

TRAIN YOUNG MEN FOR LATIN TRADE

Will Be Sent to South America After Long Preparation

TO STUDY THEIR NEEDS

Merchants of Brazil Kept Misinformed of Textile Products of This City

The sooner the American manufacturer realizes that he will have to make serious preparations before he can make any headway in export trade to Latin-American countries, the better it will be for him and the more money he will make.

Before Germany went crazy and she England was striving with her get all the South American trade.

Carefully Trained for Work At least one large American concern that I know of is preparing to do this now.

The bureau of supplies and accounts, Navy Department, has stopped temporarily at least, the buying of cotton and woolen goods.

Francis Honors Heroine of 1870 Paris, Jan. 22.—The Official Journal publishes a nomination to the rank of Knight of the Legion of Honor.

Depued by Germans "Right here I did some missionary work and was able to convince this Bra-

THE PENN MUTUAL LIFE INSURANCE CO. OF PHILADELPHIA

Home Office, Sixth and Walnut Streets Philadelphia, January 23, 1919.

Pursuant to the requirements of its Charter, this Company publishes the following statement, being the principal features of its SEVENTY-FIRST ANNUAL REPORT to Policy-holders:

FOR THE YEAR 1918: RECEIPTS

For Premiums and Annuities \$29,083,597 32 For Interest, adjustment of book values, etc. 9,782,801 61

Total \$38,866,409 33 DISBURSEMENTS

Death Claims \$19,420,028 60 Married Endowments, Annuities, etc. 3,995,241 68

Total Paid Policy-holders \$23,405,270 62

ASSETS

First, Second, Third and Fourth Liberty Loans. \$20,000,000 00

State, Municipal, Railroad & other Bonds, (at Insurance Company's valuation) 371,458 00

Total, Dec. 31, 1918 \$192,802,994 87

LIABILITIES

Reserves to Mature Policy Contracts \$168,571,442 19

Policy Claims in Process of Settlement 2,215,285 38

Premiums Paid in Advance, Unearned Interest, etc. 2,898,332 58

Accumulations upon Deferred Distribution Policies 11,720,417 61

Reserve for Mortality Fluctuation 1,478,777 00

Reserve for Asset Fluctuation 1,559,424 64

General Equalization Fund 518,815 47

Total, Dec. 31, 1918 \$192,802,994 87

Valuing the Company's Securities on the Amortized Basis, authorized by the Laws of Pennsylvania, New York and other States, the Reserves for Mortality and Asset Fluctuation and General Equalization Fund aggregating \$3,857,417, would amount to \$7,768,876.

\$10,000,000 Fourth Liberty Loan Purchased on the Deferred Payment Plan Recommended by the Federal Reserve Bank.

BUSINESS OF THE COMPANY DURING 1918

New Business paid for in 1918, 23,861 Policies, insuring \$95,478,047 00

Total Insurance for Policy, Dec. 31, 1918, 276,598 Policies, insuring \$02,225,787 00

Total Payments to Policy-holders since Organization in 1847 \$270,896,296 48

TRUSTEES

RICHARD B. BROCK MORRIS L. CROTHER

JANUILL R. STINSON JOHN BRANCOFF

JAMES BUTTERWORTH WALTER A. BAILEY

CHARLES D. STORNEY WILLIAM M. COATES

EDWARD T. BARRETT JOHN S. JENSEN, JR.

BEN B. MORGAN J. HOWELL CUMINGS

W. PACKARD JAMES CROSBY HUTCHINSON

EDWARD DURHAM S. PEMBERTON BROWN

CLEMENT B. NEWBOLD B. DAWSON COLEMAN

THOMAS S. GATES

GEORGE K. JOHN President

William merchant he had been duped. That same day I came across a Spanish edition of the Philadelphia Year Book.

BUSINESS NOTES

In an effort to find a coal market in Cuba, Uniontown, Pa., operators will sail from New York Sunday for Havana.

The Pond Creek Coal Company's coal mine, one of the largest producing mines in southern Illinois, has been sold to D. E. McMillan.

The war trade board announces in a new regulation that the restrictions heretofore existing upon the importation of maize corn have been removed.

The Iron Age says: "With new bookkeeping less than half the current production industry is measurably nearer the moment of total deflation from the war.

Silk manufacturers of Paterson, N. J., deny emphatically the report that they intended to close their mills Saturday because of the uncertainty which exists in the industry.

The bureau of supplies and accounts, Navy Department, has stopped temporarily at least, the buying of cotton and woolen goods.

Sir Arthur Meighan, Minister of the Interior, announced at the board of trade banquet in Washington that the Dominion of Canada would spend \$80,000,000 on new railroads and \$20,000,000 on public works during the year.

