. D. Material. (In his Works management, 1911, p. 55-65)

Francis, C. Problems in purchasing. (In his Printing for profit, 1917, p. 273-285)

Galloway, L. Purchases and stores. (In his Office management, 1918, p. 265-288)

Gerstenberg, C. W. Purchasing. (In his Principles of business, 1918, p. 373-399)

Griffith, J. B. Purchasing and stores department. (In Amer. sch. of cor. Cyc. of commerce, etc., 1910, v. 2, p. 71-64)

———Purchasing department. (In his Business management, 1910, v. 1, p. 65-81)


Materials and supplies; purchasing methods; price, service and inspection policies; material tests, standards and specifications; purchasing and stores systems; how to take inventory. 1915 (Factory management ser.)

Prentice-Hall business information service; the best and newest ideas on business gathered weekly from every available source. Prentice-Hall, inc., 70 5th Ave., N. Y. $75 a year

A loose leaf service giving abstracts and notes of current business literature appearing in periodicals, newspapers, pamphlets, books, etc., ready to file in binders, grouped mainly for the principal departments of a business firm in the following sections: Accounting; Advertising and selling; Banking, exchange and public finance; Credits and collections; Employment; Financing; Foreign trade; Industrial
Purchasing—Continued
and commercial relations; Management; Office management; Personal efficiency; Purchasing and stores; Transportation. Paid research work. Books, periodicals and copies of articles analyzed furnished at cost.

Purchasing for store, office and factory; System in the purchasing department. (In Purchasing and employment, 1917, p. 7-114)

Rindsfoos, C. S. Purchasing. 1915

Thomas, A. G. Principles of government purchasing. 1919

Twyford, H. B. Purchasing; its economic aspects and proper methods, with charts, diagrams and forms. 1915

See also Advertising; Business—Condition of; Buying (for retail); Commercial correspondence—Orders; Commodities of commerce; Encyclopedias and dictionaries; Factories—Organization and administration; Filing; Import trade; Prices (Market); Stockkeeping—Factories; Stockkeeping—Retail stores; Traffic management; also subhead Directories under name of specific trade or business

Periodicals
Factory; the magazine of management. Monthly

Purchasing agent. Monthly

Records and statistics
Business training corporation. Purchase records. (In its Course in modern production methods, 1919, v. 5, p. 34-51)

Eggleston, D. C. Purchase records. (In his Municipal accounting, 1914, p. 59-73)

Hudders, E. R. Purchase records; Filing of purchase invoices. (In his Indexing and filing, 1916, p. 161-165; 178-180)

Leffingwell, W. H. Records that help along purchasing. (In his Making the office pay, 1918, p. 260-279)

Parsons, C. C. Purchasing records. (In his Office organization and management, 1917, p. 253-260)

Schulze, J. W. Purchasing and store room records. (In his American office, 1914, p. 272-289)

See also Filing; Indexing; Inventories; Stockkeeping—Factories; Stockkeeping—Retail stores; Symbols

Purchasing agents

Directories
In list under “Directories, Trade, etc.” see No. 108, 214

See also Buyers—Directories

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Refrigeration trade

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Accounting

See Accounting—Ice trade

Bibliography

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Advertising

See under Advertising the following subheads: Hotels; Restaurant business

Auditing

See under Auditing the following subheads: Hotels; Restaurant business

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(Retail) has been added after the name of specific trade under the following headings: Accounting; Cost accounts; Prices (Market).
Under the above subjects, with subhead "Retail stores," will be found a list of references to all retail trades used as subheads under that subject.
(Retail) and (also Retail) have been added after the title of periodicals which contain retail information.
List of books under "Retail stores—Management" includes all books on the management of specific retail business as well as general books on the subject.

See also Chain stores; Mail order business; Organization and administration; Retailing; Retail stores—Management; Statistics—Retail stores; also notes on Sources of information under Trades.

Accounting

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(Retail) has been added after the name of specific trade under the following headings: Accounting; Cost accounts; Prices (Market).
Under the above subjects, with subhead “Retail stores,” will be found a list of references to all retail trades used as subheads under that subject.
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Uses; Cotton seed trade; Organization and administration; also notes on Sources of information under Trades

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Directories
See lists under Directories—Foreign;
Directories—Foreign, with subdivision for proper continent

Serbia
Directories
See lists under Directories—Foreign;
Directories—Foreign, with subdivision for proper continent

Service department. See Welfare work

Services
Brookmire economic service. 56 Pine St., N. Y. $75 a year

Comprises:—Analyst (monthly), an analysis of the conditions determining the value of investment securities, which includes investors' compass, market policy, prices and yield, standard securities; Bond bulletin (quarterly), which includes fundamental principles, international bond chart, bond yields and commodity prices by years; Financial bulletin (issued irregularly), which includes money situation, barometric trends, tables of monthly movements, fundamental figures for merchants' and bankers' reference; Forecaster (weekly), an analysis and forecast of fundamental conditions, which includes manufacturing conditions, manufacturers' compass, business compass for merchants and jobbers, weekly statistics, general business conditions, financial conditions, agricultural and transportation conditions; Investment opportunity bulletin (monthly): Interpretation of the iron and steel chart (quarterly); New York bank statement and security prices (quarterly); Trade bulletin (fortnightly), which includes sales, credit and special commodity section, and general commodity section which includes market policy, buyers' and sellers' guide, price list of basic commodities; Sales and credit map (monthly), which includes monthly report of cities, map summary, building permits, credit situation, bank clearings, foreign commerce, etc.; International barometer (monthly), which includes U. S. barometer chart, European barometer chart.

Business data bureau service. Business data bureau, Merchants Bank Bldg., Indianapolis, Ind. $100 a year

Comprises:—10 copies of Business data weekly; 4 bound quarterly cumulated volumes, or, monthly shipment of approximately 300 cards forming an index to general business magazines, new business books and pamphlets. Cards, as filed, automatically make a single cumulated index, and may be inter-filed in any catalog. Subscribers furnished with typewritten copies of indexed articles at 15¢ per page, with digest of articles at 50¢ per page, and original articles and books at prices listed in index.

Dartnell monthly sales service. Dartnell Corporation, 223 W. Jackson Boulevard, Chicago $12 a month

Comprises:—Weekly news bulletin for salesmen; Bi-weekly confidential letter (to be filed in binder in following groups): Advertising, Mailing lists, Contests, Conventions, Sales manuals, Bulletins, Market data, Handling salesmen, Salesman's compensation, Sales stimulations, Organization, Routine short cuts, Articles, Books; Monthly "better salesmanship" cartoon for salesmen; Monthly report on timely sales management problems.

Subscribers are entitled to use the corporation's general data files and to receive copies of all standard manuals issued. (For list of manuals issued to date, see under Aspery, J. C.)

Income tax bulletin service. Supt of doc. $2 a year

Comprises:—Weekly bulletins of income tax rulings, bimonthly digest of rulings published in the weekly bulletins and semiannual cumulative bulletins with the full rulings published in the previous six months' weekly bulletins.

Moody's investors service. 35 Nassau St., N. Y. $200 a year

Comprises:—Moody's analyses of investments, rating books covering all securities, Steam railroads, Industrials, Public utilities, Governments and municipals, 4 v. (set sold separately $50); four textbooks on the principles of investing; confidential correspondence, consultation and bulletin service on securities in which subscriber is interested, ready to file in loose leaf record book; printed weekly and monthly general announcements, etc., as follows: Weekly review of financial conditions; Special weekly analyses; Bond letters and new investments; Monthly business barometer; Monthly quotation record; Monthly reports of earnings.

Poor's daily digest service. Poor's publishing co., 33 Broadway, N. Y. $120 a year

Comprises:—Daily digest sheet of corporate and financial news; Cumulative, being a semi-monthly cumulation of the Daily digest news with quarterly permanent cumulations, bound; Daily dividend sheet on active stocks; Weekly dividend sheet on the more inactive securities; Called bond sheet, weekly.

Poor's investment service. Poor's publishing co., 33 Broadway, N. Y. $120 a year

Comprises:—Weekly investment letter; Special investment letters; Monthly investment outlook (pamphlet): Advisory service through confidential correspondence.

Prentice-Hall business information service; the best and newest ideas on business gathered weekly from every available source. Prentice-Hall, inc., 70 5th Ave., N. Y. $75 a year

A loose leaf service giving abstracts and notes of current business literature appearing in periodicals, newspapers, pamphlets, books, etc., ready to file in binders, grouped mainly for the principal departments of a business firm in
Services—Continued
the following sections: Accounting; Advertising and selling; Banking, exchange and public finance; Credits and collections; Employment; Financing; Foreign trade; Industrial and commercial relations; Management; Office management; Personal efficiency; Purchasing and stores; Transportation. Paid research work. Books, periodicals and copies of articles analyzed furnished at cost.

Prentice-Hall tax service. Prentice-Hall inc., 70 5th Ave. N. Y. $20 a year, including supplements
Comprises:—Federal war tax service; specimen returns and forms, facilities and insurance tax, beverage taxes, admissions and dues taxes, excise taxes, capital stock tax, stamp taxes; Federal income tax service: digest of law, law, administration, general provisions, individuals, partnership and personal service corporations, estates and trusts, withholding and information at the source, corporation income tax, war profits and excess profits tax.

Public affairs information service: a cooperative clearing house of public affairs information; comprises:—Weekly bulletin; Bi-monthly cumulation of bulletin; Annual cumulated bulletin, bound. Public affairs information service, 958 University Ave., N. Y. Price on application to publisher
Indexes periodicals, pamphlets, reports, government documents, etc., chiefly on business, social and legislative subjects; indexes type-written material, bibliographies, etc., and furnishes copies at 5c per sheet, single space; plus roe for each manuscript ordered; notes new organizations and gives advance notice of association meetings; maintains research department.

Standard daily corporation service. Standard statistics co., inc., 47 West St., N. Y. $108 a year
Comprises:—Daily revised annual report cards; Daily revised bulletin cards; Daily revised bond cards; Daily revised special bulletin cards in case of reorganization; Daily corporation news sheet (with weekly indexes); Unlisted and local securities, bi-monthly; Daily dividend sheet on active stocks; Weekly dividend sheet on unlisted and inactive stocks. Supplemental service by telephone and correspondence on subjects covered.

Standard daily trade service. Standard statistics co., 47 West St. N. Y. $120 a year
In loose leaf form for filing in spring binder. Reports currently, in condensed form, the news affecting business. Originally planned for the exporter it gives markets for commodities, new sources of raw materials, establishment of new industries, U. S. and foreign government regulations and their changes affecting the exporter and importer, and business conditions in all countries. Its scope has been broadened to cover all kinds of business and surveys of individual industries are frequently given. Federal laws and regulations with their bearing on business given in detail. Everything daily revised. Washington, European, Latin-American, Russian and Far Eastern representatives collect its foreign information. Supplemental service by telephone and correspondence on subjects covered.

Salesmanship
See Salesmanship—(of) Services

Severance, H. O.
Guide to the current periodicals and serials of the U. S. and Canada. In list under "Directories, Trade, etc." see No. 104

Sewing machine trade
See also Commodities of commerce—Uses; Organization and administration; Prices (Market), with subdivisions; also notes on Sources of information under Trades

Directories
See Manufacturers—Directories

Seychelles
Directories
See lists under Directories—Foreign; Directories—Foreign, with subdivision for proper continent

Shaw, A.
Business career in its public relations. 1904 Univ. of Cal. $1

Shaw, A. W.
Approach to business problems. 1916
Harvard $2
Some problems in market distribution. 1915
Harvard $1

Shaw, A. W., Co.
114 proved plans to save a busy man time. 1918 Shaw Free with 20 months' subs. to System.
Report on the profitable management of a retail lumber business. 1918 Shaw $12

Shaw, F. L.
Printing trades. 1916 (Cleveland education survey) Cleveland 25c

Shaw banking series
Accounting and costs.
Advertising and service.
Buildings, equipment and supplies.
Credit and collections.
Loans and discounts.
Management and executive control.
Sheep raising business
Coffey, W. C. Productive sheep husbandry. 1918 (Lippincott's farm manuals)

See also Commodities of commerce—Uses; Organization and administration; Prices (Market)—Livestock; also notes on Sources of information under Trades

Sheldon, A. F.
Art of selling. 1911 Sheldon univ. $1.25

Shelton, W. A.
Atlas of railway traffic maps. 1914 La-Salle $3

Shepard, G. H.
Application of efficiency principles. 1917 (Industrial management library) Engineering $3

Shepherd, J. M.
Practical accounting problems. (In Amer. sch. of cor. Cyc. of commerce, etc., 1910 v. 7, p. 283-370; also in Amer. sch. of cor. Cyc. of practical accounting, 1917, v. 4, p. 213-302)

Shepard, A.
How to become a private secretary. 1903 Unwin Is

Shepperson, A. B.
Cotton facts. 1917 Shepperson $1

Sherbow, B.
Making type work. 1916 Century $1.25

Ship calculations. Hughes, C. H. 1918

Ship chandlers
Ship chandlers. (In Harmsworth business library, v. 7, p. 221-226)

See also Organization and administration; Prices (Market), with subdivisions; also notes on Sources of information under Trades

Directories
In list under “Directories, Trade etc.” see No. 81, 91, 134, 195, 203, 214

See also Sail making industry—Directories

Ship subsidies. See Merchant marine

Ship subsidies. Dunmorc, W. T. 1907

Shipbuilders’ blue book. Crawford, W. K. 1918

Shipbuilding industry. Kelly, R. W. 1918

Shipbuilding trade
Smith, J. R. Shipbuilding during the war; Shipbuilding in the United Kingdom; Shipbuilding in the United States, 1914 to May, 1918. (In his Influence of the great war upon shipping, 1919, p. 217-307)

See also Associations—Directories—Shipbuilding trade; Commodities of commerce—Uses; Organization and administration; Prices (Market), with subdivisions; Statistics—Shipbuilding trade; Water transportation business; also notes on Sources of information under Trades

Bibliography
List of references on shipping and shipbuilding. 303p 1919 (U. S. Library of congress) Supt. of doc. 40c

University of Wisconsin library school. History of shipbuilding in the U. S.; a selected bibliography, E. A. Reechygl. 28p 1918 (Typewritten, $1.40; obtained only through P. A. I. S.)

See also subhead Bibliography under: Accounting—Shipbuilding trade; Accounting—Water transportation business; Encyclopedias and dictionaries—Shipbuilding trade; Merchant marine; Water transportation business

Costs
See Navy yard work—Costs

Directories
In list under “Directories, Trade etc.” see No. 81, 91, 134, 195, 203, 214

See also Associations—Directories—Shipbuilding trade; also subhead Directories under: Architects’ offices—Naval; Manufacturers; Marine engine and boiler trade; Sail making industry; Water transportation business

Encyclopedias and dictionaries

Hughes, C. H. Terms; Clauses and terms occurring policies; Export and shipping terms. (In his Handbook of ship calculations, construction and operation, 1918, p. 711-717)

Pease, F. F. Modern shipbuilding terms, defined and illustrated. 1918

Encyclopedias and dictionaries—Bibliography
Dictionaries. (In List of references on shipping and shipbuilding, 1910, p. 241-242; U. S. Library of congress. Supt. of doc. 40c)
Shipbuilding trade—Continued

Periodicals

Marine news. Monthly
Nautical gazette; an international weekly newspaper of shipbuilding, shipping, marine insurance and export news. Saturdays

See also Water transportation business—Periodicals

Shipment of goods

American commerce association. Traffic library. To be completed in 25 v. Practical information on all classes of traffic moving via rail, lake, ocean, canal; between points in North America and points in foreign countries. For contents see under American commerce association.

