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A National Service to the Buying Public

LAURA R. GIBBS,

Information Chief, Tel-U-Where Company of America, Boston, Mass.

In the article which follows, Miss Gibbs describes a new type of commercial service which is particularly interesting as an example of the practical application of library science in solving the problem of the efficient distribution of manufactured products. Tel-U-Where is becoming a necessary convenience in Boston households where intensified work is now being carried on by the company.

There has been from the earliest days of national advertising a gap which the advertiser has been seeking to bridge, and of which the reader always has been conscious. The manufacturer reaches the consumer through the advertisement, he places his goods with the dealer through the agent or jobber, but the consumer does not know who the dealer is. Now and then a local advertisement will carry a long list of dealers, those of the Firestone tire cover an entire newspaper page in some of the larger cities, to supply the missing link in the advertiser's purpose.

Thus Mr. Consumer reads a delectable piece of advertising only to find that he must write from Atlanta to Chicago, or from San Francisco to Elkhart, Indiana, to find out where he can buy, or even see the article—and generally he does not do it. Or perhaps he goes shopping and fails a pray to substitution. Then again his need may not come until even the name of the manufacturer is forgotten.

The Missing Link Between Dealer and Consumer

The Tel-U-Where Company of America is primarily designed to meet just such cases as these, to supply the missing link between dealer and consumer. Even should the would-be-buyer forget Tel-U-Where its device will appear again and again in the advertising of all sorts of products; or should he pick up any one of thirteen familiar magazines (The Atlantic Monthly, Century, Harper's, Scribners, Review of Reviews, World's Work, Country Life in America, American Golfer, Architecture, Garden, House Beautiful, Living Age, St. Nicholas) he will find the full page Tel-U-Where Advertisement. This space is the gift of a group of publishers who have seen in Tel-U-Where sufficient advantage to the advertising world to warrant their full cooperation.

In the course of time other avenues of publicity will be used, bill boards, street car space, newspapers, telephone directories, etc., until Tel-U-Where has become an important factor in the purchasing of a very considerable part of the public. This "Public" includes the purchasing agent who wants a new source of supply, either for comparisons, or because those which he has been using have failed him. It includes the "man higher up" who would like to check these sources; it means the man who wants some office appliance to fill a newly felt want, or the manufacturer of the golf club with which his opponent has been beating him; it means also the busy housewife who needs a new labor saving device, or who merely wants her old one repaired.

Telephone Service

A telephone call to Tel-U-Where in any of the largest cities, a post card from anywhere will bring this information. It saves shopping, letter writing, and substitution—time, steps and temper.

The idea of this service originated with Mr. Earle G. Knight, who, while publishing telephone directories in the Pacific Northwest, saw the need for it—the need for more specific and detailed information than could be published in the telephone directory, for more up to date information than could be included in any printed book. Mr. Knight established a local service in Seattle, then later came the idea of making it national and Boston was finally chosen for the preliminary test and the home offices of the company.

The new Company was organized with a capital stock of $500,000. Its president is
Earle G. Knight, vice-president, Donald McArthur of the Ridgeway Company; and its treasurer J. Harold Drake of Drake Brothers Company.

The Boston offices were opened in July, 1920, as a free demonstration of the plan. For a time any national advertiser who responded to its request for literature and lists of local dealers was treated as a subscriber, having his literature and list of dealers mailed immediately to the inquirer. The literature and cards for eight or ten thousand products thus listed were later turned over to the Research Department, where they are still available for prompt answering of inquiries concerning non-subscriber products in Boston.

The Manufacturer and the Dealer

The manufacturer pays for the service, under slightly varying forms of contract, at that rate plus a small sum for each inquiry answered, receiving with his monthly bill a record of the call, giving the name and address of the inquirer. Such record it is understood is not a sales lead, but it is sent as evidence that the charge is made for a bona fide call. He can as a subscriber insert this device in his copy and the telephone will "do the rest." It saves him sales now lost by substitution when a would-be purchaser tires of searching for his wares. It helps him with his distribution, a dealer likes to carry a well advertised article, and how much more is this true when it is possible for the advertisement to assure him that he will be connected with it every time. The advertisement can now not only create the desire, but it can also direct to the local source of supply. This service makes a change of dealers less disastrous to the manufacturer, and consequently makes a dealer more careful of his handling of the product, less willing to offer substitutes. It tends to stabilize dealer and manufacturer relations.

Tel-U-Where sends to each inquirer a return questionnaire asking if the service has been satisfactorily rendered. On these several cases of attempted substitution have already been reported, and in each case the manufacturer has been informed.

As an index to the consumer demand for any given product, however advertised, its possibilities have been proved. One example bears that of one page of a Boston paper a few months ago where there appeared seven or eight local dealer advertisements of a well-known kitchen ware, among these, no more conspicuous than the other was one suggesting that Tel-U-Where be called for a list of local dealers, and, despite the others, it brought a number of inquiries that day and the next.

This service can eliminate the necessity for mail order buying if there is in the city a dealer, however obscure, who carries the desired article. This means much to the city or community that is trying to develop the "buy at home" policy among its citizens.

To advertising agencies and publishers the service has numerous other points of value, less interesting to the general public, but equally vital for those particular fields.

How the Service Operates

There are now 104 Tel-U-Where bureaus in operation, covering the United States from Atlantic to Pacific, the Great Lakes to the Gulf—one in each city of over 70,000 inhabitants. Each bureau has on file such literature as the subscriber cares to furnish pertaining to his products, also "data slips" giving names of local agents, representatives, wholesalers, jobbers or retailers, ready to mail in response to inquiries, or in verification of information given over the telephone when the subscriber particularly requests it.

This literature is indexed by manufacturer, subject and trade name, so that an inquiry for "coats made by Black in Cleveland" will bring a catalog of their "Wooltex" garments. One for women's shoes will bring catalogs of half a dozen standard makes with the names or names of the local dealers for each, one for orthopedic shoes half as many.

There are great variations in the number of dealers handling different classes of products. Sturtevant blowers are carried by one firm in each of the more important cities, sometimes under the manufacturer's name in the telephone book, sometimes under that of an agent. Holeproof hosiery is to be found in from three to twenty stores. Betty Wailes dresses, on the other hand, are sold by exclusive dealers, and many sales would of necessity be lost without Tel-U-Where through discouragement on the part of the woman who has visited half a dozen stores without success and who finally accepts a garment made by some competitor. Tel-U-Where makes all these sources available immediately.

Should the desired article not be among those subscribed for, the inquiry is forwarded to the Research Department of the main office, the manufacturer ascertained and requested to give the information which is at once forwarded direct to the inquirer.

