

USE PASSES BIG SUNDRY BILL of Annual Appropriation Measures Now Goes to the Senate

Washington, March 1.—The House last night passed the last of the appropriation measures, the \$200,000 sundry civil bill. The measure now goes to the Senate, where many other money measures are awaiting action. Successful efforts were made to amend the bill to provide for the federal employment service for next July 1. An amendment to appropriate \$50,000 for the service was ruled out of order by Representative Gar-

rett, of Tennessee, acting speaker, who said the bureau had never been authorized by Congress. The decision was sustained by a vote of 114 to 55. Some of the larger appropriations carried in the bill were \$96,000,000 for the treasury; \$628,000,000 for the Shipping Board and Emergency Fleet Corporation; \$24,000,000 for the War Department; \$18,000,000 for the Interior Department; \$8,900,000 for the judiciary; \$9,800,000 for the Department of Commerce, and \$3,000,000 for the Department of Labor.

Senate Takes Final Action on Census Bill Washington, March 1.—Final action was taken last night in the Senate on the bill providing for the decennial census of 1920. The conference report on the measure recently adopted by the House, was approved by the Senate and now goes to President Wilson.

The Motor Dealer & Service Salesmen As They Should Be

Article No. 8 By L. H. HAGERLING

In the old days the motor car salesman told you not to buy from this or that house, because this or that owner had a grievance. In all probability the actual causes of the troubles were never determined. It is an actual fact that many knocks have been passed on because only one side of the story had been presented and an undue injustice has been placed at some dealers door due to this fact.

You have experienced a motor car salesman who makes no direct assertions of detrimental character but leaves inferences, watch that salesman and see how long he holds a position and to what degree he succeeds. An enterprising dealer will not tolerate such representation. It is a reflection upon his own merchandise.

Disparaging statements come back and act like a boomerang. The dealer who succeeds invariably associates himself with a good car and a good factory and grows as they grow. He is too busy with his own business trifle with knocking.

You have often heard it said that there are few people who can think in more than three figures. Just as soon as the man begins to get into four figures and higher he is beyond this thinking step. It is true that there must be capacity for growth.

The man who aims high must have the necessary ability and qualification, do you believe these qualifications are obtainable by knocking? The salesman who has an agreeable personality, a smiling face, business force, common horse sense, alertness, industry and stick-to-it-iveness, will go far on the road to success. There is no magic formula that can be used in the sale of automobiles. Good hard work and a lot of common horse sense form the basis of selling success.

There are six big points that command the salesman when closing a deal: Attention, interest, study of

the customer, successful reasoning, study of your goods and loyalty to the house and cost.

Salesmen should be given proper training. The automobile dealers who do not train their men not only lose the valuable time of the men but also the money that is involved. The men first must have the foundation upon which dealers may start to train.

Coarseness, vulgarity, the lack of education in goods handled, untidiness of dress and person, objectionable habits and accomplishment of this order are quite sufficient to bar the salesmen from properly representing an energetic automobile house.

The best salesmen grow up with the dealer and should be as much of the institution as the proprietor himself.

Many salesmen read too little. Reading makes a full man. Knowledge is a power. The man who knows most, with other units being reasonably equal accomplishes most.

This subject is a large one and I can hardly cover it fully in this letter. The above are briefs. The motor car industry is an individual occupation of itself. It merits and demands study and experience.

Congressman Kiess Says U. S. Soldiers Should Be Brought Home at Once

Congressman E. R. Kiess, of the Lyncoming district, recently returned from a tour of the war area in France and he is speaking his views without hesitation. He says: "Unless the sanitary conditions at the ports of embarkation are rapidly improved, many boys who escaped death in the trenches will meet it in these camps awaiting orders to return to America."

"I am satisfied that the most important work the War Department can do now is to take immediate and drastic action to improve these conditions. In view of the fact that for a year and a half these ports of troops have been used for the debarkation of troops, it is not naturally supposed that within this time adequate facilities for the care of troops would be provided. I can think of no reasonable excuse for the present deplorable conditions and it is my purpose, at once, to call the attention of the secretary of war to this matter and urge him to take immediate drastic action."

Boys Eager to Come Home "I talked with many officers and soldiers from every part of the United States and they all seemed pleased to see a civilian from 'back home' and to hear some news from the states. I was glad to see a number of boys from home, but most of our Pennsylvania troops were in the army of occupation and I therefore missed seeing them. Everyone had interesting stories to tell of the war and I found the officers and privates return home as quickly as possible. One need not remain long in France and I can sympathize with the soldiers in their desire to return. Home looks mighty good to me."