Bullinger’s post office express and freight guide. In list under “Directories, Trade etc.” see No. 47

Calvert, A. Shipping office organisation, management and accounts; a comprehensive guide to the innumerable details connected with the shipping trade, with numerous forms and facsimiles of shipping documents. 1910

Cobey, J. W. Service division; Shipping room; Local transport; Foreign department. (In Traffic field, 1919, p. 120-169; 204-213)

Dudeney, F. M. Methods of shipment. (In his Exporter’s handbook, 1916, p. 175-180)

Filsinger, E. B. Dispatching shipments. (In his Trading with Latin America, 1917, p. 126-131)

Hough, B. O. Preparing shipments; Making the shipment. (In his Practical exporting, 1919, p. 350-431)

Packing and marketing of cotton; a study of present wasteful methods and certain suggestions for their improvement. 39p 1912 (U. S. Bureau of foreign and domestic commerce. Special agents series, no. 58) Supt. of doc. 10c

Packing for export; suggestions for preparation of American merchandise for shipment to foreign countries. 1911 (U. S. Bureau of foreign and domestic commerce. Miscellaneous series, no. 5) Supt. of doc. 15c

Sheldrake, T. S. How goods are shipped. (In Harmsworth business library, v. 4, p 77-90)

Trans-continental freight co., 203 So. Dearborn St., Chicago, Ill. Suggestions to exporters; a formula of foreign freight forwarding. 39p 1919

See also Container trade—Periodicals; Export trade—Technique; Express service; Forwarders—Directories; Motor trucks (commercial use); Parcel post—Rates; Ports; Postal service; Stowage; Traffic management; Water transportation business; also subheads under: Freight; Maps

Periodicals

Interstate commerce commission reports, decisions of the Interstate commerce commission of the U. S. Irregular

See also subhead Periodicals under: Container trade; Export trade; Freight—Rates; Insurance—Marine; Motor trucks (commercial use); Traffic management; Water transportation business

Shipowners. See Water transportation business—Directories

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Shipping clerks’, correspondents’ and travellers’ handbook of Spanish invoicing. Thomas, F. 1916

Shipping office organisation. Calvert, A. 1910

Ships

Directories

See Water transportation business—Directories

Shively, N. O.

Salesmanship. 4v 1916 Shively $12

U book; selling one’s self from $10 a week to $100,000 a year. 1917 Stanton $1

Shoe trade

Allen, F. J. Shoe industry. 1916

Boot and shoe retailers. (In Harmsworth business library, v. 6, p. 201-211)

Evans, A. L. Educational training course; retail shoe salesman’s guide; being a text book of information and inspiration for all retail shoe folks. 1912

Garrison, C. L. How to conduct a successful shoe store. 1908

Harding, J. S. Boot and shoe industry. (Pitman’s common commodities and industries)
Shoe trade — Continued

Harvard university—Graduate school of business administration—Bureau of business research. Depreciation in the retail shoe business. 1915 (Bulletin, no. 4)
—Management problems in retail shoe stores. 1918 (Bulletin, no. 10)

Sawyer, I. H. How to sell shoes. (In Modern merchandising, 1910, v. 5, p. 204-223)

See also Associations—Directories—Shoe trade; Commodities of commerce—Uses; Men's furnishing goods trade; Organization and administration; Prices (Market)—Boots and shoes; Prices (Market)—Leather—Shoe; also subheads under Leather trade; also notes on Sources of information under Trades

Accounting
See Accounting—Shoe trade

Advertising
See Advertising—Shoe trade

Cost accounts
See Cost accounts—Shoe trade

Costs
Report on leather and shoe industries. 1899-1910 (U. S. Federal trade commission) Supt. of doc. 20c
See also subhead Costs under Leather trade

Directories
In list under “Directories, Trade, etc.” see No. 87, 110, 211
See also Associations—Directories—Shoe trade; Jobbing, commission business, etc.—Directories—Shoe trade; also subhead Directories under Leather trade; Manufacturers; Men's furnishing goods trade

Encyclopedias and dictionaries
See Encyclopedias and dictionaries—Leather trade

Periodicals
Boot and shoe recorder. (Retail) Saturdays
Shoe and leather reporter. Thursdays
Shoe retailer. (Retail) Saturdays
See also subhead Periodicals under Leather trade

Salesmanship
See Salesmanship—Shoe trade

Shop and foundry management. Dean, S. 1913

Shop committee. See Employees

Shop committee. Stoddard, W. L. 1919

Shop expense analysis and control. Ficker, N. T. 1917

Shop management. See Factories—Organization and administration

Shop management. Taylor, F. W. 1912

Shop management and systems. Jones, F. D. 1918

Shop rules

Kelly, R. W. Book of information and instruction. (In his Hiring the worker, 1918, p. 160-165)

Leitch, J. Rules governing employees. (In his Man to man, 1919, p. 237-249)
See also Factories—Organization and administration; House manuals

Short cuts and money-making methods. Addressograph Co. 1910

Short cuts in figures. Collins, A. F. 1916

Shorthand
No books on this subject or on typewriting have been included. They are used mostly by students rather than by business men.

Show cards
Atkinson, F. H. “Show at” sho' cards. 1913

Bissell, J. G. Instructions on modern show card writing. 1913

Faust, C. A. Complete card-writer. 1911

“Haberdasher”. Showcard writing system; complete in thirty-four lessons. 1916

Hurst, A. E. Hardware show card writing. 1913

Int. cor. schools. Show-card writing; show-card design and ornament; letter formation; pen lettering; supplementary alphabets; air-brush show-cards. 1913

Thompson, W. A. Modern show card lettering, designs and advertising phrases. 1913
See also Lettering

Periodicals
Advertising world; a publication for the retail advertiser and for the manufacturer of the goods he sells. (also Retail) 15th of each month

For “Directions for using this book” see page vii
Show cards—Periodicals—Continued
Signs of the times; the national journal of display advertising. 1st of each month
See also subhead Periodicals under Window dressing
Show windows. See Window dressing
Shryer, W. A.
Analytical advertising. 1912 Bus. serv. $3
Collecting by letter. 2v 1913 Bus. serv. $3
Shuman, E. I.
Practical journalism. 1912 Appleton $1.25
Siam
Graham, W. A. Siam; a handbook of practical, commercial, and political information. 1913
Statistical year book of the Kingdom of Siam. Department of commerce and statistics, Bangkok, Siam
See also Asia; Law—Foreign
Directories
See lists under Directories—Foreign; Directories—Foreign, with subdivision for proper continent
Periodicals
See Asia—Periodicals
Sickness insurance. See Insurance—Health
Sidis, B.
Psychology of suggestion, with an introd. by W. James. 1898 Appleton $1.75
Sieff, M.
Manual of Russian commercial correspondence. 1916 Dutton $1.25
Silk trade
Chittick, J. Silk manufacturing and its problems. 1913
Rawlley, R. C. Silk industry and trade; a study in the economic organisation of the export trade of Kashmir and Indian silks, with special reference to their utilization in the British and French markets. 1919
Thompson, E. B. Silk department. 1918 (Department store merchandise manuals)
See also Commodities of commerce—Uses; Dry goods trade; Hosiery trade; Lace trade; Organization and administration; Prices (Market)—Silk; Statistics—Manufactures; Textile trade; Underwear trade; Waste trade; also notes on Sources of information under Trades

Bibliography
U. S. Library of congress. Select list of references on the silk industry. 11p 1918 (Typewritten, 55c; obtained only through P. A. I. S.)
See also subhead Bibliography under Textile trade
Cost accounts
See Cost accounts—Silk trade
Directories
In list under “Directories, Trade, etc.” see No. 67, 68, 94
See also Jobbing, commission business, etc.—Directories—Silk trade; also subhead Directories under: Dry goods trade; Dyeing trade; Embroidery trade; Fiber trade; Hosiery trade; Knit goods trade; Lace trade; Manufacturers; Textile trade; Underwear trade; Waste trade
Encyclopedias and dictionaries
American silk journal. Dictionary of silk terms. 1915
Glossary of terms used in the silk industry; names descriptive of characteristics of fabrics. (In Thompson, E. B. Silk department, 1918, p. 206-224)
See also Encyclopedias and dictionaries; Encyclopedias and dictionaries—Textile trade
Periodicals
American silk journal. 1st of each month
Silk; with which is incorporated The silk reporter; an illustrated magazine published monthly in the interests of the producer and the buyer. Monthly Textile world journal. Saturdays
See also subhead Periodicals under: Clothing trade; Dry goods trade; Textile trade; Waste trade
Salesmanship
See Salesmanship—Silk trade
Simmonds, P. L.
Commercial products of the sea. 1879 Appleton $1.75
Simons, C. C.
Commercial law simplified. 1900 Business $5
Simple principles of investment. Gibson, T. 1919
Simpson, G.  
Naval constructor. 3d ed 1914 Van Nostrand $5

Singer, B.  
Patent and trade mark laws of the world. 1911 Conkey $1.75  
Trade mark laws of the world, and unfair trade. 1913 Singer, B. $5

Singer, W. S.  
Singer's guide and estimator for general contractors of building. 1913 Singer $5

Sisal trade. See Textile trade; also subheadings under: Cordage trade; Fibre trade; Hemp trade

Skinner, E. B.  
Mathematical theory of investment. 1913 Ginn $2.25

Skinner, E. M.  
Credits and collections. 1916 LaSalle $2

Skinner, E. N.  
Mining costs of the world. 1915 McGraw $5

Skinner, T.  
Stock exchange year-book. Annual Skinner, T. 408

Slater, J. A.  
Pitman's commercial encyclopedia and dictionary of business. 4v 1912 Pitman 308

Sligher, S. H.  
Turnover of factory labor. 1919 Appleton $3

Slough, C.  
Practical life insurance salesmanship and ginger talks. 1913 Donohue $1.50

Small, F. L.  
Treatise on comprehensive accounting methods adapted to shoe manufacturing and other industries. 1914 L. & S. $10

Smart, W. K.  
How to write business letters. 1916 Shaw $1.35 (Rev. ed. of How to write letters that win.)

Smeeton, C. B.  
Accounting for clubs, hotels and societies. (In Amer. sch. of cor. Cyc. of commerce, etc., 1910, v. 10, p 131-204); also in Amer. sch. of cor. Cyc. of practical accounting, 1917, v. 3. p. 11-84)

Smelting trade. See also Commodities of commerce—Uses; Organization and administration; Prices (Market), with subdivisions; also notes on Sources of information under Trades

Directories  
In list under "Directories, Trade, etc." see No. 148, 204, 214  
See also subhead Directors under: Foundry trade; Iron and steel trade; Machine shops; Machinery trade; Manufacturers

Smith, A.  
Inquiry into the nature and causes of the wealth of nations. Dutton $2.25

Smith, A. M.  
Proof-reading and punctuation. 1905 Smith, A. M. $1.10

Smith, C. J., and Mayme, D. D.  
Modern business English. 1916 Lyons 80c

Smith, D., and Pickworth, P. C. N.  
Engineers' costs and economical workshop production. 1914 Emmott 45 6d

Smith, F. W.  
French-English and English-French commercial dictionary. Pitman 7s 6d

Smith, H. H.  
Publicity and progress; 20th century methods in religious, educational and social activities. 1915 Doran $1

Smith, H. I.  
Financial dictionary. 1903 Moody $2

Smith, H. W.  
 Talks with life insurance agents. 1917 Spectator $2

Smith, J. C.  
Manufacture of paint. 1901 Van Nostrand $3.50

Smith, J. R.  
Elements of industrial management. 1915 Lippincott $2  
Industrial and commercial geography. 1913 Holt $4  
Influence of the great war upon shipping. 1919 Oxford $1  
World's food resources. 1919 Holt $2.50

Smitley, R. L.  
What every investor ought to know. 1919 Mag. of Wall St. $1.25  
You and your broker. 1917 Mag. of Wall St. $1

Smythe, R. M.  
Obsolete American securities and corporations. 2v 1904-1911 Smythe $5 each

For "Directions for using this book" see page vii
Snow, C. D.  
Factors in trade-building. 1916 (Bus. tr. corp. Course in foreign trade, v. 12)  
Bus. tr. corp. Sold only in set $55

Snow, C. H.  
Principal species of wood. 2d ed 1908  
Wiley $1.50

Soap trade  
See also Commodity of commerce—
Uses; Organization and administration; Prices (Market)—Grease, lard, stearines and tallow; Prices (Market)—Oils, and subdivisions; and other subdivisions of Prices (Market); Statistics—Manufactures; also subheads under: Chemical and drug trade; Oil trade; Packing trade; also notes on Sources of information under Trades

Advertising  
See Advertising—Soap trade

Directories  
In list under "Directories. Trade, etc." see No. 119

See also subhead Directories under: Chemical and drug trade; Manufacturers; Oil trade; Packing trade; Textile trade

Social insurance. See Insurance—Industrial; Insurance—State and compulsory

Society of industrial engineers—National conference on industrial reconstruction problems. Complete report of the proceedings. 1919 327 S. LaSalle St., Chicago

Societies. See Associations

Soliciting. See Salesmanship

Solicitors. See subheads under Lawyers’ offices

Solubilities of inorganic and organic compounds. Scidel, A. 1919

Solving advertising art problems. Advertising artists. 1919

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Somaliland  
Directories

See lists under Directories—Foreign; Directories—Foreign, with subdivision for proper continent

Somaliland Protectorate

Directories

See lists under Directories—Foreign; Directories—Foreign, with subdivision for proper continent

Some aspects of the tariff question. Taussig, F. W. 1913

Some legal phases of corporate financing, reorganization and regulation. Steenson, F. L. 1917

Some notes on catalog making. Graydon, S. 1909

SoRelle, R. P.

Office training for stenographers. 1911  
Gregg $2

Souder, M. A.

Notion department 1917 (Department store merchandise manuals) Ronald $1.25

Soulé, G.

New science and practice of accounts. 9th ed 1911  
Soulé $4

Soule, R. F.

Hardware window advertising. 1914  
Williams $2.50

How to sell hardware. 1913  
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Source book in economics. Fetter, F. A. 1912

Sources of information. See notes under: Accounting; Business; Cities; Cost accounts; Statistics; Statistics—Production

South Africa

Handbooks on Canada, Australia, New Zealand, and South Africa; comp. by W. B. Paton and issued by the Emigrants’ information office. 1914


Official yearbook. Union of South Africa Census and statistics office, Prétoria, Transvaal, South Africa 38

Sheldrake, T. S. British South Africa. (In Harmsworth business library, v. 4, p. 227-230)

South African almanack and reference book; the national South African chronicle, gazetteer and year book. Argus printing and publishing co., ltd., 120 St. George’s St., Cape Town, Cape Province, Africa $2.50 imp.
**South Africa—Continued**

Statistical yearbook. Union of South Africa—Minister of the interior, Pretoria, Transvaal, South Africa 10s 5d

*See also* Guide books; Law—Foreign; Statistics; also subheads under Africa

**Bibliography**

*See Africa—Bibliography*

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*See lists under* Directories—Foreign; Directories—Foreign, with subdivision for proper continent

**South America**

Pan American Union, 17th and B Sts., Washington, D. C., publishes many pamphlets etc., and acts as bureau of information about Latin America.

Babson, R. W. *Future of South America*. 1915

Bryce, J. *South America*. 1912

Cooper, C. S. *Understanding South America*. 1918

Hale, A. *South Americans: the story of the South American republics: their characteristics, progress and tendencies; with special reference to their commercial relations with the United States*. 1907

Hirst, W. A. *Guide to South America*. 1915


South American year book and directory (Incorporating the South American railway year book, South American annual, and South American blue book); containing general information relating to the ten republics of South America, British, Dutch and French Guiana, the Panama Canal, the Falkland Islands, and Trinidad. CASSIER $8.50

Wilson, O. *South America as an export field*. 216p 1914 (U. S. Bureau of foreign and domestic commerce. Special agents series, no. 81) Supt. of doc. 25c

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Goldsmith, P. H. *Brief Bibliography of books in English, Spanish and Portuguese relating to the republics commonly called Latin American*. 107p 1915 Macmillan 50c

Kaiser, J. B. *National bibliographies of the South American republics*. Preliminary list. 1913

Training for foreign trade. 1939 1919 (U. S. Bureau of foreign and domestic commerce. Miscellaneous series, no. 97) Supt. of doc. 15c

*See also* subhead Bibliography under: Atlases; Export trade; Guide books; Latin America; Portuguese language; Spanish language

**Economic conditions**

Filsinger, E. B. *Trading with Latin America; obtaining orders; filling orders; shipping orders; payment for orders*. 1917

Miscellaneous series. Issued irregularly (U. S. Bureau of foreign and domestic commerce) Supt. of doc.

