Evening Public Ledger PUBLIC LEDGER COMPANY

CYRUS H. K. CURTIS, PRESIDENT John C. Martin, Vice President and Treasurer; harles A. Tyler, Secretary; Charles H. Luding-a, Philip S. Collins, John R. Williams, John J. purgeon, George F. Goldsmith, David E. Smiley, frectors. DAVID E. SMILEY Editor

OHN C. MARTIN....General Business Manager hed daily at Public Lengus Building Published Gally at Public Levels Building
ATLANTIC CIT Press Union Building
NEW YORK 304 Madison Ave.
DETECT 101 Globe-Democrat Building
CHICAGO 1202 FURDER
NEWS BUREAUS;

at the rate of twelve (12) cents per week, payable By the carrier.

By mail to points outside of Philadelphia in the United States, Canada, or United States possessions, postage free, fifty (50) cents per month, Six (50) deliars per year, payable in advance.

To all foreign countries one (21) dollar a month, Nortics—Subscribers wishing address changed must give old as well as new address.

BELL, 3000 WALNUT KEYSTONE, MAIN 1601

Member of the Associated Press

THE ASSOCIATED PRESS is exclusively en-sited to the use for republication of all news dispatches credited to it or not otherwise credited in this paper, and also the local news published All rights of republication of special dispatches

Philadelphia, Saturday, September 3, 1921

THE CONVENTION IN DANGER

THERE will be no Constitutional Convention unless the lenders in the State who think it necessary get busy.

The members of the commission which drafted a revised Constitution favor the convention. Many of the leading lawyers favor it.

The League of Women Voters and the Republican Women's Club are actively campaigning for it. It will take more influence than these

people possess to induce the voters at the primaries on September 20 to declare in favor of the convention. The opposition is influential and organ-

The State Grange does not want the Constitution revised at this time. Neither does the mine workers' union.

Nor does the Patriotic Order of the Sons

And influential politicians who have been saying for years that revision should be postponed have not announced any change

The opposition rests on puerile reasons. One group objects to a convention because twenty-five members would be appointed by Governor Sproul.

Another objects because it is afraid that the convention will open the door to appropriation of public money to sectarian

And still another group insists that it is not sate to permit a revision which would give the radicals the opportunity they have long been waiting to embody their doctrines in the fundamental law. There are disinterested voters enough in

the State to carry the proposition for a convention if they can be interested. But no one seems to be making a serious attempt to arouse their interest.

GOVERNOR WOOD

THE acceptance by General Wood of the governorship of the Philippines is so logical a sequel to the exhaustive inspection tour which he has just completed in company with Cameron Forbes that even the loss suffered by the army and the University of Pennsylvania need not be utterly

Owing to the refusal of Congress to perhit military officers to accept civil posts under the Government, General Wood has approunced his retirement from the service to which he has contributed thirty-five years

Perhaps it is just as well that American precedent has not been violated. Special legislation is not usually commendable. General Wood will bring to the Philip

pines an equipment which should enable him to serve the National Administration in precisely the way that it desires. Both political and financial conditions in

the archipelage are complex and difficult. The results of the investigation tour have proved the existence of a substantial sentiment for semi-independence.

His new role is one calling for the highest qualities of statesmanship, sympathy, tact, firmness and clear vision.

THE NEW TAX BILL

EVERY business man will be delighted with the decision of the Senate Finance Committee to drop the Internal Revenue Bill as it came from the House and to draft an entirely new bill on a different plan The House bill was made up of amend-

To discover what taxes were levied it was necessary to compare the existing laws with the amendments.

The Senate committee has decided to draft complete Internal Revenue Bill, in which every tax levied will be included and in which the manner of its assessment will be Complete information about tax liabilities

is to be contained in the measure. The old lows are to be repealed.

This is the way to make a tax law. It will simplify the task of the courts

which have to interpret it and it will leave the taxpayer in no doubt about his liability.

KEEP THE LAW DEMOCRATIC

WHEN the legal education section of the American Bar Association adopted the Root resolution recommending that no one be admitted to the bar who had not studied at least two years in a college and three years in a recognized law school it did what t thought best to prevent ill qualified persons from practicing law.

Every one admits that a lawyer should have a fairly liberal general education in addition to his technical training.

But two years in college and three years in a law school will not of themselves assure

The way to keep unqualified men out of the profession is to make such tests for admission to practice as will exclude the

No one cares where a man gets his education so long as he is educated.

