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Philadelphia, Thursday, August 17, 1922

## REVITALIZING BROAD STREET

TO ALL the people who live north of A Market street, and especially to those who reside in areas adjacent to Broad street, the definite news of moving plans for a north-and-south subway ought to be stimulating. For Broad street, enlivened as it has been in recent years by the motor industry, still has an odd aspect of arrested development. All it has ever needed was some sort of transit system. Busses would have been almost enough to make it bloom with light and stir with the movement of the sort of life that is drawn to hotels, theatres, restaurants and pretentions shops.

Mayor Reyburn once said fondly that the greatest street in Philadelphia should be kept "clear for parades." But parades contribute little to the joy of life or to the general welfare of the city. Because of the disposition at City Hall to preserve Broad street for them a great deal of business development that naturally would have tended northward from the center of the city moved outward toward the Schuylkill and beyond

The experiences of Philadelphians with modern systems of rapid transit have been so fortunate that it is a wonder that they hesitated to provide financial encouragement for the extension of subways. West Philadelphia was totally changed by the elevated. The Northeast will be similarly changed with the opening of the Frankford line. The Broad street area, already built up and waiting only for the lifting of the barrier of space that now shuts it off from the center of activity, will hardly be recognizable to the Philadelphian who might return a year after the newest subway is opened.

#### BENEFACTION'S CLOSE CALL

THE decision to prolong the recreation · privileges of the League Island Bathing Beach through the remainder of the summer provides a providential escape from what barely missed becoming a foolish exhibit of red tape and mismanagement. A few weeks ago the resort, the comple-

tion of which had been seriously delayed by wrangles between the city and the Park Commission concerning jurisdiction, was threatened by the announcement that, owing available for the payment of guards and caretakers at the beach. That lamentable situation has now been

relieved by the closing of several public bathhouses for repairs. Director Warburton has assigned their city employes, provision for whose wages already exists, to League Island. The closing rule, which was to have been enforced yesterday, has been reschided

The precarious conditions from which this bathing beach suffered were chiefly the consequence of technical tangles and bungling. short-sighted methods. Perhaps in another year Council may be brought to understand that this public improvement cannot be operated without some financial backing.

## THE SUMMER SCHOOL SUCCESS

THE public summer school program car I ried out this year was designed primarily for the general improvement of education in this city. As is so often the case with enterprises idealistically conceived, direct material interests are also served.

Not only have a large number of pupils expressed satisfaction with the summer system, which has repaired deficiencies in their school records and expedited their education, but the board itself is a financial gainer by the undertaking

Joseph W. Catharine, of the Board of Education, estimates the cost of maintaining the schools during part of the ordinary vacation period at \$65,000. This expense, however, is more than counterbalanced by the \$150,000 which will be saved because 8000 students who have attended summer school will be enabled to skip a grade and as a result will be graduated six months ahead of the regularly scheduled time.

Naturally, the marked success of this departure in the educational system foreshadows expansion of the enterprise. It is promised that there will be increased facilities next season, and it is almost inevitable that advantage of these will be taken by increased numbers of scholars.

## WHY MARRIAGES ARE FEWER

THE picturesque but futile campaign of a marriage-promotion organization at Hammonton, N. J., follows upon cries of alarm raised in other South Jersey towns about the decline in the marriage rate.

But Jersey is not the only State in which weddings have grown fewer during the last two years. In this city there has been a constant downward movement of statistic at the Marriage License Bureau. In 1920 21,587 marriage licenses were issued. In 1921 the number dropped to 17,806. Ap-Cations made in the present year at the Marriage Bureau show plainly that there will be a further falling off for 1922.

It is foolish to try to read any sermon on social cynicism into these figures. The decline of marriage statistics follows now, as it always does, upon industrial or economic depression. In every period of uncertainty er scarce employment or abnormally high prices weddings are delayed or, what is worse, postponed indefinitely. It is in good times that the wedding bells ring loudest and most persistently.