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First Day's Proceedings in Mayor Smith's Trial

Yesterday—First day of Mayor Smith's trial. Charges—Conspiracy to violate Sherman law and misdemeanor in office.

Place of Trial—Quarter Sessions Court, 2 City Hall. Trial Judge—Charles Y. Audenried.

First day's sessions lasted from 10 a. m. to 8 p. m., with recesses for dinner and supper. Jury then locked up for night.

Judge Audenried announced that evening sessions would be held. Principal business yesterday was selection of jurors.

More than eight hours were required to examine forty-three talemans. Last man accepted and sworn in at 6:31 o'clock.

All jurors but one, married men. Chosen for ignorance of political affairs and lack of connection with politicians or city job holders.

Assistant District Attorney Taulane made opening address at 8 p. m.

Judge in Comment on Mayor's Inaction

Continued from Page One. Finally the addition sought by Mr. Scott was added to the record.

Mr. Taulane then demanded that these words be added to the record: "In accord with the law."

Mr. Scott objected to the phrase, and the judge sustained the objection. The Assistant District Attorney then went on to say that he had agreed by counsel that the five Fifth Ward patrolmen convicted in the trial at West Chester were in the employ of the city as patrolmen from August 1, 1917, up to and including September 19, 1917.

Mr. Scott again offered an objection, but the judge refused to receive it. He was sworn as the first witness at 10:25 o'clock.

Mr. Stern had intended with unexpected boldness to have called to the witness stand the five Fifth Ward patrolmen.

Mr. Stern further testified that he had met the Mayor at Atlantic City, where the Mayor had a summer cottage in mid-August of 1917. The witness told of meeting the Mayor and Mr. Smith and stopping on the Boardwalk to talk.

Mr. Stern testified he explained to the Mayor that he had given the Mayor a general description of conditions in the Fifth Ward, telling him of the activity of the police, the arrest of shopkeepers, the solicitation of votes and the measures taken to punish "Jimmy" Carey's friends.

Mr. Stern said he next saw the Mayor on the evening of Saturday, September 8. He had gone to the Mayor's cottage on Morris avenue to deliver a letter from Mr. Carey. The Mayor was not at home but he drove up in a machine just as Stern was starting away.

He greeted Mayor Smith and handed him the letter which the Mayor took and looked at under a gas light, and he repeated to the Mayor the conditions in the Fifth Ward—how citizens were being assaulted, how shops were being closed, etc. The Mayor's comment was "Well, we will lick Carey," according to Mr. Stern.

The witness continued: "I said to him—'You can't lick Carey; the people down there like Carey; the Mayor replied, 'we'll lick him all right. I said it, but he got a hat you don't like' and the Mayor replied 'all right.'"

Mr. Stern further testified that he again saw the Mayor at Atlantic City on the 10 and 11 o'clock that night in the cafe of the Hotel Otard.

Tapped on Shoulder Some one had tapped him on the shoulder and told him the Mayor wanted to speak to him. He went over to the table where the Mayor was sitting with his brother and other members of his family, and the Mayor said to him: "I didn't read that letter, but my brother Joe did, and if half it's true, things are horrible; come around to my house tomorrow morning and we will talk the matter over."

Mr. Stern said he thought the Mayor said something about getting the matter investigated. He went to the Mayor's cottage the next morning, and sat on the porch while the Mayor was eating his breakfast. Presently the Mayor came out in his shirt sleeves and said to him: "I have read that letter; does Senator McNichol know that you brought this letter to me?"

"I told him Senator McNichol didn't know anything about the letter," said Mr. Stern. "The Mayor said, 'I am not afraid of Judge Gordon or any one else. You had better show the letter to Senator McNichol.'"

Wanted McNichol called Mr. Stern testified the Mayor wanted him to call Senator McNichol on the telephone, but he told him to call him up himself, if he wanted to. The Mayor replied, "All right; you get inside the telephone. Senator McNichol was then living at Atlantic City, said Mr. Stern.

"I heard the Mayor say over the telephone to the senator, 'I told the most awful thing I ever read and I told Stern to let you know about it.' The Mayor then took the letter up to him. The Mayor asked me not to have the letter published, and said he would see Senator McNichol and have the letter published. That thing was remedied in the Fifth Ward, as he had an appointment with the Senator on Monday to talk about political conditions and changes in the Fifth Ward."

Gordon Wrote Carey Letter The "Carey letter," referred to in Mr. Stern's testimony, was made the subject of further questions by Mr. Taulane. It was brought out that the Mayor was warned in detail of Fifth Ward conditions, had not been written by Mr. Carey, but was an anonymous communication.

