CHINA BECKONS WITH A "GOLDEN FINGER" TO U.S.

Julean Arnold, of American Legation at Pekin, Points the Way

GREAT TRADE OPENING

Golden opportunities for American in wetment exist in China, says Julean Arnold, consercial attache of the American lega-Bot at Pekin. He has been home ten weeks bling exporters about them, starting in at his home town of San Francisco and workhis home town of San Francisco and workhig east. Now he has reached Philadelphia.

Mr. Arnold is talking to the exporters, not
he bankers. He believes the bankers will
her readily enough when the exporters
beken; what he wants to do now is to
her to be men actually engaged in trade
eavince the men actually engaged in trade
that the place to put their efforts and their
meney is in China, if they would get a big
return on their investment.

When Mr. Arnold came here he my the

when Mr. Arnold came here he put him-mire, and he pays the chamber of Com-mire, and he pays the chamber the com-gliment of saying that it has given Philadel-phia a good habit that he finds all too pare; the map habit.

This is the only city," he said today, there I found business houses using freely world trade maps. You ought to see English business men use them."

TIME RIPE FOR ACTION Mr. Arnold says now is the time for America to make a great inroad into compercial China. All the other countries are tied up both in the way of capital and energy, he says, and America has an overshundance of both lying idle, "China is the place to put it."

the place to put it."

He tells how China has a bare 6000 miles of railroad compared to this country? 240,000 and that regardless of the fact that China is larger by one-third.

"Her potential wealth is immense. She has tremendous quantities of coal, and yet has to import coal from Japan. She has tron and lead, tin, ginc, antimony, mangaress wirtually all the ores in tremendous.

and lead, the since antimony, manga-wirtually all the ores in tremendous stity. The trouble is they are unde-ped, and China needs help and money

"She needs ratiroads and mines particu "She needs railroads and mines particularly. She is willing to grant America concessions to get these. If American capital was put over there America would have the control of it. There could be American engineers to see that the raw materials taken from China went first toward the reward of the capital that got them out; she could stipulate that American products only would be used in their development. "It is a great chance to establish American standards in China; our machinery, our men, our methods. But it must be done now. If we wait till this war is over and other countries get free again to pay at-

sther countries get free again to pay at-tention to this sort of thing, they will step in, and it's pretty sure that the one who goes first will stay, for the establishment of standards makes it pretty certain that these standards will continue to be fol-lowed.

"China is ripe now for this sort of devel-epment; she needs to build railroads and she needs to build mines. The amount of undeveloped wealth in China is staggering to contemplate, and the only reason Amer-ica can't share in it is because she won't so after it. China is perfectly willing to come half way. The concessions she will grant American investors mean good busis for her, for she needs these investors before she herself can prosper."

WHY AMERICA IS FIRST Mr. Arnold was asked why China prefers to have America open up her industries rather than any other foreign power and he gave these five reasons:

First. The United States has never ac-quired a "sphere of influence." in China and thus has never violated China's territorial integrity.

Second. No American nationals have ever second. No American nationals have ever engaged in the opium traffic. Third. The United States has stood con-sistently for the "open door." Fourth. The United States returned the \$11,000,000 indemnity following the Boxer

created a wonderfully good opinion of

America.

Mr. Arnold remarked that exporters know exactly what they have to face in the way of tariffs. Five per cent is the absolute maximum and it will stay that way. There is no meddling with tariffs there he said. "The thing to do," he advised, "is either to create new organizations or work through such existing organizations as are now there. The National City Bank has taken over what was formerly the Inter-national Bank and is prepared to handle any project."

"YELLOW PERIL" A MYTH Mr. Arnold was reminded of "yellow

peri."
"It's foolish to fear such a thing." he said, "for China has so much to do at home, as all the Orient has, that it will be said, "for China has so much to do at home, as all the Orient has, that it will be centuries before they can make a complete job of it. They can't do it all alone, and it means money for those who work with them. It will be a shame if America does not realize this thoroughly. If we do not some other nation will, and the loss will be ours. China's foreign debt now is only 1600,000,000, and this is not much when you consider her tremendous population. I should say most of that is held by England. Great Britain's trade is pretty well organized in China, but there is yet the Freater part of the trade to be created and secured, and England is too busy to do that now. It is America's chance."

