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WEDNESDAY EVENING, JAN. 12

Ignorance is not innocence, but sin. Browning.

WILSON AND BRYAN

POLITICIANS of experience rarely ever write letters on subjects which may rise to plague them thereafter. Woodrow Wilson and William Jennings Bryan are two exceptions to this rule. Both have written letters within the last two years which they probably wish they had not written. The President's missive was on the question of the one-term plank of the Baltimore convention of his party and the letter which is now giving Mr. Bryan trouble is on the same subject. Bryan says the one-term plank was merely an expression of policy. Wilson says:

A fixed Constitutional limitation to a single term of office is highly arbitrary and unsatisfactory from every point of view.

Notwithstanding the straightforward declaration of the Baltimore convention on the question of one term for the President, both these party leaders have repudiated the declaration and are now endeavoring to twist the language to suit their present purposes. In the case of the President, he is doing his utmost to have it appear that the plank was in no sense a personal declaration on his part; that he wrote Mr. Palmer a letter in 1913 repudiating the limitation of service and declaring that he would be guided in 1916 by public opinion as to whether he should again be a candidate.

With Mr. Bryan it is somewhat different. He is now confronted with his own interpretation of the Baltimore plank which he gave to a member of Congress back in 1913, declaring that the one-term plank was intended merely as a declaration of policy and should not be binding on any individual until legislation had been passed. In 1913 Wilson and Bryan were sleeping in the same bed. To-day they are not even stopping at the same hotel. Both are construing the one-term plank as best suits their present attitude on the question.

As for the public, it must accept as the only possible conclusion the inference that a declaration upon any important issue by a Democratic national convention is a mere sop to the voters and must not be taken literally. Manifestly, President Wilson determined early in his administration to repudiate the Baltimore pledge of his party. Just as manifestly Bryan in 1913 proposed to help the President in this act of repudiation. At that time the Nebraska hoped to continue as the premier of the Wilson administration, but things are different now.

The whole thing is characteristic of what has been transpiring at Washington under the present national administration. Weather-vane policies have been the rule and ground and rocky tumbling the chief attribute. It remains to be seen to what extent the American people will overlook these manifestations of White House back and filling on matters of party doctrine and administrative principle.

If Pennsylvania has too many statesmen within the Republican party for continuous harmony, the suggestion that the State be divided might have some force in certain quarters.

EIGHTY-FIVE YEARS

ANOTHER birthday has been celebrated by the Telegraph and as we look back through the long vista of the years, especially in this community, what wonderful changes have been wrought. Eighty-five years ago this newspaper was founded and in all the time that has since elapsed it has been a steadfast exponent of the welfare of the people in the considerable territory embraced within its field.

Harrisburg was little more than a village when the Telegraph was launched upon the uncertain sea of newspaperdom, but it has grown far

and wide as one of the progressive cities of the country and this newspaper has sought in every way to reflect the spirit of the people, their hopes and aspirations, and to guide, so far as it is possible for a newspaper to act as mentor, the destinies of the enlarging community.

To-day—at the beginning of its eighty-sixth year—the Telegraph pledges its best efforts for the growth and prosperity and happiness of all the people. It has seen much of transition and transformation during the long period of its existence and with optimism born of confidence in the people it looks forward to even greater things for Harrisburg than were even dreamed of in its earlier days. Thrice during these eighty-five years the country has been at war, but out of these struggles the republic has emerged stronger than ever before, and the very dangers which now menace the United States from beyond the seas are likely to bind us together more closely than in the past.

For generations many families have been receiving the Telegraph into their homes and the children's children continue to welcome this newspaper as a friend of the family. This good will is an inspiration to still greater effort and we want the ever-enlarging army of readers to realize how greatly this friendly attitude toward the Telegraph appreciated in every department of the newspaper.

We face the future with confidence—confidence in the character and industry and public spirit of our citizenry—confidence in the integrity of our institutions and confidence in the ability of our people to work out the problems which must be solved for the good of all.

There can be only one conclusion as to the prosperity which is involved in the plan, but to go after the State Steel Corporation's untitled orders aggregated almost 5,000,000 tons on December 31. This prosperity in the steel business seems to be reaching out in every direction, the Pennsylvania Steel Company having given notice of an increase in the wage scale. That brings the results of expansion close home.