Later, in reply to a question by Mr. Stern, Mr. Stern said Detective Snodder had been investigating police conditions in the Fifth Ward for the Mayor, and had seen Snodder writing reports before the trial of 1917.

"What on?" the Assistant District Attorney asked. "On paper," was the answer.

Reports Not Evidence Judge Audenried attempted to say that the reports themselves would be the best evidence.

These are the confidential reports which Mayor Smith referred to in his testimony before the grand jury, and out of which grew the charge of contempt of court.

"I now formally demand that the defendant shall produce these papers," Mr. Taulane said.

Mr. Stern, continuing, said that he had seen Detective Walsh on the evening of the trial. He had seen the Mayor in the hall across from Mayor Smith's in City Hall.

The man LeStrange referred to by the witness was allegedly Lieutenant of Detective LeStrange.

Members of Jury Who Will Try Mayor Smith

Charles Stoizer, milkman, 2053 Cumberland street, Thirty-first Ward.

Harry Moss, Jeweler, 4415 North Ninth street, Forty-third Ward.

William Crosby, printer, 620 Mays-amen avenue, Thirty-ninth Ward.

Henry Evans, negro, expressman, 1825 Federal street, Thirty-sixth Ward.

Daniel E. Smith, millwright, 2025 Hager street, Twenty-eighth Ward.

Samuel Patterson, harnessmaker, 27 North Dewey street, Thirty-fourth Ward.

Charles Dahms, grocer, 2627 Memphis street, Thirty-third Ward.

Gus Mitchell, milkman, 2140 South Lambert street, Fortieth Ward.

David S. Conway, bartender, 1811 Taylor street, Forty-eighth Ward.

David Narebeck, punchman, 2100 South Sixty-seventh street, Fortieth Ward.

Arph Allen, retired farmer, Decatur road, Thirty-fifth Ward.

Thomas J. Walsh, shipper, 1417 West Rush street, Thirty-eighth Ward.

The witness said: "And the Mayor made no reply." At the beginning of his testimony Mr. Campbell mentioned that he had left a "place" in the Mayor's office.

Mr. Carey stood in the Fifth Ward police station, about whose address the Mayor for his source of information, the witness testified.

Mr. Carey said he told the Mayor he doubted the story told him about Stern's activities on the Boardwalk, and asked the Mayor for his source of information. To this, Mr. Carey said, the Mayor replied he had several sources.

"I'm to be perfectly frank with you. In the one who started the Mayor after a previous conversation. Mr. Scott objected to this as irrelevant. Judge Audenried sustained the objection.

Mr. Stern then told of his telephone conversation with the Mayor at Atlantic City on the night before the 1917 primary election.

Telephoned Mayor "I said, Mr. Mayor," the witness testified, "the Fifth Ward" and "the Police Club was raised; there are gunmen in the ward and there is a police lieutenant who is in the ward."

"I also told him Deputy Sheriff Silverstein had been assaulted. That policeman who was arrested they were released at once. I told him every man assaulted was a Carey man. I asked him to please come up and meet me at the train and ask me why I didn't see Wilson or Robinson.

"I told him he could take an electric trolley and transfer to the Atlantic City and then call him again. I went to the Boardwalk to make arrangements for a special train. Then I called up the Mayor and told him an engine and cars were waiting to bring him to the Boardwalk. He said, 'You can't tell me any circus stuff like that on me. I'm going to sleep' and he hung up."

The witness then explained that Patrolman Wirtzhafer had been sent into the Third District shortly before the trouble. Patrolman Feldman and "Frank" had also been transferred from the Second District to the Third shortly before the trouble, and Patrolman Hayden had been sent into the Third District about the same time.

On being further questioned by Mr. Taulane, Mr. Stern enlarged on his recollection of his telephone call with the Mayor. He said the Mayor told him he had found out all about the raid on the Police Club.

"The Mayor told him, 'Can I go after Carey now?' I told Ed Varr: 'Yes, you can go after Carey now, and I and my administration will go with you to see him.'"

Mr. Stern declared he rejoined that Carey ought not to be punished "for anything I did or did not do."

The Mayor replied, "I testified the witness 'Members of the Legislature must be like members of Councils. They must go along with my administration.'"

Then I replied, "What about Layne?" Mr. Stern said he voted against the transit bill and I voted for it.

"The Mayor said: 'Oh, he's a tottering old man. I don't want to kill him.' The witness was asked if the name of "Lay" Deutch, Vare leader of the Fifth Ward, had been mentioned. He said he did not recall that. That it had, the witness added that he had given the Mayor a general description of conditions in the Fifth Ward, telling him of the activity of the police, the arrest of shopkeepers, the solicitation of votes and the measures taken to punish "Jimmy" Carey's friends.

The Mayor declared, said the witness, that he would lick Carey.

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