WILL CO-ORDINATE ARMY AND SHIPS

Goethals and Schwab Confer Today on Transportation Problem

BUILD LARGE VESSELS

Three Standard Types of Carriers Likely to Be Solution Urged

Washington, April 24.

America's war overseas transportation prom bab ab-b an ad aw awwa moved at a conference here today, in which Major General George W. Goethals and Charles M. Schwab, both executive geniuses, will be the leading figures.

Before this conference, which will be attended as well by members of the shipping board, the emergency fleet corporation and the ship-control committee, will be placed facts and figures collected by the War Department as to the requirements of the huge army which the United States is planning to send to the battlefield of France.

Major General Goethals, acting in his capacity as director of traffic and storage of the War Department, will set the goal which the shipping board and the emergency fleet corporation must reach, and Chairman E. N. Hurley and Director General Schwab are expected, with this knowledge, to shape the entire efforts of their organizations to see that every requirement is met.

Plan Thorough Co-operation

From the War Department, through Major General Goethals, the men charged with the responsibility of providing cargo space to send the American troops abroad and keep them supplied they must produce in the way of ships each month between now and the dawn of 1921, so that the two departments can carry on their independent work, each confident that the other will be ready at the proper time and place to live up to its pledge.

The work of the shipping board and the emergency fleet corporation must, of course, adapt itself to the military needs of the country. This was regarded here as one of the essential reasons for holding the conference.

Adopting the views and requirements of the War Department, the shipping board is expected to fix on three standard types of ships, all designed in line with the new shipping board motto, "Tonnage Rather Than Ships." They are:

Passenger carriers.
Large cargo vessels.
Refrigerator ships.

Keeping in mind the trade demands which will fall upon the rejuvenated American merchant marine in the after-the-war trade struggle, the shipping board intends to develop a standard type vessel which will not only meet the martial requirements of today, but can be turned at once into normal channels at peace.

Small Types Abandoned

The cargo carriers, it was understood, are to be designed along the largest possible lines, so that they can be operated as economically as possible. The shipping board has already announced abandonment of the smaller sizes as being economic failures. In this connection the War Department and the shipping board expect to devise a system of co-ordination that will make each vessel produce its full capacity in dead weight. Every effort will be made to avoid loading a single ship with such bulky supplies as to start a 5000-ton vessel on its voyage with an actual cargo of only 2000 tons in weight.

One of the first results brought about through this co-ordination will be an expansion of many of the existing shipyards to meet the increased demands of the War Department. The shipping board, anticipating the present issue, has already announced that it would be its policy to increase the old yards or those that have built up smooth-running organizations rather than to go in for the construction of new yards on a large scale. Training of labor for the expanded shipping industry has been one of the biggest problems of the officials, and it is believed that better results can be obtained through adding to the nucleus already formed than in spreading the existing skilled workmen out all over the country.

Supplies Must Be Moved

Another problem which will come before the conference and which, so far as the United States is concerned, is still in its infancy, is the keeping up of the line of supplies that must be kept constantly in motion in order that the Amercan soldiers may not be deprived of a single necessity.

Figures have been obtained by the War Department from the British showing the average amount of tonnage required per man at the front. These serve, however, only as a working basis for the American army, as the ratio varies as the distance that must be traversed becomes larger, and experts in Major General Goethals's department are at work now seeking the correct figures.

Officials who will attend the conference in addition to Major General Goethals and Mr. Schwab are E. N. Hurley, Charles A. Piez, vice president of the Emergency Fleet Corporation; Edward F. Carey, director of operations; John A. Donald, Bainbridge Colby and Charles H. Page, of the shipping board; P. A. S. Franklin and Dean Gay, of the ship-control committee.

PERMANENT OIL SUPPLY ONE GERMAN PEACE AIM

Hope to Become Independent of United States' Wells by Pact With Rumania

Amsterdam, April 24. — The German Foreign Secretary, Dr. von Kuehlmann, and the Austro-Hungarian Foreign Minister, Baron Burian, will go to Bucharest at the end of this week to continue the peace negotiations with Rumania. Berlin newspapers say Baron Burian will postpone his proposed visit to Berlin.