To the inquirer the Tel-U-Where service is entirely without charge. It is intended to cover all trade named and nationally advertised products, but does not attempt to compile lists, to give selling information or prices, to locate specific sizes or second hand articles, or to match samples. Except for Boston it can, as yet, give little information regarding services, schools, travel, etc. Its support being derived primarily from
the manufacturers it must in justice to its
subscribers give less prompt service on non-
subscribers products, but for some time at
least it will give the delayed service on these
both as a convenience to the public and
as a demonstration to the non-subscriber.

Research

The Research Department, which serves
for all the bureaus, has some 12,750 trade
names in its files, these are also indexed
by subject and their 6500 manufacturers.
Most of them also have records of local
Boston dealers, ready for the use of the
Boston bureau.

These indexes, while quite thoroughly
covering the field of currently advertised
products (over sixty-seven percent of the
trade names asked for have been on file)
make no pretense of more than beginning
on the general trade name field. One of the
largest directories alone lists 52,000 names
and that entirely omits whole classes of
production.

All available lists of trade names, as
well as the most important trade director-
ies, have been collected as the nucleus of a
research library which will later probably
contain most of the catalogs of manufac-
turers of any standing.

This department, under the direction of
a librarian of a number of years of ex-
pertise, employs a trained classifier, sev-
eral research clerks, a secretary and sev-
eral typists. As inquiries for non-sub-
scriber products from all the bureaus are
cleared through it, and the information is
filed for future use, it is necessarily a busy
place.

Material for the branch offices is indexed
by trade name, manufacturer and subject
on sheets struck off periodically from lino-
type slugs. These indexes refer by num-
ber to data slips, with trade name, manu-
ufacturer and local dealers, which are mailed
with literature supplied by the manufac-
turer in stamped envelopes.

Records of all inquiries for subscriber
products handled by the local bureaus are
forwarded to the home office for account-
ing purposes, being sent to the subscriber
with his monthly statement and a duplic-
cate is kept by Tel-U-Where for statistical
purposes.

Boston Demonstration

The Boston bureau is being run on a
much more comprehensive scale than are
the others, as a demonstration of what it
is proposed to develop later on in other
cities. It has at its immediate command
all the resources of the Research Depart-
ment and information is given for all prod-
ucts on file, whether they have been sub-
scribed for or not. Catalogs, however, are
mailed only in the case of subscribers.

The scope of the information given from
this bureau is also much greater. Second
hand articles are sometimes listed and ser-
vice represents a fair percentage of its
work; multigraphing, window washing,
welding, textile mending, advertising, and
schools both general and technical, chiro-
practic, fortune telling,—any flash of a light
on the telephone table may mean some-
thing entirely unheard of before. The lo-
cating of specific sizes, prices and colors
is, however, impossible even here.

Inquiries in this bureau are received on
telephone call by mail where any one of
a dozen clerks can take the call from any
of the ten incoming lines reserved for the
exclusive use of the local bureau. Special
record blanks are provided for the ques-
tion and the name and address of the per-
son asking it. If especially requested, any
information which is on file can be given
over the telephone at once and confirmed
by mail later, otherwise it is mailed during
the day.

This wider service in Boston is partly
supported by a system of local service con-
tacts under which a subscriber may list
trade names carried by him, specific, or
classes of articles in which he deals, or
services which he performs. These con-
tacts are sold on a flat rate basis and pro-
vide that the signer's name be included with
other subscribers on a 'data slip' which is
to be mailed to all inquirers for that prod-
tect or service.

Since the Boston bureau opened in July,
1920, some sixty thousand inquiries have
been answered, nearly fifty thousand in
1921. Approximately forty-five per cent
of the 1921 calls were for trade named ar-
ticles, and of these three-quarters were in
the files and three-quarters of the remain-
der were located promptly and the informa-
tion given inquirer with least possible delay.

Subsidiary Companies

Plans are in definite shape now for the
organization of subsidiary companies in
many of the other cities to build up local
service similar to that in Boston, while
the main company cares for the national
business. These companies will consist of
a body of stockholders, who by virtue of
their purchase of service and common stock
jointly, of the subsidiary company, will be
entitled to have their products or services
listed in the local bureau for one year.

The holdings of stock will be determined
by the number of listings needed to cover
the products handled by a firm. After the
first year a standard service rate will be
charged for listings as in the Boston Bu-
reau. Fifty-one per cent of the stock will
remain in the parent company by virtue of
its franchise, goodwill, advertising, etc.,
to the subsidiary company.

Guarantees will be given by the company
that all subscribers shall have inquiries for
articles and services listed by them referred
to them, although there will be no exclu-
sive listings. Tel-U-Where in turn guar-
anteed by the subscriber that the purchaser
shall receive satisfactory treatment.
Insurance Libraries

CATHERINE VAN DYNE,
Librarian, National Bureau of Casualty and Surety Underwriters

Miss Van Dyne’s article was first published in the November, 1921, issue of “Service” the organ of the National Bureau of Casualty and Surety Underwriters, formerly the National Workmen’s Compensation Service Bureau.

A recent headline in the insurance Section of the Economic World must have attracted the attention of all interested in insurance libraries. It read thus: A Great Insurance Library Projected for Osaka, Japan. The article went on to explain that Osaka, the commercial and industrial center of Japan and a city of one million and a quarter inhabitants, is the first city in the world to have an insurance library organization lay plans for its own building. The object of the library is to encourage a knowledge of the principles and practices of insurance in all its branches. Around the library will be organized an insurance institute for the intensive study of insurance problems. Present plans indicate that the building will be completed by the end of 1922.

When distant Japan contemplates a move of this kind, it makes one stop and think about the progress of insurance libraries in the United States, a country which leads in the development of modern library ideas.

At the Centennial Celebration, 1876, the American Library Association was organized and at that time the modern library movement began. Since then the growth of public libraries has been very rapid and within the last twenty years the movement has spread to other fields. Industrial and commercial libraries in manufacturing and business corporations began to appear about 1900 and soon took a definite place in library development. Those in charge of a few of the more important ones formed in 1900 a Special Libraries Association, using the word “special” because their work in most cases was confined to a special field. The libraries themselves are further distinguished from the general public library by the predominance of pamphlet and clipping material and the comparatively few bound volumes.