Pepper, C. M. *American foreign trade; the U. S. as a world power in the new era of international commerce*. 1919

Special agents series. Issued irregularly (U. S. Bureau of foreign and domestic commerce) Supt. of doc.

Special consular reports. Issued irregularly (U. S. Bureau of foreign and domestic commerce) Supt. of doc.

Vose, E. N. *South America*. (In his World's markets from the point of view of American exporters, 1916, p. 154-183)

*See also* subhead Periodicals under Latin America—Economic conditions

**National characteristics**

Cooper, C. S. *Understanding South America*. 1918 (Chapters on the national characteristics of principal South American countries)

Hale, A. *South Americans: the story of the South American republics; their characteristics, progress and tendencies; with special reference to their commercial relations with the United States*. 1907

*See also* Latin America—Economic conditions—Periodicals

For "Directions for using this book" see page vii
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Northern Brazil. E. C. Buley.
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Business digest, Industrial arts index, Monthly catalogue U. S. public documents, Monthly list of state publications, Readers' guide to periodical literature (for publisher, etc., of these indexes, see list in this book under "Periodicals"); also periodicals published by city governments, boards of trade and chambers of commerce (for list of boards of trade, etc., see Commercial and industrial organizations, listed with publisher, etc., in this book under "Directories—Trade, etc." No. 61).

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Indexes periodicals, pamphlets, reports, government documents, etc., chiefly on business, social and legislative subjects; indexes typed written material, bibliographies, etc., and furnishes copies at 5c per sheet, single space, plus 10c for each manuscript ordered; notes new organizations and gives advance notice of as
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See also Business—Barometers; Business—Condition of; Name of specific country and continent; Prices (Market), with subdivisions; Statistics (theory and practice); Statistics—Bibliography; Tables, formulae, etc.; Yearbooks

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Agriculture: general report and analysis; Agriculture: reports by state with statistics by counties. (U. S. Bureau of the census. Final report of the 13th census, v. 5-7) Supt. of doc. v 5, $1.40; v 6, $1.25; v 7, $1.35
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Institut international d’agriculture—Service de la statistique générale. Annuaire international de statistique agricole.
International crop report and agricultural statistics. Saturday nearest to the 20th of the month
Monthly bulletin of agricultural statistics.
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See also Yearbooks—Bibliography

Book trade

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See also Statistics

Canada

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Lydiatt’s book. In list under “Directories, Trade, etc.” see No. 138

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Chain stores

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Cities

County and municipal indebtedness, 1913, 1902, 1890 and sinking fund assets 1913; Taxation and revenue systems of state and local governments, 1912; Municipal revenues, expenditures and public properties, 1913. [In Wealth, debt and taxation, v. 1-2, 1915 (U. S. Bureau of the census) Supt. of doc. v 1, $1.25; v 2, $1]

Financial statistics of cities having a population of over 30,000. Annual. (U. S. Bureau of the census) Supt. of doc. $1

General statistics of cities, including statistics of sewers and sewerage disposal, refuse collection and disposal, street cleaning, dust prevention, highways and the general highway service of cities having a population of over 30,000. Annual (U. S. Bureau of the census) Supt. of doc. 20c

Moody’s investors service. Government and municipal securities. (In its Moody’s analyses of investments, v. 4)

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Coal

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Saward, F. W. Saward’s annual; a standard statistical review of the coal trade; embracing details relative to output, prices, freight rates, transportation, trade conditions and other details of importance to the coal man, wholesale and retail. Annual

Weekly report on the production and shipment of bituminous coal, and the shipment of anthracite and bituminous coke, comp. by the Geological Survey, Dept of the interior. Weekly

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Commerce

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Exports of principal domestic breadstuffs, cottonseed oil, principal meat and dairy products, cotton and mineral oils from the United States. Monthly

Financial review; finance, crops, railroads, trade, commerce. Annual

Foreign commerce and navigation of the U. S. Annual (U. S. Bureau of foreign and domestic commerce) Supt. of doc. $1.25

Monthly summary of foreign commerce of the U. S. Monthly

Quarterly statement of imported merchandise entered for consumption in the U. S. and duties collected thereon. Quarterly

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See also Statistics

Consumption

Sources of Information.

See notes on Sources of information under Statistics—Production.
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U. S., mineral resources. Pt 1, metals; Pt 2, non-metals. Annual (U. S. Geological survey) Supt. of doc. Pt 1, 75c; Pt 2, 80c
Separates for individual minerals issued prior to publication of bound volumes.
See also Statistics
Copper industry
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Counties
County and municipal indebtedness, 1913, 1902, 1890 and sinking fund assets, 1913; County revenues, expenditures and public properties, 1913. [In Wealth, debt and taxation, v. 1-2, 1915 (U. S. Bureau of the census) Supt. of doc. v 1, $1.25; v 2, $1]
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Dairy industry
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Electric railroads
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Europe
Statistical abstract for the principal and other foreign countries.
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Farms
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Great Britain
Annual statement of the trade of the United Kingdom with foreign countries and British possessions.
Statistical abstract for the United Kingdom in each of the last fifteen years.
See also Statistics
Iron and steel trade
See Statistics—Metals
Jobbing, commission business, etc.
Woman’s world guide to profitable distribution; for the use of manufacturers, advertising agents, universities, libraries and business engineers. 1916
Woman’s world handbook on national distribution. 1915
See also Advertising—Campaigns
Manufactures
Pub., price, etc. for all entries, where frequency of publication (other than annual) is indicated, will be found in this book in list under “Periodicals”.
Census of manufactures. Issued irregularly (U. S. Bureau of the census) Supt. of doc.
A series of pamphlets giving statistics, etc. for individual trades and industries.
Manufacturers: general report and analysis; Manufacturers: reports for principal industries. (U. S. Bureau of the census. Final report of the 13th census, v. 8-10) Supt. of doc. v 8, $1.10; v 9, $1.65; v 10, $1.25
Monthly list of state publications.
Monthly
Lists the statistical bulletins and reports of the various states, as issued.
Wages and hours of labor series. Issued irregularly. (U. S. Bureau of labor statistics) Supt. of doc.
Series of pamphlets giving wage and hour statistics in individual industries.
See also Statistics
Metals
Pub., price, etc. for all entries, where frequency of publication (other than annual) is indicated, will be found in this book in list under “Periodicals”.
Financial review; finance, crops, railroads, trade, commerce. Annual
Metal statistics. Annual
Statistics of the metal mining industry. In list under “Directories, Trade, etc.” see No. 148
Steel and metal digest. Monthly
U. S. mineral resources. Pt. 1, metals, Pt. 2, non-metals. Annual (U. S. geological survey) Supt. of doc. Pt 1, 75c; Pt 2, 80c
Separates for individual minerals issued prior to publication of bound volumes.
See also Statistics
Mines and mining
Mining. (U. S. Bureau of the census. Final report of the 13th census, v. 11) Supt. of doc. 65c
U. S. mineral resources. Pt. 1, metals; Pt. 2, non-metals. Annual (U. S. Geological survey) Supt. of doc. Pt 1, 75c; Pt 2, 80c
Separates for individual minerals issued prior to publication of bound volumes.
See also Statistics—Cities
Municipal
Statistics—Continued

Newfoundland

See Statistics—Canada

Population


Estimates of population of the United States, including results of the state enumerations. Annual (U. S. Bureau of the census) Supt. of doc. 10c

Population and its distribution. 218p 1918 J. Walter Thompson Co., 244 Madison Ave., N. Y. $2.50

Population: report and analysis; Population: reports by states with statistics for counties, cities and other civic divisions. (U. S. Bureau of the census. Final report of the 13th census, v. 1-3) Supt. of doc. v 1, $1.60; v 2, $1.50; v 3, $1.50

Rand, McNally and Co. Commercial atlas of America; containing large-scale maps of all states in the U. S. and its outlying possessions, the provinces of the Dominion of Canada, Newfoundland, the Republic of Mexico, Central America, Panama, Bermuda, the West Indies, Cuba, and various other useful maps; also large continental maps of North America, South America, Europe, Africa, Asia and Oceania; and a new map of South America in four sections including complete and revised indices with latest population figures for each country; all existing railroads are distinguished by numbers on the maps; interurban systems are shown by a special line on map and distinguished by letters in the index; steamship lines also included; original ready-reference shippers' index accurately locates cities, towns, villages, counties, parishes, and physical features on maps, indicating railroad stations, designating mailing points for places without post offices, and distinguishing money-order post offices, rural delivery offices, telegraph stations, and express offices and giving population figures based on the latest census returns of the U. S. census bureau and the State census bureaus, supplemented by official estimates wherever obtainable; prepay freight stations are indicated; alphabetical lists of main and branch line railroads of the U. S., Canada, Mexico, Cuba, Porto Rico, and Hawaii indicate termini of trunk lines and branches on the map, and express service of steamship and steamboat lines in the U. S., maps of large cities of the U. S. show transportation lines, public buildings and parks, depots and stations. Annual

Woman's world guide to profitable distribution; for the use of manufacturers, advertising agents, universities, libraries and business engineers. 1916

See also Maps—Population; Statistics

Production

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Periodicals: Particularly annual numbers, and through the following indexes: Business digest; Industrial arts index; Monthly catalogue U. S. public documents; Monthly list of state publications; Readers' guide to periodical literature. (For publisher, etc. of these indexes, see in this list under "Periodicals").

Services: Brookmire economic service; Public affairs information service; Standard daily trade service; Business data bureau service; Prentice Hall business information service. (For publisher, etc., see in this list under "Services").

Yearbooks: See list in this book under "Yearbooks."

Agriculture, forestry and fisheries; Manufactures and mines. (In Statistical abstract of the U. S. Supt. of doc. 50c)

Mineral industry; its statistics, technology and trade. Annual

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Pub., price, etc. for all entries, where frequency of publication (other than annual) is indicated, will be found in this book in list under "Periodicals"
Monthly list of state publications. Monthly
Lists the census and other statistical bulletins and reports of the various states, as issued.
Moody's investors service. Government and municipal securities. (In its Moody's analyses of investments, v. 4)
National and state indebtedness and funds and investments, 1870-1913; Taxation revenue systems of state and local governments, 1912; National and state revenues and expenditures, 1913 and 1903 and public properties of states, 1913. [In Wealth, debt and taxation, v. 1-2, 1915 (U. S. Bureau of the census) Supt. of doc. v 1, $1.25; v 2, $1]
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Steamboat lines. See Water transportation business
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Leffingwell, W. H. Automatic letter-writer and dictation system; better letters at lower cost; how to use paragraphs to close sales; easier ways for acknowledging orders; how to get the mail out more quickly; reducing office expense by automatic correspondence routine; mechanical devices that help to speed up automatic dictation; openers and closers that make paragraph letters more personal. 1918
—Thirteen plans for increasing stenographic output. (In his Making the office pay, p. 79-94)
See also Correspondence department—Management; Office work—Training employees in; Offices—Management; Organization and administration
Management—Periodicals
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Advertising
See Advertising—Stock brokerage business

Auditing
See Auditing—Stock brokerage business

Directories
In list under “Directories, Trade, etc.” see No. 33, 194
Stock brokerage business—Directories—Continued
Poor's publishing co. Firms mentioned specialize in the securities of those companies under which they are listed. (In its Manual, v. 3)
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Stock companies. See Corporations

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Murphy, W. S. Tables of textile yarns; Textile calculations; Piece lengths and widths of the principal textile fabrics. (In his Modern drapery and allied trades, 1915, v. 4, p. 197-216)

National electric light association. Useful information and tables. (In its Electrical meterman's handbook, 1915, p. 1283-1305)

O'Connor, H. Gas engineer's pocket-book; comprising tables, notes, and memoranda relating to the manufacture, distribution and use of coal gas and the construction of gas works. 3d ed 1907

Orr, E. G. Tables, weights, measures; Money, currencies and practical measurements; Facts and figures (miscellaneous). (In his Real estate broker's cyclopedia, 1911, p.239-340;506-526;504-579)

Parker, W. W. Salary and wage tables. 1913

Paterson, G. W. L. Wiring calculations for electric light and power installations; a practical handbook, containing wiring tables, rules and formulae for the use of architects, engineers, mining engineers and electricians, wiring contractors, and wiremen, etc. 1912

Peabody, C. H. Tables of the properties of steam and other vapors and temperature-entropy table. 1914

Peele, R. Mining engineers' handbook. 1918

Pender, H. American handbook for electrical engineers; a reference book for practicing engineers and students of engineering. 1914

Radford, W. A. Radford's estimating and contracting; a practical manual of up-to-date methods for rapid, systematic, and accurate calculation of costs of all types and details of building construction, together with quotations of ordinary prices for labor and materials, standard schedules and forms, labor-saving tables and other data useful to the building trades. 1913
Tables, formulae, etc.—Continued

Raymond, W. G. Railroad field manual for civil engineers. 1915
Retail mark up table for garment buyers. In list under “Directories, Trade, etc.” see No. 163
Richey, A. S. Electric railway handbook; a reference book of practice data, formulas and tables for the use of operators, engineers and students. 1915
Richey, H. G. Building foreman’s pocketbook and ready reference. 1909
— Building mechanics’ ready reference; carpenters’ and woodworkers’ edition. 1906
— Building mechanics’ ready reference; cement workers’ and plasterers’ edition. 1908
— Building mechanics’ ready reference; plumbers’, steam-fitters’ and tinners’ edition. 1908
— Building mechanics’ ready reference; stone and brick masons’ edition. 1907
— Handbook for superintendents of construction, architects, builders, and building inspectors. 1905
Ricker, N. C. Simplified formulas and tables for floors, joists and beams; roofs, rafters and purlins. 1913
Robertson, J. Dictionary for international commercial quotations; to translate units of value from one currency, weight, and measure direct into another, including exchange; British and European standards. 1918
Roper, S. Engineer’s handy-book, containing facts, formulae, tables and questions on power, its generation, transmission and measurement; heat, fuel and steam; the steam-boiler and accessories; steam-engines and their parts; the steam-engine indicator; gas and gasoline engines; materials, their properties and strength; together with a discussion of the fundamental experiments in electricity; and an explanation of dynamos, motors, batteries, switchboards, telephones, bells, annunciators, alarmus, etc., and also rules for calculating sizes of wires. 15th ed 1913
Ropp, C. New commercial calculator and short-cut arithmetic; containing a new, complete and comprehensive system of useful, convenient and labor-saving tables; also the essence of arithmetic and mensuration. 1906
Rose, M. S. Reference tables. (In her Laboratory hand-book for dietetics, 1918, p. 7 1-115)
St. Paul foundry co. Hand-book, containing useful information and tables, appertaining to the use of structural steel and cast iron, for engineers, architects and builders. 1915
Seidell, A. Solubilities of inorganic and organic compounds; a compilation of quantitative solubility data from the periodical literature. 2d ed 1919
Simpson, G. Naval constructor; a vade mecum of ship design for students, naval architects, shipbuilders and owners, marine superintendents, engineers and draughtsmen. 3d ed 1914
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Standard handbook for electrical engineers. 4th ed 1915
Supplee, H. H. Mechanical engineer’s reference book; a hand-book of tables, formulas, and methods for engineers, students and draftsmen. 4th ed 1913
Tables. In list under “Directories, Trade, etc.” see No. 96
Tables and data. In list under “Directories, Trade, etc.” see No. 32
Tables and data for engineers. In list under “Directories, Trade, etc.” see No. 56
Thackray, G. E. Cambria steel; a handbook of information relating to structural steel, manufactured by the Cambria steel co.; containing useful tables, rules, data, and formulae for the use of engineers, architects, builders and mechanics. 1913
Trautwine, J. C. Civil engineer’s pocketbook. 1916
Values of foreign coins. Quarterly Supt. of doc., Washington, D. C.
Van Nostrand’s chemical annual; a handbook of useful data for analytical, manufacturing, and investigating chemists, chemical engineers, and students. Annual