German newspapers received here contain details of the new agreement between Germany and Rumania regarding the oil fields. A German company will be formed in a short time to take over the leases to the oil wells. While the Rumanian Government will hold shares in the company, a predominant German influence will be guaranteed by a requisite division of votes between the preferred and ordinary shares.

The virtual results of this new agreement will be that Germany will be able to import from Rumania more than half of her necessary supply of oil and oil products, thus becoming almost independent of America in this respect. The exploitation of the oil fields will remain in the hands of military officials until the end of the war.

U. S. Takes Big French Hotels

Paris, April 24.—The American expeditionary force has taken over the Crillon Palace and the Hotel Champs Elysees. The buildings will be used as offices and quarters for officers of the American army.

"THE MAN WITH TWINS," FORGER, SUICIDE IN CELL

Found Hanging by Strips of Towel When Keeper Visits Him

New York, April 24.—Samuel Cohen, "the man with twins," charged with many forgeries, hanged himself yesterday in Raymond street jail, Brooklyn. He was dead when found by a keeper, hanging by strips of towel from the top of his cell door.

His method was to induce a saloonkeeper to cash a forged check, after announcing himself as the father of twins and ordering a quantity of liquids for a celebration. Twenty-five witnesses were to have testified against him.

FUR AUCTION PROVES LIVELY IN ST. LOUIS

Choice Pelts Bring High Prices—Silver Fox to Be Sold Worth Million

St. Louis, April 24.

Total sales for the second day at the International Fur Exchange were approximately $517,250, bringing the gross sales close to $1,250,000.

Today the choicest and largest collection of silver foxskins gathered in twelve years will be offered. The 1200 skins are expected to bring more than a million dollars. They will be sold per skin and in lots of two and three. The best single pieces of the lot will be bought for about $2000, dealers said.

The sales yesterday were confined to white fox, cross fox, Russian sables, South American chinchilla, bear and Polar bear. White fox, 1000, in ninety-nine lots, brought $10,000; Russian sables, 2818, in 219 lots, $250,000; cross fox, 1550, in 298 lots, $116,500; South American chinchilla, 2500, in forty-nine lots, about $87,500; bear, 750, grizzly, brown and black, in eighty-three lots, $10,000, and Polar bear, 267, in 159 lots, $13,250.

Single pieces of white fox were bought as high as $55 and Russian sables $275. These sables were much in demand. Skins which buyers in former years would not consider were sold for $50 and $80. Buyers say that the prices of white fox have increased more than 10 per cent and 40 per cent for cross fox. Single pieces of cross fox sold as high as $175.

Of the sixty-two kinds of skins offered on the exchange in the last two days, the sales of thirty-one surpass the total sales of the three London spring sales and New York sale combined.

Buyers at the exchange are enthusiastic over the process applied to the skin of the nutria, a South American water animal much like the beaver. The process, called the "golden glow," makes the fur soft and shiny. Many dealers have sold the nutria fur as "South American" beaver. Buyers say it will be one of the most popular of cheaper skins this season.

1918 COAL OUTPUT GAINING OVER 1917

Bituminous Production for Quarter Shows Advance of One-Half Per Cent

According to a quarterly report of the United States Geological Survey, the production of bituminous coal, including that coked, in the first three months of 1918 is estimated at 135,514,000 net tons, an estimated increase over the same period in 1917 of 744,000 tons, or one-half per cent, but a slight decrease compared with the same period in 1916. January, 1918, mainly because of severe weather, was an abnormally low month, the production, 43,763,000 tons being about 4,000,000 tons lower than January, 1917, and nearly 2,000,000 tons below January, 1916.

Production in February, 1918, was 3,245,000 tons greater than in February, 1917, but 1,630,000 tons less than in February, 1916. At the end of February production in 1918 was three-quarters of a million tons behind 1917, and 4,457,000 tons below the first two months of 1916. March, 1918, was a record month, exceeding both March, 1917, and March, 1916, and was exceeded in total tons in those years only by October and November, 1917.

The production of beehive coke in March, 1918, is estimated at 2,848,000 net tons, an average of 110,000 tons per working day, an increase of 17,000 tons compared with the preceding month. In the three months' period of 1918 the decrease below the same period in 1917 was 914,000 net tons, or 11 per cent.

The production of by-products coke during March 1918, was 2,054,639 net tons. The per cent of production to maximum capacity rose from 74.7 per cent during February to 87.5 per cent in March, 1918.