Some of the best lawyers the country ever had never went to college or to law school,

Abraham Lincoln was one of them. When he was elected to the presidency he was the leader of the bar of Illinois,

But it is not necessary to go so far back as Lincoln nor so far away as Illinois to find other distinguished examples. The late John G. Johnson, of this city,

distinguished on both sides of the ocean as one of the greatest lawyers America has produced, was only a high school graduate. He got his legal training in the office of Benjamin Rush.

He studied to such purpose that soon after his admission to the bar he was recarded as one of the most promising young actitioners in the city.

If the law is to be democratic, the practice of it must be open to every man of d character who can qualify for it. If is a fatal mistake to attempt to say

man who qualifies in one way may

give up five years to formal study in college and a law school. They have to earn a living. Men in the past have qualified themselves for the law while carning a living. Other men can do it in the future. When the qualifications of character and knowledge of the theory and practice of the

practice and a man who qualifies in another

There are thousands of capable and am-

has not yet been manifested.

thing is to start it.

highest hones.

military forms.

desirable.

of the fair need not necessarily be stamped

HARDING ON ARMS

TRUTH always is distasteful to many

1 people. Habitual critics of Mr. Hard-

ing lost no time in raising a complaint about

and the country that the time for complete

It will be said that the address was un-

said nothing that the most ardent anti-

nilitarist cannot easily reconcile with his

If these things are accomplished, anything

burdens and lessened possibilities of war.

possible in the way of diminishing tax

If the Disarmament Conference can even

have done what no other group of statesmen

would be unlikely or even impossible. Mean-

while, every nation will have to maintain

and power will be required in every civilized

State until the days of the millennium. This does not mean that the world must

support military organizations so powerful

as to make war seem inevitable or even

Mr. Harding said nothing that every sen-

sible man did not already know to be true,

and his address, instead of being ill-timed.

had a note suggestive of the realistic sort

of purpose and the clear understanding

necessary to even the partial success of a

conference such as he has called in the

MR. ROOT DECLINES

WELL-WISHERS of the new Court of International Justice will regard with

regret, but also sympathy, the refusal of

nations by which six nations have honored

Mr. Root was the choice of France,

Benzil. Bolivia, Venezuela, Italy and Uru-

guay for one of the judgeships. These Gov-

ernments, appreciative of Mr. Root's vigor-

overlooked the consideration of age which

heir nomince now emphasizes in his refusal.

Mr. Root will be seventy-eight next Feb-

ruary, but his present sten is the first that

has denoted a voluntary abridgment of his

Since it is one of the privileges of age

to limit what might otherwise be deemed

obligations. Mr. Root readily can justify

himself for withdrawing from a monumental

enterprise which he did much to launch.

He remains a member of The Hague Court,

with Oscar S. Straus, George Gray Cand

John Bassett Moore as his American asso-

The last-named has just been proposed in

Mr. Root's place by the Italian nominators,

an act which duly recognizes the high

qualifications of another American au-

THE GENTLEMAN FROM HAWAII

KUHIO KALANIANOLE may not pre-

J. cisely be a name to conjure with in

Islands it is synonymous with consistent.

For more than twenty years a longer

norled than that for which the average Con-

gressman is permitted to serve his constitu-

the interests of our most contented insular

ents-Prince Kalanianole has represented

During his official tenure as a terri-

torial delegate Hawaii has thrived until its

population now exceeds that of two of the

States of the Union-Nevada and Wyoming

respectively-and has prospered industrially

This growth has been accompanied by

virtually no serious friction with the Fed-

eral Government. In preserving these hanny

relations Prince Kalanianole has undoubt-

His announced resignation calls attention

to problems at home which the islanders

hemselves are best qualified to attack. The

retiring delegate is immediately to begin

work as a member of the Hawaiian Ro.

habilitation Act Commission, which will seek

andjust some tangled racial difficulties and

ELIMINATING YAP

DEPORTS of the beginning of an Ameri-

R can-Japanese agreement on Yap are

easily reconcilable with the distrelination

of Tokio to have the question placed before

the Disarmament Conference. With that

ssue out of the way, it is not unlikely that

The American contention involves a point

upon which, it would appear, the present

Secretary of State is just the attorney to

Japan may be induced to speak frankly upon

Pacific affairs at the coming parley.

essions, will be acknowledged.

Germany.

