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FRIDAY EVENING, DECEMBER 4 A BRIGHTER OUTLOOK

AFTER a thorough investigation of business conditions through reports during the months of October and November from about six hundred correspondents, including Governors, Mayors, officials of national banks, railroads, associations of manufacturers, boards of trade, life insurance companies, State federations of labor, trade unions, employment bureaus and charity organizations, John Hayes Hammond, chairman of the industrial economics department of the National Civic Federation, announces that business improvement, with an increase of prosperity for the immediate future and steady betterment thereafter, is the essence of his findings.

Mr. Hammond is not a dreamer and when he presents to the Civic Federation to-day his interesting report it may be assumed with a considerable degree of confidence that he knows what he is talking about.

"Business throughout the United States is improving and the conviction that a further advance toward prosperity will be made in the next few months is widespread," says the summary of the report. "Improvement in financial conditions and the resumption of exports have been followed by signs of improvement in many quarters."

"The resumption of normal business activities must be gradual and the unusually large number who are now unemployed will find work slowly. We must expect a great deal of unemployment in the coming winter months."

It is pointed out by Mr. Hammond in his analysis that it requires time for financial recovery to be reflected in factory payrolls. A few cities are entering upon additional public works to give employment, but there is no wild demand, as there was in certain quarters last summer, for all manner of governmental experiments.

There appears to be no doubt that the first shock of the war has passed. On this point Mr. Hammond says: "Stability of mind has been established, adaptation to changed conditions is going on and business men are hopeful of marked improvement within three months."

Largely owing to the railroad situation many of the great fundamental industries have been for a long period exceedingly quiet. Numerous letters refer to the lowering of money rates that has taken place in the last month, especially in the Middle West, and the consequent freer movement of trade. Another significant feature is the improvement in the savings bank situation. The savings institutions of New York City report that business is now altogether normal. In Philadelphia and even in Pittsburgh, despite the severity of the depression in the iron and steel trade, the deposits of the largest savings banks have during the last month, exceeded withdrawals.

Stress is laid by many correspondents on the general belief that domestic conditions will show a decided improvement after January 1. Those in position to study fundamental conditions believe that we are near the upward turn and that normal prosperity is not far away. As a result of the lesson of the November election legislative panaceas and radical business regulation to the point of exhaustion have been cast aside by the conservative elements of the country. Indeed, those who were disposed to favor all manner of legislative nostrums as cure-alls for the ills of the body politic have turned their faces toward the more stable and constructive policies of the nation.

Right here in our own territory the farmer is gathering the fruits of conditions which developed during the summer to his advantage. He is getting a better price for his wheat and in every other way is profiting from the situation. Railroads and industrial and manufacturing concerns have been hardest hit. These will gradually recover their equilibrium. With the assurance of Speaker Clark that the coming session of Congress will give its attention to the passage of appropriation bills and to little else and with the further cheering prospect of a short session of the Legislature in this State, its efforts being restricted to commensurate legislation and mighty little of it, there is a brighter outlook for the future and greater hopefulness among the harassed business interests.

power to oppose the traffic. When enough women are actively aroused in the fight it will have to go.

It has been a wonderful Fall for outdoor work and the progress that has been made on the Cumberland Valley Railroad piers and other important operations has been remarkable. There is still much to do, however, and we are glad to note a disposition on the part of officials, corporate and municipal, to keep things moving for the benefit of the unemployed.

RED CROSS STAMPS The sale of Red Cross Christmas stamps this year should not suffer because we are called upon to extend our holiday charities in so many new directions. The sale starts next Monday. The country has a big task before it if it hopes to break the 1913 record. There were approximately 40,000,000 Red Cross Christmas Seals sold in the United States during the holiday season of last year, which means that about \$400,000 were spent in order that the fight against the Great White Plague might go on successfully.

The cheery message of these Christmas seals has gone out on holiday letters and packages for six years and each penny spent added to the great crusade of modern times. And every year since 1908 the national work has gone happily on. In round numbers the gross receipts that have been gained through the idea that Miss Bissell gave to the Red Cross Society have been for the years 1908 to 1913 inclusive, nearly \$2,000,000.

The society estimates that the average person in the first stages of tuberculosis can be sent to a better climate, properly nourished and made well again for the average sum of \$500.

No citizen of Harrisburg who is interested in the development of the city can help being impressed with the tremendous transformation that is now under way in the vicinity of Second and Mulberry streets. Thousands and thousands of cubic yards of dirt are being removed to make room for the subway, the union freight station and the building changes in that territory. Nor is this all. Owners of property are preparing to readjust themselves to the new street lines, and within the next year or two the old Harrisburger who has not seen that section for some time will hardly recognize the old aristocratic residential part of the city.

CARE OF TEETH DO you make your children brush their teeth? According to one of the School Board's dental experts, many parents in this city do not.

