

DEALERS MAY GO TO RATE HEARING

City's Merchants Expected to Testify to Preserve Rail Differential Rate

MUST SHOW ADVANTAGE Cheapness of Facilities Should Be Demonstrated to Answer North Jersey Plea

By a Staff Correspondent NEW YORK, Jan. 22.—The third week of the freight rate hearing was opened today when the railroad presented their final testimony against the application of the northern New Jersey rates for a differential in rates equivalent to that enjoyed by Philadelphia over New York.

Merchants to Testify From the representatives of Philadelphia Chamber of Commerce, the Commercial Exchange and the Philadelphia Board of Trade it was learned that several prominent merchants trading with points in northern New Jersey, rate experts and other persons familiar with the general conditions of the port of Philadelphia will be brought here as witnesses.

Today the State and city of New York and their respective commercial organizations began their testimony to help preserve the present freight rates that govern points on both sides of New York Harbor. A hint that the New Jersey faction may inject a new issue in the case that would be bitterly contested by the New York bodies was evidenced during the cross-examination of Harry Wilson, assistant general freight agent of the Erie Railroad, who was asked to explain the effect on the railroad if the rate to New York should be raised to create the differential asked by New Jersey.

THE ERIE'S POSITION "Assuming," said John H. Waller, associate counsel for New Jersey, "that the Interstate Commerce Commission made an order that the New Jersey side of the port should have a differential and that the differential should be brought about by raising the New York rate instead of lowering the New Jersey rate, would the Erie Railroad have any objection?" "Not unless it affected other conditions," responded Wilson. "The Erie is always looking for increased revenue; but it might result in raising the New York Central Railroad's all-rail-to-New York route, which is a determining factor in fixing New York rates."

PETITIONS AGAINST LIQUOR IN CARLISLE GROW LONG

Example of Coatesville as "Dry" Town Is Held Up at Meeting

CARLISLE, Pa., Jan. 22.—In parties of two men each, 150 Carlisle temperance workers conducted a house-to-house canvass for signers of remonstrances against three liquor license applications, as part of the campaign against liquor being conducted by the County No-License League and the W. C. T. U. The men obtained many pledges of support. One wholesale place, a hotel and a saloon are under fire here. Similar action was taken in other parts of the county. The fight will culminate in license Court on January 25. The remonstrances will be filed on Wednesday of this week, and counter-petitions for license are also out. As part of the campaign the No-License League held a meeting. Chief Justice Thomas McKinney, of Coatesville, the speaker, said that while from \$1000 to \$1200 was expended weekly in Coatesville while the town was "wet," the bank deposits and Christmas savings clubs increased fourfold after it went "dry." The number of court cases also fell off.

DEFENDS THE HURDY-GURDY

Amato, Baritone, Believes "Tony" Should Not Be Harshed

NEW YORK, Jan. 22.—There may be persons with souls as exquisitely toned that they cannot stand hurdy-gurdies, but Pasquale Amato, Metropolitan opera star, is not one of them. Amato has a few words to say in defense of his brother artist, Tony of the hurdy-gurdy. Up at Albany they have aimed a law at Tony, which, if somebody does not stop it, will drive the poor fellow and his ancient music machine into the gutter forever. It has been drawn up ready for submission to the New York Legislature by the Young Men's Italian Association, of Albany.

ADVERTISING AND SALES MANAGER

of the largest concerns of its kind in the world seeks new connections, as the department he now heads has been discontinued. Present employers will go out of their way to testify to his efficiency, loyalty and able aggressiveness. For years he has been successfully Investigating Market Conditions, Analyzing Consumer Demand, Designing Cartons and Containers, Selecting Advertising Media, Planning Sales Literature and Campaigns, Writing Advertising Copy and Sales Literature, Planning and Writing House Organs, Sales and General Correspondence, Originating Follow-up Plans, Getting Co-operation of Local Dealers and Salesmen, Planning Sales Campaigns.

New Conception of Neutral Rights In Proposed Code Inspired by U. S.

Neutrality in the situation of States which, in the course of a war, are not participants. Neutrality, especially maritime neutrality, must necessarily be regulated not merely on the basis of the rights of the belligerents, but especially on that of the rights of neutrals, by safeguarding commercial liberty and releasing neutrals from the needless burdens resting on them with a view to observing neutrality.