United States

argue with skill and force.

ingly formidable.

enthusiasm is aroused.

and commercially to a marked degree.

wise, untiring and patriotic service,

possession at the National Capital.

me quarters, but back in the Hawaiian

thority on world jurisprudence.

Elihu Root to accept the membership nomi-

interest of world peace.

an army and a navy of some sort.

With limited navies, international war

Visible signs of governmental authority

disarmament is not yet in sight.

bitious young men who cannot afford to

way may not.

law have been fixed, then the examining boards can decide whether the candidates for admission to the bar meet these qualifications.

It does not matter how or when or where they prepared themselves, if they are prepared.

And if sufficient stress is put on character no unworthy men will get by the examining boards. It would be a fatal mistake to close the

door of opportunity to any young man who

A GLANCE TO THE REAR OF WEST VIRGINIA'S TWO MOBS

can fit himself to be a lawyer.

Military Intervention Made Necessary by the Negligence and Ineptitude of the State Legislature

Now that the worst has come to the worst in West Virginia, the panic shout of "Bolshevism!" will be raised again on one side of the invisible line that divides the State. On the other there will be the old ery of "Capitalistic Czarism."

Hasn't Mr. Gompers leaped into print with an indictment of what he calls industrial autocracy, and hasn't Sheriff Don Chafin begun to talk of the miners as a Red Army? So all the verbal dust-heaps left in the

wake of war hysteria will be combed again for enithets that mean nothing and serve only to hide the truth that underlies this tragedy.

The mechanism of civil government was left to rust in West Virginia. The gangs and the politicians had their

way too long. The problems that miners and Deputy should have been solved long ago by the

Sheriffs are trying to solve by blind rioting West Virginia Legislature, which shifted and shrank and did nothing while irresponsible and powerful groups of miners and coal operators warred for autocratic power within the State. The situation that has resulted cannot

be dismissed with a curse or an epigram. It is a dreadful and sobering spectacle. The disaster-it is nothing less-is all-inclusive.

Who can imagine the feeling of a President of the United States who must summon one group of Americans to threaten another with machine guns?

The sight of Federal soldiers unshipping artillery to meet an oncoming misguided mob; of military airplanes loaded with bombs, floating over hordes of bewildered, angry, child-hearted mountaineers, is one that ought to move every rational mind to pity and to rage against the people who made such a culmination inevitable.

The mob that has created tumult in West Virginia is not composed of foreigners or aliens or anarchists. It is made up of Americans, of men descended from those who were the first to fling their lives and their property into the war for the Union in Lincoln's day. Love of country is a ruling passion with the West Virginia moun-

What advantage there can be in misrenresenting and misinterpreting the general situation in the soft-coal region of West Virginia is for the people who attempt that foolish and dangerous business to explain.

The simple fact is that the State is not witnessing a conflict between an undisciplined mob on one hand and the forces of aw and order and justice on the other.

It is in the grin of two unruly mobs fighting for supremacy and determined to settle by gunfire a problem of civil administration and administrative ethics which the State authorities wouldn't or couldn't solve. Viewed in one light, military intervention

promises more than the civil law has promised in the State since mob law, established with equal fervor by miners and the private army of the coal operators, became general in the bituminous field a year ago.

Army rule, hard as it is, is still far more democratic than the rule established in the Guyan Valley by Sheriff Chafin and special agency detectives wearing the badges of Deputy Sheriffs. It is far more democratic and far more safe than the mob rule with which the miners have opposed the longcontinued semi-military dictatorship at the

The march of the miners began with the determination of the union members to correct by violence an abuse of law which the State itself should have corrected long ago by rigidly limiting the number of armed mercenaries which the mine owners are accustomed to import into the region to enforce their will and to maintain a system

of acknowledged feudalism. The miners will probably disperse in deference to the Federal troops and their commanders rather than in fear.

Mr. Harding, with obvious reluctance, did the only thing possible when he ordered

the soldiers into the State. Wisely commanded, the troops can save life instead of destroying it. Rule of some

sort is necessary to avert slaughter. But what will the West Virginia Legis-

lature do when the trouble is ended?

WILL LANDIS TAKE HEED?

WHEN Judge Landis accepted a large salary as national arbiter of baseball without resigning from the Federal bench discovered what the newspapers thought of his conduct. He was denounced from one end of the country to the other. Then a resolution was introduced in Congress calling for his impeachment.