URGE U. S. CONTROL RAW-COTTON PRICE

Retail Dry Goods Men Show Why "Runaway" Market Should Be Curbed

New York, April 24. — A referendum of members is being taken to determine whether recommendations urging Government control of raw cotton shall be voiced by the National Retail Dry Goods Association. The large number of responses thus far received indicate an overwhelming sentiment in favor of Government action.

Illustrating the need of some sort of control of the "runaway" cotton market, Elbridge L. Howe, executive secretary of the association, has made public the following price changes on cotton articles:

Standard quality overalls were formerly $1, now $2.75.

Bluebell chambray working shirts were fifty-five cents, fall price $2.25.

Army cotton socks were eight cents, now twenty cents.

Wool socks were twenty-five cents, now ninety cents.

Amoskeag flannelette was twelve cents, now forty cents.

Amoskeag checks were eight cents, now twenty-five cents.

Yard-wide Lonsdale muslin was twelve cents, now thirty-two cents.

"These advances are so drastic and so clearly upset business calculations," said Mr. Howe, "that Government action should be taken to remedy the situation."

WAR VETERAN KILLED

Aged Man Struck by Train and Hurled Into Creek

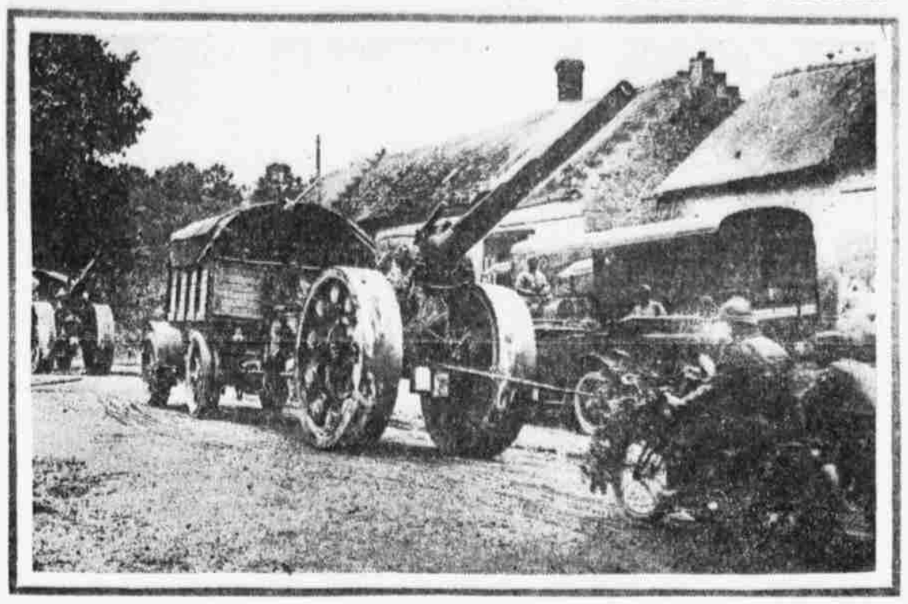
Easton, Pa., April 24.—William Wallen, seventy-six years old, a Civil War veteran, was fatally injured when struck by a Lehigh and Hudson train near his home at Buttsville, N. J., and thrown into the Pequest Creek. The creek was swollen by recent rains and he would have drowned but for the train crew, which rescued him. Before a physician arrived, however, he died of his injuries.

Wallen was active in Republican politics, having been a member of the election board in White township for more than twenty years.

Jersey Y. M. C. A. Work Speeded Up

Woodbury, N. J., April 24.—Activities in Y. M. C. A. work in all parts of the county have been speeded up to a war basis. New groups are being formed and older ones are getting recruits. Boys are taking a big part in the food-conservation problem and the agricultural contest for 1918 promises a big success. Many boys are raising pigs and there is big rivalry.

FRENCH RUSH BIG GUNS TO AID OF ENGLISH FORCES



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While the British in Flanders are undergoing terrific bombardment by the heavy German artillery, the French are rushing heavy field pieces to their aid. This picture shows the type of field piece that is now being used by the British on the Flanders battlefront. Note the camouflage on the gun and also the bits of foliage on the front of the motorcycle.