THE PENNSY'S RECORD

HARRISBURG has always been more or less an admirer of the Pennsylvania railroad, to which it owes a large degree of its prosperity, and while there have been times when the city and the company differed, old Father Harris stands today with hat doffed to the railroad system which presents to the public a record of 361,572,114 passengers carried safely on 2,400,000 trains in the past two years without one death due to train accident. The world offers no feat in railroad management by way of comparison. Europe with all its boasted efficiency knows nothing like it. The officials deserve all of the congratulations that have been heaped upon them. But General Manager S. C. Long passes the credit for the remarkable achievement in "railroading" along to the men, saying to them in a special bulletin that "in this great honor every employe shares."

This is giving praise where praise is due and Harrisburg is proud that it is so, for our population is made up so largely of railroad men that we have been for years calling ourselves a "railroad town." Such results are only possible where men are careful, intelligent and conscientious in the performance of their duties. There is no class of men who give of these qualities more generously to their work than do railroaders and it is a pleasure to note that they are getting due credit for their devotion to duty and ability to handle the difficult work entrusted to them.

Again Colonel Roosevelt has withdrawn his name as a candidate for President, but notwithstanding his friends throughout the country are insisting that he will be the Chicago nominee.

THE COAL PRICE PROBE

THE probe of anthracite coal prices in Pennsylvania should be deep and thorough. The commission appointed yesterday by Governor Brumbaugh for that purpose will have the sympathy and support of the purchasing public in whatever it may do. There are many things concerning the hard coal trade that the people would like to know about. Much mystery has surrounded many transactions and price-fixing understandings. The consumer is entitled to have full information concerning the cost of production, transportation and profits. Coal is a household necessity and is a very material item in the expenses of every family. The consumer does not object to a legitimate profit for operator, wholesaler or retail dealer, but he does object, and most strenuously, to paying from 10 to 25 cents additional on the price of anthracite because the State has placed a tax amounting to only a small fraction of that amount on each ton of coal mined.

Also, he wants to know why, since this tax has been declared unconstitutional, prices have not been correspondingly lowered and why the money he contributed toward this tax is being withheld by the operators. Who is to get this money? Are the mine owners to keep it? Shall the State acquire it by exchequer, or is it to come back to the consumer who paid it?

These are only a few of the questions the commission appointed yesterday will be expected to answer. Governor Brumbaugh has chosen what appears to be a fair-minded, thorough-going and disinterested commission. Beyond question he is just as anxious for results as is the public, and the hearings of the probers and their report will be awaited with keen interest.

That "working majority" which the Democrats have in the Senate seems to be of the opinion that each man in it has a different job.

Austrian statesmen dismiss the Ancona note from serious consideration with the words: "It was written for political purposes." This is a sweeping judgment of American diplomacy as practiced by a Democratic administration, but who can say it has no basis of truth? Blaine's notes, and Hay's notes, and Root's notes were not so regarded either at home or abroad. Republican administrations were listened to with respect by all the world.

This administration is about to practice some real diplomacy. In Illinois the Roger Sullivan crowd are fighting for supremacy in the Democratic party. Each will have a slate of candidates for delegates to the St. Louis convention, all pledged to Wilson. And Wilson will not disavow either slate, as the Illinois law permits him to do.

Congress is to be asked to establish a civil service court, so that no servant of the Government can be removed without a hearing. The President, we suppose, will exhibit an "open mind" on it; but Mr. Burleson is dead against it.

Politics in Pennsylvania

By the Ex-Committeemen

Ex-Congressman A. Mitchell Palmer, who undertook what he termed "a siege of Penrose" during the senatorial campaign of 1914 and was routed horse, foot and supply train in a manner truly historic, is now beleaguered by the leaders of his own party. Democratic county leaders from various parts of the State have started a campaign to capture the national committeemanship, Palmer's only claim to recognition in the Democratic party and from all accounts the assaults upon the Monroe county lawyer's leadership are going to be as vicious as those made by Palmer and his pals when they took the honors from the old Gutfey organization.

The plan of campaign is not only to make a fight for control of the delegation to the Democratic national convention, but to go after the State committee as well and the same time demand the dismissal of several of Palmer's appointees at Washington. The Wilkes-Barre postmaster in which it is charged that Palmer interfered with a Congressman's right to name the postmasters in his district, thereby violating the Democratic declaration, was the signal for the start of the fight. G. C. demanded that Palmer's man Nicholas in one of the congressional appointments be dismissed in favor of Robert X. Brown, of Meadville, who was a national delegate in 1912 and almost upset Palmer's control of the delegation.