This Special Libraries Association has recently taken a census of the specialized collections and has issued within the past month a Special Libraries Directory. Its preface speaks of more than 1,300 collections of specialized information scattered throughout America and the Census Committee believes that this figure represents but a small proportion of the total. The figure includes for the most part collections maintained for some special purpose, such as service to government, to business, or to education and science. In geographical distribution New York State leads with 300; the District of Columbia follows with 100; Pennsylvania comes next with 130; and Massachusetts is not far behind with 123. In New York City there are 267 collections with a well-organized local association and plans for a pooling of the indexed information in each, so that the resources of one may be drawn upon by others and so that unnecessary duplication may be reduced to a minimum. Examples of libraries of the strictly business type, conspicuous for their size and value, are those maintained by the National City Bank. The American Telephone and Telegraph Company, The Western Electric Company and the Irving National Bank with working staffs of from ten to thirty-five members.

The largest number of collections classed by subject are the government libraries, numbering 110. Engineering has 66; Science and Technology 61; Law 57; Public Utilities 52; Banking 46; Investments 44; Railroads 22; Clubs 22; Automobiles 16; Newspapers 16; Rubber 12; Textiles 12, etc.

Of insurance libraries there are 25. Those in New York State are in New York City. The five in Connecticut are in Hartford; California, Washington, D. C., Illinois, Maryland, and New Jersey each has one. Massachusetts and Pennsylvania have three each. Life insurance leads with eleven and Fire follows with eight.

The Insurance Library maintained by the Insurance Library Association of Boston, is the most complete library of the literature of fire insurance and fire protection engineering in the United States—probably the most complete in the world. At the rooms of the National Board of Fire Underwriters in New York City a complete duplicate card index of the material at the Insurance Library in Boston is on file. The library of the Insurance Society of New York at 84 William St., includes over 10,000 books and pamphlets on all phases of insurance but is particularly well-developed along fire insurance lines. It was organized in 1901 and is one of the Special Libraries pioneers. From its well-stocked shelves our own library has had frequent occasion to draw and is glad to make grateful acknowledgment of its cooperation.

SPECIAL LIBRARIES

April, 1922
The Five Underwriters Association of the Northwest maintains a Library in Chicago. This collection is comparatively new, but growing in size and usefulness. During the past year a special effort has been made to interest the agents of the various companies subscribing to the Association. One hundred thousand notices of the library's resources with an invitation to use them, sent out with the mail going from western departments, brought 200 inquiries. While this may seem a poor return, the librarian believes that from the character of the follow-up work it is an encouraging start.

The Metropolitan Life Insurance Company at New York headquarters has a collection of about 35,000 books and pamphlets on social insurance, vital statistics, labor problems and a collection of references on industrial welfare work, representative of the activities carried on by various firms throughout the country. In addition to this reference library, there is a popular collection including about 2,500 books of fiction and about the same number of popular non-fiction. The Library has a staff of twelve workers.

The Prudential Insurance Company Library at Newark is unique in that it was conceived and developed by the Statistician's Department in conformity to principles and methods largely accepted library technique. There is no librarian and no general catalog. The collection exceeds 200,000 volumes, has millions of items filed for ready reference and is the most complete of its kind in the world. The main sections are (1) Statistics and Economics; (2) Insurance; (3) Occupa- tion and Industry; (4) American Statistics and Information; (5) Public Health; (7) Medicine and General Science. Each section is in charge of a clerk who is responsible that the information in his division is immediately accessible, historically complete and practically down to date. The Prudential's collection of general literature, known as the Dryden Library, is quite distinct.

The Travelers, a Bureau Member-Company, maintains at Hartford, an “Actuarial Library” of between 7,000 and 8,000 volumes. These books deal in general with insurance; life insurance in particular, and mathematical matters. In addition to insurance, as is the case in the libraries of the Metropolitan and Prudential, many other subjects such as economics, accounting, civics, politics, labor statistics and hygiene are covered.

The recently established Library of the Phoenix Mutual Life, at Hartford, deserves mention not alone for the excellence of its organization, but also for the beauty of the room set aside for the Library in the Company's handsome new building. Libraries in more crowded quarters would certainly appreciate its pleasant surroundings and convenient equipment. The library, though only a few months old, has secured the nucleus of a first-class collection on insurance and business education, and is proving that beauty and utility are effective allies.

Collections on casualty insurance are much younger than the fire and life libraries. A need for them grew with the introduction of workmen’s compensation laws in 1910 and has been increasing with the development of other casualty lines. The Bureau Library, organized December, 1916, was apparently the first in this field. The Library of the Insurance and Inspection Bureau in Philadelphia was organized in 1917. The National Council on Workmen’s Compensation, New York City, inaugurated library service August, 1920. The Library of the Engineering and Rating Bureau of the Maryland Casualty Company at Baltimore has been in existence about two years. The Aetna Life Insurance Company’s valuable research collection at Hartford which has been growing under the direction of its Bureau of Inspection and Accident Prevention since 1907 is to be further developed by a librarian who began her work during the summer of 1921. These two last-mentioned libraries are of particular interest since, in addition to being similar to our own, both are sponsored by companies which are members of the Bureau organization.

The Difference

You have a dollar. I have a dollar. We swap. Result—we each have two dollars.

You have an idea. I have an idea. We swap. Result—we each have two ideas.

*Special Libraries* is the idea swapping medium for the special librarian. If you have an idea swap it and get another. If you haven’t an idea, read *Special Libraries*.
Business Information Services

Prepared by the Business Branch, Newark Public Library

Previous lists of Business Information Services have appeared in SPECIAL LIBRARIES as follows: In the June, 1920, number, prepared by Mrs. Elizabeth Wray of the U. S. Rubber Co.; in the April, 1921, number, prepared by the Business Branch of the Newark Public Library. At the Swampscott Convention of the Special Libraries Association, Mr. Herbert Brigham presented a survey of Business Information Services. The present installment aims to bring the earlier lists up to date. It is thus, it will be seen, due to the efforts of SPECIAL LIBRARIES, the Special Libraries Association, and cooperating members, that librarians have now before them a comprehensive survey of Business Information Services.

1. Associated General Contractors; 1038 Munsey Building, Washington, D. C. Maintains a research division for the study of contractor's problems, and publishes the results of investigations in "The Constructor," a monthly journal. Price, $5 a year. Also maintains a statistical service for the study of fundamental and statistical conditions as they affect construction, and publishes the results in weekly reports entitled, "Index," subscription, $12.00 quarterly.

2. Bankers Economic Service, Inc., 51 Chambers St., New York City. Consists of: (a) a weekly review of the events of the week which are influencing factors in business, (b) a forecast of business and prices, (c) weekly business analysis of problems, (d) bi-weekly charts and graphs of business factors, (e) monthly analyzes of specific industries, (f) monthly interlocking charts, showing relations of separate lines of business upon each other; (g) quarterly and semi-annual statistical compilations arranged for ready reference; (h) subscribers consulting privilege. Price for the five groups $50 per year; for the first four groups $100 per year; for the first group $100 per year.