## PLAYING THE BABY IN ART

THE esthetic common sense of Germany se admirably sustained throughout the war apparently breaking down under the apparently breaking down under the realing tests of peace. Protests against production in Weimar of Bizet's "Carand Debussy's "Pelleas et Melisande" and Debussy's "Pelleas et Melisande" the repurpory of the National initiated a movement to ban

French art as subversive of Teutonic culture. Just what is the connection between a "Habanera" and a moratorium is some-

thing not yet clearly defined. The French have restored Wagner to the stage of the opera. Even in the United States, where the prejudices against the monumental achievements of the great composer were most prolonged, the quarantine has been lifted.

In the height of the world conflict the British consistently refused to blind themselves to the proud position deservedly won by Germany in the domain of music, "Tristan" was sung in London while battles raged on Flanders Fields.

It is hardly conceivable that the inherent internationalism of great art will be long shadowed by the foolish action of the 'regisseur' of a theatre in a historic town forever associated with the generous genius

What is particularly absurd in the present instance is the animosity to one composer who drew his inspiration from Spain and to another whose chief concern was with an impalpable world of his own, his dreams. Rizet, moreover, was a confessed admirer of Richard Wagner in the days when the latter lacked full international recognition The banishment of "Carmen" is among ther things an indirect reflection upon Teutonic ploneer to whom modern French

#### ARE RIDDLING QUIZ-MASTERS UNEARTHING TRUE GENIUS?

music owes much of its inspiration.

Some Reflections Upon the Fates of "Smart" Students and the Present Craze for Intelligence Tests

CROSSING the Liffey River on one of its Dublin bridges on a certain day in 1844-a year which should be, but some how is not, epochal - Sir William Rowan Hamilton discovered quaternions. Flashed out of a cloudless brain, just like that !

The quaternion is not to be confused with the apteryx and we shall not imply that those increasing numbers of adult Americans addicted to the popular sport of making rapid-fire inquisition of modern education would besitate for a moment to draw the necessary distinctions.

Until otherwise proved, the contemporary quiz-master is an intellectual giant. His victims summoned to qualify as psychologically fit are less fortunate. Answer or perish! is, in effect, the dispassionate mandate. Reluctance or Inabitity to reply on the ball is promptly rated as evidence of deficient intelligence.

Individuals of a doleful cast are, therefore, profoundly troubled by the widely circulated announcement that the average intelligence of citizens of this Republic is about equal to that of a fourteen-year-old child. The estimate is based upon the results of mental tests in the army during the war

Thomas A. Edison has recently thickened the gloom with his variegated broadside of quizzes. Colleges are bombarding students and candidates for admission with queries violently puncturing the legend that school days are the happiest. Psychology is impatient of skepties and will prove you, adult hough you be, a semi-moron if you question its flats. It beams, on the other hand, upon Charles Weisberg, of the University of Pennsylvania, with an average of 91.12 in grueling tests.

There is nothing new in this assurance of science, especially in any branch that happens to be of recent origin. Nor can the mania for inquisitions, which is sweeping the land, paralyze the eccentric spirit of progress baldinally contemptuous of rules.

A post-mortem psychonnalysis of Nanoteon will not prove that he failed at Austerlitz nor is the well-known fact that Julius Chesar was an epileptic with "the falling sickness" sufficiently powerful to oust him permanently from his place in his-

The past is uncontrollable and Columbus' incapacity to recognize a quaternion, had the Santa Maria anchored directly in its les, is not held seriously against him. Intelligence test devotees are looking forward No one can rightfully deny them a valid right, to inquire diligently and painstakingly into that most clusive of still undiscovered regions, the innermost recesses of the human

It is allowable, none the less, to note the current enthusiasm for this formidable pastime and to reflect upon the conceivable fates of the "wunderkinder" and their temperamental opposites for whom so dark a future is scientifically predicted.

With no disposition to deprecate the performances of "smart" boys and girls at school, it is permissible to wonder whether early promise is invariably borne out by subsequent events.

Who remembers T. H. Safford, who once computed the number of barseycorns in 1040 rods and could extract the cube roots of numbers of nine and ten figures?