The two postmasterships in northwestern Pennsylvania announced yesterday are understood to be likely to make trouble for the Democratic machine. Another State postmaster may be expected to be held shortly to revise the list of postmasters so that men selected will not stir up the animals. The Philadelphia Old Guard and the Brennan organization in Allegheny county are showing signs of coming back and the State Chairman Morris is said to be worried over the reports from the interior.

Announcement of the candidacy of Philander C. Knox for Senator will be followed by a number of announcements for State nominations. Senator Snyder of Pottsville, is regarded as the leading candidate for auditor general and last night the name of Speaker Charles A. Ambler, of Montgomery, was put into the hat. The speaker's name had been heard before and the Philadelphia Press says he will be the candidate of the State administration and the "ares" intimating that others will support Snyder. The State treasuryship is variously assigned to Senator C. Kline, Pittsburgh; H. M. Kephart, of Connessville; J. Lee Plummer, of Hollidaysburg; James P. Woodard, of McKeesport; Baldwin, of Pottsville; Chadd's Ford, according to the wish of the assigner with more candidates likely.

A movement has been started in Pittsburgh for the formation of a committee to boom the general manager plan, in other words to throw out the mayor and council and adopt the Darton plan. Naturally, there is opposition.

The editorial of the Scranton Republican declaring for harmony in the Republican party is regarded as very significant and is being closely read on Capitol Hill. The Republican reflects the views of the great body of northeastern Pennsylvania Republicans.

Mayor Smith is making inspections in Philadelphia and meanwhile things are going smoothly in the new Philadelphia office.

The Northampton county controller's decision will govern in the whole State as far as counties of that class are concerned. It ends half a dozen incipient fights.

The Philadelphia Ledger appears to have dropped its campaign to secure public interest in the chances of a fight in the State organization. To-day it heralds the action of the Progressives at Chicago as opening the way for reunion. Even the Philadelphia Record sees no cause for trouble in the Republican party note.

The Republican members of Congress from this State will select their member of the congressional campaign committee and the Koo-Nashville Southern Lumberman.

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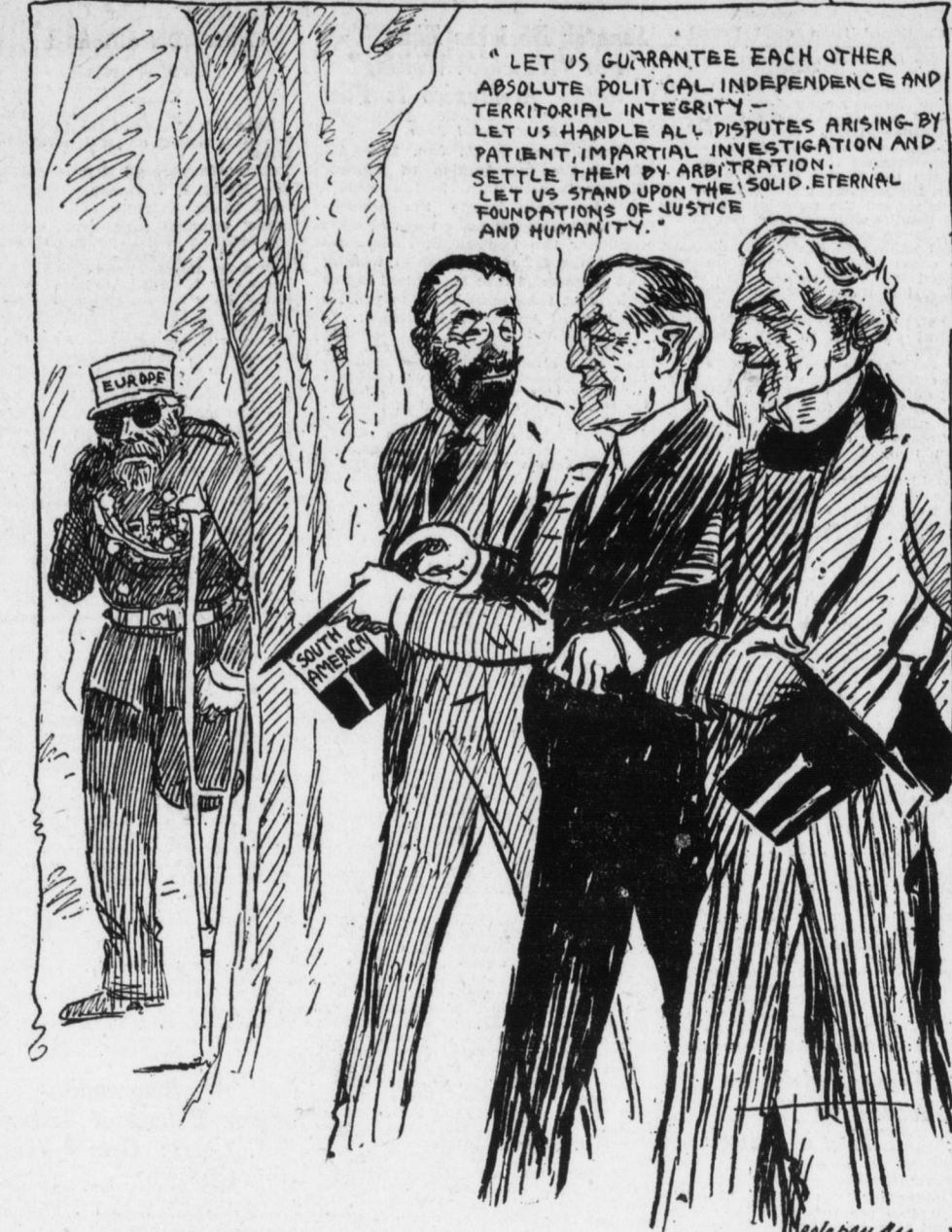
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THE CARTOON OF THE DAY