4. Blue Sky Law Service; published by Clark Boardman Co. Ltd., 51 Park Place, New York City. A supplementary service to Reed & Washburn's Blue Sky Laws of the United States, keeping it up to date with information about changes, amendments, or new legislation court decisions, etc. Comes out irregularly. Price $10 yearly.

5. Brookmire Economic Service, Inc., 25 West 45th St., New York City. Special service to data relative to business at any time, and analyzes them in the light of general business conditions. Price, single reports $100, semi-annual reports $175, quarterly reports $250, monthly reports $500.

6. Bureau of Industrial Research; 466 W. 23d St., New York City. This bureau maintains a research division devoted to human relationships in industry by consultation, fact studies, and publicity. It maintains a library of current information covering the field of industrial relations from which it is prepared to supply data at any time. Price, single data at moderate cost.

7. Business Digest Service; published by Arrow Publishing Corp., 241 West 37th St., New York City. This popular service has been discontinued in this form. It has recently been bought by Prentice-Hall, Inc., and is now published by that firm in a slightly altered form as Prentice-Hall, Inc., Business Digest 70 Fifth Avenue New York City.


10. Business Service Bureau of the Old Colony Club, 1461 Broadway, New York City. Conducted solely for the benefit of members of the Old Colony Club. Obtains information of any kind for members by referring them to a bureau which has that particular information, a bureau of sources of information rather than of the information itself. Answers questions through "Where to Get What You Want," section of the Old Colony Magazine through Bulletin Boards, and Loose Leaf Binders in the various Club Quarters.

11. Business Service of Standard Service Company; 405 Metropolitan Bank Building, Minneapolis, Minn. Service consists of: (a) Investigations and reports concerning proposed investments and business ventures of the subscriber, including opinions on the intrinsic value of loans, mortgages, stocks, bonds, estates, farm lands, and corporate enterprises and business propositions in general; (b) Assistance in securing and making loans and mortgages and other financial accommodations; (c) Assistance in the purchase, sale, or exchange of real or personal property for the subscriber; (d) Assistance in securing most convenient, proper and adequate markets for the purchase and sale of products and supplies for the subscriber, (e) Accurate and reliable market reports and prices on merchandise desired to be bought or sold by the subscriber, together with names of buyers and sellers and their credit ratings; (f) Consultation, advice and estimates concerning plans, construction and erection of all classes of farm buildings, and regarding farm equipment in general; (g) Expert advice regarding all classes of fire, life, liability, indemnity, accident and other kinds of insurance, including workmen's compensation, as well as new in the matters of adjustment and settlement of losses thereunder; (h) Consultation and advice concerning the installation of business building methods, business systems and
business management for the subscriber; (1) assistance in originating, planning, developing, capitalizing and financing ideas, patents and business enterprises; (2) special collections and legal services for the subscriber through the company's attorneys. Price, $10 monthly on a yearly contract. Additional charge for personal services.

12. Candy's Service Club, 5 N. La Salle St., Chicago, Ill.

"Your subscription to Candy, just received, entitles you to free and unlimited use of Candy's Organization to answer, if possible, any and all questions pertaining to your business." Subscription price $5.00.

13. Commerce and Finance Service; 16 Exchange Place, New York City.

Consists of (1) weekly summary of economic developments, (2) weekly report on federal legislation affecting business. These reports are mailed or wired according to subscriber's wishes. Price (if mailed) $25 a year.

14. Commercial Intelligence; Henry Utlee Milne; Abee Building, Washington, D. C.

Supplies information on all commodities or sections of particular foreign fields. General research and investigation work is done on commercial, financial and industrial matters. Progress of legislation in Congress, especially tax and tariff. Copies of bills and resolutions introduced in Congress and of all reports or publications issued by the government. Information regarding activities of all government agencies. Prices based on individual demands.


Consists of (1) weekly investment and speculative bulletin: (2) practical educational course in the art of scientific investment and speculation. Price, $77.50 on installments and 10% discount for cash $62.75.

16. Congressional Legislative Service; published by The Corporation Trust Co., 37 Wall St., New York City.

Keeps subscribers in intimate touch with the progress of any kind of Federal legislation by means of bulletins with the special ease, and daily letters summarizing the day's work of Congress. Price varies according to the subject and the time given its consideration by Congress.

17. Donnelley's (Red Book) Buyers' Service; The Reuben H. Donnelley Corporation, 652 So. State St., Chicago, III., 227 Fulton St., N. Y. C.

Branches Milwaukee, New Haven, Cincinnati. Organized to supply buying information regarding sources of raw materials, manufactured articles and parts, and personal services of all kinds to the general public.

18. Dow Jones & Company; 44 Broad Street, New York City.


Issued yearly and contains concise information on shipping, packing, parcel post, consular regulations, currency, weights and measures, shipping lines between various ports. Supplementary bulletins issued when necessary. Subscribers are entitled to free use of Information Bureau and Statistical Department. Price, $15 a year.

20. Federal Tax Service; published by the Corporation Trust Company, 37 Wall St., New York City.

Reports the official regulations, opinions and decisions under the Federal internal revenue law. Consists of two loose-leaf volumes—one devoted to the income tax, the other to the excess profits tax and other "war" taxes. Kept up-to-date by the prompt addition of new rulings. Fully indexed and cross-referenced at all times. Subscription rates on application.

21. Federal Trade Commission Service; published by the Corporation Trust Company, 18 Exchange Place, Jersey City, N. J.

Service consists of Conference Rulings and Complaints, with three way index to complaints; Laws-Indexed; Miscellaneous matters, and Court Decisions. Price, $15 a year.

22. Federal Trade Information Service; published by Publicity Corporation, Washington, D. C.

Daily reports on decisions, rulings, orders, and all other information germane to business emanating from government departments, bureaus and boards. Special service consisting of copies of bills, action on bills wired at once, publications of various departments, etc. $100 a year.

23. The Financial World; 29 Broadway, New York City.

Through Inquiry Department gives opinions on securities to subscribers. Magazine subscription, $10 per year.


Opinions on stocks, statements showing how to invest any sum, with selection and description of stocks or bonds considered most suitable. Price varies from $2.00 to $5.00 per inquiry.

25. Foreign Language Information Service; 119 West 41st St., New York City.

Provides information for U. S. Immigrant through the foreign language press, foreign language organizations, and individual service work.