Now the American Bar Association has adopted a resolution declaring that his conduct is "unworthy of the office of Judge, erogatory to the dignity of the bench and indermining public confidence in the independence of the judiciary."

Yet Judge Landis remains on the bench! Every revelation he has made of himself n recent years leads one to the conclusion that he will stay there until he is forcibly

Perhaps Congress will now get up the nerve to summon him for trial in impeachment proceedings

INDISPENSABLE TO THE FAIR THE Philadelphia Board of Trade enter-

tains the notion that one of the first things to be done to excite greater interest in the World's Fair project in this city is to select a site.

Judging by the history of other internarional expositions, there seems to be something in the idea.

The spokesman for the Board of Trade-R. Tucker, its secretary-suggests in letter to Mayon Moore that it might be well to let the Fair Committee know what is needed. More speed in starting the undertaking is also politely advised. While, it is true that "hils delphians would be inclined to deplore an exhibition hastily planned and hurriedly constructed, it is equally certain that the danger of OPTIMISM IN BUSINESS

A Fine Sample From the Ocean Side. traveling too fast in the current undertaking Running an American Fleet-The Without overstepping any of the due bounds of prudence and discretion, it may be said that a decision now upon the scene Sesqui-Centennial-Our Record Road Bullding

By GEORGE NOX McCAIN

as a rash performance.

There are times in all communities, even A. D. STEBBINS, president of the Mer-chants and Miners' Transportation Company, is an optimist of the kind rated by Lloyds as AA1. in Philadelphia, when the way to begin a

Not every captain of industry today is viewing the business outlook through primrose-colored glasses.
President Stebbins is so viewing it.
He imparts confidence and radiates hopefulness when he talks about our commercial

the speech to the Army War College, in Identified the substance of the Mississippi.

The outlook for our business future is readually betaning.

The outlook for our business future is readually betaning. which the President reminded his hearers

timely in view of the approaching Dis-armament Conference. Yet the President gradually brightening," he says. "Our line is increasing gradually its tonnage at all the ports from Boston to Jacksonville. "The horizon is much clearer today than it was last spring. The percentage of increase is a little larger every month. It is a very hopeful sign.
"If as a Nation we face the situation No one believes that the statesmen who are soon to meet in Washington can at once

abolish all military organizations and all with confidence I have not the slightest doubt that the beginning of the new year will find What they can do, if they are successful, is to put a check on the development of new us in much better shape than we are today.
"Talk about business depression should armaments of an appalling sort based on the science of chemistry and aviation. They cease. Let us talk about business revival, and then square our efforts to harmonize with our words." may be able to put naval rivalries out of

The business world needs a few more gospelers of the new dispensation of the Stebbins stripe.

H. B. VAN SCIVER is the antithesis of the sailing master beloved of Clark Russell and other famous fictionists of the make a beginning toward such ends it will

the isn't bronzed and bluff. He lacks the "rolling" gait of the sad sea dog. He is minus the piercing eyes made humid by the spray and spume and spindrift tossing His easy manner, quiet intonation and

generally professional air is that of a cor-poration lawyer or chief of a manufacturing concern rather than the executive head of one of the largest of our fleets of American steamships. He is superintendent of the Merchants and Miners' Transportation Company, of

and Miners' Transportation Company, of which Mr. Stebbins is the head. There are fourteen steamships sailing under its house flag.

There are hundreds of sailors and ships' officers, thousands of passengers and hundreds of thousands of tons of cargo for

year. He can tick off, with the accuracy of a train dispatcher on the Pennsylvania Rail-road, the whereabouts of any ship of the That is, of course, providing wind and wave and machinery are attending strictly

TO A landsman there is always more or Less mystery about ocean travel and those who "go down to the sea in ships."

of steamships is a very prosaic affair. It's ill a part of a day's work. The vessels traverse definite lanes or s efforts in helping to draw up the plan of the court about a year ago, seem to have routes. Their speed under normal condi-tions is accurately gauged. Their wireless keeps them in constant touch with the home office on land and sister ships at sea. Express steamers run with the calculated regularity of the Twentieth Century Limited

a Pennsylvania flier. They vary less than an hour in their arrival at a given port. Bad weather some-times delays the schedule. Rarely does it wreck it save for the time being.
"What is the greatest obstacle you encounter in the operation of your ships?" I

"Fog." was the immediate reply. "It is the one thing that every scafaring man dreads. It cannot be guarded against