Who recalls Zerah Colburn, who at the age of nine determined correctly in twenty seconds the number of hours in 1811 years' It was Colburn, by the way, who bested Hamilton, aged ten, before he found those quaternions, in a mental agility contest. Hamilton became a distinguished scientist and astronomer-a fact which emphasizes the felly of rigid dogmatism in any direction-but con-erning his extraordinary conqueror history is mure. The contliful phenomenon is not, of course, infallibly a deceptive rocket, John Stuart Mill rend Greek at three, had finished Gibbon by the completion of his eighth year and at twelve was absorbing Aristotle's "Logic" in the origmal. Mill made a considerable mark in the

So, it must be confessed, did Herbert Spencer, a prodigy and a scholar, almost from baby hood.

Unquestionably the formula for success is flexible. It may be that the victors of the Edisonian quiz are startling Menlo Park with their effective brilliancy. It may be that the eleven-year-old boy who entered Harvard (incidentally, what was his name?) will eventually carve his own niche in the temple of fame, Weisberg himself, modest and unassuming, under a volley of interrogations, may bear out the psychological indorsement.

It would be a magnificent thing if all the budding genius in the country, rare though it be, could be charted, ticketed and otherwise identified at once. The Nation would be spared much uncertainty concerning its future and funds for memorial arches for coming heroes could be started at once.

The test craze is obviously entertaining. But whether the feat of remembering all the objects flashed to a screen or drawing

geometrical figures with the dubious aid of a mirror is education is something clse again. The looking glass inevitably suggests "What," queried the inquisitorial Red Queen, "is the French for Fiddle-de-

"Fiddle-de-dee's not English," responded the child.

"Who ever said it was?" retorted the Red Queen. It is beginning to look as if Alice might be rejected at some modern universities in

#### ENTER SENATOR REED

favor of Zerah Colburn.

DEMOCRATIC campaign managers put what old-fashioned stump orators used o call "the brand of the corporations" on Major Reed before he was appointed to the United States Senate as the successor to the late Mr. Crow. Mr. Reed actually was and is a member of the most influential firm of corporation lawyers in Pittsburgh. Presumably his philosophy of politics has advanced with the times. He cannot be blamed upon any ground for recognizing the corporations as institutions necessary to the well-being of the State and the strength of the country, and even the comfort of many of the people who say the bitterest things about them. But the new Senator is a young man and modern enough in mind to have realized by this time that there are degrees of power to which no corporation privately controlled may aspire.

Thus it is folly for any captain of industry or any group of captains to suppose, as some of them have in the past, that they have any right to dictate political courses or social standards in the areas where they dominate. Corporations must always remain the servants of society and not its masters. It is when they have presumed to feudal powers and to rival the Government tself in influence that they come into conflict with public opinion.

It is possible to recognize fully the great potentiality of the modern industrial corporation for good without losing sight of the fact that it should not be permitted to exercise, even in a limited area, the powers of local or general government. It would be uncomplimentary to Major Reed to assume that he is not aware of this. He has seen a great deal of life within a few years. and we venture to believe that his social vision is not limited by the smokestacks and the dust clouds of Pittsburgh.

#### A ROAD WAR LOOMS

Will, it he necessary to appoint a com-VV mission to negotiate peace between the highway authorities in New Jersey and Pennsylvania and establish it grandly at The Hague, with orders to find a way by which two adjoining American States may seem less like enemy countries?

The proposal formulated by the Freeholders in Jersey to tax "foreign" motor owners \$1.25 a month for the use of the State's roads has a peculiarly European It would appear at first glance like a return to the exclusion codes of Colonial days. Yet it is not without some basis in reason.

Clearly the scheme represents a mood of frritation and growing resentment of the Freeholders not against passenger-carrying motorcars especially, but against those truck users who persistently abuse the privileges of their roud licenses by disregarding laws made for the conservation of new highway

The plan is unselentifie. It will be, if it is carried into practice, a regrettable reversal from the principle of motor reciprocity now firmly established between virtually all the States. But such schemes will be heard of again and again until there is a better organized and more broadly applied code for the protection of the road systems now being constructed at enormous cost all through the East.