For “Directions for using this book” see page vii
Tables, formulae, etc.—Continued


Walker, F. R. Building estimator's reference book; a practical and thoroughly reliable reference book for contractors and estimators engaged in estimating the cost of and constructing all classes of modern buildings; giving the actual labor costs and methods employed in the erection of some of our present day structures, together with all necessary material prices and labor quantities entering into the costs of all classes of buildings. 1915

Weights and measures. (In Modern merchandising, 1910, v. 7, p. 380-397)

Wentworth, G. Commercial algebra. 2v 1917 (Wentworth-Smith mathematical series)

See also Arithmetic; Investments—Mathematics; Ready reckoners; Statistics

Distance

Tables of distances in nautical and statute miles via the shortest navigable routes, as determined by the U. S. hydrographic station, Bureau of navigation. 215p 1912 (U. S. Hydrographic office. Publication, no. 117) Supt. of doc. 15c

See also Ports—Directories

Interest

Coffin, J. E. Interest tables at one-half, one, two, three, three-and-one-half, four, four-and-one-half, five, six, seven, eight and ten per-cent per annum, showing the interest on any amount from $1 to $10,000; also containing a perennial time-table, tables of values of foreign money, the interest laws of all the states, rates of postage, business forms and business laws in daily use. 1914

Holden, J. G. Interest tables and formulae. 1916

Inwood, W. Inwood's tables of interest and mortality for the purchasing of estates and valuation of properties, including advowsons, assurance policies, copyholds, deferred annuities, freeholds, ground rents, immediate annuities, leaseholds, life interests, mort-

gages, perpetuities, renewals of leases, reversions, sinking funds, etc., etc.; with logarithms of natural numbers and Thomas's logarithmic interest and annuity tables. (English money) 30th ed. 1913

McCoy, J. S. Tables showing the prices of 2, 3 and 4 per cent bonds (interest payable quarterly) corresponding to investment values of from $4 per cent to 3 per cent per annum, from $4 year to 20 and 30 years to maturity of bond; together with a simple interest table. 1908

Racine, S. F. Annuity studies. 1919

(Accounting students' series)

Robinson, J. W. Robinsonian building-loan interest tables; a complete reference book for the use of building-loan and co-operative bank and other accountants and agents. 6th ed 1909

—Robinsonian universal interest tables, etc. 8th ed 1881

Selden, G. C. Bond yields at a glance; seven simple diagrams which show instantly the yield to maturity of any bond, from 1 to 100 years maturity and from 3% to 10% income basis. 1918

Mag. of Wall St. $1

Skinner, E. B. Tables. (In his Mathematical theory of investment, 1913, p. 218-242)

Sprague, C. E. Extended bond tables, giving accurate values to eight places of decimals, or to the nearest cent on $1,000,000. 1915

—Tables. (In his Accountancy of investment, 1914, p. 320-357)

—Tables of compound interest, discount, annuities, sinking funds and other computations for use in the accountancy of investment. (In his Textbook of the accountancy of investment, 1910, p. 151-186)

Tailoring trade

Tailors. (In Harmsworth business library, v. 7, p. 264-268)

See also Clothing trade; Dressmaking business; Men's furnishing goods trade; Organization and administration; Prices (Market)—Woolen goods; also notes on Sources of information under Trades

Accounting

See Accounting—Tailoring trade
Tailoring trade—Continued

Advertising

See under Advertising the following subheads: Clothing trade; Tailoring trade

Directories

See Clothing trade—Directories

Tait, G. W.

Gold mine accounts and costing. 1912

Pitman $2

Talbot, H. A.

Export forwarder. 1916 (Bus. tr. corp.

Course in foreign trade, v. 4, pt. 3)

Bus. tr. corp. Sold only in set $55

Talking machine trade

See also Organization and administration; Statistics—Manufactures; also notes on Sources of information under Trades

Directories

In list under, “Directories, Trade, etc.”

see No. 181

See also Music trade—Directories

Tanning trade

See also Commodities of commerce—Uses; Organization and administration; Prices (Market)—Tanning materials; also subheads under Leather trade; also notes on Sources of information under Trades

Directories

In list under “Directories, Trade, etc.”

see No. 110, 211

See also subhead Directories under:

Manufacturers; Shoce trade

Encyclopedias and dictionaries


(In his Tanners' and chemists' handbook, 1909, p. 269-351)

Tape, R. pseud. See Wyckoff, R. D.

Tapper, T.

Youth and opportunity. 1912 Platt $1

Tarbell, I. M.

History of the Standard oil company. 2v 1904 Macmillan $5

Tariff

This is one of several subjects not concerned with methods, but on which information is occasionally needed in the transaction of business; therefore, a few books are listed. For more material, practicable lists to consult are those given under this and related subjects in general encyclopedias. For government publications see Tariff and taxation. Price list 37, Supt. of doc., free


Eaton, A. M. Free trade vs. protection. 1913


Taussig, F. W. Free trade, the tariff and reciprocity. 1920

— Some aspects of the tariff question. 1915

See also Commerce; Economics; Import trade; Law—Internal revenue; Taxation

Foreign—Periodicals

Foreign tariff notes. Quarterly

Rates

Kelly's customs tariffs of the world. Annual

Tariffs of all nations. In list under “Directories, Trade, etc.” see No. 209

Vandegrift, F. B. & Co. Handbook of the U. S. tariff, containing the Tariff act of 1913, with complete schedules of articles with rates of duty and paragraph of law; also, law on the administration of the customs service, with a list of articles on which drawback rates have been established. 3d ed 1914

Tasmania

Directories

See lists under Directories—Foreign;

Directories—Foreign, with subdivision for proper continent

Tate's modern cambist. Easton, H. T. 1912

Taussig, F. W.

Free trade, the tariff and reciprocity. 1920 Macmillan $2

Principles of economics. 2v 2d ed 1916

Macmillan $4

Some aspects of the tariff question. 1915

Harvard $2

Taxation

This is one of several subjects not concerned with methods, but on which information is occasionally needed in the transaction of business; therefore, a few books for reference use are listed. For more material, see subhead Bibliography under this subject.
Taxation—Continued
Lyons, W. H. Principles of taxation. 1914
Seligman, E. R. A. Essays in taxation. 1913
See also Accounting—Income tax; Assessed valuation; Economics; Law—Internal revenue; Tariff; Valuation

Bibliography
Lutz, H. L. Bibliography. (In his State tax commission, p. 641-655, 1918, Harvard $2.75)

Decisions and interpretations
Pub., price, etc. for all entries, where frequency of publication (other than annual) is indicated, will be found in this book in list under "Periodicals".

Income tax bulletin service. Supt. of doc. $2
Comprises:—Weekly bulletins of income tax rulings; bi-monthly digest of rulings published in the weekly bulletins and semi-annual cumulative bulletins with the full rulings published in the previous six months' weekly bulletins.

Internal revenue review. Monthly

Prentice-Hall tax service. Prentice-Hall, inc., 70 5th Ave., N. Y. $20 a year, including supplements
Comprises:—Federal war tax service: specimen returns and forms, facilities and insurance tax, beverage taxes, admissions and dues taxes, excise taxes, capital stock tax, stamp taxes; Federal income tax service: digest of law, law, administration, general provisions, individuals, partnership and personal service corporations, estates and trusts, withholding and information at the source, corporation income tax, war profits and excess profits tax.

Standard statistics co. Manual of the income tax. 1919
Treasury decisions under customs, internal-revenue, and other laws including decisions of Board of general appraisers and the court of customs appeals. Weekly

Investments

Wrightington, S. R. Tax exempt and taxable investment securities; a summary of the laws of all the states and the District of Columbia relating to the taxation of securities from the standpoint of the banker and investor. 1914

United States
Black, H. C. Black on income taxes; with supplements; the original treatise on income taxation, with the Act of 1913 analyzed and annotated, the Treasury Regulations and Decisions; complete Forms, a table of cases cited and a thorough index; The 1916 Supplement bringing all of the above down to date; The 1917 Supplement covering the Act as revised and amended by congress in September, 1916, with all additional Regulations, Decisions and forms, a table of cases cited, and a consolidated index covering both the 1916 and 1917 Supplements.

Conlin, J. A. Income and federal tax reports. 1918
Income tax bulletin service. Supt. of doc. $2
Comprises:—Weekly bulletins of income tax rulings, bi-monthly digest of rulings published in the weekly bulletins and semi-annual cumulative bulletins with the full rulings published in the previous six months' weekly bulletins.


Nelson, G. N. Income tax law and accounting. 1918
Prentice-Hall tax service. 70 5th Ave., N. Y. $20 a year including supplements
Comprises:—Federal war tax service: specimen returns and forms, facilities and insurance tax, beverage taxes, admissions and dues taxes, excise taxes, capital stock tax, stamp taxes; Federal income tax service: digest of law, law, administration, general provisions, individuals, partnership and personal service corporations, estates and trusts, withholding and information at the source, corporation income tax, war profits and excess profits tax.

Seligman, E. R. A. Income tax; history, theory and practice of income taxation at home and abroad. 2d ed 1914
See also Accounting—Income tax; United States—Laws, statutes, etc.
Taxi business
Building a profitable taxi business. (In How to run a retail automobile business at a profit, 1918, p. 156-107)

See also Automobile accessories business; Automobile trade; Garage business—Periodicals; Organization and administration; also notes on Sources of information under Business

Accounting
See under Accounting the following subheads: Garage business; Taxi business

Auditing
See Auditing—Taxi business

Taylor, F. W.
Principles of scientific management. 1914 Harper $1.50

Taylor, H. C.
What a salesman should know. 1913 Browne 75c

Taylor, W. G. L.
Credit system. 1913 Macmillan $2.25

Taylor school of salesmanship
Progressive course in salesmanship. 1914 Taylor $8

Taylor system in Franklin management.
Babcock, G. D. 1917

Tea trade
See also Commodities of commerce—Uses; Grocery trade; Organization and administration; Prices (Market)—Tea; also notes on Sources of information under Trades

Directories
In list under "Directories, Trade, etc." see No. 229
See also Jobbing, commission business, etc.—Directories—Tea trade; also subhead Directories under: Grocery trade; Manufacturers

Encyclopedias and dictionaries
Tea trade vocabulary. In list under "Directories, Trade, etc." see No. 229

Marketing methods

Periodicals
Tea and coffee trade journal. (also Retail) Monthly
See also Grocery trade—Periodicals

Teachers. See Associations—Directories—Educational; Schools and colleges—Directories

Tead, O.
Instincts in industry. 1918 Houghton $1.50

Technical dictionary in four languages.
Webber, E.

Technique of indexing. Petherbridge, M. 1904

Telegamm Rates
Getzler's transportation rates; freight, express, parcel post, passenger, telephone, telegraph from New York, Philadelphia, Boston to all principal cities in the U. S. and Canada and quoting over 300,000 rates to additional points.
Postal telegraph-cable co. List of offices, revised tariff, instructions and rules.
Western union telegraph co. Tariff book. See also Cable—Rates

Telegraph codes
A B C universal, commercial, electric, telegraphic code; specially adapted for the use of financiers, merchants, shipowners, brokers, agents, etc. 4th ed 1899

A B C universal, electric, commercial, telegraph code; specially adapted for the use of financiers, merchants, shipowners, underwriters, engineers, brokers, agents, etc., etc.; suitable for every one; improved by the addition of five-letter codewords opposite the full codewords and Part III. 5th ed 1915

A B C universal commercial telegraphic code 6th ed 1920
Bentley's complete phrase code (nearly 1000 million combinations, with at least 2 letters difference between each half code word). 1909

Lieber's five letter American telegraphic code. 1915

Marconi's wireless telegraphic code; embracing the new syllabic numerical code, and a classified business directory. 1907

Western Union telegraphic code (universal edition). 1900

Western Union telegraphic code; five-letter edition. 1917

Bibliography
Cable and telegraph codes. (In Brentano, 5th Ave, and 27th St., N. Y. Business preparedness and efficiency, p. 31-37)
Telegraph industry

Telephones and telegraphs and municipal electric fire-alarm and police-patrol signaling systems. 1912 (U. S. Bureau of the census) Supt. of doc. 50c

See also Investments—Public utilities—Analyses; Organization and administration; Public service corporations; Wireless stations—Directories; also notes on Sources of information under Trades

Directories

See Corporations—Directories

Telephone

Rates

Getzler's transportation rates; freight, express, parcel post, passenger, telephone, telegraph from New York, Philadelphia, Boston to all principal cities in the U. S. and Canada and quoting over 300,000 rates to additional points.

Telephone exchange rates. [In Telephones and telegraphs and municipal electric fire-alarm and police-patrol signaling systems. 1912 (U. S. Bureau of the census) Supt. of doc. 50c]

Telephone (commercial use)

Knox school of salesmanship and business efficiency. Selling by telephone. (In its Successful management, 1917, p. 112-124)

McClelland, F. C. Using the telephone and telegraph to best advantage. (In his Office training and standards, 1919, p. 59-78)

Telephone industry

Telephones and telegraphs and municipal electric fire-alarm and police-patrol signaling systems. 1912 (U. S. Bureau of the census) Supt. of doc. 50c

See also Associations—Directories—Telephone industry; Investments—Public utilities—Analyses; Organization and administration; Public service corporations; also notes on Sources of information under Trades

Accounting

See Accounting—Telephone industry

Auditing

See Auditing—Telephone industry

Directories

In list under "Directories, Trade, etc." see No. 218

See also Associations—Directories—Telephone industry; Corporations—Directories

Teller, W. P., and Brown, H. E.

First book in business methods. 1911

Rand 75c

Templeman, F.

Marine insurance. 1917

Macdonald

$1.60 imp.

Tent trade

Directories

In list under "Directories, Trade, etc." see No. 65, 87

See also subhead Directories under: Awning trade; Sail making industry

Terminals. See Ports

Terry, T. P.

Terry's Japanese empire, including Korea and Formosa. 1914

Houghton $5

Tests. See Ability tests

Textile trade

Martin, H. D. Progress and profit for mill men. 1909

Murphy, W. S. Modern drapery and allied trades, wholesale and retail, by leading specialists in every department. 1915

Thompson, E. B. Cotton and linen departments. 1917 (Department store merchandise manuals)

See also Associations—Directories—Textile trade; Carpet trade; Clothing trade; Commodities of commerce—Uses; Cotton goods trade; Cotton trade; Dry goods trade; Glove trade; Hat trade; Hosiery trade; Lace trade; Organization and administration; Prices (Market)—Carpets and rugs; Prices (Market)—Cotton goods; Prices (Market)—Woolen goods; and other subdivisions of Prices (Market); Rubber trade; Silk trade; Waste trade; also notes on Sources of information under Trades

Accounting

See Accounting—Textile trade

Auditing

See Auditing—Textile trade
Textile trade—Continued

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Clatworthy, L. M., Economics of textiles and clothing. 44p 1918 (Home economics series, no. 3) State college of Washington, Pullman, Washington 25c

Little, E. L. List of references on textile industry. (In Special libraries, 120 Peterborough St., The Fenway, Boston. v. 8, p. 174-176. Dec 1917; v. 9, p. 24-25. Jan. 1918 Single numbers 50c)

McGowan, E. B. Bibliography. (In her Textiles and clothing, 1919, p. 253-255)

See also subhead Bibliography under:
Clothing trade; Cotton trade; Industrial chemistry; Silk trade

Cost accounts
See Cost accounts—Textile trade

Directories

In list under "Directories, Trade, etc." see No. 50, 65, 66, 67, 68, 82, 94, 164

See also Associations—Directories—Textile trade; Jobbing, commission business, etc. — Directories — Textile trade; also subhead Directories under:
Awning trade; Burlap trade; Carpet trade; Clothing trade; Corset trade; Cotton goods trade; Cotton trade; Dry goods trade; Dyeing trade; Embroidery trade; Felt trade; Fiber trade; Flax trade; Glove trade; Hat trade; Hemp trade; Hosiery trade; Jute trade; Knit goods trade; Lace trade; Sail making industry; Silk trade; Tent trade; Underwear trade; Upholstery trade; Waste trade; Wool trade

Encyclopedias and dictionaries

American silk journal. Dictionary of silk terms. 1915

Blanco, A. E, Piece goods manual; fabrics described: textile, knit goods, weaving terms, etc. explained; with notes on the classification of samples; compiled and illustrated as an aid to members of the Chinese maritime customs service. 1917

Dictionary of textiles. In list under "Directories, Trade, etc." see No. 94

Glossary of terms used in the silk industry; names descriptive of characteristics of fabrics. (In Thompson, E. B. Silk department, 1918, p. 206-224)

Harmuth, L. Dictionary of textiles. 1915

Murphy, W. S. Glossary of textile terms. (In his Textile industries, 1911, v. 8, p. 141-160)

See also under Encyclopedias and dictionaries the following subheads:
Carpet trade; Cotton goods trade; Knit goods trade; Silk trade; also Encyclopedias and dictionaries

Marketing methods

Cherington, P. T. Wool industry; commercial problems of the American woolen and worsted manufacture. 1916 (American industries)

Hunter, J. A. Wool, from the raw material to the finished product. 1912

Moore, A. S. Linen, from the raw material to the finished product.