Rough weather is to be expected at times, Careful seamanship, however, and the various appliances for the protection of life and property at sea are coming so generally into use that even the menace of fog is mini-

In spite of the remarkable advances aviation, the establishment of air mail routes, aerial express service between con-tinental cities and the conquest of the sky generally, Mr. Van Seiver is of the belief that it will be a long time before aerial ommercial freight or express systems are

THE sesqui-centennial is inching along. I in spite of rather than because of official conditions the people themselves are moisening their paims and taking hold of the The Order of Independent Americans is

present and conspicuous example. Next Tuesday evening the order will hold ession of the State Council.
Incidentally, it will also celebrate the cassage of the Compulsory Flag Display Bill

Leading men of the order like Edward . Krueger, William A. Pike and Edward Vilson, with hundreds of the fraternity in cal councils, have staged a spectacle that ill prove an inspiration for the exposition. The councils of the order in Philadelphia

e behind it. A number of floats portraying some of the great historic events in American history are to form a part of the imposing demon-It is far-sighted planning like this that keep the sesqui-centennial idea before

and questions which have grown increas-Not the least important of its purposes TERE is another instance from another H angle.
It is an idea worthy of honorable mention.
Distribution in Example 1. s the preservation of the native Polynesians, the are now far outnumbered by Japanese

Whoever in the Philadelphia Real Estate Board conceived it, he has the satisfaction The ingratiating, soft-voiced, musical ilmost amphibious, capable, though as yet knowing that he is leading the file There is being sent brondcast by thou-ands a seven-inch device, consisting of far from energetic aboriginals are worth safeguarding. Prince Kalanianole furnishes two covers and an inclosure, shaped to rep-resent the Liberty Bell. a striking instance of their capacity once

It opens from the bottom. There is just enough printed matter inside and out to Among the catch lines there are two that

and conspicuous on the cover of this "Philadelphia, the Mother City of the United States," and "Philadelphia, the Glad-Hand City of America."

Inside are twenty folded chromotypes of Philadelphia scenes, its principal buildings, treets and the port. It is effective, unusual and attractive.

If the accounts of preliminary concord are correct, the United States will acquire THE fact has already been published that T Pennsylvania during the last year has completed more miles of cement highways than any other State in the Union. the cable rights on which it has insisted while the Japanese mandate for Yap and neighboring islands, formerly German pos-This class of roads is intended to outlast the life of the bonds that were issued for Such an arrangement, although it would

not alter the present jurisdiction over the slands, would realistically justify the use, practically as it is now, thirty years hence, when most of those connected with American position regarding this assignment. Mr. Hughes has maintained, and their construction have passed away. Mr. Colby before him, that the League of But that is not all. Highway Commissioner Sadler tells me Nations had no authority to dispose of lands which the United States claimed a joint out of the more than 400 miles of this

heir completion.

title as one of the fruits of victory over sort of road built during the last year, only "slabs" of it had to be remade or re This principle will be validated if Japa-Cement roads are laid in sections. nese possession of Yap is gained, not only by agreement with the European Powers as rather in great slabs from forty to eighty cet in length represented in the League, but also with the

These two defective ones embraced about 150 feet. One was due to an unseen spring which undermined the concrete. The other was laid when the thermometer was below 35 degrees and the mixture froze.

Bring Your Own Milk Healthy Competition show that New York From the Mound Valley, Kan., Times-Journal Talk about living in the land of milk and honey. It sure happens in this county. Ike Chronicles of the Unimportant. Which city Hines, who has a big farm north of town found honey was dripping through the ceilhas the larger number of happy and con-tented citizens? If a census could detering of his farmhouse. The bees got in through the weather boards and under the mine that and promote healthy rivalry it would be something worth while, floor of the second story.



ON THE JOB

which he is, in a way, responsible every

In a way, and to experts like Superin-tendent Van Seiver, the handling of a fleet NOW MY IDEA IS THIS

DR. WILLIAM C. FARABEE On Co-operation of the Americas

Daily Talks With Thinking Philadelphians on Subjects They

Know Best

the package that will clear on a mule's back

a narrow mountain pass. A larger package will probably result in jostling the mule against a mountain ledge and throwing him over a precipice. The loss of a few mules

due to disregard of this request generally finishes the purchaser with American deal-ers. And so I might multiply the instances.

there, but they must be gentlemen as well.

nations. There must be many of them.

street railway systems, better streets

They would get it back many fold.

the rapid turnovers that we can here.

physical Improvements.

fessors in our universities

continent.

our neighbors.