What Jersey seems to seek is a means for the better regulation of high-speed heavyweight trucks of the sort which, when they are overloaded and recklessly driven. do enormous damage to costly road surfaces. There is a minority of shippers who have not yet perceived that they defeat their own ends by failure or refusal to observe rules established for load and speed regulation for trucks of the heavier types. Disregard of established limits tends to make continuing efficient use of the motortruck difficult and costly through damage to highways devised for quick and easy transportation of normal loads:

When the strikes are over and talk of war has reased, and we are able at least to think rationally about rational things, it sight be worth while to call a National Roads Congress to deal constructively, in the interest of taxpayers and motor owners alike, with the looming problem of high way conservation. Every motor owner knows that good roads reduce the costs of transportation. They make passage easier and they enormously reduce the wear and tent on valuable equipment. The few unthinking truck owners who overload their schieles and send drivers out to pound good roads to flimlers do harm for which the vast majority of shippers and property owners have to pay. They retard the development of the motor industry itself.

If to protect their admirable system of roads from unnecessary damage, the Freeholders in New Jersey are willing to impose a tax on all drivers and so turn away multitudes of tourists and millions of money, that is their own a fair. Their noses are their own and they have a right to cut them off if they choose out of spite for their faces.

hundred tariff changes have been rown into the Senate at the last minute. Job lots. Remnants. Take 'em or leave 'em. Carry 'em off. Sages could not avoid mistakes. Senators are not sages. No argument. No debate. No delivertes. No returns. No hope-November!

## What Do You Know?

## QUIZ

How many times has Aristide Briand been Premier of France?
Who were the twelve Caesars?
How does the nelon get its name?
What is meant by "ships of the line"?
What is a sobriquet?
In what city is the Taj Mahal located?
What is another name for a water-color?
Who is George Brandes?
What is Carstopela's Chair?

## Answers to Yesterday's Quiz

Queen Anne of England, by royal edict, prohibited the use of the theatre passes. Publius Syrius, a Latin author of maxims, originated the expression, which, being originated the expression, which, being translated, means "Familiarity breeds contempt."
The Fartunate Islands are the Canary

Its Firtunate Islands are the Canary
Islands in the Atlantic Ocean off the
Coast of Africa. They form a Spanish
possession.

It he overlapping of the wing-covers,
the modified wing-membranes of the
katylid can be made to rub against
one another, and in this way the insect
produce, its characteristic noise.

produces its characteristic noise. to was the Muse of History in Greek

 Clio was the Muse of History in Greek mythology.
 A clinker-built ship is one in which the huil is made of overlapping and riveted planks or plates, as opposed to carvel-built. In a carvel-built ship the planks or plates are flush in the vessel's side.
 A bag-man in English commercial parlance is a traveling salesman.
 "Effendi," a common form of address in Turkey is equivalent to Mr. or Monfurkey, is equivalent to Mr. or Mon-

sieur. ne middle name of Thomas A. Edison is Aiva.

10. A quadridga was a two-wheeled chariot to which four horses were harnessed abreast. The name is now given to works of sculptub representing such a rehicle

#### SHORT CUTS

Sesqui conferees today appear to be all Maine guys.

Clermont-Fe rand may yet glide into something of scientific importance.

Reed bird succeeds Crow in senatorial aviary. Another feather in his cap. Some of us are unregenerate enough to

hope that by and by the President will

"I could not love thee, France, so much," says John Bull, "loved I not commerce more."

Just as soon as the Senate drops the Tariff it is to take up the Bonus. More courage than wisdom.

Livermore, Pa., is bragging about a peach ten and a half inches in circum-ference. Waist or ankle?

War Times
Returning
Believing a coal famine
is inevitable, plans are
being made in New
York State to permit
municipalities to buy coal in lump amounts
for their citizens, to close the schools for a
period deemed necessary and to suspend the period deemed necessary and to suspend the operation of electric-light signs. War times over again, and then some.

If the rail strike continues it may be that 60,000 working union miners may find difficulty in hiring a haul.

Greensburg, Pa., has a stalk of corn eleven and a half feet tall and still growing. Rival to Jack's beanstalk.