ONE IN FOUR WISCONSIN VOTERS DECLARED TO BE UN-AMERICAN

Analysis of Recent Senatorial Result Reveals Growth of Germanism—Socialists Left Free to Carry on Their Work

Madison, Wis., April 24.

A study of the table of returns from the recent senatorial election leaves no escape from the conclusion that out of every four men in Wisconsin, at least one may be looked upon as un-American in his political or radical ideals, or both. One hundred thousand men, in round numbers, voted for Victor L. Berger, Socialist, for Senator on a platform calling for immediate peace and the withdrawal of American troops from France. Of this number, only a small percentage are real Socialists. The great majority deliberately, with full knowledge of their act, turned from either the Republican or Democratic party to vote for Mr. Berger.

New Holstein in Calumet County, a strong German community, in 1914 gave Senator Husting, Democrat, 78 votes; Francis E. McGovern, Republican senatorial candidate, 60; Emil Seidel, Socialist, 8. On April 2, this year, in the contest to fill the unexpired term of Senator Husting, that same community gave Joseph E. Davies, Democrat, 14; Irvine L. Lenroot, Republican, 28; Victor L. Berger, Socialist, 124. Eaton, in Manitowoc County, one of the counties most heavily populated with men of German stock, in 1914 gave Husting 112, McGovern 73, Seidel 4. This year Eaton gave Davies 26, Lenroot 42 and Berger 148. These are only instances selected at random. They are duplicated again and again in that whole group of lakeshore and near lakeshore counties inhabited by men from Germany or the descendants of men from Germany, including Milwaukee County, which went overwhelmingly for Berger. Dodge is known as the "banner Democratic county of Wisconsin." So that even the question of La Follettеism did not enter. These men voted for Berger because in choosing between America and Berger they stand for the things that Berger stands for.

These are the communities that have scarcely been touched by Americanizing forces. The men of 1848 and their descendants naturally spoke German because it was their native tongue, and so many of them settled together that to speak German was pleasant. This made it seem more like the old home from which they were forced to flee. Most of the older men and women never learned English. They founded their own newspapers, and these naturally were more inclined to feature things German than things American. In the schools German was the paramount language, not English. In the churches the same was true.

But throughout all the early period of the German settlements the alienism thus fostered was an honest alienism. These men believed in America, and in the Civil War showed the extent of their belief. The alienism which their social habits promoted was a matter of convenience, and there was no conscious conflict with Anglo-Saxonism.

Swayed by Propaganda

But when the great German propaganda was launched in this country—some say that it was coincident with the visit of Prince Henry, others say that it began earlier—all this was changed. The fostering of things German became a settled design, and with it came the subtle attempt to turn the men of German lineage from things American. The German-American Alliance pushed out its tentacles. The textbooks now consciously and purposely sang the praises of Germany. The newspapers played upon the love of the German for the fatherland. An honest use of German customs, language and traditions had been converted into a dishonest alienism. These men of German descent were fed day in and day out with the argument that Germany was right and the Allies wrong. Alienism, once debauched by German propaganda, was further debauched by Socialist propaganda, and the tally sheets of the first election in which the results could be registered finish the story.

The problem, according to men who are studying it closely, is, in last analysis, purely one of Americanization. Language and customs must be changed; the church services must be read in English; the German-language newspapers must gradually be totally abolished.

Why Loyalists Failed to Unite

It may be of value to other communities, as well as promote an understanding in Wisconsin, to examine the facts as to the failure of the loyalists to unite in the senatorial campaign.

Paul O. Husting passed away on October 21, 1917. Almost immediately there was a demand from the public for a special election, as provided by law. The Governor desired to appoint. He had no power to do so, but he foresaw that he would have to call a special session of the Legislature for other purposes, and he planned to request that body to give him power to name a Senator. This denial of their rights the people resented. It was significant that newspapers conducting editorial columns on a high plane of thinking were ready to support a just fusion plan. The occasion was ripe for leadership.

American Colors

versus

German Colors

At the Textile Exhibition

If you are interested in knowing what progress has been made during the past year in the manufacture of American dyestuffs, we invite you to visit the Sixth National Textile Exhibition which is to be held at the Grand Central Palace, New York, from April 29 to May 11.

This Company has engaged a large corner space on the Fourth Floor and the feature of our exhibit will be a display of dyeings of some fifty "NATIONAL COLORS," alongside of which will be shown dyeings of the same class of colors of German manufacture.