The expert declares that nine times out of ten decayed teeth in the mouths of school children are the direct result of parental neglect and failure to instruct the boys and girls in the use of the tooth brush. Now the public is getting square with the Pullman Company for its high and mighty attitude toward travelers, if we may judge of a suit now on trial in New York City. It is the story of a four-year stomachache, as told by Mme. Della M. Valeri, a vocal teacher, who says she has taught several opera singers. Mme. Valeri insists she got her first introduction to gastronomic troubles in a Pullman dining car and she wants \$5,000 for the ache. She says she didn't know what was in the food, but she is positive she had a stomachache.

STUDENT ENROLLMENT JUDGING from the enrollment of students in the State College Engineering Extension at Steelton, ambition fills the breasts of just as many young men of the present as of the past.

The school which opened last evening has a total enrollment of 170. Every one of these 170 young men will be bigger, better men by this time next year than they are this, as a result of the constructive work they will be doing for themselves. And the Pennsylvania Steel Company, from whose ranks the students are recruited, will have just 170 better trained employees than they have at present.

The Pennsylvania Steel Company does well to encourage its men to train themselves for better positions by means of the extension course. For the more efficient its men the bigger the dividends of any plant.

Governor Tener has recognized ability and unusual energy in the re-appointment of Thomas J. Lynch as a member of the State Water Supply Commission. Mr. Lynch has exhibited in all his activities on Capitol Hill the elements that constitute a high type of public service, and his reappointment is a proper recognition of his efficiency and fitness.

That Poultry Show that is coming along in fine shape should attract hundreds of people to Harrisburg, which is rapidly becoming the Mecca of all interested in scientific pursuits of one kind or another, including the development of the best breeds of poultry.

Democratic State headquarters have been returned to Philadelphia. We're sorry to lose the optimistic gentlemen of the staff. They were always cheerful and always hopeful and their prophecies invariably encouraged the Republican forces.

A Pittsburgh scientist declared Niagara Falls will run dry in a thousand years. Always something to worry the liquor men. If Niagara's going that way, too, the sentiment over the States must be terrific.

Annville's Kreider shoe factory employs a contributing car load of it in four to the Belgians. Those Pennsylvania Dutch are as generous as they are thrifty.

A gem expert says that war has halted the production of diamonds and prices will increase steadily. Another contribution to the high cost of living. If you have any troubles or complaints of any sort, tell them to the Public Utilities Commission. It has nothing to do until to-morrow. It is costing the Federal League a pretty penny to put that new Plank in its platform. Cheer up about your coal bills; according to the Telegraph files of fifty years ago the mercury was below zero.

EVENING CHAT

Harrisburg has at least one merchant who should make a study of bank notes. He raised all sorts of arguments the other day when a customer offered one of the new Federal bank notes, of the five dollar denomination. This merchant evidently had not read of the arrival of the new notes. The customer had made a purchase and presented the bill. The merchant looked the note over carefully on both sides, put on his glasses, read the numbers and read the inscription at the bottom of the note. Handing it back to the customer the merchant remarked, "That note is no good. It is a counterfeit." When told by the customer that the note came from a bank the merchant insisted that the customer was mistaken, and that no bank would ever allow a note that kind to go through. During the argument another customer came in. Overhearing the remarks, the late buyer asked to see the note. He pulled two notes of similar design and denomination from his pocket, compared his money with that of the first customer, and remarked: "If that note is no good, I have been golly bricked, and by a bank cashier. I just had a check for one hundred dollars cashed and here are a few tens and fives the cashier gave me." The merchant remarked, "I'm beat. Thought I knew all about money. Guess I had better study up. Some fellow is liable to come in here with a real counterfeit and get me."

Speaking about those new Federal bank notes, Uncle Sam is in trouble once more. Many of the first issues from the Philadelphia Federal Reserve Bank of fives will have to go back. A typographical error appears on the front of the note, and the United States government will not permit any more to be put into circulation. Whoever was responsible for the error may be hunting a job by this time. The mistake will cost the United States many thousand dollars. Many of the notes may never get back. These five dollar notes have been in circulation for some days and no doubt have reached States in the South and will be overlooked by ninety-nine out of every hundred persons. You have to be shown. The engraver failed to provide a space between the words "plank" and "America." It does not hurt the value of the note, but as stated, Uncle Sam must have his money perfect, and banks have been ordered to return to the United States treasury all defective Federal bank notes.

The filing of expense accounts at the Capitol has been productive of some funny things. One man sent a long statement without swearing to it as the law required, and another man, a gubernatorial candidate, filed a statement sworn to, but not signed. One of the oddest experiences was with a man who called upon a proper telephone and became indignant when one of the clerks refused to read the whole report to him over the wire.

