5000 BUSINESS MEN

VIEW BUSINESS SHOW

City Shows Greater Enthusiasm

for Exhibit Than New York,

Officials of Enterprise

Declare

"It is the consensus of opinion among

Mathan W. Tupper, vice president of the show, "that Philadelphia is giving the ex-hibitors more to do and showing more interest than New York did at the last business show held in October, 1915.

"One thing that is making the men 'slt up and take notice' is the enormous number of sales they are making right on the floor," added Mr. Tupper. "These men did not really expect to sell-much at the show. They regard the booths primarily as feelers for new trade and do not really expect to do much selling during an exhibit. They have been agreebly surprised to find that they are making many sales."

to find that they are making many sales." More than 5000 business men went through the Business and Efficiency Show

esterday, which was known as "Mu-leipal Day," All local city officials and any of adjoining cities were invited as

This is "Executives' Day." Between the hours of 1 and 6 o'clock in the aft-ernoon today and Friday the exhibits will be closed to the public. These will be the only hours which the exhibitors will reserve for the heads of business houses,

banks, corporations and stores.

On Thursday afternoon merchants from

out of town will be the guests of the show. The public, however, is invited to this session.

can be made to handle other problems, so that men and women watching the Under-

In the Underwood booth there are also

shown way billing freight machines and wide-carriage machines used for policy

The international \$1000 silver trophy cup, which has been won by users of the Underwood machine in international con-

tests for the last 10 years, is also shown. The present holder of the cup is Miss Margaret B. Owen, of Passaic, N. J., who

is demonstrating all this week in the Un-

Among the exhibits attracting much at-

AT ARMORY IN DAY

# PENROSE MAY ENTER RACE FOR PRESIDENCY AGAINST BRUMBAUGH

Lieutenants Await Announcement of Outline of His Plan to Fight for Convention Delegates

DECISION EXPECTED SOON

Senator Penrose is seriously considersentering the primaries as a candidate the Republican nomination for Presiset as a counter move against Governor rembaugh, according to many of his

Republican Organization followers are Republican Organisation followers are actiously waiting for him to announce his past to fight the Brumbaugh-Vare-Smith wiltion for the leadership of the Organistics and for control of the delegates to the sational convention. The Senator prepared an answer to Governor Brumsard's announcement two days ago, but he withhold it, and may not make it public until be reaches Pittsburgh at the coff of the week.

While Senator Penrose himself has mintained an absolute silence regarding is plans, his lieutenants have been dissing the possibility of an announce-et of the Senator's candidacy as the from a Penrose viewpoint

KNOX ALSO MENTIONED.

Philander C. Knox also has been menneed as the possible candidate of the mater, notwithstanding a definite state-st from Mr. Knox, who is the harmony ment from Mr. Khox, who is the narmony and date of both factions for United States Senator to succeed Senator George T. Oliver, that he will not in any condi-dens be a presidential candidate. Other Pairose followers favor Justice Hughes nd ax-Governor Edwin S. Stuart as the candidate.

While the Penrose followers are waiting for the senior Senator's announcement or Brumbaugh at Harrisburg has ed publicity headquarters and is remessages promising support from sections of the State. Among those ratulatory messages from E. J. Laffery, president of the Logan Improvement Association; Arthur M. Lyons, Petersburg, Ya.; J. A. Patterson, Richmond, Va.; B. Franch Biershing, international secretary of the United Brothernood of Man, Newark, N. J.; C. E. Keck, New York; ex-Con-gressman J. D. Hicks, Altoona; George Bland, Reading, and Fred Heed, West

GOVERNOR TO OPEN BATTLE. The Governor will deliver his first adstream since he announced his candidacy at Scranton tomorrow night, and then will seen the fight against Penrose in Lacka-wanna County. He will so to Pillackaranna County. He will go to Pittsburgh on Saturday, and will then come to Phila-

Senator Penrose will go to Pittsburgh importon morning and will remain in that city the rest of the week, conferring ith western leaders. .

Organization leaders are watching with considerable interest the plans for the meeting of Progressive leaders in Harris-burg on March 23. More than 50 Washlegion party leaders in the State will attend the conference, and considerable Brumbaugh strength is expected to develop at the meetings.

Among those who will attend are A. Nevin Detrich, Washington party State chairman; State Treasurer Young; E. A. Van Valkenburg and George F. Holmes, Philadelphia; William Flinn, Pittsburgh; I. B. Brown, Meadville; W. H. Sponsier, Perry, and L. I. Mitchell, Jefferson.