Nystrom, P. H. Textiles, 1916

Woolman, M. S. Textiles; a handbook for the student and the consumer. 1913

See also subhead Marketing methods under:
Cotton trade; Flax trade; Waste trade; Wool trade

Periodicals

Fibre and fabric. Saturdays
Textile world journal. Saturdays

See also subhead Periodicals under:
Carpet trade; Clothing trade; Cotton trade; Dry goods trade; Hat trade; Silk trade; Waste trade

Salesmanship

See Salesmanship—Textile trade

Textiles and clothing. McGowan, E. B. 1919

Thackray, G. E.
Cambrica steel. 1913 Cambria $1.25

Theatres

Auditing

See Auditing—Theatres

Directories

In list under "Directories, Trade, etc." see No. 120

See also Motion picture trade—Directories

There's money in your show window. Nat. cash register co. 1913

Things to know about trade marks. 1911

Thompson, J. W. $1

Thomas, A. G.

Principles of government purchasing. 1919

Appleton $2.25
Thomas, F.
Shipping clerks', correspondents' and travellers' handbook of Spanish invoicing. 1916 Reilly 75c

Thomas Directory Company
Other Thomas publications will be found listed under Directories—Trade, etc. and under name of specific trade or business with subhead Directories.

Thomas' register of American manufacturers and first hands in all lines. In list under "Directories, Trade, etc." see No. 222

Thompson, C. B.
How to find factory costs. 1916 Shaw $2.50
Scientific management. 1914 (Harvard business studies) Harvard $4
Taylor system of scientific management. 1917 Shaw $10
Theory and practice of scientific management. 1917 Houghton $1.75

Thompson, E. B.
Cotton and linen departments. 1917 (Department store merchandize manuals) Ronald $1.25
Silk department. 1918 (Department store merchandize manuals) Ronald $1.50

Thompson, F. V.
Commercial education in public secondary schools. 1915 World $1.50

Thompson, J. J.
Social insurance. 1914 Loyola 50c

Thompson, W. A.
Modern show card lettering. 1913 Thompson, W. A. $1

Thompson, W. S.
Directory of mailing lists obtainable in book and pamphlet form. 1917 Putnam $2.50

Thomson, H. C.
Patents, trade marks, design patents. 1913 Bellevue $5

Thorne, W. V. S.
Hospital accounting and statistics. 1916 Dutton $1.50

Thorne, W. W.
Twentieth century bookkeeping and business practice. 1904 Business $3

Thorpe, Sir E.
Dictionary of applied chemistry. Rev. ed 5 v 1912-1913 Longmans $18 per vol.

Thorpe, M.
Coming newspaper. 1915 Holt $1.40

Thoughts on business. Warren, W. P. 1907

Thralls, J.
Clearing house. 1916 A. B. A.

Tibet

Directories
See lists under Directories—Foreign; Directories—Foreign, with subdivision for proper continent

Tiemann, H. P.
Iron and steel (a pocket encyclopedia). 1919 McGraw $4

Tillyard, F.
Banking and negotiable instruments. 1914 Macmillan $1.75

Timber from the forest to its use in commerce. Bullock, W. 1915

Time studies as a basis for rate setting. Merrick, D. V. 1919

Time tables. See Railroads—Guides; Water transportation business—Sailings

Timken, F. H.
Accounting in the furniture and woodworking industries. 1915 Trade $2.50

Tin plate trade
Dunbar, D. E. Tin plate industry; a comparative study of its growth in the United States and in Wales. 1915
See also Commodities of commerce—Uses; Organization and administration: Prices (Market)—Iron and steel; Prices (Market) — Tin plate; Statistics — Manufactures; also notes on Sources of information under Trades

Directories
See Iron and steel trade—Directories; Manufacturers—Directories

Tipper, H.
New business. 1914 Doubleday $2

Tipper, H., and Hotchkiss, G. B.
Advertising. 1914 (Alex. Ham. inst. Mod. bus. v. 4) Alex. Ham. inst.

Tipper, H., and others
Advertising; its principles and practice. 1919 Ronald $6

Tipson, F. S.
Theory of accounts. 1913 Mendoza $1.50

Tire trade
Goodell, F. R. Tire making and merchandising. 1918
See also Automobile trade; Commodities of commerce — Uses; Organization and administration; Prices (Market)—Tires and tubes; also notes on Sources of information under Trades

Directories
See subhead Directories under: Automobile trade; Manufacturer:
Tire trade—Continued

Encyclopedias and dictionaries
Goodell, F. R. "Tire lingo". (In his Tire making and merchandising, 1918, p. 162-168)

Title insurance. See Insurance—Title

Tobacco leaf. Killebrew, J. B. 1916

Tobacco trade

Tobacconists. (In Harmsworth business library v. 7,p. 268-273)

Werner, C. Selling and storekeeping. (In his Textbook on tobacco, 1914, p. 241-283)

Whelan, G. J. How to sell cigars and tobaccos. (In Modern merchandising, 1910, v. 5,p. 343-364)

See also Commodities of commerce—Uses; Organization and administration; Prices (Market)—Tobacco; also notes on Sources of information under Trades

Advertising
See Advertising—Tobacco trade

Directories
In list under "Directories, Trade, etc." see No. 126

See also Jobbing, commission business, etc.—Directories—Tobacco trade; Manufacturers—Directories

Marketing methods
Killebrew, J. B. On the marketing of tobacco. (In his Tobacco leaf, 1916, p. 263-287)

Salesmanship
See Salesmanship—Tobacco trade

Tobacconists' advertising. Borsodi, W. 1910

Tobago. See West Indies; Latin America

Todman, F. S.
Brokerage accounts. 1916 Ronald $3.50

Tolman, W. H., and Kendall, L. B.
Safety. 1913 Harper $3

Tomkins, L. J.
Law of commercial paper. 1913 Ronald $2.50

Summary of the law of private corporations. 1904 Baker, Voorhis $2.50

Tonking

Directories
See lists under Directories—Foreign; Directories—Foreign, with subdivision for proper continent

Toothaker, C. R.
Commercial raw materials. 1905 Ginn $1.25

Torrens system
Cameron, A. G. Torrens system; its simplicity, serviceability and success. 1915

Dumas, J. Registering title to land; a series of lectures delivered at Yale. 1900

See also Law—Real estate; Real estate business

Torrey, J., and Manders, A. S.
Rubber industry. 1915 Int. 15s 6d

Toy trade
See also Organization and administration; also notes on Sources of information under Trades

Directories
In list under "Directories, Trade, etc." see No. 24, 48, 182

See also Manufacturers—Directories

Periodicals
Playthings; a business monthly for toy men. Monthly

Toys and novelties; a monthly journal for dealers, jobbers, importers and manufacturers of toys, dolls, games, amusement novelties and athletic goods. Monthly

Tractor trade
See also Advertising—Agricultural implements and machinery trade; Commodities of commerce—Uses; Organization and administration; Prices (Market), with subdivisions; also notes on Sources of information under Trades

Bibliography
See Automobile trade—Bibliography

Directories
In list under "Directories, Trade, etc." see No. 57, 95, 190, 224

See also subhead Directories under: Agricultural implements and machinery trade; Automobile trade; Machinery trade; Manufacturers

Encyclopedias and dictionaries
See Encyclopedias and dictionaries—Automobiles

Periodicals
Automotive industries, the automobile. Weekly

Tractor world; published in the interest of the farm tractor industry, trade and user. Monthly

For "Directions for using this book" see page vii
Trade acceptances. See Acceptances
Trade and professional organizations. See Associations
Trade directories. See Directories—Trade, etc.
Trade marks and trade names
Buck, G. Trade mark power; an expedition into an unprobed and inviting wilderness. 1916
Dicksee, L. R. Goodwill and its treatment in accounts. 1906
Elifreth, W. H. Patents, copyrights and trade marks. 1913
Munn & Co. Trade marks; trade names; for the business man. 1912
Rogers, E. S. Goodwill, trademarks and unfair trading. 1914
Things to know about trade marks. 1911
Thomson, H. C. Patents, trade marks, design patents. 1913
See also Copyright; Export trade—Advertising; Law—Copyright; Law—Patents and trade marks; Patents

Directories
In list under “Directories, Trade, etc.” see No. 9, 15, 16, 40, 82, 109, 125, 141, 147, 163, 187, 190, 204, 216, 222, 231
See also subhead Directories under: Advertising; Watermarks

Periodicals
Bulletin of the U. S. trade mark association. Monthly
Official gazette of the U. S. patent office; containing patents, trade-mark, designs and labels. Tuesdays
Trade morals. Page, E. D. 1914
Trade of the world. Whelpley, J. D. 1913
Trade of to-morrow. Benn, E. J. P. 1918
Trade papers. See House organs; Periodicals
Trade unions. See Labor unions

Trades
Sources of Information about a specific trade or business:
Associations: Through correspondence (see classified list in this book under "Associations—Directories").
Directories: See in this book under name of the specific trade or industry, subhead "Directories".
Encyclopedias: (General)

Periodicals: Through the following indexes:
Business digest, industrial arts index, Monthly catalogue of U. S. public documents, Monthly list of state publications, Readers' guide to periodical literature (for publisher, etc. see list in this book under "Periodicals").
Periodicals (trade): Through correspondence. Also through indexes published by individual trade magazines (for list of such magazines, see in this book under name of the specific trade or industry, with subhead "Periodicals"; under "Periodicals—Bibliography" and under "Periodicals—Directories").
Services: Brookmire economic service; Public affairs information service; Standard daily trade service; Business data bureau service; Prentice-Hall business information service. (For publisher, etc., see list in this book under "Services").
U. S. Bureau of the census publications (for list and prices, apply to Supt. of doc., Washington, D. C.)
U. S. catalog.
Yearbooks and other publications of trade associations: For names of trade associations, see classified list in this book under "Associations—Directories".
Business and trade headings used in this book:
Accountants' offices; Acetylene plants; Actuaries; Advertising-Agent business; Agricultural implements and machinery trade; Agriculture; Aircraft industry; Arbitrators; Architects' offices; Architects' offices—Landscape; Architects' offices—Naval; Art dealers; Auditors' offices; Automobile accessory business; Automobile trade; Awning trade; Baking trade; Banks and banking; Bee industry; Bond houses; Book trade; Brick trade; Building and loan associations; Building material trade; Building trades; Burlap trade; Butter trade; Canning trade; Carpet trade; Cement trade; Chain stores; Chemical and drug trade; Clothing trade; Coal trade; Coffee trade; Cork trade; Collecting of accounts; Commissioners of deeds; Confectionery trade; Container trade; Cooperative stores; Copper industry; Cordage trade; Corset trade; Cotton goods trade; Cotton seed trade; Cotton trade; Cutlery trade; Dairy industry; Dentists' offices; Dressmaking business; Drug stores; Dry goods trade; Dying trade; Electric light and power companies; Electric railroads; Electrical supply trade; Embroidery trade; Employment bureaus; Engineering offices; Engineering supply trade; Export trade; Express service; Felt trade; Fertilizer trade; Fiber trade; Film trade; Fish trade; Five and ten cent stores; Flag trade; Flax trade; Florist business; Forestry business; Forwarders; Foundry trade; Fruit trade; Fur trade; Furniture trade; Galvanizing trade; Gas companies; Glass trade; Glove trade; Grain trade; Grocery trade; Gypsum trade; Hardware trade; Harness trade; Hat trade; Hemp trade; Hoseiery trade; Hotels; House furnishings trade; Ice cream business; Ice trade; Import trade; Installment business; Insurance-Agent business; Iron and steel trade; Jewelry trade; Jobbing, commission business, etc.; Jute trade; Knit goods trade; Lace trade; Laundry business; Lawyers' offices; Leather goods trade; Leather trade; Lime trade; Lumber trade; Machine shops; Machinery trade; Mail order business; Marine engine and boiler trade; Mattress trade; Meat trade; Medical supply trade; Men's furnishing goods trade; Metal
Trades—Continued

trade; Mill supply trade; Millinery trade; Mine supply trade; Mines and mining; Mineral industry; Motion picture trade; Motor cycle trade; Music trade; Navy yard work; Newsdealers; Newspaper business; Nataries public; Notion trade; Novelty trade; Nursery trade; Nut trade; Office building management; Office supplies business; Oil trade; Oleomargarine trade; Optical trade; Organ trade; Packing trade; Paint trade; Painting and decorating trade; Paper box trade; Paper trade; Pattern shops; Pawnbroking business; Petroleum industry; Phosphate trade; Physicians' offices; Piano trade; Plumbing trade; Pottery trade; Poultry business; Printing business; Produce trade; Promoting; Public service corporations; Publishing trade; Quarries; Railroads; Real estate business; Refrigeration trade; Restaurant business; Retail stores; Retailing; Rolling mill industry; Rubber trade; Sail making industry; Savings banks; Saw mills; Seed trade; Sewing machine trade; Sheep raising business; Ship chandlers; Shipbuilding trade; Shoe trade; Silk trade; Smelting trade; Soap trade; Spice trade; Sporting goods trade; Stationery trade; Stock brokerage business; Stone trade; Stove trade; Sugar trade; Surgical instrument trade; Tailoring trade; Talking machine trade; Taxi business; Tea trade; Telegraph industry; Telephone industry; Tent trade; Textile trade; Theatres; Tin plate trade; Tire trade; Tobacco trade; Toy trade; Tractor trade; Trunk trade; Trust companies; Umbrella trade; Underwear trade; Upholstery trade; Vehicle trade; Warehouse business; Waste trade; Water transportation business; Window dressing; Window shade trade; Wireless stations; Wool trade; Yarn trade.

Directories

In a library used by business men, directories are among the most used books because they are the connecting link between the seller and the buyer; and will be found a necessity unless there is in the city one of the directory libraries maintained by directory publishers. The Catalogue of copyright entries (see in list in this book under “Periodicals”) is the prime source for information as to publisher, price and frequency of publication. See also in this book under "Directories—Trade," etc.