Among the Harrisburg boys who are making good in South America are two sons of John Paget, the florist for almost a generation at the State Hospital in this city. Alfred Paget, another one of the sons, John P. Paget, went with Colonel Francis Shunk to Ecuador to work on the construction of the new Guayaquil and Quito railway, a distance of about 1,000 miles between the two principal points over a most difficult route, one river being crossed thirty-seven times by viaducts. About ten years ago Alfred Paget, another son, joined his brother in Ecuador and is now treasurer of this railroad company. For years John was superintendent of the new line after its completion, but is not a proper contractor on his own account. Both boys were home last Spring and returned to Ecuador in June. They have had many interesting experiences. John was stricken with yellow fever after being at Guayaquil about eleven years and was regarded as practically dead when a mercantile medical expert arrived and saved his life. He is now immune to the disease and his friends refer to him as one back from the dead, calling him the "new John Paget." On their return to Harrisburg a year ago the young men had as their guest the minister from Ecuador to the United States. Thus do Harrisburg boys go out into the world and make good wherever they go.

Eels are the cheapest dish on the market at this time. A large bunch of those caught in the Susquehanna and nearby streams may be bought for 10 cents—enough for a meal for even the largest family. Eels came pretty near being treated as delicacies when they were sold at the several market houses, all of them by men who had taken them from nearby creeks and the river. The run is said to be unusually large this Fall and while the eels are not very big they average a good size for the table.

WELL KNOWN PEOPLE —John M. Justice, of Philadelphia, has gone to St. Petersburg, Fla., for the winter. —John D. Hoffman, Republican candidate for Congress in Mitchell Palmer's district, got off easily. He spent less than \$50. —W. C. K. Fisher, well known here, has been elected head of the Reading Grocers' Association.

—Colonel C. E. Hyatt, of Chester Military Academy, is in demand to hold reviews these days. —R. D. Heaton, just elected to Congress in Schuylkill county, was defeated last year by the man he defeated last month. —George H. Brooke, of Philadelphia, has been at Lakewood for a while.

DO YOU KNOW That Harrisburg is headquarters for important railway mail activities and that many men start from here?

The Retailer Sells Service The retail storekeeper sells service, charging a profit. He gathers merchandise from a multitude of sources and distributes it to consumers. He usually safeguards his customers with his guarantee. A good merchant tries to give his public what it wants. For this reason the modern merchant turns towards national standard products when they are advertised in the newspapers. He knows his customers are newspaper readers and will want to see these newspaper advertised goods. For this reason the up-to-date merchant backs up the manufacturer's newspaper advertising by putting the goods where people can see them.

PLEASE COST OF CAMPAIGN SHOWN

Final Statements of Cost Indicate That It Will Run Well Over a Million Dollars

COMMITTEES REPORT McCormick's Report Shows That He Spent Less Than He Did During Primary Fight

The tremendous cost of the recent campaign for the political parties and the various candidates is well illustrated by the last accounts to be filed at the Capitol. The time expired last night and while it may take days to figure up what amounts were expended it is safe to say that no campaign in recent years has been so immensely expensive. The accounts filed on the last day may run over \$500,000 and the whole cost of the campaign go considerably beyond a million and a half.

The Republican State committee's accounts show expenditures of \$238,201, with contributions of \$153,896. \$4,000; Washington party State committee, \$1,500; Dauphin county Democratic committee, \$1,600; Dauphin county Washington party committee, \$750; Palmer-McCormick League, Harrisburg, \$250; Palmer-McCormick League, Dauphin county, \$100; Central Democratic Club, Harrisburg, \$250; total, \$21,450. McCormick's other expenses were traveling items, etc.

Francis J. Gildner, treasurer of the Frank M. Trexler Nonpartisan Campaign Committee, reported total receipts of \$2,662.50, of which Colonel Harry C. Trexler, his brother, gave \$1,662.50; the candidate himself, \$5,000, and Edwin G. Trexler, \$5,000.

OUR DAILY LAUGH INTERESTING. Kind sir, I've walked twenty miles to-day and— Dear me! How interesting! Go ahead and keep it up; you might break the record.

THE KITTY'S BACK By Wing Dinger The Campaign Kitty's back again. Perhaps before the race was run. Somebody did get wise. And guessed what the result would be. And that's the reason why The Kitty since the primary Was not so bloom'n' high. But then at that, I'll tell you so, Some twenty-thousand beans Is to my mind a goodly sum To give the count's commercial bank And put into a losing game— I wonder how much tin Would have been spent if there had been A single chance to win.

IN HARRISBURG FIFTY YEARS AGO TO-DAY [From Telegraph of Dec. 4, 1864] Two people had their pockets picked at the Union depot to-day. Loss in money, \$710, and a \$400 note.

Institute Opens County institute opened a two-day session at Middletown this morning. City teachers attended.

George Weaver Heads Paxton George F. Weaver was elected president of Paxton Fire Company last night.

