

DON'T CUT WAGES, REDFIELD WARNS

Contented Labor Greatest Force in Production. He Tells Industries

SEES NEW TRADE ERA

Urges Altruism in American Conduct of Foreign Commerce

By the Associated Press Atlantic City, Dec. 3

"If it is permitted me to urge a few words of practical advice to American industry, I should say to them: Beware of the temptation hastily to lay rash hands upon wages," said Secretary of Commerce William C. Redfield in addressing the reconstruction congress of the Chamber of Commerce of the United States today.

"Concentrate thought, purpose and effort on output," he advised. Continuing Mr. Redfield said: "Find and seize hold upon all that science has said or can say concerning industry. It was largely because Germany made her industries the operating end of her science that her commerce grew so fast and powerful in the years before the great war. It was more German science than German wages that made her competition dangerous. The responsive power of well-paid and contented labor to far-sighted leadership in industry in the greatest force in production, and happy are they who have it behind them."

**U. S. Must Feed World** "Our near future foreign policy is affected by another factor, namely, the capacity of the world's shipping. I am amused a little, I will confess, at the able and honest gentlemen who press upon me that now and speedily we must do something—they rarely say what—to amend some laws that certain things for which they hope may be speedily accomplished. We have got to feed the world for a while, and it is going to take ships to carry the food. We must supply the world with much equipment and raw material, and that is going to take ships to carry them. "We have got to keep a large army—large as we call armies—on the other side, for some time to come, and they will have to be fed and furnished with supplies. We do not know what is behind the Russian veil. A job may be done there that we dare not leave undone—we hope not—but we must have a considerable army abroad, not half our present one, but still a considerable force, and they must be fed and supplied. "Soberly looking at it, I think that every ship the world has and can get has all of its carrying capacities taken for the next two years to come. Many of our ships will be used for our growing and developing trade with South America, because a number of our vessels are of a type which it is not economical to send abroad. We should, therefore, have no fear of that shore."

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**New Era of Trade** "Let me say to you with entire frankness that we are in a certain sense at a commercial juncture of the ways. The office of a great manufacturing concern has said, "Democracy in commerce would prompt us to recognize the rights of our foreign competitors and to seek the welfare of those with whom we trade in order that we may continue to share in a welfare to which we contribute; mutual good-will inevitably will follow and where good-will exists war is impossible. It prescribes the continual exercise of what has been called the golden rule of business."

In conclusion Secretary Redfield said: "There is no doubt, humbly speaking, that prosperity lies ahead of America, but there is yet an unsolved doubt as to what use America will make of her prosperity. Do we think of our sister nations as twenty years ago a trust magnate thought of the countries whose business he would like to grasp? We have outgrown that in our domestic commerce. I do not speak of it as being illegal, it is more illegal today in the minds of the business men than in the statute books, but when we go beyond the three-mile limit are we going to be as far advanced in our thought as we are at home? Can we carry the spirit of American law where the law of America does not prevail?"

**Can Win World's Respect** "If we do not win respect and admiration in the world in so doing, will our thought be as far advanced in our thought as we are at home? Can we carry the spirit of American law where the law of America does not prevail?"

"If you can leave to your sons as they go about the earth the knowledge that America rose to a height of marvelous power, financial, military, political, industrial and economical, and she used that power to her own good always and also always for the good of the world, then your sons can walk as by German can walk, can travel the whole round orb of the globe among friends knit to one another with bonds of esteem and affection which cannot be broken."

Great Business Congress Opens

Continued from Page One that "the counsel of statisticians cannot adequately represent American business."

Prolonged applause followed this reply. **Baruch Sends Reassuring Note** American business men were assured today by Bernard M. Baruch, retiring chairman of the war industries board, that cancellation of Government contracts does not mean a repudiation of

contracts, and that the industry of the nation will get everything to which it is entitled under each and every contract. Mr. Baruch had been invited to attend the reconstruction congress. He declined with regret, but sent a message to the congress.

**Experts Continued Prosperity** "There is much talk of reconstruction, but unfortunately the war ended before this country had gotten into the position where reconstruction as applied to other countries became necessary. I feel certain that American industry, freed from restrictions and curtailments and with an equal opportunity as it should have to the world's markets on the same basis as every other nation, with no advantage asked of any, but with no disadvantage to it, will soon bring to this country its share of the prosperity of the world."

"From the experience born of the war, can we not hope for a better understanding between business and Government? The results obtained from conservation and standardization and from the substitution of the material for another, should be preserved for the benefit of our industries. The development of new sources of supply within the boundaries of our country should be engaged; new industries which have sprung up from the necessity of the war should be fostered and developed, and I am wondering whether the wasteful practices of competition, under some circumstances, should not be permanently done away with. The greatest impetus possible should be given to the development of our foreign trade. It will be my great pleasure at some future date to make recommendations covering these specific points."

