

RUSSIAN SOVIETS PLEAD FOR PEACE

Berne Reports Official Appeal Following Rout of Surrounded Red Forces

ADMIT THE LOSS OF KIEV

By the Associated Press
Berne, Sept. 3.—The Russian Bolsheviks have proposed peace negotiations following the rout of their forces, which are surrounded, according to an official announcement received here.

London, Sept. 3.—(By A. P.)—Anti-Bolshevik forces occupied the southern outskirts of Kiev today, according to a wireless dispatch sent out by the soviet headquarters in Moscow and picked up here. The dispatch states that the fighting is proceeding.

Another Bolshevik wireless dispatch reports that Admiral Kolchak, head of the all-Russian Government, has evacuated Omsk and transferred his headquarters to Irkutsk.

Helsinki, Finland, Sept. 3.—(By A. P.)—Admiral Cowan, commander of the British squadron in the Baltic, has arrived here in connection, it is understood, with the preparations for an attack on Petrograd. The admiral intends, it is said, to confer with members of the British military mission on the plans for the attack.

A Berlin dispatch Tuesday carried German reports from Riga that General Gough of the British army had issued a proclamation to the people of Petrograd declaring that an attack was about to be made on that city, adding that as soon as Petrograd had been freed from Bolshevik rule food supplies would be sent in. General Gough, who is head of the British military mission, is the acting allied representative in the Russian Baltic region.

MILLION MARKS IDEMNTY

Paid by German Citizen for Killing of French Sergeant in Berlin
Berlin, Sept. 3.—The indemnity of 1,000,000 marks paid to France for the killing of Sergeant Paul Mannheim in Berlin last July was the gift of a private person desirous of seeing the matter settled, according to the *Vossische Zeitung*. It says the money was paid on the express understanding that it should be handed to the Red Cross.

A Havas dispatch from Paris, August 31, announced that Germany had paid France an indemnity of 1,000,000 francs in the Mannheim case and that the French Government would make a gift of this amount to the International Red Cross. Reports of the negotiations over the case previously had stated that Germany while willing to make monetary compensation to the extent of 100,000 francs to the family of the soldier was standing out against the payment of the larger sum as indemnity.

"MORAL STRENGTH VAIN"

French Deputy Says Force Is Necessary to Keep Peace
Paris, Sept. 3.—(By A. P.)—Louis Barthou, chairman of the peace ratification committee of the Chamber of Deputies, took up the military terms of the treaty with Germany during the debate in the chamber today on ratification. He said moral strength was insufficient to enforce peace; there must be collective and organized force.

STERN ULTIMATUM GOES TO RUMANIA

Supreme Council Sends Drastic Note to Bucharest Regarding Hungary

Paris, Sept. 3.—(By A. P.)—The supreme council today decided to send an ultimatum to the Rumanian Government regarding her course in Hungary. The ultimatum, couched in drastic terms and with a time limit, will be delivered by an envoy of the council. Should Rumania refuse to comply with the terms within a given time diplomatic relations will cease and the allied envoy will bring away with him from Bucharest the allied diplomatic representatives there.

PLANE FIRED ON IN MEXICO

Carranza Consul Declares Attacked Machine Had Crossed Border
Laredo, Tex., Sept. 3.—(By A. P.)—Mexican federal soldiers made the attack yesterday upon an American airplane flying upon near here while on border patrol duty, but the machine was within Mexican territory at the time, according to Mexican Consul Carranza of Laredo.

The firing was unwarranted, the consul said, "and was done in the absence of the detachment's commander, and the case has been reported to the superior authorities for instructions in regard to punishment of those guilty."

AWAIT TREATY ACTION

U. S. Won't Send Labor Delegates Unless Pact Is Ratified
Washington, Sept. 3.—Unless the United States Senate has ratified the peace treaty prior to October 25 there will be no representatives of labor from this country present at the sessions of the International Labor Conference, which under the program of the Peace Conference was to have been one of the principal features of the initial session of the league of nations.

EX-KAISER TO GET BAGGAGE

Train of Five Cars Will Carry It From Germany to New Home
Amsterdam, Sept. 3.—The Handelsblad says the baggage of former Emperor William will be transported during the coming week from Germany to Doorn, Holland, where the former emperor has purchased an estate and where he purposes to reside.

BOMB IN SEUL WOUNDS U. S. WOMAN

Tokyo, Sept. 3.—(By A. P.)—Advices received here today from Seoul, capital of Korea, state that a bomb was thrown at Governor General Saito and that twenty persons were wounded, including an American woman named Harrison, who is believed to be related to Carter Harrison, former mayor of Chicago. Governor General Saito was not wounded.