Consists of (1) supplying information concerning all matters bearing upon the development of business in any foreign country, as requested, (2) answers to specific commercial inquiries covering such questions as consular invoices, customs regulations, duties and more general matters, such as the character and possibilities of particular markets; (3) replies to specific inquiries about foreign firms; (4) translations of business correspondence into or from any commercial language, (5) preparation of reports on commercial conditions, business opportunities and new enterprises; (6) preparation of lists of names of reliable business houses throughout the world; (7) publicity of name and line of manufacturers by means of type-written and printed lists circulated among actual foreign buyers of American goods; (8) assistance in collecting accounts with delinquent foreign buyers, at nominal charges; (9) advertisements in the English and Spanish editions of "Commercial America," a monthly publication circulated among actual foreign buyers of American goods; (10) subscription to the "Weekly Export Bulletin" containing inquiries received from foreign firms for American goods together with general export news items, changes in tariff, trademark and patent laws, travelers regulations, business suggestions and trade openings, a schedule of mail and freight steamship sailings for the current month, etc.; (11) assistance in securing reliable agents in any foreign country.


A reproduction of the railroad rate material as published by the railroads with monthly revised pages covering rate changes as they are made. $5.00 a year.

28. Graphic Record Corporation; 29 Broadway, New York City.

Service consists of compiling and plotting
29. The Hardware Age Service, 239 W. 39th Street, New York City. Contains a monthly bulletin containing hardware and houseware illustrations, and suggestions, price tickets, business counsel, "Selling Sense," etc. Subscribers have exclusive use of service in town. Price varies from $1.00 per year to $50.00 per month according to size of store and city.

30. Information Bureau Service of the Chemical Catalog Co., 1 Madison Ave., N. Y. City. Monthly of active stocks. or $1.00 a copy. Daily service for brokers gives daily high and low prices of forty stocks. Price, $12 a week. Weekly investment letter for the individual investor. Price, $50 for three months, or $150 a year.

31. Information Bureau Service of the Chemical Catalog Co., 1 Madison Ave., N. Y. City. Gives information as to the names and addresses of manufacturers and sources of supply for chemical equipment, etc. Market information as to uses of chemicals, prices, statistics, and classification of information. Special relations of business correspondence into or from ports at rates agreed upon, $50.00 a year.

32. Information Bureau Service of newspapers; conducted by Frederick J. Haskin, Washington, D. C. The Haskin Service includes the Haskin Letter, the little feature consisting of a daily installment of Answers Questions, direct information service to subscribers, and the distribution of free literature. Price varies according to circulation of newspaper and territory covered.

33. Information Bureau of William McAfee, 440 G St., N. W., Washington, D. C. Does general research and index work on any subject. Makes special investigations and interviews. Price, $5 per hour, $25 a day.

34. Insurance Reporting System, published by A. M. Best Co., Inc., 100 William St., N. Y. City. Annual reports, monthly periodicals, special bulletins, and special reports as called for on fire, marine, casualty, surety, miscellaneous, and life insurance. $40.00 a year.

35. Investment Guide, Trade Developer, Inc., 168 N. Michigan Ave., Chicago, III. Service consists of (1) Advertising space in monthly and annual publications; (2) Services of branch offices in securing agencies, etc.; (3) Compilation of reports on foreign merchants; (4) market reports; (5) List of buyers or sellers of any given product in any country; (6) Referring of inquiries about subscribers' line to subscribers; (7) Preparation of advertising copy; (8) Free paragraph covering subscribers requirements in every magazine containing subscriber's advertisement and in bi-weekly confidential bulletins. (9) Classification of subscriber's products in magazines containing advertisement; (10) Placing data concerning your requirements in possession of merchants engaged in business similar to yours in all countries except where you are located; (11) Grant subscription to the International Trade Developer Annual and Monthly; (12) Use of various offices as headquarters during travel for receiving mail and services of local offices in arranging introductions, etc. (13) Privilege of exhibiting samples of goods and literature to branch offices. Price: based on amount of advertising space desired.

36. Investment Service, published by N. Y. Bureau of Business Research, 1418 Broadway, N. Y. Consists of daily postals giving summary of current price movements, weekly investments and business review, weekly stock chart, weekly stock tables, monthly supplement. $5.00 a month.


38. Legislative Service, published by the Law Reporting Co., 17 E. 36th St., N. Y. City. A compendium of index cards for bills of all legislatures in session during the year, giving numbers, names of introducers, committee references, and subject classification of each bill of action on all such bills. Cost depends on number and character of the subjects and the states to be covered.

39. List of Stockholders and Investors prepared by Stockholder's Service Corporation, 44 Broad St., N. Y. City. Domestic and foreign corporations included. Lists of trustees. Special information on corporations.

40. Loose Leaf Index to Legislation; published by G. Fletton, 116 N. W. Washington, D. C. Compiles information concerning the annual legislation of the various states. Published in leaf and card form, monthly, each issue containing citations to about 100 subjects, and covering from ten to fifteen leaves, or from twenty to thirty cards. All leaves five cents each. All cards five cents each.

41. Magazine of Wall Street's Investment Letter published weekly by Magazine of Wall Street, 42 Broadway, N. Y. City. Makes direct, specific, definite recommendations as to what securities to buy, hold, exchange for others or sell. Additional special letters sent when sudden changes occur. $50.00 a year.

42. Market Letters on cotton and other textiles; published by W. Arthur Shelton, 533 Continental Trust Building, Washington, D. C. Letters give information on the cotton situation, including statistics. Advisory service is given on the marketing of cotton and other individual problems. $20 yearly for weekly market letters and individual counsel on request.

43. Monthly Letter Service published by Thomas Osborn, 26 Broadway, N. Y. City. Consists of monthly letter, quarterly and annual reviews, occasional special letters, a reasonable number of inquiries on securities $10 a year.


45. Moody's Complied Supervisor's Service; published by Moody's Investor's Service, John Moody, President, 35 Nassau St., New York City. Consists of detailed audits and reports on securities held, periodic review of holdings, inquiry privilege and special reports as desired. Price, $250 yearly and upward.

46. Moody's Investment Letters Service; published by Moody's Investor's Services, John Moody, President, 35 Nassau St., New York City. Consists of (1) weekly review of financial conditions, (2) weekly analyses and investment
letters, (3) monthly business analysis and barometer, (4) reports on securities as desired, (5) individual investment advisories, (6) monthly surcharge reports, (7) weekly and monthly bulletins of investment ratings. $150 a year.


Weekly letter on world trade conditions, industrial developments, legislation, court decisions, railroad and shipping problems and essential commodity information. Occasionally special letters. Upon special request available current or back information which can be had promptly here, in Washington or abroad. $15 a year.