# TAGGART MAY SUCCEED SHIVELY AS SENATOR

Indiana Governor Expected to Appoint Successor Immediately After Funeral

WASHINGTON, March 15.—The fun-tral of Senator Benjamin F. Shively, of diana, who died vesterday aftern will be held at South Bend, Ind., probably sat Friday. The following committee of Senators has been named to attend the funeral, all of whom expressed their in-tention to go: "Kern, of Indiana; Smith, of Arizona; Smith, of Georgia; Williams, of Mississippi; Claup of Minnesota; Johnof Mississippi; Clapp of Minnesota; Johnson of Maine; Kenyon of Iowa; Swanson, of Virginia; Sutherland, of Utah; James, of Kentucky; Martine, of New Jersey, and Phelan, of California.

Last night the President sent the following letter of condolence to Mrs. Shively:

"My dear Mrs. Shively-I have just learned with the deepest sorrow of the death of your husband. Your own loss is fracial and my heart goes out to you in segual and my heart goes out to you in deep and sincere sympathy; the loss of the country is very great, for he was moved as a public servant by high mo-tives of a duty to his State and the nation, and I join with his colleagues in deploring his death as creating a vacancy in the highest councils of the country which can-bot easily be filled. May God sustain you in this moment of your supreme sorrow. With great respect, your friend,

"WOODROW WILSON." The belief prevails among Indiana sople in Washington that Governor Ralson will name Thomas Taggart for the disterim vacancy after the funeral of snator Shively.

The Republicans will be put to the Recasity of making another nomination. At the primary election in the State last weak three candidates contested for the Republican nomination. The primary resulted in the failure of any of the candidates to obtain a majority, thus throwing the nomination into the State convention. This convention will meet April 5 and 6. convention will meet April 5 and 6.
The Service of the largest vote former Representative Watson, who within 6000 of New, the second large-

has been expected that New would the nomination to succeed Senator are. Friends of Mr. Watson undoubt-sity will ask that he have the other nomination, in view of the close race he made for the nomination for the full term. The satter may be settled by the nomination of both Watson and Now in the Republican State convention. Some authorities that another primary election will have to be held for the short term vacassey.



# ALBA B. JOHNSON ASKS AID FOR RAILROADS AND INSURANCE COMPANIES

Baldwin Locomotive Works Head Assails Excessive Regulation and Persecution by States

ADDRESSES LUMBER MEN

"The people of the entire country need protection against the legislative tendency in various States toward the weakening of the transportation systems."

Alba B Johnson, president of the Baldwin Locomotive Works, made this declaration today before the National Wholesale Lumber Dealers' Association, which is holding its 24th annual convention at the Bellevue-Stratford. Bellevue-Stratford.

Believue-Stratford.

Mr. Johnson said that Congress should be urged to bring about the centralization of regulation of interstate commerce and advocated moderation and conservatism in the regulation of railroads. As years go by, he asserted, the defects of the system of regulation have become by, he asserted, the detects or the synthetic of regulation have become more and more

He predicted a readjustment of the functions of the Interstate Commerce Commission and said that Congress will probably be asked to establish regional subcommence.

"The expenses of the railroads are in-creasing," said Doctor Johnson. "They must be treated so that they will attract new capital."

new capital."

After pointing out the necessity of helping the railroads in other ways, Mr. Johnson touched upon the subject of insurance. In this connection, he said:

"The Supreme Court has declared that insurance is not commerce. However, insurance is sessential to commerce."

surance is essential to commerce. Life insurance especially has become so gigantic in its scope and so beneficent that it affects the welfare of the people and the business interests in a vital man-

"Insurance should have the protection of Federal legislation," Mr. Johnson said. "It is now subject to the varying legisla-tion of different States, and in some cases meets with extreme persecution. It is necessary to centralize the control of in-surance and free the companies of un-scientific exactions.

"I consider this to be one of the most important measures upon which an in-telligent public opinion should be created. for once the great masses of our people have studied and formed an opinion of the justness of the measures asked for. relief will surely be forthcoming from the legislative authorities.
"It has taken more than 20 years to

establish in the minds of our people the principle that not only transportation, but all other lines of business must be conducted in the interests of the people. and must also be subject to so much of Government inspection and regulation as is necessary to determine the equity and

reasonableness of its operations.
"But public opinion, which throughout the last two decades has been hostile to transportation and the larger business interests of the country, must learn that true prosperity can come only from a mutual understanding and harmony of business practices and public opinion. It is impossible for public opinion to insist effectively upon measures which are destructive of business interests, and it is equally impossible for the business in terests to continue practices which are injurious to the public welfare.

There is a common ground upon which both these conflicting interests can stand. and the next great period of education through which we must pass is the defini-tion of this ground, so that public opinion and the business practices of the country may be in cordial accord; the one sustaining and justifying the other, and a thorough co-operation established. Let us hope that it will not require another period of 20 years for such a thorough study and discussion of the subject as may be necessary to accomplish this end."