EUROPE:—"IF I HAD ONLY DONE THAT!"



—From the Ohio State Journal.

TELEGRAPH'S PERISCOPE

—How strange are the ways of fortune—muskrat skins made it possible for Astor to wear the ermine.

—That's right. Investigate the prices of coal. Go as far as you please and call all the hard names you want. The public's with you.

—If only somebody will find a way to use shrapnel profitably after peace is declared, we won't need a protective tariff to insure our prosperity.

—Every man believes it is the duty of all good citizens to serve on the jury—until his own name is called.

—Dr. Dixon has discovered that grip germs and pneumonia germs live side by side in perfect harmony. We are not surprised. Those grip germs are mean enough for anything.

—We begin to suspect that President Wilson does not hold the Progressive leaders in such high esteem as he did a brief time back.

EDITORIAL COMMENT

Austria is plainly eager to preserve our friendship, but she feels differently about our citizens.—Kansas City Star.

A London editor lets us know that England will never permit Germany to capture America. Thanks, awfully.—Galveston News.

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TO-DAY'S EDITORIALS

Philadelphia Press: Mr. Wilson as the Democratic nominee will have many things to answer for, among which is the prostration of American industry which his tariff law began and the European war interrupted. That he smashed and repudiated a portion of a Democratic platform is a matter on which the people generally will not be disposed to call him to severe account.

Philadelphia Record: It does not matter greatly whether our navy is the second, third or fourth in rank among the world's naval powers. What is of importance is that our navy be strong enough to meet every emergency that could reasonably be anticipated. If a navy of the second rank will not answer the purpose, then we shall have to outrank every other naval power on earth and stand first. If a smaller fleet would serve, however, it should not greatly distress us if two or three or even more navies should be bigger than that of the United States. What perils await us is a question to be answered by far-sighted statesmen.

What naval power would be required to ward off or meet these perils must be determined by naval experts. This concern over our rank as a naval power is childish.

New York World: The arrival of the Adriatic with only twenty-eight passengers in the steerage brings to notice again the fact that the war has shut off New York's chief sources of household help. No more young girls of Germany or Britain come knocking at the kitchen doors. They are doing men's work for men's pay at home.

WHERE YOU BUY

The Salespeople
By Frederic J. Haskin

THE salesman, meaning also the saleswoman, is more and more the deciding factor in success or failure of a retail store. He is no longer a mere automaton who hands out goods and makes change, but is the real personality of the business. His calling is being hailed as the fourth profession; university courses in salesmanship are being established, and there is quite a mass of literature on the subject.

This great importance of the modern salesman may seem a trifle illusory to the clerk who is trying to live on \$3 a week. It is true that the rewards of salesmanship are not high. They run from \$3 to \$40 a week; the great majority of the profession gets less than \$10, and few of them ever achieve a salary of more than \$18. But the conditions of their calling are steadily improving. By national advertising and the wide distribution and standardization of products, the prices and profits of the retail business are rapidly becoming uniform. All of the stores have goods of about the same quality for the same price. Hence the service rendered a customer by the salesman has come to be the deciding factor in success. It follows with logical certainty that the salesman must become a more efficient and better paid individual, and there is already a strong upward trend both in efficiency and salaries.