In case of war between two or more countries the rest of the States must refrain from increasing the number of belligerents. If not able to prevent the conflict, they must do all they can to put an early end to it.

When war is declared neutral States of the entire world shall, upon request of the Administrative Council of the Permanent Hague Court, meet to take measures to maintain freedom of commerce and navigation of the neutral countries to determine conditions to be observed by all neutral rights and duties established in the new code.

Belligerents shall be invited to send representatives, who may take active part in the discussions and have the right to vote. In important cases the conference may authorize several measures against belligerent or against neutrals, refusing to respect rights and duties of neutrality.

Such measures may be: Public blame, pecuniary indemnity, commercial boycott and even the use of an international force to be determined by the conference. Commercial and maritime zones along belligerent coasts, formerly forbidden.

Private property in the open sea to be inviolable. Belligerent and neutral vessels must in no case be confiscated or sunk under any pretext whatever. Contraband may be confiscated or destroyed. Right of search is abolished.

Right of search is abolished. Neutral merchant vessels or merchant vessels belonging to the other belligerent except to demand examination of this vessel's papers. Despite the reciprocity of these papers, the belligerent vessels may proceed to the search of merchant vessels. If shown that the vessel does not carry contraband, the searching vessel shall be condemned to pay to the vessel searched a fine to be determined by the conference of neutrals; and in case the vessel searched carries contraband, the country whose authorities issued the false passport shall be condemned to pay an indemnity to be determined by the said conference of neutrals.

Vessels not carrying duly vised papers may be searched conformably to present international practice without the right to an indemnity. Belligerent vessels may not refuse to carry from one neutral port to another neutral port persons or merchandise under pretext that they persons or merchandise belong to a nation with which the belligerent merchant vessel's country is at war.

Exception to be made regarding persons who by reason of their age or condition might serve their country. Official or private postal correspondence of neutrals or belligerents found in the open sea on board a neutral or enemy vessel is inviolable. Belligerents are held to respect the sovereign rights of neutral powers and to refrain, within neutral territory or neutral waters, from committing acts which, if tolerated by neutral powers, would constitute a breach of neutrality.

Belligerents are especially forbidden to make of neutral ports and waters the base for naval operations against their adversaries. Belligerent warships shall not have access to the ports, roadways and territorial waters of neutral powers, except in justified case of force majeure.

They may, however, and what is indispensable to safety of their navigability. They must depart immediately after the force majeure has ceased. It is especially forbidden war vessels to renew or to increase their military provisions or armaments, or to complete their crews.

The need of raveling, of fuel or provisions does not constitute a force majeure. Belligerent merchant vessels may take fuel and provisions on board in neutral ports subject to conditions especially determined by local authorities.

If proven that a merchant vessel taking fuel or provisions on board in a neutral port has passed all or part of such provisions to a belligerent warship within or without the territorial waters of the neutral power, its fuel or provisions shall thereafter be furnished in such country to any ship of the company to which belongs the vessel.

When a vessel is suspected the case must be notified at once to all other countries, through the medium of the conference of neutrals; especially so if the vessel has fortively left a port of the country. Belligerent military vessels returning to their ports of call may be admitted as such into neutral ports on certain conditions.

Airplanes directed at airships of the belligerent countries may not fly over the territory or over the jurisdictional waters of the neutral powers. Infraction of this rule entitles to the confiscation of the craft or to an indemnity. In a war, distinction must be made between the acts of aid on the part of neutral States and acts of commerce on the part of the individuals; the former only are contrary to neutrality.

A belligerent warship must clear within twenty-four hours or within the time prescribed by the local law. Such measures may be: Public blame, pecuniary indemnity, commercial boycott and even the use of an international force to be determined by the conference. Commercial and maritime zones along belligerent coasts, formerly forbidden.

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CODE TO SAFEGUARD NEUTRALS PROPOSED

Rules for Maritime Conservation Formulated at Session of American Institute of International Law

SUGGESTED BY LANSING Principles Deduced From Rights of Nonbelligerents and Not From Prize Court Decisions

HAVANA, Cuba, Jan. 22.—A code of rules of maritime neutrality which should govern the relations between belligerents and neutrals, prepared at the suggestion of Secretary of State Robert Lansing, of the United States, was submitted to the American Institute of International Law in annual session here today.