Favors Their Return It is most natural now that the armistice has been signed and the fighting ended, that they should want to return home, feeling that the object for which they crossed the seas has been attained. Personally, I heartily favor the return of the troops as rapidly as possible and believe that every effort should be made to expedite their return and demobilization. There is a feeling that those who have been the longest in combat service should be the first to be returned. I would leave the work of policing Europe to the European countries, and am convinced that the reconstruction of devastated France and Belgium is a problem to be dealt with by the civil rather than the military authorities.

French Overcharge "Conversation with the soldiers and officers disclosed an unfavorable opinion of the French because of their mercenary attitude. Complaints were well nigh universal that the Americans were overcharged for everything they had need to purchase. It is currently reported and quite generally believed that the French have three prices for every commodity. The French soldiers and civilians pay least, the English next highest and the Americans are compelled to pay the most. Severe criticism and vigorous resentment of this treatment are very generally expressed by our army, especially in view of the sacrifices they have willingly made to keep France from passing under the heel of a brutal conqueror. It is estimated that the American soldiers spend twenty-five to thirty million dollars per month in France.

Wide Powers Given Minister of Transport of British Kingdom

London, March 1. — Publication of the government's transport bill, which has been introduced in Parliament, shows that it will give the minister of transport complete control over every conceivable form of land transport. The bill provides that complete management of the railways of the United Kingdom is to be conducted by the State for two years, partly to enable the government to make the railways pay dividends and partly to facilitate the movement of men and material during the period of reconstruction. Complete power is given to the minister during the two years to settle all railway rates and charges, salaries and wages and conditions of employment and to make any alterations in the policy of the roads and accounts that he may deem desirable. The minister is authorized to purchase various kinds of railway companies by agreement or by compulsion.

Police Chief Gets Eighteen Months For Concealing Crime Salem, N. J., March 1. — Chief of Police Clarence Fisher, of Penns Grove borough was sentenced in the Salem county court today to not less than 18 months nor more than three years on a charge of accepting money to conceal crime. His fellow officers, Joseph L. Money, Charles Stiles and Cooper Sparks were given, respectively, four, three and six months on the same charge. The men were also fined \$100 each.

131 YANKS ARE REPORTED DEAD

Three of 19 Yanks Killed are Pennsylvanians; Disease Kills 94

Washington, Mar. 1.—Among the 1063 names included on four casualty lists issued by the War Department to-day, are included 131 deaths from various causes. Three Pennsylvanians were killed in action. The casualties are summarized as follows: Killed in action 19 Died from wounds 14 Died from accident and other causes 4 Died from disease 94 Wounded severely 109 Wounded (degree undetermined) 487 Wounded slightly 326

Total 1063 Pennsylvanians mentioned are:

- KILLED IN ACTION** Privates: Giovanni Camuti, Barnesboro; John Kasiewicz, Mount Pleasant; Joseph Seltzer, Philadelphia. **DIED FROM WOUNDS** Private: John J. Velkine, Newfoundland. **DIED FROM ACCIDENT AND OTHER CAUSES** Captain: Howard H. Henry, Fort Washington. **DIED OF DISEASE** Private: Harry Edward Hilton, Coatesville. **WOUNDED SEVERELY** Edwin O'Connor, Warren. **Corporals**: Willard Dettrey, Mount Carmel; William A. Kershner, Towanda; Theodore W. Strausser, Philadelphia; Joseph D. Platt, Hellertown. **Private**: James P. Edgington, Worthington. **KILLED IN ACTION** Private: William George McCreary, Mechanicsburg.

- DIED OF WOUNDS** Private: Michael Butora, Farrell. **DIED OF DISEASE** Lieutenant: George L. Walter, Jr., Pittsburgh. **Sergeant**: William Sibel, Philadelphia. **Corporal**: James D. Mack, Leechburg. **Privates**: Joseph Bain, Philadelphia; Arthur M. Behrman, Elkland; Ernest J. Conell, Windber; George Jones, Philadelphia; Frank O. Lundquist, Dubois. **WOUNDED SEVERELY** Private: John C. Nester, Pittsburgh. **WOUNDED (DEGREE UNDETERMINED)** **Corporals**: John Eserang, Lehighton; Carl F. Gloor, Taylor. **Private**: Carl A. Reedy, 648 Camp street, Harrisburg.