BERLIN DENIES SECRET DEAL

Berlin, Sept. 3.—The foreign office has denied a report attributed to the American press to the effect that England, France and Italy have secretly agreed with Germany that the latter will procure raw materials and finished products from only those three Entente countries.

AUSTRIA REBUKED FOR STARTING WAR

Renner Rushes Peace Terms and Note to Vienna for Assembly's Action

NO UNION WITH GERMANY

(The text of the note to Austria appears on page 23.)

By the Associated Press
Paris, Sept. 3.—The revised text of the peace terms framed for Austria's acceptance by the Peace Conference was handed to the Austrian plenipotentiary at St. Germain yesterday afternoon.

THREATEN TO USE FORCE

The council demands the suppression of the article within a fortnight, declaring that otherwise the Allies will be compelled to undertake a further occupation of the left bank of the Rhine.

One clause of the Austrian treaty, as had been reported, has the effect of prohibiting the annexation of Austria by Germany. This clause reads:

"The independence of Austria is inalienable otherwise than with the consent of the council of the league of nations. Consequently, Austria undertakes, in the absence of the consent of said council, to abstain from any act which might directly or indirectly by any means whatsoever compromise her independence, particularly until her admission to the league of nations, by the participation in the affairs of another power."

POPULACE SHARES IN GUILT

In their covering letter the allied and associated powers explain the impossibility of admitting that the people of Austria do not share the responsibility of the government that provoked the war or that they are to escape

making reparation to the utmost of their capacity.

Until the signing of the peace treaty Austria is considered an enemy state. Careful consideration, it is declared, has been given to the counter proposals of the Austrians, and, with some modifications, which are noted, the text of the treaty as presented today, must be considered final. Five days are allowed for the Austrian answer.

Only one change from the original territorial terms appears in the final draft. The alteration is in the case of the town of Bukkurg, in the Marburg basin, southeast of Graz, Radkersburg remaining Austrian, although the basin is attached to Jugo-Slavia.

PROVISION FOR NATIONALITIES

A most important change in the treaty, however, is a provision for nationalities. All persons possessing the rights of citizenship in territory which forms part of the territories of the former Austro-Hungarian monarchy, shall obtain, ipso facto, to the exclusion of Austria, the nationality of the state exercising sovereignty over such territory. Certain conditions are set down as to the right of option.

The property of Austrian nationals in territories ceded to the allied powers is to be restored to its owners free from any measure of liquidation or transfer taken since the armistice, and is guaranteed similar freedom from seizure or liquidation in the future. Contracts between Austrian nationals and persons who acquire, under the treaty, an allied nationality are maintained without option of cancellation.

Provisions are made to insure to Austria supplies of coal from Czechoslovakia and Poland, in return for supplies of raw materials. The period within which Austria is obligated to give favored nation treatment in its commercial relations with the allied and associated powers is reduced by the treaty from five to three years.

NO MARSEILLES DISORDER

DOCK STRIKE CONTINUES AND GENERAL WALKOUT MAY BE CALLED

Paris, Sept. 3.—(By A. P.)—The dock strike at Marseilles continues without disorder but serious consequences are feared if a settlement is not reached soon, especially as oil refineries and soap factories will soon run short of raw materials.

The executive committee of the federated trades unions of the department has decided, in the event that the employers persist in their refusal to satisfy the workmen's claims, to call for a general strike.

NEW ZEALAND RATIFIES TREATY

Wellington, New Zealand, Sept. 3.—The peace treaty with Germany was unanimously ratified yesterday by Parliament after members of the Labor party had criticized the pact.

CARSON ASSAILS LORD NORTHCLIFFE

Calls Him Man Hunter Who Induces Statesmen to Betray Their Interests

Belfast, Sept. 3.—(By A. P.)—Sir Edward Carson, in opening a new anti-home rule campaign here last night, made a bitter attack upon Viscount Northcliffe, the newspaper proprietor, whom he styled as the greatest absentee Irish capitalist and the greatest example of an Irishman, who, under the union, has made untold wealth in England.

"He dearly loves man-hunting," said Sir Edward. "He hunted Earl Kitchener, Field Marshal Viscount French, Viscount Jellicoe, Viscount Milner and J. Austen Chamberlain and more recently Premier Lloyd George."