Mr. Arnold was asked to compare Philadelphia as a port for Chinese trade with such a port as San Francisco, and answered that it was just as good, despite the 1000 miles across country.

The Panama Canal has changed all that," he said, "and for purposes of Chinese trade the Atlantic ports are now as near as the Pacific ports."



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TWINING ASKS PERMIT TO BUILD HIGH-SPEED LINE IN 35TH WARD

New Surface Service Will Complement Frankford "L" System-Construction Scheme Completed

TAYLOR TO GUARD PLANS

With plans completed for the construction with plants completed for the construction of the Thirty-fifth Ward high-speed line, which will be operated as a spur of the Frankford elevated, Transit Director Twining has made formal application to the Public Service Commission for a certificate of public convenience to build the line. This line will give the citizens in the northern part of the Thirty-fifth Ward their first

ern part of the Thrty-fifth Ward their first trolley service, and will mean the rapid development of this section of the city.

The line, which will connect with the Frankford "L" at Frankford and Oxford avenues, is to cost about \$1,200,000. It will be double-track throughout its entire length.

be double-track throughout its entire length. Considerable grading must be done before actual construction work can be begun.

Another application for a certificate of public convenience was made yesterday by Director Twining for the establishment of a station on the Frankford "L." at Huntingdon street and Kensington avenue. This station has been much sought by business men's associations and manufacturing interests, because it will tan one of the busiest terests, because it will tap one of the busiest sections of the Kensington industrial dis-

Photo-Crafters, by Overton,

JULEAN ARNOLD

The commercial attache at the United States Legation in Pekin, China, is in Philadelphia explaining to exporters the money-making

possibilities in trade with China. He tells of the wonderful opportunities for investment there, while

other foreign Powers are too busy to take them up. "Now is Amer-ica's chance," he says.

JERSEY ODD FELLOWS

ENACT NEW LEGISLATION

AT ANNUAL CONVENTION

Officers Elected at 38th Yearly

Business Session - May

Codify Laws of

Order

MANYSOCIALAFFAIRS TRENTON, Nov. 15 .- After reading of

TRENTON, Nov. 15.—After reading of officers' reports at the opening of the thirty-eighth annual session of the Grand Lodge of New Jersey, Independent Order of Odd Fellows, in the Masonic Temple Building today, a recommendation was taken under consideration that a code of the laws of the order of this State be presented and another recommendation.

pared and another recommendation was that an official be selected to take up the work of giving practical assistance to the

Lloyd, of Matawan, presided.
Announcement was made of the election of the following officers for the current

Grand master, Charles A. MacCrossor Palmyra; deputy grand master, John B Stratton, Mount Royal; grand warden, Har-

vey S. Hopkins, County Clerk of Sussex County; grand secretary, Harvey S. Kline, Trenton; grand treasurer, Joseph R. Dea-

The Rev. B. J. Lippincott, Sayreville, will be the next grand chaplain.

The following officers were appointed by the new grand master: Grand marshal, George H. Dalrymple, of

Passale; grand conductor, Burton L. Boye, of Hoboken; grand guardian, John S. Dah-mer, of New Brumwick, and general her-ald, B. J. Brace, of Camden.

The new officers will be installed tomor-

ow night.
Grand Secretary Harry S. Pine, of this

city, in his report showed the membership of all the lodges of the order in New Jersey on January 1 last to have been 30.185. The secretary recommended new legislation regarding the incorporation of

lodges and the admitting of nonbeneficial members.

A move for the enlargement of the Odd

A move for the under consideration

Fellows' Home here is under consideration this afternoon. The home is now filled to capacity. The joint committee of the Grand Lodge and State Assembly, which is charged with the care of the inmates in the orphanage in Newark, recommended that the order purchase the building.

Reports were made by William T. Robbins, of Hamilton Square, and E. O. Buss-

ing, of Lyndhurst, grand representatives to the Sovereign Grand Lodge, showing that the order nationally has a membership of 2.188.458, declared to be the largest secret

2.188.458, declared to be the largest secret fraternal society in existence.
Grand officers from Pennsylvania, New York, Connecticut and Massachusetts were in attendance at the grand lodge session. The annual dinner of the past grand masters, the largest social function of the session, will be held here this evening.