The State plan to cut blighted chestnuts to ameliorate fuel conditions may be taken as a joke on Old King Coa..

one earnest man may do to stamp out vice when he puts his mind to it. Local mother of nine children bas

Judge Monaghan is demonstrating what

added three to her family, two girls and a boy. Roosevelt joy and Sanger woe. Cucumber growing through the center of a tomato on a Beaver County farm. Probably fertilized with salad dressing.

Senator Borah Taking One Thing urges a referendum on the Ship-Subsidy Bill by arranging for every candidate for Congress to state his position on the subject. But Borah must know that that wouldn't be a referendum at all. A Congressman's stand on the liquor or some other question might overshadow his views on the subsidy and might determine his election or defeat.

Local wife-beater takes pledge in court not to touch intoxicating liquor for ten years. How is his poor bootlegger going to

Chestnut street merchants are willing to bury their differences with the Western I'nion so long as interment is not on Chestnut street. Irish Free State troops are fighting on

in eighty-mile front and driving the rebels

back to the hills. Front or back, the result The Italian Senate having unanimously voted confidence in the Government of Signor de Facta will indubitably now proceed to

make trouble for it. Vermont farmer, crippled for thirtynine years, has just taken his first walk. "Life." he say gleefully, "is just one after another."

# LIMPIN' LIMERICK A swordfish with lots of ambition tin a beam traveler sought a position (The beam traveler's name was the Ellis II, running into New York. The posi-

on sought by the swordfish was, apparently, the hull, for that's where it But at the first poke

The blooming sword broke (And if you doubt it, you may see the ning still sticking in the hull of the trawler aforesaid)

And the swordfish was filled with contri-(This is pure deduction on our part, haven't interviewed the fish, but-well,

figure it out for yourself) New Yorker wants to sell his parents' tomb in order to have money to defend a charge of grand larceny. So easily may one move from bad to worse.

It is perhaps not surprising that con-templation of the Frankford elevated brings isions of high-speed transit. By the same token it means high-grade transit.

The average citizen is inclined to expect hard knocks in industrial Below the Belt warfare and he is patient even when he an innocent outsider, gets a brick intended for one of the combutants; but he insists upon fair fighting; and he feels dead surthat the marconing of passengers on th Santa Ye is far from being on the level.

Ex-Premier Aristide Briand of France xent fishing without his identification papers and was arrested by a gendarme, who thought him a chicken thief. Some men cannot avoid being featured by Managing Editor Face.

Though literary censorship may be menace as well as a pest, what the Vice Sactory is doing is merely what any private eltizen may do—invoke the law as it is on the statute books. Why the bother?

It is not the cowardice and brutality of the tailronders who marconed passengers on he Santa Fe that appalls William but their stapidity to hear him tel Which goes to show how strong feeling will sometimes cause a man to libel himself

GLOUCESTER "The world is so full of a number of things"

That fret and annoy and appress us,
We had better sail off from their bites and their stings
To a clime that will bless and caress us.

Though the Ends of the Earth send a call to our Ship On the shore where a grim Fate has tonsed her We must needs be content with a compro-

miss trip So it's over the river to Gloucester! Buthely we skip From the ferryboat slip

'Taters and beets And all kinds of "eats"

And it's over the river to Gloucester!

by South
On the Delaware's oiliest waters.
Sing ho, ye brave fellows! Eat, drink and
be merry!

Lady Luck merely thinks you have lost

"Tis only a penny to Twickenham ferry."
But Twickenham's triffing to "wocster!