Scientific management is just beginning to be applied to the retail business as it has been used in factories for years, and its being directed almost wholly to raising the efficiency of the salesman and putting his pay on a logical basis. The larger stores of the country are now giving examinations to test the ability of their prospective employes, are holding classes and lectures to train them, and are testing the amount of work each can do in a day in order to pay him exactly what his efficiency and the profits of the business permit.

Schools and colleges are aiding big stores in their efforts to obtain trained employes. Not only public schools in several cities, but one university—that of Wisconsin—are giving regular courses in salesmanship. The University of Wisconsin has a correspondence course and a circuit lecturer on the subject, and has obtained remarkable results. One advertising man in a department store was advanced from a salary of \$1500 a year when he had completed the course. His success resulted in the enrollment of the entire force of employees from that store. Another enterprising lad took the course and went from a shop in a small Wisconsin town to the head of a selling department in a Chicago mail order house. A man thirty-two years old, who had been a retail salesman for

John M. Reynolds, former lieutenant of Governor Penrose, was here yesterday for his first visit to the city in months, was welcomed by his many friends at the Capital and about the city. Mr. Reynolds said that he came here to chat with the Governor and to see some of his friends.

Jonas G. Diffenderfer, former prothonotary of Dauphin county and active in a number of the gas companies in this section, is now a resident of Pittsburgh where he is engaged in a number of enterprises. Mr. Diffenderfer also has interests in Detroit and other places.

WELL KNOWN PEOPLE

Dr. Hobart A. Hays, prominent Philadelphia medical man, has been selected as a member of the municipal commission to study pneumonia.

Col. H. C. Trexler, of Allentown, has been named as chairman of the board of directors of the Lehigh Valley Transit.

Samuel T. Wagner has succeeded William Hunter on a number of the board of directors of the Pennsylvania Museum.

Levi L. Rue is the new head of the Philadelphia Clearing House.

John P. Kerr, who as president of the Pittsburgh council, has stirred up the animals, is a physician.

DO YOU KNOW

That Steelton rails are in many a street railway system throughout the country?

HISTORIC HARRISBURG
Harrisburg had a State fair back in the sixties.

VINDICATING "JIM"

[From the Kansas City Star.]
In the early days of Kansas City "Jim" Bridger, trapper and scout, used to come home from the Far West and tell of a big lake of salt water, a spring that spouted hot water, a river at the bottom of a canyon a mile deep. The folks of that day did not mind words when speaking of Bridger. They said he was "the greatest liar in all America."
This year, because of the war, more people than ever before have been traveling in America. Secretary Lane, of the Interior Department, says in a report that the people of this country spent \$100,000,000 this year traveling about their own land, instead of spending it abroad. They have been seeing the things that "Jim" Bridger told the people of Kansas City about so many years ago.

Ask Questions

The road to knowledge is paved with patient inquiry. And knowledge is the armament of power.
Advertising was born from the spirit of inquiry. It is designed to answer questions.
It is planned to tell you of men and merchandise. It is written to keep you informed.
For this service the advertiser's reward is your good will and your patronage.
Read the advertising in the Telegraph.

OUR DAILY LAUGH

NOT TO BLAME.
You're charged with fighting sir, began the justice to the laundryman.
When people give me cuffs, I try to do 'em up, was the reply.

JUST SO.
She: I don't know what millionaires see in chorus girls.
He: No—nor on 'em, either.

WHAT HE KNOWS

[Kansas City Star.]
Travel is an education in itself. Mr. Henry Ford, who has just returned from a hurried trip to Europe, learned something there about the war. It cost him a large sum of money to learn it, but it is worth the price, and if the American people can learn the same lesson vicariously through Mr. Ford's experience the peace ship expedition may be accepted as a great success.
Mr. Ford learned, according to a statement made by him in New York yesterday, that the war was not brought on by the bankers and manufacturers of munitions and armaments, as he had believed, when he left America. Now if Mr. Ford will put the muffler on his press bureau which has been sending out what he now knows to be misinformation about preparedness, the country will be benefited. Specifically, the statement of fact being circulated by his peace agents is that one in which preparedness is denounced as a campaign of "cooked-up enthusiasm now being conducted throughout the country by the munitions interests."