Trading in wheat. Prill. A. 1917

Trading with Latin America. Filsinger, E. B. 1917

Trading with the far East. Irving national bank. 1919

Traffic field. 1919 LaSalle $2.75

Traffic management

Davies, J. P. Domestic shipping. (In his Engineering office systems and methods, 1915, p. 320-346)

Derby, H. L. Industrial traffic departments. (In American commerce association. Traffic library, v. 6)

Dewsnup, E. R. Freight classification. 4v 1913

Diemer, H. Shipping and receiving departments. (In his Factory organization and administration, 1914, p. 241-255)

Galloway, L. Work of the traffic department. (In his Office management, 1918, p. 289-307)

Gerstenberg, C. W. Traffic. (In his Principles of business, 1918, p. 483-532)

Griffith, J. B. Shipping department. (In Amer. sch. of cor. Cyc. of commerce, etc., 1910, v. 1, p. 183-230)

— Shipping department. (In his Business management, 1910, v. 2, p. 79-127)

Jones, E. D. Traffic department. (In his Administration of industrial enterprises, 1916, p. 397-415)

Larish, F. A. Bill of lading. 49p 1918

LaSalle

Lissenden, G. B. Industrial traffic management.

Morton, J. F. Routing freight shipments. 1913

Parsons, C. C. Traffic and shipping. (In his Business administration, 1909, p. 87-90)

Prentice-Hall business information service; the best and newest ideas on business gathered weekly from every available source. Prentice-Hall, inc., 70 5th Ave., N. Y. $75. a year

A loose leaf service giving abstracts and notes of current business literature appearing in periodicals, newspapers, pamphlets, books, etc., ready to file in binders, grouped mainly for the principal departments of a business firm in the following sections: Accounting; Advertising and selling; Banking, exchange and public finance; Credits and collections; Employment; Financing; Foreign trade; Industrial and commercial relations; Management; Office management; Personal efficiency; Purchasing and stores; Transportation. Paid research work. Books, periodicals and copies of articles analyzed furnished at cost.

Strombeck, J. F. Reducing freight charges to a minimum. 1913

Traffic field, comprising Industrial traffic department; Associated traffic management; Community traffic management; Public utility commission work; Railway traffic management. 1919

Trimpe, W. T. Freight claims. 1913

See also Export trade; Express service; Maps—Traffic department; Motor trucks (commercial use); Ports; Postal service; Shipment of goods; Transportation; Water transportation business; also subhead Guides under: Freight;

For “Directions for using this book” see page vii
Traffic management—Continued
Railroads; also subhead Rates under: Freight; Parcel post; Tariff

Encyclopedias and dictionaries
See Transportation—Encyclopedias and dictionaries

Periodicals
Traffic world; a working tool for traffic men, both industrial and railroad; a national journal of important transportation news; independent as between carrier and shipper. Saturdays
See also subhead Periodicals under: Container trade; Freight—Rates; Motor trucks (commercial use); Shipment of goods; Tariff—Foreign; Transportation

Records and statistics
Cake, C. E. Keeping record of goods received and shipped. (In Office methods and accounting, 1917, p. 184-192)
Cobey, J. W. Tariff department. (In Traffic field, 1919, p. 66-85)
Parsons, C. C. Shipping records. (In his Office organization and management, 1917, p. 268-272)
Schulze, J. W. Shipping records. (In his American office, 1914, p. 346-349)
See also Filing; Indexing

Training of a salesman. Maxwell, W. 1919

Transportation
Clapp, E. J. Railway traffic. 1917 (Alex. Ham. inst. Mod. bus. v. 14)
Droege, J. A. Freight terminals and trains, including a revision of Yards and terminals. 1912
Jackman, W. J. Transportation, interstate commerce, foreign trade. 1916 (International business library)
Johnson, E. R. Elements of transportation; a discussion of steam railroad, electric railway and ocean and inland water transportation. 1909
Kennedy, P. B. Traffic, 1914 (Alex. Ham. inst. Mod. bus. v. 5, pt. 3)
Kirkaldy, A. W. History and economics of transport. 1913
MacElwee, R. S. Ports and terminal facilities. 1918

Zimmermann, E. W. Foreign trade and shipping. 1917 (Alex. Ham. inst. Mod. bns. v. 15)
See also Commerce; Electric railroads; Express service; Forwarders—Directories; Merchant marine; Motor trucks (commercial use); Ports; Postal service; Railroads; Water transportation business

Encyclopedias and dictionaries
Droege, J. A. Terms and definitions. (In his Freight terminals and trains, 1912, p. 13-16)
Jackman, W. J. Terms used in transportation. (In his Transportation, 1916, p. 407-413)

Maps
See Maps—Transportation

Periodicals
Interstate commerce commission reports, decisions of the Interstate commerce commission of the U. S. Irregular Traffic world; a working tool for traffic men, both industrial and railroad; a national journal of important transportation news; independent as between carrier and shipper. Saturdays
Transportation. Monthly
See also subhead Periodicals under: Motor trucks (commercial use); Water transportation business

Transvaal
Directories
See lists under Directories—Foreign; Directories—Foreign, with subdivision for proper continent

Trautwine, J. C.
Civil engineer's pocket-book 1916 Trautwine $5.25

Traveling salesman. Douglas, A. W. 1919

Traveling salesmen. See Salesmanship

Tregurtha, C. M., and Frings, J. W.
Craft of silent salesmanship. Pitman $1.35

Trezise, F. J.
Typography of advertising. 1911 Inland printer $2

Trimming trade. See Notion trade—Periodicals; Textile trade

Trimpe, W. T.
Freight claims. 1913 La Salle
Trinidad.  
See Latin America; West Indies

Directories

See lists under Directories—Foreign; Directories—Foreign, with subdivision for proper continent

Tripoli

Directories

See lists under Directories—Foreign; Directories—Foreign, with subdivision for proper continent

Trucks. See Automobile trade; Motor trucks (commercial use)

Trunk trade

Bag and trunk dealers. (In Harmsworth business library, v.6, p.175-181)  
See also Commodity of commerce—Uses; Leather goods trade; Organization and administration; Prices (Market), with subdivisions; also notes on Sources of information under Trades

Advertising

See Advertising—Trunk trade

Directories

In list under “Directories, Trade, etc.” see No. 49, 86, 87  
See also Manufacturers—Directories

Salesmanship

See Salesmanship—Leather goods trade

Trust companies

Barnett, G. E. State banks and trust companies since the passage of the National bank act. 1911 (Nat. monetary com.)

Herrick, C. Trust companies; their organization, growth and management. 1909

Hull, W. H. Trust company section. (In his Practical problems in banking and currency, 1907, p. 457-585)

Int. cor. schools. History of banking; national and state banking; national bank supervision; savings banks; trust companies.

Kirkbride, F. B. Modern trust company, its functions and organization. 4th ed 1913

Perine, E. T. Amer. trust companies: their growth and present wealth. 1900  
— Story of the trust companies. 1916

Trust services that win; Handling trust business more effectively. (In Management and executive control, 1919, p. 241-273)

See also Advertising—Banks; Banks and banking; Organization and administration; also notes on Sources of information under Business

Auditing

See Auditing—Trust companies

Bibliography

U. S. Library of congress. List of references on mortgage guaranty companies. 2p. 1917 (Typewritten, 10c; obtained only through P. A. I. S.)

Commercial correspondence

See Commercial correspondence—Banks

Directories

In list under “Directories, Trade, etc.” see No. 227  
See also Banks and banking—Directories

Periodicals

Journal of the American bankers association. Monthly  
See also Banks and banking—Periodicals

Securities

See Investments—Financial—Analyses

Trustees. See administration of estates

Trusts

This is one of several subjects not concerned with methods, but on which information is occasionally needed in the transaction of business; therefore a few books for reference use are listed. For more material see subhead Bibliography under this subject.

Dos Passos, J. R. Commercial mortgage. 1916

Ely, R. T. Monopolies and trusts. 1912 (Citizen’s library)

Haney, L. H. Business organization and combination; an analysis of the evolution and nature of business organization in the U. S. and a tentative solution of the corporation and trust problems. 1914

Jenks, J. W. Trust problem. 1917

Ripley, W. Z. Trusts, pools and corporations. 1916  
See also Capital; Corporations; Standard oil co.; U. S. steel corporation

Bibliography

Haney, L. H. Select list of references. (In his Business organization and combination, 1913, p. 478-479)
Trusts—Bibliography—Continued
Jenks, J. W. Selected reading references on trusts. (In his Trust problem, 1917, p. 409-492)
List of books, with references to periodicals, relating to trusts. 93p 1907 Library of Congress, Washington, D. C. 25c

Tuberculosis
Associations
See Associations—Directories—Tuberculosis

Tucker, J. I.
Contracts in engineering. 1910 McGraw $3

Tunis
Directories
See lists under Directories—Foreign;
Directories—Foreign, with subdivision for proper continent

Turkey
Directories
See lists under Directories—Foreign;
Directories—Foreign, with subdivision for proper continent

Turner, F. W., and Perrigo, O. E.
Machine shop work and management. 1914 Amer. tech. $1.50

Turning him down. Lawrence, H. C. 1908

Turnover (labor). See Employment problems; Labor turnover

Turnover (of stock)
Cleary, P. R. Turning of investment. (In his How to figure profit, 1918, p. 168-188)
Douglas, A. W. Turnover of stock. (In his Merchandising, 1918, p. 10-21)
Field, C. C. Turnover. (In his Retail buying, 1917, p. 123-137)
Making your dollars work faster. (In How to run a wholesale business at a profit, 1918, p. 209-222)
Sammons, W. More turnovers. (In his Keeping up with rising costs, 1915, p. 175-192)
Shaw, A. W. Co. How to speed up the rate of turnover. (In their Report on the profitable management of a retail lumber business, 1918, pt. 5, p. 35-44).
See also Retail stores—Costs; Retail stores—Management; Retailing


Twentieth century hat factory. Mills, D. C. 1910-1911

Twenty-five years in the mail order business. Lee, J. 1902

Twine trade. See Cordage trade

Two thousand points for financial advertising. MacGregor, T. D. 1915

Twyford, H. B.
Purchasing. 1915 Van Nostrand $3
Storing. 1918 Von Nostrand $3

Tyler, E. A.
Insurance companies accounts. 1905 (Accountants' lib. v. 36)

Typewriting
No books on this subject or on shorthand have been included. They are used mostly by students rather than by business men.

Typography of advertisements that pay. Farrar, G. P. 1917

Tyography of advertising. Trezise, F. J. 1911

U

U book. Shively, N. O. 1917

Uganda protectorate

Directories
See lists under Directories—Foreign;
Directories—Foreign, with subdivision for proper continent

Umbrella trade
Murphy, W. S. Umbrellas. (In his Modern drapery and allied trades, 1915, v. 2, p. 289-294)

See also Commodities of commerce—Uses; Organization and administration; Prices (Market), with subdivisions; also notes on Sources of information under Trades

Advertising
See Advertising—Umbrella trade

Directories
In list under "Directories, Trade, etc." see No. 49, 86, 87
See also Manufacturers—Directories

Unckless, L.
How to find manufacturing costs and selling costs. 1909 Mod. methods 50c
Understanding South America. Cooper, C. S. 1918

Underaker business

Underwear trade
Murphy, W. S. Ladies’ and children’s underclothing and outfitting. (In his Modern drapery and allied trades. 1915, v. 2, 103-116)

See also Clothing trade; Commodities of commerce—Uses; Dry goods trade; Hosiery trade; Lace trade; Organization and administration; Textile trade; also notes on Sources of information under Trades

Costs
Women’s muslin-underwear industry; report of the cost of production of women’s muslin-underwear in the U. S. 1849 1915 (U. S. Bureau of foreign and domestic commerce. Miscellaneous series, no. 29) Supt. of doc. 20c

See also subhead Costs under: Clothing trade; Knit goods trade

Directories
In list under “Directories, Trade, etc.” see No. 10, 66, 87

See also subhead Directories under: Clothing trade; Corset trade; Dry goods trade; Embroidery trade; Hosiery trade; Knit goods trade; Lace trade; Textile trade; Wool trade

Underwriters. See Associations—Directories—Insurance

Unemployment insurance; study of schemes of assisted insurance. Gibbon, I. G. 1911


Union of South Africa

Directories
See lists under Directories—Foreign: Directories—Foreign, with subdivision for proper continent

Unions

Labor
See Labor unions
Unit construction costs. Jones, E. H. 1915

United States
See also Cities; Commerce; Export trade; States; Statistics; Tariff; Taxation—United States

Army—Directories
In list under “Directories, Trade, etc.” see No. 31, 165, 176

Banks and banking
See Banks and banking—United States

Coast guard
See United States—Navy

Directories
See subhead Directories under: Manufacturers; name of specific trade or business

Economic conditions
Pub., price, etc. for all entries, where frequency of publication (other than annual) is indicated, will be found in this book in list under “Periodicals”.

American academy of political and social science. Industries in readjustment. 1919

Brookmire economic service, 56 Pine St., N. Y. $75 a year.

Comprises:—Analyst (monthly), an analysis of the conditions determining the value of investment securities, which includes investors’ compass, market policy, prices and yield, standard securities; Bond bulletin (quarterly), which includes fundamental principles, international bond chart, bond yields and commodity prices by years; Financial bulletin (issued irregularly), which includes money situation, barometric trends, tables of monthly movements, fundamental figures for merchants’ and bankers’ reference; Forecaster (weekly), an analysis and forecast of fundamental conditions, which includes manufacturing conditions, manufacturers’ compass, business compass for merchants and jobbers, weekly statistics, general business conditions, financial conditions, agricultural and transportation conditions; Investment opportunity bulletin (monthly); Interpretation of the iron and steel chart (quarterly); New York bank statement and security prices (quarterly); Trade bulletin (fortnightly), which includes sales, credit and special commodity section, and general commodity section which includes market policy, buyers’ and sellers’ guide, price list of basic commodities; sales and credit map (monthly) which includes monthly report of cities, map summary, building permits, credit situation, bank clearings, foreign commerce, etc.; International barometer (monthly), which includes U. S. barometer chart, European barometer chart.

Friedman, E. M. American problems of reconstruction; a national symposium on the economic and financial aspects. 1918

Gibson, T. Problems of peace. 1919

King, W. L. M. Industry and humanity; a study in the principles underlying industrial reconstruction. 1918
United States—Economic conditions—Cont
Marcosson, I. F. America's opportunity.
(In his Peace and business, 1919, p. 275-292)
—War after the war. 1917
Wildman, E. Reconstructing America; our next big job; the latest word on the vital subjects of the hour; the views on reconstruction and readjustment of the country's greatest thinkers and constructive and industrial geniuses. 1919
See also Business—Conditions of; Labor conditions—Periodicals; also under Index numbers the following subheads; Annalist; Babson; Bradstreet; Broombire; Dun; Federal reserve; Gibson; U. S. bureau of labor statistics; War industries board—Price section

Employees—Directories
Directories of individual government bureaus and departments are frequently issued. For information about these as issued see monthly catalogue of U. S. public documents. (For pub. price, etc. see list in this book under "Periodicals").
In list under "Directories, Trade, etc." see No. 170
See also Officials—Directories—Federal

Industries
Bishop, A. L. Industry and trade; historical and descriptive account of their development in the U. S. 1918
Census of manufactures. Issued irregularly (U. S. Bureau of the census) Supt. of doc.
A series of pamphlets giving statistics, etc. for individual trades and industries.
Final report of the 13th census, v. 4-11.
(U. S. Bureau of the census) Supt. of doc. v. 4, $1; v. 5, $1.40; v. 6, $1.25; v. 7, $1.35; v. 8, $1.10; v. 9, $1.65; v. 10, $1.25; v. 11, 65c
Knoop, D. American business enterprise; a study in industrial organisation; report to the Select Committee of the Parliament on the results of a tour in the U. S. in 1906-1907. 1907 (University of Manchester. Publications)
Willets, G. Workers of the nation; an encyclopedia of the occupations of the American people and a record of business, professional and industrial achievement at the beginning of the twentieth century. 2v 1903
See also notes on Sources of information under Trades

Industries—Periodicals
American exporter; a monthly journal of foreign trade. Monthly
Dun's international review; a journal for the promotion of international trade. Monthly
Export American industries. Monthly
See also Business—Periodicals

Laws, statutes, etc.
Barnes, U. Barnes' federal code; containing all federal statutes of general and public nature now in force. 1919
Lapp, J. A. Federal rules and regulations. 1918
— Important federal laws. 1917
Standard daily trade service. Standard statistics co., 47 West St., N. Y. $120 a year
In loose leaf form for filing in spring binder. Reports currently, in condensed form, the news affecting business. Originally planned for the exporter it gives markets for commodities, new sources of raw materials, establishment of new industries, U. S. and foreign government regulations and their changes affecting the exporter and importer, and business conditions in all countries. Its scope has been broadened to cover all kinds of business and surveys of individual industries are frequently given. Federal laws and regulations with their bearing on business given in detail. Everything daily revised. Washington, European, Latin-American, Russian and Far Eastern representatives collect its foreign information. Supplemental service by telephone and correspondence on subjects covered.
See also Law

Maps
See Maps—United States

Navy—Directories
In list under "Directories, Trade, etc." see No. 154, 155, 196, 198, 210

Officials
See Officials—Directories—Consuls (U. S.); Officials—Directories—Federal

Publications
See Government publications—Bibliography

Statistics
See Statistics—United States
United States bank note company
How to organize and equip a modern bank. 1913 U. S. bank note co. $1

United States catalog; books in print, 1912; supplemented by Cumulative book index. Monthly, with cumulations Wilson Price on application

United States steel corporation
Cotter, A. Authentic history of the U. S. steel corporation. 1916

Universal letter writer in eight languages. Ferrars, M. H.