The delegates were velocated by Home

The delegates were welcomed by How-ard B. French, president of the Chamber Addresses were also made by Director

of Public Safety Wilson and Girdon C. Edeard, who presided. The convention will close tomorrow

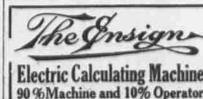
EXHIBIT WILL TOUR COUNTRY

Government to Equip Train Showing Safety First Work

WASHINGTON, March 15.—The safety first exposition, held in Washington re-cently, showing what the Federal Government is doing in the saving of life and property, may soon be brought to the doorsteps of every citizen in the United

The exposition was of such far-reaching educational value and created so much public interest that Secretary of the Interior Lane conceived the idea that the rest of the country should be given the opportunity of seeing it, Daniel Willard, president of the Baltimore and Ohio Railroad, has offered to furnish a special train to transport the exhibits. The rail-road also agreed to haul this train free, stopping in each city or town to enable the people to inspect the various exhibits. It has been tentatively agreed that this train will be in Washington by May 1, and that it will be equipped as rapidly as pos-sible and sent on its way.

Real War, Say British Papers LONDON, March 15.-The English newspapers almost unanimously empha-size the possibilities of the anti-Villa size the possibilities of the anti-Villa campaign involving the United States in a full-fledged war with Mexico. The Globe, epitomizing this sentiment, said today, "It seems that America cannot draw back, having put her hand to the



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## GAS MEN QUIT WITH PLEAS FOR ECONOMY

Efficiency and High Regard for Consumers' Interests Urged at Convention

Pleas for "economy" in conducting the subsidiary gas and electrical of the American Gas Company various subsidiary gas and electrical plants of the American Gas Company closed the three-day convention of the managers of 100 subsidiaries from all parts of the United States at the head-quarters of the company, 712 Locust street, at noon today. From the moment the convention opened on Monday the practice of economy has been the keynote of every address. of every address.

Since the birth of public service co missions in the various States, with the jurisdiction of fixing gas and electric rates, it has become imperative that all of us become more careful and econom-

ical in our work, was addresses made today.

H. S. Whipple, manager of the Rock-ford (Ill.) Gas and Coke Company, spoke ford (Spand Services," He outlined the various plans that had been carried out in his office to make every "servic'e' pay-able, with the aim that the consumers should profit by the 100 per cent. efficiency practiced by the plant.

"We must remember that our final aim is to run our plant in such a manner as to prove of benefit to the consumers," Mr. Whipple declared. "They must be considered, above all. There has been a tendency to regulate companies having exclusive rights in a town, such as trol ley, electric and gas companies, in order that justice be given them. We are join-ing forces with those who are proceedng in the right direction.'

F. D. Wharton, purchasing agent of the American Gas Company, chose "Syndi-cate Purchasing" for his economy talk, "There is need of standarized equipment in order that a great saving may be ef-fected," he asserted. "Syndicate purchas-ing has been carried out with success by large concerns and results in the saving of money to the users of the product." The final address was made by R. C.

Cornish, gas engineer of the American Gas Company, who spoke on the new coal gas plant at Chester, Pa. The speaker proclaimed this plant the most up-to-date in the country. Tomorrow at 10 o'clock the delegates will leave for Chester, and will be shown the operations of the plant

The convention closed with the passing of a resolution of regret over the absence of the treasurer of the American Gas Company, Joseph B. Townsend, 3d, who is con

Burns Fatal to Woman

Mary Gravenstein, 49 years old, of 420 Buttonwood street, died in the Roosevelt Hospital last night as the result of burns received when her clothing caught fire from an oil stove that exploded earlier in

# CHAMPION GIRL TYPIST VICTIM OF DAN CUPID

Miss Margaret Owen to Desert Keys to Make Desserts Soon

Cupid has been playing hide-and-seek with the heart of Miss Margaret B. Owen, world's typewriter champion, through the keys of her typewriter.

tention is that of the Underwood Type-writer Company, which by made up of two large sections arranged at the en-As a result she is going to give up ng the world's champion speed typist and qualify for a champion cook and house-keeper up Boston way. two large sections arranged at the entrance of the big exhibit.

The Underwood people are featuring their new bookkeeping machine. It has never been shown to the public in Philadelphia before. This machine adds, subtracts and writes simply when the writer uses the machines in an ordinary manner. It is run by electricity, and automatically

The Dan Cupid game is the result of a business show romance, and as a result Miss Owen is wearing a beautiful diamond ring on the third finger of her left hand. It was the ring, in fact, which caused the present story. A reporter saw it.