- Sergeants**: Thomas E. Travers, Berwick; Samuel Wood, Hanover; Freeman R. Zimmerman, Norristown. **Bugler**: James P. Matthews, Myersdale. **Private**: William H. Bower, Philadelphia; Pasquale Colasurdo, Altoona; Frederick Glen Demelema, Lock No. 6, Washington, county. **Orlando DiBallo, Philadelphia; James Ellis, Philadelphia; George A. Carnahan, Saxonburg; Francis R. Coyne, Phoenixville; Roy Garretson, New Brighton; John F. Flynn, Philadelphia; John L. Hedlund, Philadelphia; Louis Krieger, Sharon; Mack Audley McGinnis, East Sandy. **WOUNDED SLIGHTLY** **Captain**: John Francis Reese, Pottsville. **Sergeants**: Elwood Carmean, Philadelphia; Fred G. Pennypacker, Cochranville. **Corporals**: Thomas Flynn, Rendham; Trayne Lambert Kelly, Grove City. **Privates**: Michael A. Angeletti, Erie; John Dolch, Hawk Run; James R. Conroy, Natrona; William Joseph Eckman, Apollo; James McGoff, Pittsburgh; William Anglo, Philadelphia; Calvin Blair, Altoona; Robert W. Ehase, Donora; Vincenzo Clemente, Pittsburgh; Archibald Bard McDowell, Lemasters; Harry K. Brown, St. Clair; Frederick W. Ehret, Philadelphia; Niel Esher, Philadelphia; George A. Letch, Chester.**

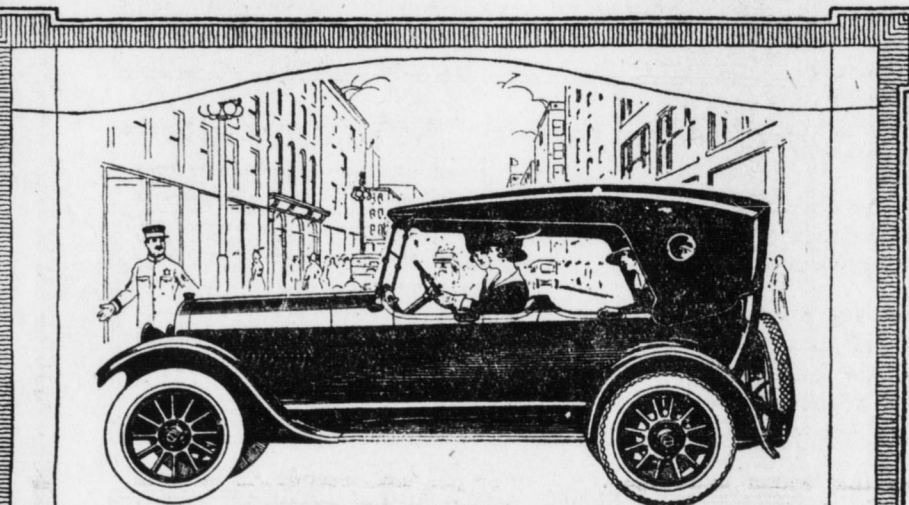
- WOUNDED (DEGREE UNDETERMINED)** **Sergeants**: John A. Casey, Philadelphia; John Pugh, Philadelphia. **Corporals**: John Dizenzo, Scranton; Daniel Jacob Minnich, Mason and Dixon. **Private**: John E. Williams, Windgap. **Privates**: William P. Allen, Moosic; Philip Day Anderson, 1320 Fulton street, Harrisburg; Demetrio Arroyo, Philadelphia; Charles Bernard Cook, Oil City; John E. Curilla, Hazleton; Joseph A. Donagan, Philadelphia; William J. Kirk, Philadelphia; Steve Kubiak, Erie; Francesco Pariso, Plains.

Elmer D. Queman, Kutztown; Herman Sosh, Mount Carmel; William F. Sullivan, Shamokin; Clivio Verdoni, Robesonia; Edward J. Morrissey, Barnesboro; Howard H. Nissley, Middletown; Archie Northrop, Philadelphia; Charles F. Rommender, Lancaster City; Charles D. Smith, Spring Mills; Clarence L. Thomas, Philadelphia; Christ Welker, Tamaqua; Richard B. Whiting, Philadelphia.

WOUNDED SLIGHTLY **Corporal**: Harry V. Haly, Pittsburgh. **Bugler**: Fred M. Ditch, Pittsburgh. **Privates**: Frank C. Oradorff, Waynesburg; Simon R. Radcliffe, Chestnut Hill; Clarence Tydings, Philadelphia; William Weller, Philadelphia; Robert J. Murphy, Philadelphia; Thomas F. Welker, Curwensville; Charles John Zember, Fort Carbon.

President Dines the Democratic Committee; Tells of Trip Abroad Washington, March 1.—Members of the Democratic national committee lunched with President Wilson at the White House yesterday. The guests said later that politics was not mentioned. No formal speeches were made, the President giving the committee an informal account of his trip to Europe.

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