Americans Freed at Zeebrugge

return overland to Holland

THE HAGUE, Nov. 15 .- Courier Thomas Smith and the other American passengers on the Dutch mail steamship Koningin Re-gentes when that vessel was taken by a German submarine into Zeebrugge last week were permitted by the Germans to

on. Bordentown

Grand Master F. Howard

Between the Dauphin and York streets "Between the Dauphin and York streets station, as heretofore pianned, and the Somerset street station, there was a distance of about three-quarters of a mile for which no station had been provided. The additional station will not only break up the long stretch, but will afford workmen from many sections an opportunity of reaching easily some of the biggest plants of Kensington. Kensington.

of Kensington.

Interest among transit followers today continued to center about the information that the Philadelphia Rapid Transit Company is ready to enter into a lease with the city for the operation of the high-speed system upon the terms set forth in the ordinance presented to Councils by Mayor Smith.

The stand taken by Mayor Smith that he The stand taken by Mayor Smith that he intended to adhere to the Taylor plan, and his recommendation to Councils to hold public meetings regarding the city's proposition for an agreement, are believed to have been the factors which have operated have been the factors which have operated greatly in causing the company to come to a conclusion as to its course. The directors of the Union Traction Company, who previously refused to agree to a contract by the Philadelphia Rapid Transit Company to take over the high-speed lines, are said especially to have been influenced by the Mayor's stand.

Conferences between the Mayor and the official heads of the traction company are expected daily, and it is expected that Ellis Ames Ballard, chief counsel for the com-pany, will meet the Mayor at least once be-fore the public hearing on Friday, when Councils' Committees on Finance and Street Railways will hear the views of the tran-sit officials on the ordinance. Mayor Smith made it plain yesterday that

if any conferences are to take place, former Transit Director A. Merritt Taylor will be invited to be present as one of the city's

JAMMED TO DEATH BY DOOR Midvale Steel Workman, Asleep Near

Furnace, Killed James Beasey, nineteen years old, of Twenty-third street near Westmoreland, was crushed to death in the Midvale Steel Company's plant. Nicetown, today, when a heavy furnace door was swung open, jam-

ming him against a wall.

Beasey is said to have been sleeping near the furnace when another employe re-leased a lever opening the heavy door. The Coroner's office is making an investiga-

P. AND R. COAL AND IRON | DREAD TAX QUESTION LOST MONEY IN EFFORT TO RELIEVE SHORTAGE

President Tells Anthracite Commission Gross Profits Have Been Cut in Half in Three

Years COAL TAX RETURNED

W. J. Richards, president of the mam moth Philadelphia and Reading Coal and Iron Company, testifying today before the State Coal Commission, declared that only had the company done everything within its power to relieve the coal shortage, but actually was making but little more than half the gross profit received

"We released millions of tons of coal in September," said Mr. Richards, "to forestall a possible shortage. Buyers of coal would be better off if they bought just enough for their present needs."

Mr. Richards referred to the speculators in coal who attempt to corner the anthra-

cite market. "We have our own selling force," he told "We have our own selling force," he tout the commission, after explaining the finan-cial details of capitalization and similar de-tails of the company, "and the coal supplied to customers is stopped when we are apprised of any attempt to charge exerbitant

The Philadelphia and Reading Coal and The Philadelphia and Reading was told, supplied half the total demands of Philadelphia and vicinity, four million tons being the gross tonnage of coal sold in this sec-

Mr. Richards then quoted the gons profits of his company on a ton of coal for the last four years.

He added that virtually all of the million dollars collected through the coal tax, de-clared unconstitutional later, had been returned. The company billed the extra two and a half per cent as a separate item on their bills, making returns comparatively easy. When questioned as to why the price of coal was advanced ten cents when the tax was removed, Mr. Richard, said that the price boost was due only to the in-creased cost of production necessary through the provisions of the workmen's

compensation act.