NEWS DISPATCHES OF THE CIVIL WAR [From Telegraph of Dec. 4, 1864] Congress in 38th Session Washington, Dec. 4.—The second session of the 38th Congress met to-day.

Where is Sherman? Richmond, Dec. 4.—Sherman's whereabouts are not positively known here.

Capture Pirate Ship Port Monroe, Dec. 4.—A pirate ship was captured near here.

RETURNING TO NORMAL [From the New York Sun.] Business is once more finding its feet on firm ground. When the very foundations of finance and commerce rocked four months ago in the economic convulsion attending the outbreak of the war in Europe it was difficult to believe that a sure footing would be recovered in anything like the comparatively brief interval which has since elapsed. The banking and business community, however, kept its head despite the difficulty of "keeping its feet," and as a result almost normal conditions have been restored.

New York City is always the center of any financial disturbance that visits the United States. Here the country's primary markets for money, securities and foreign exchange are maintained and here the country's commercial balances are ultimately settled. Testimony of the country's return to the normal is in no respect more convincing than in the announcement that the New York Clearing House banking institutions have retired all the loan certificates which began to issue in August to enable members to effect temporary arrangements of accounts among themselves without using reserve money. In the issuance of clearing house certificates was an emergency measure of the first class sanctioned by experience in grave crisis, and the promptness with which it was made undoubtedly helped to render the crisis last August less acute. On previous occasions in our financial history employment of measures of the sort was almost invariably too tardy and timid. On this occasion our bankers acted with resolution and celerity, and in consequence the banking position was almost overprepared for trouble, a virtue and not a fault in that violent panic was prevented precisely because

Tomorrow, Saturday, Dec. 5 AN EXCEPTIONAL OFFER OF Hart Schaffner & Marx HIGH-GRADE BLUE SERGE SUITS Values \$20, \$22, \$25, \$28 and \$30 AT \$15.00 The Reason For This Sensational Offer at This Time of the Year Is TOO MANY BLUE SUITS IN STOCK NO C. O. D.'S ALTERATIONS AT COST NO APPROVALS H. MARKS & SON 4th and Market Streets

It was so adequately anticipated. It is interesting to note that while the latest issue of clearing house certificates in New York was outstanding for a shorter period than in the 1907-08 panic crisis or in 1893, much the largest total was issued this year. The previous record was made seven years ago, but was exceeded in the last few months by \$23,835,000, and the maximum amount recently outstanding at any one time was \$20,765,000 greater than in 1907-08. There is, in the aggregate of clearing house loan certificates taken out and issued to the last cancellation, striking proof of the extent to which the financial situation has been adjusted to the circumstances of the European war.

EVERY GIRL APPRECIATES A BRACELET And Watch-Bracelets make ideal Christmas gifts, not alone because of their particular beauty, but because of their special usefulness. We've a profusion of Bracelets of every description—your choice can be made easily and at a surprisingly low price. Make your Christmas selections now—pay a small deposit and we'll gladly hold it for you until Christmas. Watch Bracelets, with Swiss, Elgin and Waltham movements, guaranteed for 20 years—gold filled cases and bracelets, at \$6.50 to \$25.00 Solid Gold Bracelets, oval and flat bands in every width, plain and engraved, at \$1.00 to \$10.00 Bracelets, set with Cameos, Amethysts, Topaz, Garnets and Sapphires—all beautiful mountings, at \$3.50 to \$7.50 Diamond Bracelets in a wonderful variety at \$8.00 to \$200.00 Tangle Bracelets, the latest fad and worn very effectively over gloves—plain and engraved, at \$1.00 to \$3.00 Bangie Bracelets, solid gold, gold filled and silver, plain and engraved, at 50c to \$4.00 Baby Bracelets, solid gold and gold filled, plain and engraved, at \$1.00 to \$4.00

Jacob Tausig's Sons DIAMOND MERCHANTS AND JEWELERS Reliable Since 1867. 420 Market Street Open Evenings.

ALWAYS Insist on Getting A Well-Known Merchandise Don't Buy "Orphan" Brands A WORD TO DEALERS BUYING an advertised article is, in a true sense, treating your customers courteously, and giving them good service. Good service includes giving them the well-known brands of merchandise they see advertised. WHEN YOU buy merchandise without a Brand or Trade Mark, you buy an "Orphan" Brand, something that has no hallmark of fame, nothing to distinguish it from common, ordinary merchandise. IN fact, customers buy more quickly and are satisfied. They like to trade with reliable dealers, because they know that some spurious article or "Orphan" Brand is not being palmed off on them as "Just as Good." WHEN YOU buy merchandise you always insist that you "Get What You Ask For." You will find it pays and is the best business policy to give your customers what they ask for; try it—and build a greater store. "Get What You Ask For" National Anti-Substitution League, Philadelphia