**Business Diplomacy Urged** The sweeping away of secret diplomacy and replacing it with diplomacy founded on business ethics and the creation of a central committee as spokesman of American business, were advocated by Elliot H. Goodwin, general secretary of the Chamber of Commerce, Josiah H. De Freese, of Chicago, was named chairman of the clearance committee.

**Business Men Committed** "At the close of the activities of the war industries board, it is but simple justice to express our appreciation and gratitude for the loyal support given us by the industries of the nation. As chairman of the board, I offer on behalf of my associates and myself a tribute of thanks for the patriotism and devo-

tion shown by the entire commercial body of America. Its members have made service and not profit their rule. They have shown a desire and willingness to subordinate self and exact public interest, and to this readiness to make sacrifice in the common cause has largely been the whatever success we have been able to attain. I would be doing the industry of America an injustice if I did not make this acknowledgment."

**National Highway Urged** The creation of a national highway system reaching all parts of the country and built and maintained by the Government, is urged by the war service committee on highways of the reconstruction congress. The following resolution to be presented to the general session Friday:

"Highway improvement is of such vital importance to the welfare of the nation that we urge the immediate creation of a separate Federal highways commission whose duty it shall be to construct and maintain a system of national highways, and that appropriate action be made therefor."

**Caution the Watchword** There seemed a general agreement that business must proceed cautiously in the after-the-war readjustment, with no sudden dumping of products on the market to cause demoralization; that labor should be steadily employed to maintain stability; that no effort be made by the Government arbitrarily to fix prices, and that business be permitted to work out its own reconstruction problems.

According to some committeemen, efforts will be made to modify the Sherman anti-trust law, but there is no agreement as to how the modifications should go. The war service committee on building stone adopted a resolution declaring for "outright repeal" of

the Sherman law and the substitution of legislation granting business the same privileges respecting domestic trade as it enjoys in foreign trade under the Webb act.

**Government Ownership Opposed** Opposition to Government ownership of railroads was the substance of another resolution by the same building committee. It favored, however, "unfettered regulations" as respects railroad corporate affairs.

A. C. Bedford, chairman of the board of the Standard Oil Company of New Jersey and chairman of the national petroleum war service committee, speaking before the oil section of the convention said he did not fear "advice among labor through inability to provide sufficient employment, but that there will not be enough labor."

"I cannot agree with that portion of President Wilson's message which deals with the employment problem," he said. "Statistics show a large percentage of foreign laborers in this country are preparing to go to their native countries. They have made big wages during the war period and they are going back to work out the reconstruction problems in their own countries. I doubt if it will be offset by Europeans coming to this country."

A law making it legal for a manufacturer of a trademark article to establish his wholesale, jobbing and retail prices and maintain them through refusal to supply a cutter, was proposed in a report to another war-service committee. This report suggested that any control of materials during the reconstruction period should be with the crafts themselves through their respective committees.

It is proposed that Government supervision and regulation include the levying of progressive taxes so that where profits of any industrial or commercial enterprise run large, taxes will correspondingly increase as a contribution to the welfare of our country.

Before the petroleum section H. J.

Doherty, of New York, evoked a round of applause when he said: "I do not believe in Government control or Government ownership. Government operation is inherently inefficient. If we are faced with Government administration of business it will be our duty to go back over the records and show what has occurred under Government operation during the last year and a half."

The vote for the incorporation of every branch of the petroleum industry in the country into a single organization, to form a unit of the proposed general staff for business, was unanimous. With equal unanimity the oil men appeared to all the other three hundred odd industries represented here in the greatest industrial meeting ever called together to follow their example and organize. There is passing word, the meeting declared, for a general economic staff, which will be able to speak for American industry, as a whole, just as the general staff in Europe wielded the fighting power of the Allies and forced Germany to her knees.

**Polks Occupy First-Litovsk** Paris, Dec. 3.—(By A. P.)—Ereast-Litovsk, where Germany negotiated the peace treaties with Russia and the Poles, has been occupied by Polish troops according to the Neue Freie Presse of Vienna, says a Geneva dispatch to the Reformation.

EUROPEAN MAILS BY AIR

Port of Call Proposed on Irish Coast for Atlantic Liners

London, Nov. 15.—Correspondence of the Associated Press.—All mails between Europe and the United States eventually will be carried by airplane, according to Lord Milner, who has introduced a movement before a parliamentary committee for the establishment of a port of call for Atlantic liners on the west coast of Ireland.

Already, he says, a regular daily mail service by airplane is maintained between England and France without interruption by the weather.

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Chicago—La Salle St. Depot: "Fatima is best seller among the better brands"  
Philadelphia—Broad St. Station: "Fatima is second best seller"  
Atlantic City—Reading Station: "Fatima is biggest-selling cigarette"  
Atlantic City—Penn. Station: "Fatima is best seller"  
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