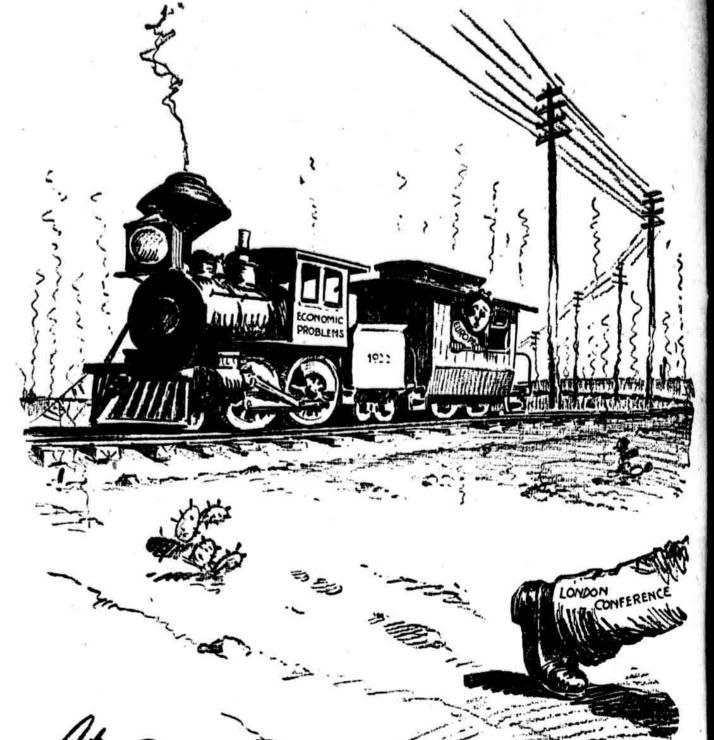
Cheerily ho!
Bantshing woo!
Over the river

Some nabobs may travel to England and France: And some quizzical cusses may mosey Through Caribbean waters of boundless ex-

In Shipping Board bar parlors cozy; But we may keep tab from a broad upper "The growth of foreign trade is naturally On a State's agricultural rosterof considerable importance to bankers, since On a condrous collection of farm trucks. Coming over the river from Gloucester!

Coming over the river from Gloucester! Ay, life's full o' ginger that's hot i' the shipping, as we have American And fine are our sons and our daugh-The course we are steering is sou'-east

foreign investments in this city. This is one of the best ways in which permanently to advance foreign trade, since it is only natural that the country which supplies the money almost always supplies the machinery and the other materials for which this money is spent by the borrowing country.



OVER THERE, TOO

# NOW MY IDEA IS THIS!

Daily Talks With Thinking Philadelphians on Subjects They Know Best

CHARLES LYON CHANDLER On Philadelphia's Foreign Banking and Trade

DHILADELPHIA is now as well equipped As any city in the country to handle the foreign trade which rightfully belongs to the city, in its three essential elements, the banking, shipping and merchandise, says Charles Lyon Chandler, manager of the foreign trade department of the Corn Exchange National Bank.

"Philadelphia." said Mr. Chandler. "is now the second port of the United States. But an equally important thing is that the city, in addition to its port facilities, is the most important single manufacturing place in the country, not merely as regards its diversity of production, but also what more unusual, the age and stability of the firms in the business of making articles are used all over the world are in Philadelphia a large number of firms which have been in business for anywhere from fifty to 100 years, and the quality of their goods has been maintained all through that period.

Necessity for Foreign Outlet "This fact has given a certain stability to the products of Philadelphia manufacturers, especially those engaged in the export trade, which no other city of the

country possesses to so great a degree. "A good foreign trade is one of the greatest safety valves which any country can possibly have. In the first place, it pro-vides an outlet for manufacturers, which has often proved to be a very present help in time of trouble. At the present time it is estimated that 20 per cent or onefifth of the goods manufactured in the United States find their way abroad in one form or another, and in some lines of bustness the percentage is even higher.

"But foreign trade does not mean simply But foreign trade does not mean simply exporting; it means importing as well. Philadelphia has always been a great importing center, for, as far back as 1799 Philadelphia was importing coffee from the Dutch East Indies. There is not a single automobile in Philadelphia which does not contain rubber which has in some cases here. brought as far as 12,000 miles to the city. Foreign trade, in its full meaning is, therefore, vital to the welfare of any great manufacturing city from two angles

## Gives Work to Many

"Not merely does the shipping of the Port of Philadelphia bring every year from \$30,000,000 to \$50,000,000 worth of goods into the city, but our importing and exporting gives employment to a very large number of persons here and elsewhere in the country.