48. National Advertiser's Research; 6716 Euclid Ave., Cleveland.

Consists of consumer investigations in the interests of advertisers, with general reports upon the kinds of products secured and special reports according to requirements. Subscription price, varying from $10 to $400 per year.


Consists of three daily sheets, one on stocks, one on bonds, one on curbs, including financial, weekly Investment Bulletin. Subscription $190 yearly.


Offer (1) Confidential reports to its members of any national, social, civic or philanthropic agency, asking the general public for funds (2) frequent bulletins warning members against particular appeals, (3) lists of endorsed agencies. Membership is annual, fee varying from $25 to $500 per year for individuals and organizations respectively to $1,000.

51. National Property Owner, 220 W. 42nd St., N. Y. City.

Gives to their subscribers advice and information relative to financing, designing, building, furnishing, landscaping and maintenance of the home, collective building, industrial housing, etc. Subscription price $2.50 a year.


Gives to subscribers use of the office, stenographers, telephones, directories, etc., when in New York. List of Long Island, Los Angeles, etc., to be sent upon approval, etc. Subscription price $5.00 a year.


Reports the official regulations, opinions and decisions under the New York State personal and corporation income tax laws. Consists of a loose-leaf binder containing the law and all effective regulations issued since its enactment; forms, indexes, etc. Kept up-to-date by the prompt addition of new rulings. Fully indexed and cross-referenced at all times. Subscription prices vary.

54. News and Feature Service; published by A. D. Foster, 434 W. 120th St., N. Y. City.

Consists of semi-monthly bulletin digest of industrial news, special bulletins in case of news of an urgent nature, articles written on assignment on all subjects except those of a highly technical nature. $25.00 a year.


Consists of a weekly letter or telegram sent to address of subscriber containing a summary and interpretation of the week's news (lists on the cotton and stock markets excluded) $25.00 a year.


Consultation privilege, during the period of subscription for information and advice on securities. Subscription price $5.00 a year.

57. Personal Information supplied by Underwriters' and Credit Bureau, Inc., 21 Platt St., N. Y. City.

A clipping service which makes searches for individual names, a transcript of a brief clipping found is returned. Charge for 30 clippings reported with cost of transcribing, $1.00 a search.


Consists of daily sheet presenting corporate and financial news, this is cumulated twice a month. Weekly dividend sheet, weekly bond sheet. $120 a year.


Weekly Investment letter, special investment letter, investment outlook on 1st of each month, and service of advisory department. $120 a year.

60. Public Utility Reports, Inc., 934 Munsey Bldg., Washington, D. C.

The report includes decisions of State, Railroad, Public service, and Corporation Commissions, and of State and Federal courts in regard to public utilities. All are completely indexed. They are issued every two weeks. $225.00 a year.

61. R. O. Eastman, Inc., 322 Euclid Avenue, Cleveland, O.

Acts as research department for large advertising concerns and advertising agencies. Conducts market surveys by mail or in person for concerns in any kind of business. Subscription price varies according to individual proposal.

62. Research Information Service of the National Research Council, 1701 Massachusetts Ave., Washington, D. C.

A clearing house for scientific information, cooperating with other informational sources. Special informational bulletins are issued irregularly. No charge for inquiries which do not require special search. Those which do, receive estimates of probable cost of obtaining information before work is started.

63. Research Service Department of Rock Products, 624 S. Dearborn St., Chicago, Ill.

Supplies catalogues, information and prices on machinery, equipment and supplies in rock products industries. Subscription price $3.00 a year.

64. Richard D. Wyckoff (Analytical Staff, 22 Broadway, N. Y. City.

Investment service which gives advice as to investments of individuals $100 a year.

65. Richey Data Service, published monthly by Richey Data Service, Meridian Life Building, Indianapolis, Ind.

Consists of maps, charts and information covering advertising and sales subjects, in loose leaf form. $15.00 a year.


Provides service for savings banks through the Information Service Bureau; the Savings Banks Monthly Journal, and a Savings and Information Service Bureau for the benefit of subscribers. Price $25.00 a year.

67. The Search-Light Information Library, 450 4th Avenue, New York City. (Founded in 1868.)

Does research work and supplies information on large stock exchanges, and on other subjects. Organizes historical, trade, educational and industrial book projects; conducts the investigations, writes, illustrates and (when required) produces them for clients. Preparers special reports for publishers, industries, and associations, individuals, etc. Loan clippings, and pictures. Price a fee system, according to the service rendered.
68. Semi-monthly Report Service, compiled by
United States Corporation Co., 65 Cedar St.,
N. Y. City.
The service covers state reports and state
taxes due from business corporations and gives
six weeks' notice of time to secure report
blanks, four weeks' notice of report and tax
dates and a two week's warning. $50.00 a year
69. Service of Arthur D. Little, Inc., 30 Charles
River Road, Cambridge, Mass.
Includes Process Development and Indus-
trial research work in the application of chemis-
try to industry; valuation of natural resources
and engineering appraisals; industrial plant de-
sign, and chemical analyses
70. Service Sheets, published by Architectural
Service Corporation, 140 N. 6th St., Philadel-
phia, Pa.
Gives information on design and construction
$7.00 a year.
71. Special Letter on Copper Stocks, publish-
ed irregularly, Gibson Publishing Corporation,
29 Broadway, N. Y. City, $1.00 each.
72. Systems Specialists, Inc. ; Wooward, Bidg.,
Washington, D. C.
Office Economists, Organization and Manage-
ment Consultants. Publish "Systems That Fit
Your Business," consisting of weekly business
letter of office and management ideas, designed
as self-help for busy executives; also publish
mail service business reports, general and spe-
cial, on subjects of office organization and man-
agement; furnish counsel by letter-service to
subscribers. Price $15 quarterly; standard price
of $10 per business report.
73. Statistical Service, published by Harvard
University Committee on Economic Research,
Cambridge, Mass.
Consists of review of economic statistics,
published quarterly and monthly supplement.
$100 a year.
74. Stockholders' Lists, published by Wm.
Jones, Auditors, Inc., 116 Broad St., N. Y. City.
Supplying names of stockholders in corpora-
tions at 3 cent a name.
75. Thomas Gibson's Market Letters, pub-
lished by Thomas Gibson, 29 Broadway, New
York City.
Daily, weekly, special, and monthly letters
$1 per year. Weekly, special, and monthly
letters, $60 per year. Monthly, quarterly, and
annual letters $10 per year Semi-monthly let-
ters $26 per year
76. Traffic Law Service, published by Traffic
Law Service Corporation, S. W. corner La Salle
and Adams Sts., Chicago.
Consists of a loose leaf book kept to date by
supplements and a consultation service $150
a year
77. Traffic Service Corporation, 418 So. Mar-
et St., Chicago.
Through a Question and Answer Column in
The Traffic World, answers six traffic and rate
questions for subscribers. Also a special de-
partment which renders all sorts of services on
the basis of so much per hour or by specific
contract.
78. Trow Alcom Information Service, sup-
pelled weekly by R. L. Polk & Co., 125 Church
St., N. Y. City.
Consists of multigraphed slips showing name
and address of new firms and removals in N. Y.
kind of business and rating from Dunn or
Bradstreet. $150 a year.
79. Uniform Sales Service, published by Uni-
form Sales Service Co., Woodward Building,
Cleveland, Ohio.
Cover all phases of selling contracts. Loose
leaf service with weekly revisions and addi-
tions, $50.00 a year.
80. United Business Service; 344 Boylston St.,
Boston, Mass.
Collects and analyzes information on com-
modities, investments, sales, credits, and labor.
Issued weekly. Price $25 a year.
81. Whaley-Eaton Service; Munsey Building,
Washington, D. C.
Issues two letters weekly from Washington:
one their American Letter containing news and
analyses of tendencies which have a significant
bearing on business and finance; the other a
Foreign Letter containing the same sort of in-
formation based on dispatches from the com-
pany's correspondents abroad. Their main
foreign office is in Paris. The charge for the
American Letter is $15 yearly; for the Foreign
Letter $60. An Information Bureau supplies
special information at rates depending on the
extent of the investigation involved. It is dis-
strictly a personal and non-partisan service and
nothing that savors of "lobbying" is under-
taken.