Universal safety standards. Workmen’s compensation service bur., N. Y. 1914

Universities. See Schools and colleges

University of Chicago press
Manual of style. 3d ed 1911 Univ. of Chicago $1

Upholstery trade
See also Carpet trade; Commodities of commerce—Uses; Furniture trade; Organization and administration; Prices (Market), with sub-divisions; Textile trade; also notes on Sources of information under Trades

Directories
In list under “Directories, Trade, etc.” see No. 9
See also Jobbing, commission business, etc.—Directories—Upholstery trade; also subhead Directories under: Carpet trade; Furniture trade; Manufacturers; Textile trade; Window shade trade

Encyclopedias and dictionaries
Int. cor. schools. Upholstery terms. (In its Salesman’s handbook, 1913, p.166-171)
See also Encyclopedias and dictionaries; Encyclopedias and dictionaries—Textile trade

Periodicals
American carpet and upholstery journal. 10th of each month
Carpet and upholstery trade review and the rug trade review. 1st and 15th of each month

Upper Senegal and Niger

Directories
See lists under Directories—Foreign; Directories—Foreign, with subdivision for proper continent

Uruguay
Anuario estadistico de la republica oriental del Uruguay. Juan J. Dornaleche, Calle Cerro Largo 783 y 785, Montevideo, Uruguay
Argentine year book; with short chapters on the republics of Uruguay, Paraguay and Chile.
Ross, G. Argentina and Uruguay. 1917
See also Latin America; Law—Foreign; South America; Statistics

Directories
See lists under Directories—Foreign; Directories—Foreign, with subdivision for proper continent

Use of factory statistics in the investigation of industrial fatigue. Florence, P. S. 1918

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Vacations
Galloway, L. Vacations and the vacation schedule. (In his Office management, 1918, p. 627-636)
Parsons, C. C. Vacations. (In his Office organization and management, 1917, p. 131-134)
Schulze, J. W. Vacations. (In his American office, 1914, p. 240-244)

Valentine, C. S.
Beginner in poultry. 1912 Macmillan $1.50

Valuation
Bacon, R. F. Valuation of oil properties; Some commercial factors involved in the appraising of petroleum properties. (In his American petroleum industry, 1916, v. 1, p. 345-373)
Bernard, A. D. Some principles and problems of real estate valuation. 1913
Cole, W. M. Relation of principal and interest in valuations. (In his Accounts, 1915, p. 159-202)
Craigen, G. J. Practical methods for appraising land, buildings and improvements, 1911
Elbourne, E. T. Buildings and fixed plant valuation. (In his Factory administration and accounts, 1914, p. 364-375)
Valuation—Continued

Evers, C. C. Commercial problems in buildings; a discussion of the economic and structural essentials of profitable buildings and the basis for valuation of improved real estate. 1914

Floy, H. Valuation of public utility properties. 1912

—Value for rate making. 1916

Foster, H. A. Engineering valuation of public utilities and factories. 1912

Grunsky, C. E. Valuation, depreciation and the rate-base. 1917

Hafeld, H. R. Assets and the principles of valuation; valuation of particular assets. (In his Modern accounting, 1911, p. 70-106)

Hayes, H. V. Public utilities; their cost new and depreciation. 1913

—Public utilities; their fair present value and return. 1915

Hertel, H. Bankers' scientific appraisal system for land and buildings. 1914

McKay, C. W. Valuing industrial properties. 1918

Matheson, E. Valuation. (In his Depreciation of factories, 1910, p. 147-218)

Mitchell, T. W. Valuations for recording purposes. (In his Accounting principles, 1917, p. 135-150)

Sailers, E. A. Principles of depreciation. 1915

Schaaf, S. R. Essential points governing the financial value of an engineering property. 1912

Whitten, R. H. Valuation of public service corporations; legal and economic phases of valuation for rate making and public purchase. 1912 Supplement 1914

Wyer, S. S. Regulation, valuation and depreciation of public utilities. 1913

See also Accounting; Assessed valuation; Cost accounting; Depreciation; Public service corporations; Real estate business

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McKay, C. W. Bibliography. (In his Valuing industrial properties, 1918, p. 493)

Whitten, R. H. Bibliography of valuation and depreciation. (In his Valuation of public service corporations, 1913, p. 721-745)

See also subhead Bibliography under:

Depreciation; Index numbers (theory); Prices; Real estate business

Encyclopedias and dictionaries

McKay, C. W. Glossary of appraisal terms. (In his Valuing industrial properties, 1918, p. 49-80)

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* Doubleday. Doubleday, Page & Co., Garden City, N. Y.
Dow. Dow, Jones & Co., 44 Broad St., N. Y.
Drake. Frederick J. Drake & Co., 1606 S. Michigan Blvd., Chicago
Dry Goods. Dry Goods Reporter, 215 S. Market St., Chicago
Drygoodsman, 1627 Locust St., St. Louis, Mo.
Duckworth. Duckworth & Co., 3 Henrietta St., Covent Garden, London, W. C.
Duffield. Duffield & Co., 211 W. 53rd St., N. Y.
Dun. R. G. Dun & Co., 290 Broadway, N. Y.
Dutton. E. P. Dutton & Co., 681 5th Ave., N. Y.

Eagle. Brooklyn Daily Eagle, Eagle Bldg., Brooklyn, N. Y.
Ed. and pub. Editor and Publisher Co., Suite 1117, New York World Bldg., 63 Park Row, N. Y.
Eddis. W. C. Eddis, 608 Continental Bldg., Toronto, Canada
Editor. Editor Company, Ridgewood, N. J.
Editorial. Europamericana, Barcelona, Spain
Educational. Educational Exhibition Co., 26 Custom House St., Providence, R. I.
Efficiency. Efficiency Co., 327 S. La Salle St., Chicago
Efficiency Society, Inc., 119 W. 40th St., N. Y.
Eldridge. H. F. Eldridge, 1121 Henderson St., Columbia, S. C.
Ellis. Ellis Pub. Co., 58 W. Main St., Battle Creek, Mich.
Elm. Elm Tree Press, Woodstock, Vt.
Enc. amer. Encyclopedia Americana Corporation, 61 Broadway, N. Y.
Engineering. Engineering Magazine, 140-42 Nassau St., N. Y.
Engineers & architects assoc. Engineers & Architects Assoc. of Southern California, City Engineer’s Office, Los Angeles

Erickson. H. Erickson, 1717 Madison St., Madison, Wis.
Estes. See Page Co.
Evans. Charles Evans, 1413 Pratt Ave., Rogers Park, Chicago
Exp. enc. Exporters’ Encyclopaedia Co., 78 Broad St., N. Y.
Eyre. Eyre & Spottiswoode, ltd., East Harding St., London, E. C. 4,

Farnsworth. B. B. Farnsworth, 215 W. 23rd St., N. Y.
Faust. C. A. Faust, 1024 N. Robey St., Chicago
Fed. reserve bd. Federal Reserve Board, Washington, D. C.
Fed. trade. Federal Trade Service Corporation, 418 S. Market St., Chicago
Federal Trade Commission, Washington, D. C.
Felter. Carroll Felter & Co., 74 Broadway, N. Y.
Fenno. R. F. Fenno & Co., 18 E. 17th St., N. Y.
Fidelity. Fidelity & Casualty of New York, 92 Liberty St., N. Y.
Financial Calendar Co., 25 W. Broadway, N. Y.
Financial World, 20 Broadway, N. Y.
Fishing Masters’ Assoc. Inc., Atlantic Ave., cor. Commerce St., Boston
Fitch. Francis Emory Fitch, Inc., 47 Broad St., N. Y.
Fitch pub. Fitch Pub. Co., Inc., 47 Broad St., N. Y.
Flint. Chas. A. Flint, 211 Twenty-Eighth Ave. N., Seattle, Wash.
Flitcraft. A. J. Flitcraft, 615 Maple Ave., Oak Park, Ill.
LIST OF PUBLISHERS

Flood. H. T. Flood, 214 W. Madison St.,
Chicago
Flora. Flora Book Co., Box 1214, Dallas,
Tex.
Fogerty. Fogerty’s Jewelry Directory, 1
Maiden Lane, N. Y.
St., N. Y.
Forbes. Forbes & Co., 443 S. Dearborn St.,
Chicago
Forbes, B. C., 120 Broadway, N. Y.
Foreign. Foreign Publishing Co., 603 Star
Bldg., St. Louis, Mo.
Foreign exchange pub. Foreign Exchange
Publishing Co., 29 W. Monroe St., Chi-
icago
Forest. Forest Press, Lake Placid Club,
Essex Co., N. Y.
Frandon. Frandon Co., 304 Caxton Bldg.,
Cleveland, O.
Freight. Freight, The Shippers Forum, Inc.,
154 Nassau St., N. Y.
Frost. W. B. Frost and Co., 42 Weybosset
St., Providence, R. I.
Frowde. Henry Frowde & Hodder &
Stoughton, Oxford Press Warehouse,
Falcon Sq., London, E. C. 1
Funk. Funk & Wagnalls Co., 354 4th Ave.,
N. Y.

Garage. Garage Systems Co., 110 North
Main St., Rockford, Ill.
Gardner. Gardner Printing Co., Caxton
Bldg., Cleveland, O.
Gas. Gas Age, 52 Vanderbilt Ave., N. Y.
* Gee. Gee & Co., ltd., 34 Moorgate St.,
London, E. C. 2
General. General Drafting Co., Inc., 9
Church St., N. Y.
Getzler. Getzler Transportation Rates,
Inc., Getzler Bldg., 96 Warren St., N. Y.
Gibb. Gibb Brothers & Moran, 45 Rose
St., N. Y.
Gibbs. E. D. Gibbs Co., Inc., 219 W. 81st
St., N. Y.
Gibson. Gibson & McElroy Publishing Co.,
29 Broadway, N. Y.
Gibson Bros., 1312 1 St., Washington, D. C.
Gibson Co. David Gibson Co., 812 Huron
Rd., Cleveland, O.
Ginn. Ginn & Co., 15 Ashburton Pl., Bos-
tou
Glockner, Leipzig, Germany
Goddard. J. W. Goddard & Sons, 94
Bleecker St., N. Y.

Good. H. Good & Son, Ltd., 50 Moorgate
St., London, E. C. 2
Goodenow. Goodenow Printing Co., 6-12
Devereux St., Utica, N. Y.
Goodwin. J. H. Goodwin, 1547 Broadway,
N. Y.
Mullin Bldg., Cedar Rapids, Ia.
Grafton. Grafton & Co., 8 Coptic St.,
Bloombury, London, W. C.
Grand. Grand Rapids Furniture Record
Periodical Publishing Co., 11-19 Perkins
Bldg., Grand Rapids, Mich.
Grant. Robert Grant & Co., Calle Cangallo
542, Buenos Aires, Argentina
Graydon. Samuel Graydon, 80 Lafayette
St., N. Y.
Chicago
Gregory. Win. R. Gregory Co., 233 Broad-
way, N. Y.
Southampton St., Strand, London, W. C.
Griffin. Charles Griffin and Co., ltd., Exeter
St., Strand, London, W. C.
Guenther. Guenther Pub. Co., 29 Broad-
way, N. Y.
Gurley. W. & L. E. Gurley, 514 Fulton St.,
Troy, N. Y.

Haberdasher. Haberdasher Co., 112 E. 19th
St., N. Y.
Hachette. Hachette & Co., 18 King Wil-
liam St., Strand, London, W. C. 2
Hall. Henry Hall, 52 Broadway, N. Y.
Halpern. D. Halpern Co., N. Y.
Hammond. C. S. and Co., 30 Church St.,
N. Y.
Hannis. Hannis Jordan Co., 32 Union Sq.,
N. Y.
Harding. A. R. Harding, 75 N. Ohio Ave.,
Columbus, O.
Harper. Harper & Brothers, Franklin
Square, N. Y.
Omaha, Neb.
Harrison. Harrison & Sons, 45-47 St. Ma-
tin’s Lane, London, W. C.
Hartman. W. J. Hartman, 732 Federal St.,
Chicago
* Harvard. Harvard University Press, 29
Randall Hall, Cambridge, Mass.
Hat. Hat Trade Pub. Co., 1182 Broadway,
N. Y.

* Modified from the original text by removing unnecessary words and adjusting formatting for readability.
Hawkins. G. H. E. Hawkins, Lock Box 423, Chicago
Hawkins, N. A. N. A. Hawkins, 100 Merrick Ave., Detroit, Mich.
Hawthorne, J., 334 5th Ave., N. Y.
Heath. D. C. Heath & Co., 50 Beacon St., Boston
Hendricks. Samuel E. Hendricks Co., 2 W. 13th St., N. Y.
Henley. Norman W. Henley Pub. Co., 2 West 45th St., N. Y.
Herkenhoff. John Herkenhoff, Box 122, Albuquerque, New Mexico
Hertel. John A. Hertel Co., 11 South Desplaines St., Chicago
Hess. H. M. Hess, 125 Monroe St., Chicago
High School Teachers’ Assoc., Secretary, E. Roche, Washington Irving High School, N. Y.
Hill. Hill’s National Theatrical Directory, Inc., 701 7th Ave., N. Y.
*Hine’s. Hines Bros., 100 William St., N. Y.
Hitchcock. F. H. Hitchcock, 105 W. 40th St., N. Y.
Holt. Henry Holt & Co., 19 West 44th St., N. Y.
Hooke. F. Howard Hooke, 2 Rector St., N. Y.
Hopkinson. Joseph Hopkinson, 501 Confederation Life Bldg., Winnipeg, Canada
Hotel. Hotel Monthly, 443 So. Dearborn St., Chicago
*Houghton. Houghton, Mifflin Co., 4 Park St., Boston
Howell Co., 608 S. Dearborn St., Chicago (formerly Browne & Howell)
Hubbell. Hubbell Pub. Co., 120 Broadway, N. Y.
Huebsch. B. W. Huebsch, 225 5th Ave., N. Y.
Hughes. H. B. Hughes, 808 N. Broad St., Philadelphia
Hurtt. J. M. Hurtt, Pomona, Cal.

I. B. A. A. Investment Banker’s Assoc. of America, 111 W. Monroe St., Chicago

Imperial. Imperial Japanese Government Railway, Tokyo, Japan
Independent. Independent Corporation Division of Business Education, 119 West 40th St., N. Y.
India. India Rubber World, 25 W. 45th St., N. Y.
Industrial. Industrial Extension Inst., Inc., 15 W. 24th St., N. Y.
Industrial pr. Industrial Press, 140 Lafayette St., N. Y.