"For instance, of the \$87,000,000 worth of goat skins imported into the United States last year, it is estimated that \$60. 000,000 worth came in through this port. Just imagine to how many persons engaged in the leather and tanning industries this gave employment; and this takes no cognizance of the very large amount of other hides and skins which were imported. "Philadelphia is today the eighth port in

the world and the third on the American We are becoming more and more continent. a great international trading center espe-cially on account of our admirable dock, harbor and railroad facilities. This city is today the gateway to one of the greatest markets, both domestic and foreign, in the United States.

## Banking for Foreign Trade

"The Philadelphia banks are most excellently equipped to handle the financial transactions to which a well-developed foreign trade gives rise. They have corre-spondents in all the principal banking ceners of the world, thus connecting then strong foreign banks in every part of the

it not merely provides them with a source of revenue, but also keeps them abreast of the times and in touch with the current of the world's events.
"Our foreign trade is made up of three important factors—banking, shipping and merchandise. We have at last American

shipping, as we have American banks abroad, so that we can take care of all the trade our manufacturers can get. "Another healthy factor in Philadelphia is the increase in the purchase of legitimate

Matter of Foreign Credits "There is now no reason why Philadel-is manufacturers or dealers having banking transactions in foreign countries should go to New York to have this banking done, as a large number of the Philadelphia banks

can perfectly well attend to all foreign-trade requirements.

"An essential and ever-present foreigntrade problem is the question of ascertaining the credit ratings of the buying firms in foreign countries. This can easily be done in Philadelphia, as a number of the banks here are fully equipped with this information, as well as many other things which it is of importance for the foreign seller of goods to know. The Philadelphia Commercial Museum is also a storehouse of foreign-trade information, as well as foreign-credit information, and it should be more generally used by those manufacturers and merchants who are thinking of entering

the field of foreign trade. "The present outlook for foreign trade unusually favorable, especially in South American countries, which have nearly all recovered from the commercial depression of the last few years, and now are resuming their former purchasing. This will prove a fertile field for trade outside of our own country and it should be careand assiduously cultivated by our manufacturers and merchants.

Europe's Eyes Opened "The demand created by the war and the unusual amounts of American goods of all-kinds which were sent abroad and which were eagerly purchased by the European countries opened the eyes of those countries to many of the American products, of which heafore they had been in at least countries before they had been in at least compara-tive ignorance. These facts open a new avenue for the foreign trade of this coun-try and a new outlet for many materials which it was supposed formerly that Europe

had no use or would not purchase, "But this foreign trade, desirable as it is not simply to be had for the asking. It requires quite as much hard work, if not more than does domestic trade, but it is going to be a wonderful opportunity ersons with sufficient capital, knowledge of affairs and, above all, persistency. Because, after foreign trade is acquired, it must be retained against a very active and resourceful competition.

"Every nation of the world which makes more goods than it can use within its own borders is actively on the outlook for for-eign trade to take the surplus, and the lending nations of the world in will not give up their leadership, which was acquired after a hard fight, without a still harder struggle to retain it. Here is where the persistency is demanded if we are to make an impression on the foreign trade of the world. the world.

#### All Nations Competitors "England, Belgium, France and Japan

are at present the leaders in the world's foreign trade, and Germany is going to be before very long. All the leading nations of the world, with the exception of Russia, are engaged in this battle for trade, and the competition is now quite as keen as it ver was in the leading competitive markets of the world. In fact, it is now as keen s it was before the war, if not a little more so, induced, doubtless, by the necessity of all countries for selling their products wherever possible.

There is only one rule for obtaining foreign trade, and that is to give the buying peoples just what they want and are willing to buy. They must be given favorable financial terms and must be met at least half way by the American manufacturer or merchant who hopes to be able to sell to them in any considerable quan-

## Today's Anniversaries

1785 - Jonathan Trumbull, Connecticut statesman and trusted adviser of General Washington, died at Lebanon, Conn. Born there, October 12, 1710. 1756-The Dutch fleet under Admiral

as surrendered to the British at the Cape of Good Hope. 1863-Congress of German sovereigns met Frankfort to reconstruct the Germanic

Confederation. 1889-John C. Brown, Confederate commander and Governor of Tennessee, died at Red Boiling Springs, Tenn. Born January 6, 1827.