These dyeings have been subjected to the same tests of scouring and fulling and exposure to light and weather for the purpose of illustrating more fully than has heretofore been attempted the exact status of American dyes as compared with similar dyes of foreign manufacture. The exhibit will be of unusual interest to members of the textile trade, to manufacturers of Men's and Women's Wear, and to the general public.

We believe it will demonstrate that the promises of this Company to place on the American market, within a reasonable time, an adequate and comprehensive line of satisfactory colors, is being fulfilled. The exhibit will also be recognized as part of our new war industry and will display the very interesting "bases" or "intermediates" used both in the production of munitions and colors.

Our trade-mark, "NATIONAL COLORS," is the hall-mark of the new American Color Industry.

National Aniline and Chemical Company
Incorporated
21 Burling Slip, New York

Business Career of Peter Flint

A Story of Salesmanship by Harold Whitehead

(Copyright)

Mr. Whitehead will answer your business questions on buying, selling, advertising and employment. Ask your questions clearly and give all the facts. Your correct name and full address must be signed to all inquiries. Those which are anonymous must be ignored. Answers to technical questions will be sent by mail. Others will be sent by mail. Others will be answered in this column. The most interesting problems of business will be woven into the story of Peter Flint.

LXXI

TO MY surprise I had this morning a note from Philip Rogers which said:

"Peter—I think you served me a very unkind, dishonest trick, especially after I told you I would help you if you needed it. Why, oh why, did you?

"I happen to know a bit of the workings of money sharks. I once got tangled up myself, and it took me four years to work out of their clutches.

"The three concerns who loaned you money are all one and the same. It's a trick they have to let you borrow from one, then force for immediate payment and send you to number two, who makes you a loan, charging you investigation fees, etc. Each time the loan gets bigger, and the money really stays with the concern, for the money from loan shark number two immediately is paid the loan shark number one.

"There are really reliable places from which to borrow. The best plan is not to borrow at all unless you can do it through a bank at regular rates of interest, and then only when you need it to help you make money.

"I am going to hold this against you until you've paid me back every penny you owe. Then—only then—will I believe you are a friend of mine."

I wrote Philip assuring him that I was honestly trying to be worthy of his friendship, and that every week he would get two-fifty from me even if I went without food.

I'll miss not seeing Philip more than I will the two-fifty a week. I feel as if I have been sent to jail, and will feel that way until I have earned my release by repaying Philip.

Mrs. Minton came to the store today, in the afternoon when things were quiet, and saw Mike and me very busy doing nothing.

"Can't you boys find something to do?"

"I was just going to do something, madam," said Mike, and off he started to the other end of the store.

"Come back here, Mike; come back here at once." She looked at both of us, and I guess we looked like a pair of naughty children being scolded. "You ought to be ashamed of yourself after all Mr. Minton does for you to idle away your time like this. I'll soon find something for you to do."

She went behind the counter and said, "Come here, you two. Look at these nail bins."

There was a row of nail bins all along the floor, each containing a different kind and size of nails.

"Did you ever see such dirty bins in your life? Now you two start each at one end and take out every nail, fiddle the dust out of them and then clean out the bin with a wet rag. Don't you know these nails go rusty if they're left dirty like that? Quick," she clapped her hands, "get busy!"

Mike gave a half comical groan under his breath. Low as it was, it was not low enough to escape Mrs. Minton's sharp ears. "What did you say, Mike? Come tell me. Were you being impudent?"

"I didn't say anything ma'm," said Mike. "I just cleared my throat."

She looked at him suspiciously. Then turned around and went to the cash register to see how much money had been taken in.

Mike immediately got busy cleaning out the nail bin. I looked around for a fork or something to get them out with. Not seeing anything, I called to Mike:

"What shall I get them out with, Mike?"

He didn't answer. She did. "What shall you get them out with? Try your teeth or your toes. Don't be stupid. What are your hands for?"

I gingerly began to pick some nails out with my hands. She watched me for a minute, then snapped. "They won't bite. Grab a handful. If you do get some scratches, it will do you good and will help to make a man of you."

If any one ever told me I'd take orders from a woman I'd have laughed at them, but Mrs. Minton is—well, I don't know what, but when she says anything you just do it, that's all.