"We need good salesmen on the spot down

What the Latins Need

"There is much room for improvement in

South America. It needs first of all im-proved sanitation. It needs railroad and

kinds of civic improvements and many other

"It would be a paying investment for American capital to lend money to these

countries to make these improvements.

"It would also pay business men to ex-

tional re'ationships. In Peru, for instance, an American has charge of their educational

system. The impress of our own educa-

tional institutions is to be found all over the

tremendously by offering more scholarships in our institutions and by exchanging pro-

"The University of San Marcos, the old-

subjects could accomplish a great deal in

enlightening our future business men on

matters that they should know concerning the Southern Continent. We likewise could

lend some of our gifted men with profit to

but be of great benefit to both sets of coun-

tries, who are, after all, natural neighbors,

with much in common. All we need is some regard for others' desires and sensibilities,

some straight, common sense thinking and a willingness and effort to understand and be friends."

What Do You Know?

What American statesman declared that we entered the World War merely to save our own skins?

What proportion of the people of the United States are of British descent?

What is the literal meaning of Islam?

6. How many square rods equal a rood?

7. Where is the Isthmus of Tehuantepec?

Answers to Yesterday's Quiz

Georges Clemenceau attains the age of eighty in September, 1921.

2. The first battle of the Marne was fought September 5-10, 1914.

3. Christian X is the present King of

4. "If you should write a fable for little fishes you would make them speak like great whales" was a remark ad-dressed by Oliver Goldsmith to Dr. Samuel Johnson.

Mingo is a county in southwestern West Virginia, bordering on Kentucky.

6. Guap is another name for the Island of Yap.

7. Themistocles was a famous Athenian statesman and commander, who brought about the great naval victory of the Greeks over the Persians at Salamis in 480 B. C.

Tippecance was a battle in which Americans under General William Henry Harrison defeated the Indians under the famous Chief Tecumseh in 1811.
The battle ground is near the Tippecance River in Indians.

9. Philadelphia is noted for its production

of lawn mowers,

Who is King of Irak?

10. What is meant by an Ishmael?

Denmark.

The way is open for a healthy and profit

era of co-operation that cannot help

We can increase this influence

SPIRIT of co-operation is necessary if A this country is to have cordial and profitable relations with its neighbors of the Southern Continent, according to Dr. William C. Farabee, curator of the University Museum. Dr. Farabee was one of the commission of six distinguished Americans sent by President Harding to represent this country on the occasion of the celebration of the 100th anniversary of the independence of Peru.

"The two continents have some fundamental things in common," said Dr. Farabee.
"One thing that makes the Peruvian centennial significant to us is the fact that this country as well as other countries of tained their independence at almost the same time. Peru won her freedom because Spain was busily occupied in the Napoleonic campaigns. And during recent years Europe has been well occupied with her own affairs, again leaving the Americas to their own devices. Thus the present time is an auspleious one in which to urge that cooperation for which we are both open.

Paid Honor to Peru

"President Harding and his Administration realized this when they sent the comnission and three battleships to do hono to the Peruvians on this occasion. an official step that showed true diplomacy and made a deep impression on our South American neighbors.

"There are many reasons why our country and those of Latin and South America should have close business relations. They have the raw materials and we have the manufactured products, so between us we could trade quite advantageously.

"Neither country has been hit as hard by the war as other countries, this being particularly the case with the South Ameriones. The cost of living has risen only 50 per cent there, their resources are great and consequently they have not far to fall to effect a readjustment approaching normal The prices of their raw materials are low and they suffer by the exchange rate. But these conditions are temporary and not so diffcult of adjustment.

"There is one thing that we must learn, however. We must be friends with our neighbors if we would do business. Culture and psychology play a much more important part with them than plain business methods. We must understand and respect their customs, their needs, their institutions and their way of doing business if we are to be successful in dealing with them.

Must Accept Old Customs "The instincts of Old World courtesy and

gentility are firmly rooted in them. Consequently we must realize this and recognize them as a subtle force in business, or we shall fail to hit the mark.

"One reason why other countries succeed in getting business where we fail is con-tributed by the fact that, whereas other countries send their first-class men to other countries, we usually send our second or third class men. This is largely brought about by the fact that England, France and other European countries have developed their own resources to the full and send their best men to other countries to perform a like service there. We, on the other hand, are so busily engaged in developing our own and find them so much more profitable that our best men stay here, leaving men of lesser caliber to go elsewhere.