1915-Leo M. Frank, convicted of the nurder of Mary Phagan in Atlanta, lynched by a mob near Marietta, Ga. 1917-John W. Kern, U. S. Senator from

Indiana and Democratic nomines for Vice President, died at Asheville, N. C. Born in Howard County, Ind., December 20, 1849. 1918-Jacob H. Callinger, of New Hampshire, oldest member of the United States Sena e, died at Franklin, N. H. Born at H. Born at Cornwall, Ontario, March 28, 1837. 1919-Former Emperor William bought the Doorn estate near Utrant.

#### A MAN OF VARIED INTERESTS

The Late Coleman Sellers, Jr., Sought Relief From Big Business in All Phases of the Arts and Sciences

THE death of Coleman Sellers, Jr., means a great deal more to Philadelphians than merely the loss of the head of a big industrial plant. His business ability and his industrial power were things that could be taken for granted; the things that really made him an outstanding figure among those who knew him best were the varied scientific and artistic interests in which his active

mind found its recreation. Mr. Sellers was almost a perfect example of the man who was a factor in Big Bustness, but whose instincts were anything but those of a mere money-making machine.

THOUSANDS of earnest young Philadel-A phians knew Mr. Sellers without really knowing him. That is to say, his face was a familiar one to all who attended the meetings of the Franklin Institute, and no young en thusiast, seeking knowledge from a seat la the amphithentre, listened with more atten-

tion to the speakers than did he. Mr. Sellers had many interests outside of his business, but none of them was quite to keen as his interest in the Franklin In-It might almost be said he institute. herited his position with the scientific of ganization, or rather, that he inherited his

ove for the sciences which it represents.

CINCE 1862 there has been at least on Sellers actively identified with the man-agement of the institute. Coleman Sellers other was a manager from 1862 to 1866, and in two of these years, from 1864 to 1866, institute. From 1867 to 1869 the elder Coleman

Sellers was vice president, from 1870 to 1874 he was president and from 1875 to the time of his death in 1905, he was again manager. Coleman Sellers, Jr., became one of the managers in 1906 and continued in that position until he assumed the vice presi-dency in 1912. This latter position he held

until the time of his death. But it was not merely in these official capacities that he did his most active work for the institute. He was chairman of the Endowment Committee and was an influential member of the Bartol Research Commirtee, having in charge the great physic research laboratory which the institute b

TT IS not an exaggeration to say that eres I those who knew Mr. Sellers best were constantly surprised at some new evidence of the brendth of his interest in different phases of life. One of his keenest interests was the Pennsylvania Nautical School an in the training which its ships have given to future officers of our merchant marine. Indeed, he had a keen knowledge of ships and ship construction, and all phases of foreign trade, though, oddly enough, he was

not a man who had traveled very extensively abroad. Walton Clark, president of the Franklia Institute and one of Mr. Sellers' closest sociates, yesterday paid him this tribute:

The thing that astonished me most about him as I look back upon my long acquaintance with him was that, no matter in what company he was or what the topic of conversation might be, he seemed to be there oughly informed upon it, and I never have known a case in which he had not read in known a case in which he had not read a book which happened to come up in discus-

TT IS not generally known that Mr. Sellers had an unusual knowledge of art and a connoisseur's appreciation of painting. As a matter of fact, he came by his art interests through family connections, for Rembrandt Peale was a relative, and the Selers house today contains many fine examples lers house today contains many fine examples

This appreciation was all the more remarkable in a man whose education was that of an engineer and whose early training was that of a worker in his father's machine shops

## Today's Birthdays

Sir Edgar Bowring, high commissioner for St. Newfoundland in London, born in Johns, Newfoundland, sixty-four years ago. Julia Marlowe (Mrs. E. H. Sothern), one of the leading actresses of the American stage, born in England fifty-two years 450.
Rt. Rev. Samuel A. Stritch. Catholic
Bishop of Toledo, O., born at Nashville. Tenn., thirty-five years ago.

From the Columbia, S. C., Record We might feel more jocuse over the stement that "Congress is a joke" if the sware not entirely on us.