Inland printer. Inland Printer Co., 624-632 Sherman St., Chicago

Institute. Institute International d’Agriculture Service de la Statistique Générale, Rome, Italy
Insurance. Insurance Field Co., 322 W. Green St., Louisville, Ky.
Ins. press. Insurance Press, 80 Maiden Lane, N. Y.

Insurance Institute of Hartford, Assistant Secretary, Howard P. Dunham, 650 Main St., Hartford, Conn.

Insurance Library Assoc., 141 Milk St., Boston

Insurance Society of N. Y., 81 William St., N. Y.

Int. International Rubber Congress, Exhibition Offices, 75 Chancery Lane, London, W. C.
Int. cable. International Cable Directory Co., 17 State St., N. Y.

Int. cor. International Correspondence Schools, 5 North LaSalle St., Chicago
Int. exch. International Exchange, P. O. Box 177, Chicago


Inter. law. International Law and Business Institute, 1904 Second Ave., South, Minneapolis, Minn.

Inter. news co. International News Co., 83 Duane St., N. Y.

Inter. accountants. International Accountants’ Society, 135 Fort St., Detroit, Mich.


Investors. Investors’ League of N. J., State Chamber of Commerce, Clinton Bldg., Newark, N. J.

Iron. Iron Age, 239 W. 39th St., N. Y.

LIST OF PUBLISHERS

Irving National Bank, Woolworth Bldg., N. Y.
Irwin. Irwin Press, Quincy, Ill.

Jacobs. G. W. Jacobs & Co., 1628 Chestnut St., Philadelphia
Jacobsen. Jacobsen Publishing Co., 136 West Lake St., Chicago
Jank. Jos. K. Jank, 80 Watt St., N. Y.
Johnston. Robert R. Johnston, 42 W. 39th St., N. Y.
Jones. Guy M. Jones Co., Merchants Bank Bldg., Indianapolis, Ind.
Joseph. Joseph & Sefton, 32 Broadway, N. Y.
Judd. Orange Judd Co., 315 4th Ave., N. Y.

Keller. Richard H. Keller, Box 335, N. Y.
Kelly. Kelly’s Directories, ltd., 182 High Holborn, London, W. C. 1
Kempster. James Kempster Printing Co., 117 Liberty St., N. Y.
Kennerley. Mitchell Kennerley, Park Ave. & 59th St., N. Y.
Kerr. Charles H. Kerr & Co., 341 E. Ohio St., Chicago
Ketcham. E. A. Ketcham, 212 N. Murray St., Madison, Wis.
Key. See Ronald.
Kimball. D. Kimball, 911 Tulare Ave., Berkeley, Cal.
Kimber. A. W. Kimber & Co., Inc., 46 West Broadway, N. Y.
Kimble. E. S. Kimble, 1632 Taylor St., San Francisco

King. P. S. King and Son, 2 & 4 Great Smith St., Westminster, London
Knoeppel. C. E. Knoeppel and Co., 101 Park Ave., N. Y.
Knopf. Alfred A. Knopf, 220 W. 42nd St., N. Y.
Knox. J. S. Knox, Knox School of Salesmanship, 1147 Engineers Bldg., Cleveland, O.

L. & S. L. & S. Printing Co., 183 Essex St., Boston
Laird. Laird and Lee, 1732 Michigan Ave., Chicago
Lane. John Lane Co., 116-20 W. 32nd St., N. Y.

* LaSalle. LaSalle Extension University, 2550 So. Michigan Ave., Chicago
Lawyer. Lawyer and Credit Man, 178 Fulton St., N. Y.
Lee. Lee-McLachlan Co., Danbury, Conn.
Lemcke. Lemcke & Buechner, 30-32 W. 27th St., N. Y.
Levey. Levey Brothers & Co., State House Sq., Indianapolis, Ind.
Lewis. Lewis Pub. Co., 542 S. Dearborn St., Chicago
Library. Library of United Engineering Society, 29-33 W. 39th St., N. Y.
Library Bureau, 316 Broadway, N. Y.
Little. Little, Brown & Co., 34 Beacon St., Boston
Little. J. J. J. J. Little and Ives Co., 435 East 24th St., N. Y.
Lloyd’s. 71 Fenchurch St., London
Lockwood. Lockwood Trade Journal Co., 10 E. 39th St., N. Y.
London Public Library, Queens Ave., and Wellington St., London, Ontario, Canada
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Lord. Lord & Thomas Pub. House, 5 S. Wabash Ave., Chicago
Lord and Nagle. See Bragdon, Lord and Nagle
Lothrop. Lothrop, Lee & Shepard Co., 93 Federal St., Boston
Lott. E. S. Lott, 141 Broadway, N. Y.
Lovell. Lovell & Son, 23 St. Nicholas St., Montreal, Quebec, Canada
Low. Sampson Low, Martson & Co., ltd., 100 Southwark St., London, S. E. 1
Loyola. Loyola University Press, 1076 West 12th St., Chicago.
Lyons. Lyons & Carnahan, 623 S. Wabash Ave., Chicago

McBride. R. M. McBride & Co., 31 Union Square, N. Y.
McCain. C. C. McCain, 143 Liberty St., N. Y.
* McClurg. A. C. McClurg & Co., 330-52 E. Ohio St., Chicago
McIntosh. R. J. McIntosh Co., Second National Bank Bldg., Toledo, O.
McKay. David McKay, 604-608 S. Washington Square, Philadelphia
Maclachlan. A. D. Maclachlan, 502 Boylston St., Boston
McMaster. McMaster Co., 69 Wall St., N. Y.
* Macmillan. Macmillan Co., 66 5th Ave., N. Y.
MacRae. MacRae's Blue Book Co., 80 E. Jackson Boulevard, Chicago
Mag. of Wall St. Magazine of Wall St., 42 Broadway, N. Y.
Mahin. John Lee Mahin, 6 East 39th St., N. Y.
Mail. Mail Order News Corporation, Newburgh, N. Y.

Mail order. Mail Order Journal Co., 64 Randolph St., Chicago
Malkan. H. Malkan, 42 Broadway, N. Y.
Manhattan. Manhattan Press, 182 E. 124th St., N. Y.
Mantz. Isadore P. Mantz, Oklahoma City, Okla.
Manufacturing. Manufacturing Jeweler, 42 Weybosset St., Providence, R. I.
Marconi. Marconi Telegraphic Co., 25 Broad St., N. Y.
Marine news. N. Y. Marine News Co., 16 Beaver St., N. Y.
Marks. William D. Marks, 623 Park Row Bldg., N. Y.
Marquis. A. N. Marquis & Co., 440 S. Dearborn St., Chicago
Marsh. B. C. Marsh, 320 Broadway, N. Y.
Martens. R. Martens & Co., 24 State St., N. Y.
Md. cas. co. Maryland Casualty Co., Maryland Casualty Bldg., Baltimore, Md.
Mathieson. F. C. Mathieson and Sons, 16 Copthall Ave., London, E. C. 2
Mead. Nathaniel W. Mead, Tobacco World, 236 Chestnut St., Philadelphia "Out of business"
Mendoza. Mendoza Book Co., 17 Ann St., N. Y.
Merchants. Merchants Record Co., 233 Broadway, N. Y.
Merchants' helps. Merchants' Helps Pub. Co., Delhi, N. Y.
Merchants Pub. Merchants Publicity Co., 241 W. 30th St., N. Y.
Methuen. Methuen & Co., ltd., 36 Essex St, Strand, London, W. C. 2
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<td>Meyer. Oswald Meyer</td>
<td>3607 Boulevard, Jersey City, N. J.</td>
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<td>Midland. Midland Pub. Co.</td>
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<td>Millner. C. A. Millner</td>
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<td>Miller. Joseph Dana Miller</td>
<td>150 Nassau St., N. Y.</td>
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<td>Millwork Cost Information Bureau</td>
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<td>Motion. Motion Picture Trade Directory Co.</td>
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<td>Moving Picture World</td>
<td>17 Madison Ave., N. Y.</td>
<td>New York, N. Y.</td>
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<td>Mun. jour. Municipal Journal &amp; Engineer, Inc.</td>
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<td>Municipal. Municipal Engineering Co.</td>
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<td>Music trades. Music Trades Co.</td>
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Nat. for. tr.  National Foreign Trade Council, India House, Hanover Sq., N. Y.
Nat. man. co.  National Manufacturers' Co., 30 Church St., N. Y.
Nat. y.  National Railway Publication Co., 75 Church St., N. Y.
Nat. Society for the Promotion of Industrial Education, 140 W. 42nd St., N. Y.
Nat. tax assoc., 195 Broadway, N. Y.
Nelson.  G. N. Nelson, 52 Broadway, N. Y.
N. Y. bd. tax comm.  N. Y. State Board of Tax Commissioners, Albany, N. Y.
N. Y. City, Department of Finance, Municipal Bldg., N. Y.
N. Y. even.  N. Y. Evening Post, 20 Vesey St., N. Y.
N. Y. inst.  N. Y. Institute of Mercantile Training, 36-38 W. 37th St., N. Y.
N. Y. news.  N. Y. News Bureau Assoc., 26 Beaver St., N. Y.
N. Y. State Commission to Investigate Port Conditions, Albany, N. Y.
N. Y. State Department of Labor, Albany, N. Y.
N. Y. state lib.  N. Y. State Library, Albany, N. Y.
N. Y. stock exch.  N. Y. Stock Exchange, 13 Wall St., N. Y.
* N. Y. univ.  N. Y. University, School of Commerce, Washington Sq., N. Y.
Newark, N. J., Department of Weights & Measures, City Hall, Newark, N. J.
Newnes.  George Newnes, Ltd., 8-11 Southampton St., Strand, London, W. C. 2
Newson.  Newson & Co., 73 5th Ave., N. Y.
Nichols.  T. P. Nichols & Sons, 113 Market St, Lynn, Mass.
Nickerson.  Nickerson & Collins Co., 431 S. Dearborn St., Chicago
* Norman.  Norman, Remington Co., 308 N. Charles St., Baltimore, Md.
North.  North China Daily News and Herald, Ltd., 17 The Bund, Shanghai, China
Novelty.  Novelty News Laboratory of Business Economics, 9 S. Clinton St., Chicago

Nutt.  David Nutt, 57-59 Long Acre, London

Oakwood.  Oakwood Co., 38 N. Beacon St., Boston
Ocean.  Ocean Publishing Co. 25 West 42nd St., N. Y.
Off. app.  Office Appliance Co., 805 Plymouth Bldg., Chicago
Ohio Industrial Commission, State House, Columbus, O.
Oil.  Oil, Paint & Drug Reporter, 100 William St., N. Y.
Oliphant.  James H. Oliphant & Co., 61 Broadway, N. Y.
Oliver.  D. Oliver, 606 S. Michigan Boulevard, Chicago
Optometrist.  Optometrist & Optician, 81 E. Madison St., Chicago
Ord. unit.  Order of United Commercial Travelers of America, 638 N. Park St., Columbus, O.
Oswald.  Oswald Pub. Co., 231 W. 39th St., N. Y.
Oxford.  Oxford University Press, 35 W. 32nd St., N. Y.

Pacific Coast Assoc. of Port Authorities, San Francisco
Packer (The).  Packer Block, Kansas City, Mo.
Page.  Page Co., 53 Beacon St., Boston (Purchased business of Dana, Estes, & Co.)
Palmer.  A. N. Palmer Co., 30 Irving Pl., N. Y.
Pan. Amer.  Pan American Union, 17th St. and B St., N. W., Washington, D. C.
Pan American Financial Conference, Pan American Bldg., Washington, D. C.
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Panama.  Panama Canal Record, Balboa Heights, C. Z.

Parkhurst.  F. A. Parkhurst, Grand Central Terminal Building, N. Y.

Patterson.  Patterson Pub. Co., 119 W. 40th St., N. Y.

Pierce.  S. Pierce & Co., 59 Commercial St., Boston

Peirce School.  Peirce School, 1420 Pine St., Philadelphia

Penn.  Penn Pub. Co., 925 Filbert St., Philadelphia

Penton.  Penton Pub. Co., 12th St. cor. Chestnut St., Cleveland, O.

Peoples.  Peoples University, University City, St. Louis, Mo.

Phelon.  Joseph S. Phelon, 51 Leonard St., N. Y.

Phila.  comm.  Philadelphia Commercial Museum, 34th St, below Spruce, Philadelphia

Phila.  cont.  Dept. of City Controller, Room 146, City Hall, Philadelphia

Philip.  George Philip & Son, ltd., 32 Fleet St., London, E. C. 4

* Pitman.  Sir Isaac Pitman & Sons, 2-6 W. 45th St., N. Y.


Place.  Place, Siddons and Gough, 1 Commercial Bldgs., Calcutta, India


* Polk.  R. L. Polk & Co., 87-91 3rd Ave., N. Y.

Pool.  Wm. H. Poole Printing and Binding Co., 626 S. Clark St., Chicago


Poor's Publishing Co., 33 Broadway, N. Y.


Porto Rico, Secretary's Office, San Juan, Porto Rico


Post.  L. J. Post, Ellsworth Bldg., 537 S. Dearborn St., Chicago

Postal Telegraph Cable Co., 253 Broadway, N. Y.

Poster ad.  Poster Advertising Assoc., 28 E. Jackson Blvd., Chicago

Practical.  Practical Text Book Co., 1739 Euclid Ave., Cleveland, O.

Prentice.  Prentice-Hall, 70 Fifth Ave., N. Y.


Printz.  Printz-Biederman Co., 1213 West 6th St., Cleveland, O.

Progress.  Progress Co., 515 Rand-McNally Bldg., Chicago


Public service.  N. Y. State Public Service Commission for the 1st District, 120 Broadway, N. Y.

Publicity.  Publicity Pub. Co., 90 Library Court, Chicago

Purchasing.  Purchasing Agent Co., 25 Beaver St., N. Y.

* Putman.  G. P. Putman's Sons, Putman Bldg., 2-6 W. 45th St., N. Y.

Radford.  Radford Architectural Co., 1827 Prairie Ave., Chicago

Rahill.  J. J. Rahill, 32 Rialto Bldg., San Francisco

Railway.  Railway Age Gazette, 233 Broadway, N. Y.

Railway equip.  Railway Equipment & Publication Co., 75 Church St., N. Y.


Rand.  Rand-McNally & Co., Rand-McNally Bldg., 536 S. Clark St., Chicago

Rasor.  W. W. Rasor, 70 5th Ave., N. Y.

Realty.  Realty Service Pub. Co., Changed to Realty Publishing Co., 220 West 42nd St., N. Y.

Realty bk. Co., Realty Book Co., 5905 Euclid Ave., Cleveland, O.

Record.  Record & Guide Co., 119 W. 40th St., N. Y.

Reilly.  Peter Reilly, 133 No. 13th St., Philadelphia

Renn.  George B. Renn, 72 W. Adams St., Chicago

Retail.  Retail Coalman, Monadnock Block, Chicago


Rev. of rev.  Review of Reviews, 30 Irving Pl., N. Y.

Revell.  Fleming H. Revell & Co., 185 5th Ave., N. Y.
LIST OF PUBLISHERS

Rice. George Graham Rice, 27 William St., N. Y.
Richardson. Richardson Press, 241 W. 37th St., N. Y.
Rickey. William Rickey & Co., 43 W. 27th St., N. Y.
Ridsdale. P. S. Ridsdale, 1847 Lamont St., N. W., Washington, D. C.
Riley. Riley Publishing Co., Gatlin Bldg., Kansas City, Mo.
Roberts. H. E. Roberts, 55 John St., N. Y.
Roberts, W. F., 1514 H St., N. W., Washington, D. C.
Rollins. Rollins & Co., Box 5272, Boston
* Ronald. Ronald Press Co., Evening Post Bldg., 20 Vesey St., N. Y. (Purchased business of Key pub. co.)
Root. Root Newspaper Assoc., 185Devonshire St., Boston
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