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Geographical Distribution of Business Information Services

<table>
<thead>
<tr>
<th>City</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ann Arbor, Mich.</td>
<td>40</td>
</tr>
<tr>
<td>Boston, Mass.</td>
<td>15, 30, 80</td>
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<td>Cambridge, Mass.</td>
<td>69, 73</td>
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<tr>
<td>Chicago, Ill.</td>
<td>9, 12, 17, 27, 34, 63, 76, 77</td>
</tr>
<tr>
<td>Cleveland, O.</td>
<td>48, 61, 79</td>
</tr>
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<td>Boston, Pa.</td>
<td>1</td>
</tr>
<tr>
<td>Evansville, Ind.</td>
<td>44</td>
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</tbody>
</table>

Total: 25
Government Services Department

CONDUCTED BY CHARLOTTE CARMODY
Library, U. S. Department of Commerce.

April, 1922

This Department was inaugurated in April, 1921.
A careful study of the detail of these services will disclose the great variety of information they comprise on specific points, to discover which much time is often spent in fruitless searches. The services here described are intended for immediate and temporary use.

ABBREVIATIONS

bal = balance
comp = compiled
cons = consumers, supply
est. = estimated
sh. = shipped

MARKETING—FRUITS AND VEGETABLE—CARLOT SHIPMENTS


History of Service: Begun May, 1917
Scope of Service: Total No. of cars shipped from each state by weeks and shipping seasons, as reported telegraphically daily to the Bureau by transportation companies, of boxed apples, barrelled apples, cabbage, cauliflower, celery, lettuce, mixed and bunched vegetables, onions, spinach, strawberries, sweet potatoes, new potatoes, and white potatoes. Figures are for prev and cur. week in prev. yr. Totals for cur. season to date and prev. season. Sections through shipping, totals for cur. season to date and prev. season.

WALL PAPER

By order of the U. S. Federal Trade Commission, dated July 13, 1921, the Wall Paper Printers' Special Monthly Report to the Federal Trade Commission has been discontinued for the present.

WALL PAPER

By order of the U. S. Federal Trade Commission, dated July 13, 1921, the Wall Paper Printers' Special Monthly Report to the Federal Trade Commission has been discontinued for the present.

WOOD PULP


History of Service: Originated July, 1913
Scope of Service: Pulp production: Ground pulp, sulphite (4), sulphate pulp, soda pulp, other than wood pulp. (tons), no. of mills, on hand first of mo.; production for mo. used during mo., shipped during mo., on hand and of mo. curr., mo and corr., mo two prev. yrs. ratio of stocks to average production: Comparing stocks on hand at the domestic pulp mills at the end of mo. with their av. daily production based on the avg. covering 4 prev. yrs. Loss of production from lack of orders, lack of power, repairs, other reason, curr. mo. and corr. mo. prev. yrs., ground wood pulp, sulphite (4), sulphate pulp, soda pulp, other grades.
EDITORIAL

MIND YOUR BUSINESS

Canny Ben Franklin had the first American penny piece stamped with the words “Mind your business.” It was an early attempt at a national thrift movement. The homely words were not an outburst of impatience. They were only another way of saying do not neglect your business.

Relations were simpler in those days. Today an individual business is hardly feasible. The interdependence of business is infinitely complex. It becomes therefore a higher duty today to mind your business than formerly, when, by so doing, only your own affairs were involved. Today men and women pool their business interests in associations.

An association composed of individuals having the same interests can become a most powerful factor in the promotion of those interests. It can become such a factor only when its business is the collective business of all of its members.

The members of the SPECIAL LIBRARIES ASSOCIATION have one interest, though variously directed, namely, Service—of a very special sort. To give this service it is quite imperative that we mind, that is care for, our business at all times. We are more alive to this fact today than we were even a few years ago. We are discussing the characteristics of our service from a more critical, and therefore, a more appreciative, point of view. Also our services have been such that those whom we serve are discussing them from a more critical and appreciative point of view.

Let us then, continue to mind our business. By doing so we will not only build up a strong association, but we will develop a professional stride which will carry us along in line where we belong, side by side with the research workers, the investigators, the statisticians and all that great fact-gathering contingent upon whom so much depends.

Every effort is under way to make the Detroit Conference a record breaking meeting. Do your part by being present. If you have not already made your booking do so at once.
Association Activities

S. L. A.

Preliminary Program for Detroit

The Thirteenth Annual Convention of the Special Libraries Association, Detroit, Michigan, June 28-30, will be devoted to the general subject: "The Special Librarian; Qualifications, Training, Objective." There will be three general sessions and three group meetings in addition to a meeting for the discussion of Association business. Headquarters will be at the Hotel Statler.