It is run by electricity and automatically cares for addition and subtraction of figures, putting all the figures in the proper columns. By manipulation of little contrivances at the rear of this machine it Miss Owen smilingly admits she is planning to give up her career of professional typist, "for other things worth while," and she also admits she is going to have a home of her own, but she requests that the name of the young Lochinvar be kept out of the papers, until announced in a more formal way. wood bookkeeping machine say, "I wonder if people will have to have any brains at all in a few years. When machines work for them like that, people will no longer be required to think."

"I have let the Underwood people advertise me as they saw fit for the last six years," she said with a winning smile, "and now they have said that this is my 'very own' affair and if I want to keep the man's secret until we set the date, that I am the boss."

Miss Owen won the world's championship two years in 1913 and 1915. She was a pupil of the Drake Business College in her home town, Passaic, N. J. She is the daughter of Mr. and Mrs. W. B. Owen, of Passaic. She met her future husband at the Boston Business Show last April. She received her engagement ring just a week ago. Her flance is connected with a wellknown filing concern, which exhibits at the Business Show.

### LEGISLATURE ADJOURNS

Turbulent Session in Kentucky Ends After Increasing Militia

FRANKFORT, Ky., March 15.—The Kentucky Legislature adjourned this morn-ing after the most turbulent session in the history of the State. Amount the history of the State. Among the late bills passed was one bringing the State militia up to the standard of the regular army. A bill legalizing boxing was killed.

Suspend Doctor Who Let Baby Die den was suspended from membership in the Chicago Medical Society last night for "conduct unbecoming the ethics of the profession." This action was a result of the "Baby Bollinger case." Doctor Haiselden has the right of appeal to the Illinois Medical Society.

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# GEN. DU PONT ENTERS RACE FOR PRESIDENCY

Announced That He Is Willing to Contest For Republican Nomination

WASHINGTON, March 15 .- General T. Coleman du Pont, Republican National Committeeman from Delaware, has en-BIG UNDERWOOD DISPLAY tered the presidential race. This became cnown when a Republican Senator an-Philadelphia is more enthustastic than nounced that the former powder mag-New York over the Business and Efficiency Show now in progress at the 1st Regiment Armory, Broad and Callowhill nate had consented to allow his name to

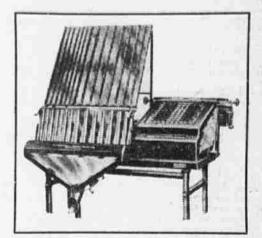
he used in the contest for the "nomination.

Friends of General du Pont have been booming him for the presidential nomination, but the announcement was the first intimation of his stand. According to friends, he is to be brought out as a

United States Semator Henry A. du
Pont will be organization candidate for
renomination. He is a coustn of General

Alfred I. du Pont, another cousin, also is being boomed for the senaturial numination by a faction of the Republicans led by former Senator J. Frank Alies, who recently returned to the Republican ranks after going over to the Progressives. This pots three members of the du Pont family in the race for national honors one seeking the presidency and the others fighting for a seat in the Senate.

Means Pay Day Preparedness and Pay Roll Efficiency



THE International Pay Roll Ma-L chine is three machines in one: a visible adding and listing machine, a money paying machine and a pay roll scheduling machine. It entirely eliminates all the burden and all the possible errors in the paymaster's office. While adding the pay roll it automatically determines the number of pieces of each denomination of coin or currency needed. It pays coin into employes' envelopes at the rate of thirty per minute, adding, listing and recording every transaction. You must see it demonstrated to appreciate its value.

Have This Machine Demonstrated at the **Business Exhibition** 

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Local Representative

217 N. 15th Street

# Miss Burroughs at the **Business Show**

Have you been to the Business Show?

If not, don't fail to go. And while you are there make it a point to visit the Burroughs Booths and see Miss Burroughs demonstrate the various machines in

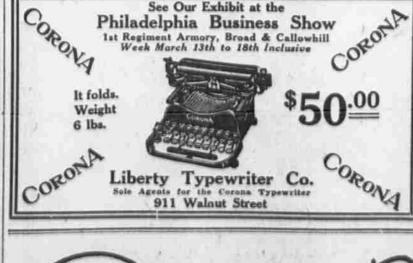
Any question you may want to ask will be cheerfully answered-we want every business man to know all about handling figure work with Burroughs Machines.

There are machines in the Burroughs exhibit that post ledger and make customers' statements. Also special Gas Billing and Pay Envelope Machines. One of the features of the exhibit is the 40-column Burroughs Calculator, the largest capacity Figuring Machine ever

Whatever your line of business you will find a Burroughs Machine which can be adapted to handle your figure work the way you want it done. Let us talk with you at the Burroughs Booths this week.

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