The expected clash between the commission and J. M. Markle, president of the G. B. Markle Coal Company, was satisfactorily settled, in spite of Mr. Markle's absence. Business affairs kept him away, and it is probable that a special meeting will be held in New York for his conveni-

WIDOW'S DREAM FINDS BODY

Tells of Vision and Grapplers Are Successful Near Duncannon

MARYSVILLE. Pa., Nov. 15.—After friends had made a long search, a dream of nyeman, the widow, led, after a five minute hunt, to the finding of the body of Gustav Dill, of Duncannon, who was drowned in the Susquehanna River near there three weeks ago.

Mrs. Dill, although virtually a stranger three bosts.

in the Perry County town, described the place in the river where she had "seen" the finding of the body. Two rivermen agreed to make a search and after their grappling hooks had been in the water five minutes, they pulled the body to the

Picks Pimple; Dies of Poisoning HAGERSTOWN, Md., Nov. 15.—Picking pimple on his chin while painting on Saturday, Harvey Kridler, aged fifty-four, contracted blood poleoning and died. He is survived by a widow and six children.



Sapphire Little Finger Ring

An effective size sapphire, in a charming little green gold setting, \$6.50.

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Diamond Merchants Iewelers-Silversmiths

1110 Chestnut Street

Dalsimer Standard Shoes



Here it is for \$5

There are many men, who can afford to pay more, that think Five Dollars is the right price to pay for shoes-they're discriminative and far above the average in determining values.

We have a big Five Dollar trade-one of the largest in the city-and they tell us our Five Dollar models look like Six and even Seven elsewhere.

The Dark Cherry Tan is the top-notch of style-you can get yours for \$5.

'Tis a Feat to Fit Feet 1204-06-08 Market St.

TO GET PUBLIC AIRING

Councils' Finance Committee Wrestles Today With Prob-Iem of 1917 Rate

What shall the tax rate be for 1917? This question the members of Councils' Finance Committee faced today school for the first time they took up for public dis-cussion a subject generally feared in hers who hope to retain public confidence. The bookkeeping involved shows that a total of \$37,127,893,23 for 1917 expenditures

Mayor Smith, by deciding against salary raises and now places at this time, cut off \$2.832.142.78 from the amount needed, but even this reduction finds the councilmante financiers in a position of having to obtain by really tax or otherwise, a total of \$1,363,643 to make up the difference be-tween income and expenditures.

Another problem that the financiers will

have to wrestle with is how to find the nearly one million dollars that will be needed in excess of the amounts allowed

needed in excess of the amounts allowed for street cleaning, garbage removal and ash removal for 1917. This increase must be made up if Mayor Smith decides to approve the high estimates submitted by Edwin R. Vare and other municipal contractors for this character of work.

All who wish to register opposition to increases will be heard today, or next Monday at the latest, and the final figure will be reported to Councils at a special session next Thursday. The bill will finally be passed at a special session of both branches of Wednesday, November 19, just twenty-four Sours before the expiration of the time allowed by law for the fixing of a time allowed by law for the fixing of a realty rate for the city.

made on improved ground and new assessments. The advances made in the Twenty-fourth Ward will be about \$150,000, while the increase in the Forty-fourth Ward will be approximately \$447.250. The assessors sat yesterday to hear protests from property owners, but few were made.

COATESVILLE ELECTION DECLARED ILLEGAL

Master in Contest of Mayoralty Race Finds Irregularities in Voting

COATESVILLE, Pa., Nov. 15 .- George S. Dewees, appointed master in the Coatesville mayoralty election contest, started more than a year ago, when Walter L. W. Jones von over the Rev. Thompson W. McKinney s607,500 Valuation Increase in 34th
Assessors of the Thirty-fourth Ward have
ided approximately \$607,500 to the total
axable valuation of the ward for next
that the increase represents advances
made on improved ground and new assessments. The advances made in the Twentyourth Ward will be about \$150,000, while
the increase in the Forty-fourth Ward will
be increase in the Forty-fourth Ward will
be approximately \$447,250. The assessors
at yesterday to hear protests from property
awters, but few were made.



Here's the big idea

FOR winter motoring; an overcoat that's roomy enough to go on over everything. Made of deep, soft woolens-the best of imported and American weaves; big and warm, but not cumbersome. It's the king of outdoor coats.

> Our dealer will show you other ulsters, great-coats, traveling and motoring coats; beautiful colorings; individual patterns; bold, vigorous designing. We use none but all-wool fabrics.

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