The general outline of the ground to be covered by the general and special sessions is as follows:

I. Qualifications of the Special Librarian
   a. Character and personality
   b. Mentality and special talents
   c. Executive abilities

II. Training of the Special Librarian
   a. In the schools
   b. In business and libraries
   c. Self-education

III. The Objective of the Special Librarian
   a. Less Waste; more scientific methods
   b. Higher business standards
   c. More prosperous firms in more prosperous communities.

The first general session will be held Tuesday afternoon, June 27th, and will consist probably of one address followed by the annual business meeting at which the officers of the Association will report on their year's work. The first group meeting will be held on the evening of the same day. The second general session will be held Wednesday afternoon and will consist of two or three speakers. The second group meeting will be held on the evening of the same day. The third group meeting will be held Thursday evening and the last general session on Friday afternoon.

The program last year at Swampscott stressed the special library as such; this year emphasis will be placed upon the person in charge of the collection—the special librarian. The field of special library opportunity in the post-war reconstruction era is broadening rapidly and there is increasing demand for business and technical information. In order to realize to the full the benefits of this new interest special librarians must be able to point out the nature and qualifications of efficient special librarianship and, further, they must strive for public recognition of the new profession to which they belong.

N. Y. S. L. A.

Business Information Services

Officers:

Rebecca B. Ranken, Pres.
Litharian Municipal Reference Library, N. Y. C.

Charles Houghton, Vice Pres.
Ass't Sec'y, Poor's Publishing Co., N. Y. C.

Elsie L. Baechtold, Sec'y-Treas.
Librarian, Irving National Bank, N. Y. C.

The regular monthly meeting of the New York Special Libraries Association is announced for March 5th. As is customary with this Association, this will be a dinner meeting. Prof. Charles Gerstenberg, Director Department of Finance, New York University, discussed "The Classification of Business Literature." Following this, a symposium on the important information services having headquarters in New York City, was held. The following representatives spoke: R. A. Sawyer, Jr., "Public Affairs Information Service," Prentice Williams, "Industrial Digest," Thos. S. Holden for the F. W. Dodge Co., E. C. Wilkinson for Moody's Investor's Service; Ray Vance for the Brookline Economic Service; Eleanor Cavanaugh for the Standard Statistics Co.; E. G. Handy for the Searchlight Corporation; C. C. Houghton for the Poor's Manual Co.; Dr. Carl Parry for the American Chamber of Economics; J. George Frederick for the Business Bourse, Inc.; and W. D. Porter for Bradstreet's.

S. L. A. OF BOSTON

Officers:

Ernest W. Chapin, Pres.
Librarian, First National Bank.

Laura R. Gibbons, Vice-Pres.
Tell-t-Where Co. of America.

Howard L. Stebbins, Vice-Pres.
Librarian, Social Law Library.

Abbie G. Glover, Secretary
Asst. Librarian, Women's Educational and Industrial Union.

Ruth V. Cook, Harvard Architectural Library.

The Special Libraries Association of Boston met on March 27th at 7.45 P.M., in the Social Service Library, 18 Somerset Street, Boston. The subject of the evening was "Civics and Sociology," and the principal speaker was Dr. Stuart A. Queen, Director of the School for Social Work. Miss Margaret Withington read a paper on the resources of the Boston libraries on sociology.
SPECIAL LIBRARIES

April, 1922

Special Library Field Doings

A "workers' bookshelf" is in course of preparation by the Workers Education Bureau of America, to consist of a library of standard books on scientific and economic subjects, all to be published in attractive form and large type, written in simple language, and sold for not more than fifty cents.


Miss Mildred Pressman, recently with the American City Bureau, New York City, has gone as assistant to the Federal Reserve Bank of the Third District, at Philadelphia.

The Rev. Dwight L. Bradley, of the Congregational Church of Webster Grove, Mo., tells the story of a loan library established in that church. In the March 18th issue of the Publishers' Weekly, he says: "I can think of nothing more important than for the preacher to use every available means to bridge the gap between his own thinking and that of the people in the congregation. And the Loan Library is one potent means. It is a bridge of broad span."

Ethel Clelland, Librarian of the Business Branch of the Indianapolis Public Library, writes on "Who Reads Business Books?" in the Publishers' Weekly of March 11. Miss Clelland closes her article with this question and answer: "Are men reading more business books than they did formerly? Yes, in at least one city and in one library. This business branch, some of the experiences of which have been here recorded, has just celebrated its fourth anniversary and comparing its first months record to its last, there is a 581% increase in the number of persons making use of the library for reading and reference and a 430% increase in the books loaned out from its shelves."

Mr. Denys P. Myers, Corresponding Secretary and Librarian of World Peace Foundation, 40 Mt. Vernon Street, Boston, Mass., sends a catalogue of the publications of the League of Nations. The League of Nations has appointed World Peace Foundation sole American agent for the sale of its official publications. The catalogue referred to gives a list of publications available on February 1, 1922, with prices and information as to contents. Copies of the catalogue will be sent gratis on request to Mr. Myers. Harvard University Press is announcing the early publication of "Manual of Collections of Treaties and of Collections relating to Treaties" by Mr. Myers.

The Bureau of Railway Economics, Homer Building, Washington, D. C., has issued through its Library, another of those intensive lists of references which appear with such amazing frequency. This list, dated March, 1922, is on "Automatic Train Control," is a revision of an earlier compilation on this subject. It comprises 52 folios and contains in all 345 titles. Mr. Richard Johnston is Librarian and has the cooperation of an unusually able and enthusiastic corps of assistants.

ENGLAND

"A Commercial and Technical Library for Sheffield" was the subject of an address and meeting of the Sheffield Rotary Club recently by the Chief Librarian, Mr. R. J. Gordan. Sheffield had lagged behind somewhat in this respect, but great interest was being evinced in the matter, and steps were now being taken. Mr. Gordan stated, to provide the commercial community of Sheffield with the necessary library. Another speaker, Dr. W. Ripper, referred to the great value which the technical library at the Sheffield University Applied Science Department had proved to the students, and of the prohibitive cost of studying technical subjects when the student had to purchase his own books. The provision of the suggested library, he said, would make the whole city a university. He suggested that to stimulate interest in it the Chamber of Commerce should offer periodically prizes for essays on subjects covered by the library. The Lord Mayor, Alderman Charles Simpson, who is chairman of the Libraries Committee, emphasized that such a library would prove equally valuable to employers and to young people learning a trade. He urged Sheffield business men and manufacturers to support the project by contributing to it any books which would be suitable for such a library. A gift of £50, to be used for the provision of books on the building trades in the Commercial and Technical Library of the Sheffield Public Libraries, has been made by the Sheffield, Rotherham and District Building Trades Employers' Association as a war memorial to members of the Association who lost their lives in the war.