RESIGNS FROM STATE DEPARTMENT

Washington, Sept. 3.—(By A. P.)—Jordan H. Stabler, chief of the Latin-American division of the State Department for the last two years, has resigned, it was learned today, and will sail for South America within a few days on business. His successor has not been appointed.

TWO HELD FOR NARCOTIC SALES

Wilmington, Del., Sept. 3.—Angelo Zarzo and John Alessandro, alleged members of a New York narcotic drug syndicate, were held in \$4000 bail each for upper court after a hearing in the Wilmington City Court yesterday. More than \$3000 worth of narcotics was said to have been found in the possession of the men at the time of their arrest.



Had the drover been able to have banked his money before starting for home he would not have lost the price of his herd. Today the wise business man does not take—i.e. is not forced to take—the chance which ruined the drover. At the close of each business day his money is safely banked. A bank account is one of the best forms of burglary insurance. Money left in the store or office at night is money endangered. Open an interest-bearing checking account with us.



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Ideas That Pay!

Plenty of opportunities in business these days. Plenty of chances for new ideas. But which ideas will pay? Experiment—if you have time. Guess—if you can afford to take a chance. But do you know the source of tested, tried, proven ideas that hundreds of thousands of business men are using? Stop at the first newsstand for a copy of SYSTEM, the Magazine of Business. There you will find a vast fund of ideas—ideas on sales, costs, collections, handling men—ideas on how to be more efficient in your personal work, and how to deal skillfully with everyone about you. You simply apply to your own problems the experiences of other business men. Here are eight of 76 ideas that have paid—yours in September SYSTEM:—

A Cure for Strikes

EIGHT thousand men were quitting their jobs every month when General Eric P. Disque was sent to the Northwest to increase spruce production. He found the entire lumber industry infected with the strike fever virus. But he turned undependable lumberjacks into enthusiastic workers, increased production 2,700%—and absolutely cured the strike fever. September SYSTEM tells of the plan under which, during the armistice period, workers accepted several reductions in pay!

Why Pay Men when They're not Working?

WOULD you keep a full force on your payroll during business depression? James C. Boyd, first vice-president of Westinghouse, Church, Kerr & Co., Inc., tells in September SYSTEM why his company willingly sustains big losses during slack seasons. How this policy develops loyalty and better workmanship—how it keeps a smoothly-working organization, a good news to any employer with large labor turnover.

"Doesn't Charge Enough"

YOU don't charge enough," said other retailers. Your policy would ruin any store." But the M. L. Parker Company increased profits by leaps and bounds. When so many concerns are accused of profiteering these days, it's refreshing to read the successful experience of a firm which bases prices on actual costs. In September SYSTEM A. E. Gimmans tells all about this unusual policy.

He Makes Salesmen out of Blacksmiths

IF you can take a blacksmith and make a salesman out of him, you know how to build a 100% sales organization!—says Wm. H. Britigan. The toughest possible test of his method was Jim Strong, a lanky, uncouth Westerner. Today Jim is one of Mr. Britigan's best salesmen. In September SYSTEM Mr. Britigan tells how to train, develop and get the biggest possible results out of a sales organization.

Stop Losing Sales!

WHY are sales lost? E. R. Miner, of the Baird Machine Company, says there are eight reasons. He has worked out a plan that makes them surprisingly apparent. Five years' test has proved his analysis the answer to many important problems of sales, advertising and competition. In September SYSTEM.

Getting the Men to Suggest Ideas

BILL or "Jim" often know more about everyday cost-absorbing routine than the man in the front office. Why, then, are so many suggestion systems failures? Success and failure of getting ideas from men are discussed in September SYSTEM with surprising frankness.