The code was drafted by Dr. Alejandro Alvarez, secretary general of the institute, and who formerly was jurist in the Chilean Foreign Office and counselor to the Chilean legation abroad. The code will be referred to the National Society of International Law in each of the twenty-one American republics, and final action upon it will be taken by the institute at its next annual meeting.

Secretary Lansing believes the time has come for neutrals to define their rights. This was the gist of a letter from the Secretary to Dr. James B. Scott, president of the institute, which was read at the opening session. The letter, in part, reads: "January 11, 1917. "Dear Doctor Scott:—On the eve of your departure for Havana to attend the second annual meeting of the American Institute of International Law, I take occasion to express my very sincere regret that my official duties prevent my being present at the session of the institute in which I am so deeply interested.

"It will not be presumptuous, I trust, to call the attention of the members of the institute to the memorandum which I had the honor to submit on January 3, 1916, at the first annual meeting, and which suggests the propriety of careful consideration of neutral rights and duties. From the point of view of the neutrals.

"I would, therefore, suggest that a committee be appointed to study the problem of neutral rights and neutral duties, seeking to formulate in terms the principle underlying the relations of belligerency to neutrality rather than the express rules governing the conduct of a nation at war to a nation at peace."

Love Vanished When Wife Got Fat READING, Pa., Jan. 22.—Declaring that her husband repented of his marriage to her, telling her he did not like her because she was "too big and fat," Mrs. Matilda Zimmerman testified before a master here today in her suit for divorce from Albert Zimmerman, of New York. The master recommends a divorce on the ground of desertion.

Churches Want Jones to Be Judge

MAHANOEY CITY, Pa., Jan. 22.—Schuylkill County Protestant churches have petitioned Governor Brumbaugh to appoint John Robert Jones, Schuylkill Haven, ex-Assemblyman, as the successor of the late Judge Charles N. Brumm.

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A new thing for a cigarette to do. Wednesday you'll know all about

Chesterfield

200 Per Cent Growth

We start 1917 with a production three times as great as that of last January.

The rapidly increasing demand for the Cole Eight would allow an even larger expansion.

But we prefer to grow with great care. It tends to a sounder stability.

We prefer to increase by logical and reasonable steps rather than by too spectacular strides.

We consider the ultimate consumer first. Therefore we always take the utmost care to protect Cole Eight purchasers by painstaking, unhurried workmanship and the use of the best materials it is possible to obtain.

We are building for the future along the lines of established permanence.

Our long experience and our extensive facilities are devoted entirely to one fixed purpose—to one chassis—America's foremost Eight.

We aim to obtain and maintain the highest standard in the manufacture of fine motor cars.

This constant, diligent and persistent effort towards bettering the best has placed us in a very advanced position in the motor-car industry.

As a result we start January shipping 200 per cent more cars than at this period last year.

L. S. Bowers Company

Distributors 245 N. Broad Street, Phila. Bell Phone, Walnut 762

Cole Eight advertisement featuring a large illustration of the car and a list of models and prices. The car is shown from a side profile, facing right. The text is arranged in columns around the car, with a large '200 Per Cent Growth' headline at the top. The list of models includes Cole-Springfield Four-Door Tour sedan, Seven-Passenger Cole-Springfield Tour sedan, Four-Passenger Cole-Springfield Tour coupe, Seven-Passenger Cole Eight Touring Car, and Four-Passenger Cole Eight Roadster. Prices range from \$1695 to \$2495. The ad concludes with the name of the distributor, L. S. Bowers Company, and their address and phone number.

Sorosis Semi-Annual Shoe Clearance advertisement. The ad features a large, stylized '8' logo with the word 'COLE' written across it. Below the logo, the text reads 'SOROSIS SEMI-ANNUAL SHOE CLEARANCE'. It describes a sale of shop-worn specials and odds, with prices ranging from \$3.95 to \$12.00. The ad also mentions 'KID NOVELTIES in Ivory, Burgundy and Various Combinations' and 'SLIPPERS' for \$2.95. At the bottom, it says 'HOISERY IN ALL THE NEW SHADES' and 'SOROSIS SHOE CO. 1314 Chestnut'.