TODAY'S BUSINESS EPIGRAM

Waiting for work never earned pie.
What does this mean to **YOU?**

Business Questions Answered

I am a young man just finished high school and I want to attend a business college before starting in business. Can you recommend a good one, or, if not, can you tell me how I can judge them? S. G.

I must not put myself on record as recommending any particular business college. The best are usually most progressive. Look into those which advertise most, and when you call on them see how much they promise you. If they have a whole string of guarantees such as to make you successful or that you will complete your work in six months and such like, beware of them. No business college can do more than put knowledge at your disposal. How much of it you digest and use depends upon yourself. The business college which is conservative in its statements and which can point to a long list of successful graduates is a fairly safe college to attend.

(CONTINUED TOMORROW

The Sweet Music of the Harp & Violin

Many Victrola owners have not even heard the sweet music of the Harp, Violin and 'Cello as played by the Neapolitan Trio. We have a complete stock of these wonderful records and cordially invite you to **HEAR THEM HERE.**

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Our Entire Receipts

of Today and Tomorrow Will Be Invested in

LIBERTY BONDS!

Women's $20 and $25 NEW SUITS
Reduced to
$15

A special value for tomorrow, enabling you to make quite a saving on new model suits.

Developed of serges, poplins, tweeds, novelty mixtures and gabardines in latest coat models. All new colorings.

Women's $18 to $20 DRESSES
Reduced to
$12.75

More than 100 of the smartest models selected for special selling tomorrow at this price.

Silk satins, striped or plain color taffetas, crepes de chine, crepe meteors, georgette crepe combinations.

$4 Silk Crepe de Chine WAISTS, at $3.00
Hand-embroidered and lace-trimmed fronts. Several dressy styles for choice. White, flesh and maize.

$2 Silk Jersey Vests or BLOOMERS, $1.25
Good quality Jersey silk in pink. Cut full and generous and wonderful values at this price.

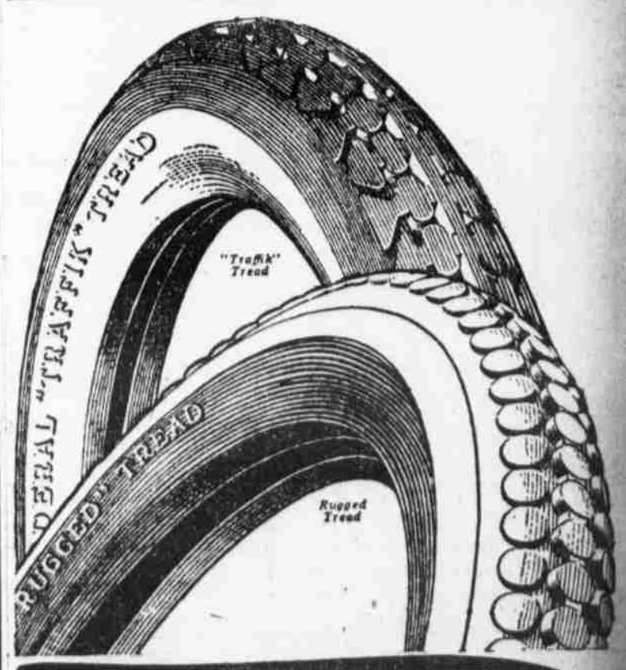
IN OUR BASEMENT

Women's $12.50 SUITS Reduced to $7.75

Suits that embrace most surprising style, at this very low price for one day's special selling. Developed of serges and novelty checked materials in 6 different styles. All new colorings, also blue and black. All sizes up to 44.

Women's $7.50 & $10 Spring Coats $5.00
Coats of unusual style; developed of serges and novelty shepherd checks. Several styles for choice.

THE HOME OF STYLE AND ECONOMY



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DOUBLE CABLE BASE TIRES

—with *Exclusive* Improvements

FEDERAL TIRES are the only tires with the Double-Cable-Base that keeps them permanently correct on the rim.

This exclusive advantage is one reason why you can get more service for less cost from Federal Tires.

The Double-Cable-Base prevents the toe of the bead from ever pinching the inner tube; prevents rim cutting and insures the tire can never blow off the rim.

And the flexible Federal heel avoids broken side walls near the rim.

Ask Your Dealer

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Factories, Cudahy, Wis.