Cured a Sick Business

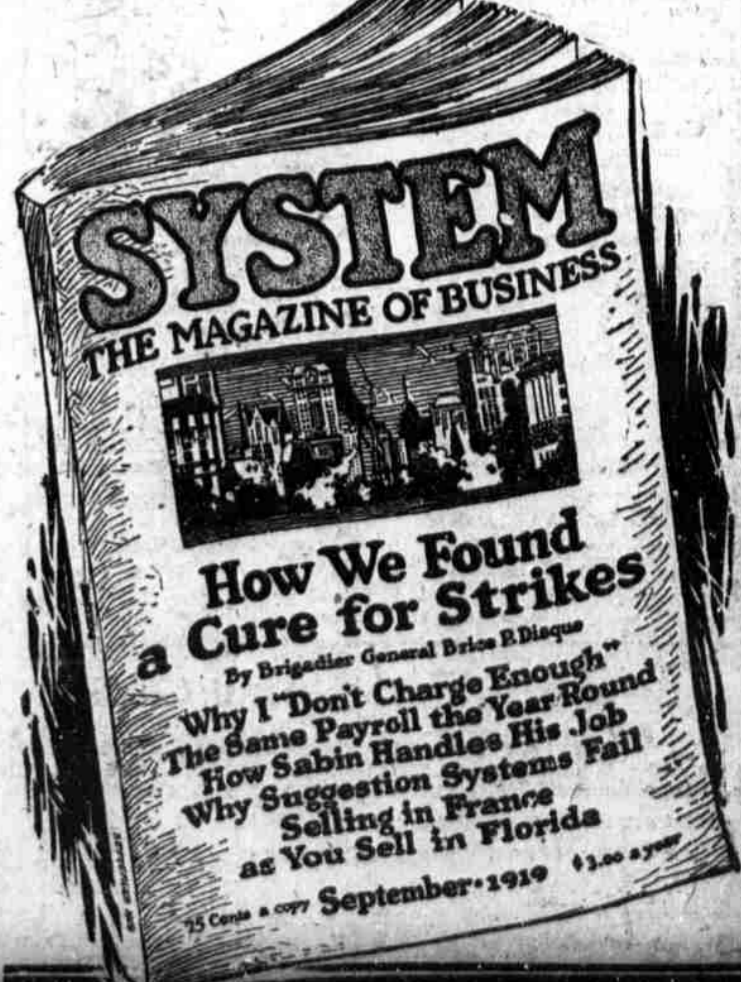
OVERNIGHT C. O. Frisbie became president of a business he knew nothing whatever about. It was "on its last legs." A pair of blue overalls taught him the cause of the disease and its cure. Then he took to the road with his salesmen and learned how to develop his market. Result? Ask Dun's for the standing of the Cornell Wood Products Company. Read this inspiring experience in September SYSTEM.

How Much Work? How Much Play?

THERE is a limit to the amount of good work anyone can do!—says Charles H. Sabin, President of The Guaranty Trust Company, in September SYSTEM. The story of his success gives a rare insight into the personal efficiency methods of the man who heads the largest institution of its kind in the world.

At All Newsstands—25c

If your dealer has already sold his supply, ask him to order a copy for you, or write direct to the publishers—A. W. Shaw Company—at either 145th Ave. and Madison St., Chicago, or 239 Madison Ave., New York, and ask to receive SYSTEM regularly. It will be billed you at 25c a copy, or \$3 for a year.



This Will Help You 10,000 Owners Speak for Its Performance and Reliability Decide for an Essex

What owners say of a car is a pretty good indication of its worth. And when you add to that, the enthusiastic endorsements of thousands of motor-wise individuals the proof should be conclusive. But the Essex has still another way of showing its value.

And by skill in design, and care in construction, the performance is just as satisfactory. It is because of these qualities that the Essex is praised as it is.

You Can Test It Yourself
Performance limitations have naturally grouped cars into classes. Certain cars may be depended upon for unlimited service. They know no frontiers of distance. They are dependable and require practically no attention. But such cars are large and costly, costly to buy and to operate. An exception is the Essex. Its performance qualities can be demonstrated at any time. Take a ride with us to see how it can be driven just as easily, as fast and with as much certainty and endurance as any high-priced car with which you care to compare it.

Its Worth is Shown In Service Not Price
The strongest Essex boosters are those who have driven their cars the hardest. It is so easy to handle—so lively and so comfortable that there is pleasure rather than work in driving it. You may be undecided between the Essex and some other car of similar weight and price. The two cars look bright and attractive on the sales floor. The demonstration will give the Essex an advantage that everyone is glad to describe. Then the thing for you to decide is how those two cars will compare after several months of service. For answer, note the Essex cars in your neighborhood. Take a ride in one whose speedometer registers long service. Look out for performance. See if it still has the power to do the things it did when new. Is it quiet and rigid and in good condition? Every Essex makes new friends. It is what they are saying that is increasing the demand so much. You should speak for your car without delay.

Moderate Cost Due to Smaller Size
If the Essex were as large as the cars whose performance it matches, the price would have to be as high. But because it has no useless length or useless weight, costly car quality in every detail is possible with proportionate saving in cost.

Essex Prices
5 Pass. Touring, \$1595.
2 Pass. Roadster, \$1595.
5 Pass. Sedan, \$2250.
F. O. B. Detroit.

Gomery-Schwartz Motor Car Co.
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