"The result is that the men of culture education from other countries fit in more happily with a people whose very damentals are based on those qualities than do the less prepared men of our own country. This has its weight even though the promptness and way of getting things done that the Americans have is appreciated by these countries and is slowly having its

"Most of our business men do not seem to realize the conditions in South America and to understand or care for the fact that specifications as to apparently minor points in the shipment of goods are really very important to the purchaser.

Transportation Big Problem

"Transportation, because of the nature of the country in many cases, is not what it is here. To reach some interior point often it is necessary to resort to pack mules and to travel over narrow and difficult mountain passes. If a package of, say, 150 pounds is ordered, a 200-pound package will not do, because two of the smaller packages represent the average mule's carrying capacity.

"If a certain size package is specified, the purchaser has in mind traveling conditions. He may have calculated to a nicety

Soon will the school bell ring out the

What Manuel Herrick appears to need is manual labor.

SHORT CUTS

Vilna having moved over into Amity, there is hope for Silesia.

Vareites are going to discover Graham bred all wheat and unbolted. Juniter Pluvius was a welcome visitor

The man who makes money is slowest to admit that money does not make the man.

The price is not so important with the South American as personal like or dislike. We also want more banks and agencies representative of this country. An American here and there cannot hope to combat the subtle salesmanship methods of other nations. A Disgruntled Autoist is authority for the statement that the extra cent on gas

> the wife and kiddies. Tennis Note—The original mixed doubles, Demosthenes McGinnis says, were stars

in "The Comedy of Errors." "When we speak of a Disarmament Conference," says the President in effect, "we do so in a Pickwickian sense."

tend long-time credits. Conditions are such in these countries that they cannot effect Philadelphia was eight degrees hotter than New York on Thursday. Who s Philadelphia is slow? demands Pericarp. sequently they must have long credits.

"We are making progress in our educational relationships. In Peru, for instance,

If the extra degrees of heat the year has known could be utilized this coming winter we could all laugh at the coal man. The frequency with which Business turns the corner nowadays suggests the possibility that there is a bootlegger there.

In the matter of a slush fund there are faint-hearted city employes who consider themselves between the devil and the deep est university on either continent, has per-haps the finest department of international law to be found anywhere. Teachers in other

> Judge Landis may gather from the re-port of the American Bar Association that when he thought he made a hit he simply There is possibility that an investigating committee could do more good in West

> irginia, even at this stage of the game, 'Tis not only years that age. Seventy-odd years and half a League of Nations perhaps contribute to Elihu Root's latest

> A Norristown woman has had her son-in-law arrested just because he is said to have committed bigamy. This oppression by mothers-in-law has got to be stopped.

Georges Clemenceau, it is said, plans to re-enter active politics. As he is only eighty years old and has already shown evidences of ability, there is likelihood that the young man will distinguish himself.

Even the clearest of thinkers occasionally gets lost in the fog. Ellhu Root, in the name of democracy, advocates a system of preparation for legal practice that has in 5. What is the meaning of the medical abbreviation "ft. mist"?

What external possession of the United States has the largest percentage of Negro population? it the making of a first-class aristocracy. The beauty of a straight sales tax is that Uncle Sam wouldn't need to care how often it was pyramided, remarked Demosthenes McGinnis; and left us undecided as What was the year of the Paris Com-

to whether he was subtle or merely naive. A bucket brigade in Carlisle, Pa., is reported to have put out a fire with forty barrels of elderberry wine; but the destruction of stuff that will put out a fire is not already that will put out a fire who calculated to cause grief among those who deplore prohibition.

"Fog," says H. B. Van Sciver, of the Merchants and Miners, "is the greatest obstacle encountered in the running of ships." And this holds good, too, in the running of the Ship of State, Fog, brain

Postmaster General Hays proposes to

disseminate weather and market reports by wireless telephony; and this may mean eventual Government control of the radio. Mam'selle Circumstance, this way, please. One permanent wave for Uncle Sam.

Among the mitigating circumstances attendant on President Obregon's declara-tion that the treaty shall not be signed until Unche Sam gives him the glad hand may be included the decision of the Mexican September Court that Article XXVII of the Mexican Constitution shall not be applied retroactively retroactively.

The fuel used in operating a Diesel en-gine is crude oil.

Perhaps the Bar Association did not