



**"I Won't Go Out, I'll Telephone"**

All the busy housewife needs is her shopping list and her Bell Telephone.

She calls the butcher, the grocer, the market, and takes care of her personal needs too. She makes an appointment with the dentist and asks "hubby" to remember the concert tickets. And what a lot of time she has to herself!

Order a Bell Telephone for your home to-day.

"Practice the Telephone Smile."

The Bell Telephone Co. of Pa.  
T. A. Garvey, Local Mgr.,  
Carbondale, Pa.

**HONSDALE MEN FIGURE PROMINENTLY IN NATIONAL CUT GLASS MANUFACTURERS' BANQUET HELD IN NEW YORK CITY**

**THE MAPLE CITY WAS WELL REPRESENTED AT ANNUAL AFFAIR**

**SUMPTUOUS BILL OF FARE—EXCELLENT ADDRESSES . RENDERED—WILLIAM M. BENNEY OF THE NATIONAL MANUFACTURERS' ASSOCIATION TALKED UPON SOUTH AMERICA BUSINESS AND OTHER FOREIGN AFFAIRS FROM THE MANUFACTURER'S STANDPOINT—ENJOYABLE TIME HAD.**

The third annual banquet of the National Association of Cut Glass Manufacturers was held in the Imperial Hotel, New York City, on Wednesday night, November 20th. Members and guests assembled in the New Grand Hotel at seven o'clock, and with a promptness not always observed at such functions filed across the street to the dining room. The gathering included most of the large cutters of the country. They had had an interesting meeting during the afternoon and judging from their pleasant countenances were well satisfied with the result. Consequently they were in good humor to attend the feast. There was no prearrangement of the seating, except that the officers and speakers were at the head table. This lack of formality was an advantage, as it enabled the guests to seek out companionable neighbors at table. It was a little past 7:30 when the president invited all to be seated, and for an hour and a half a buzz of pleasant conversation attended the discussion of the menu:

- Blue Points.
  - Olives
  - Radishes
  - Gumbo, Creole
  - Kingfish au Vin Blanc
  - Cucumber Salad
  - Saddle of Lamb Braise
  - French Peas
  - Potatoes Parisienne
  - Roast Squab Chicken
  - Chiffonade Salad
  - Ice Cream
  - Assorted Cakes
  - Demi-tasse
- Following is a partial list of those present:
- W. L. Dorflinger, W. M. Benney, Rev. John R. Atkinson, Richard H. Gibbons, R. W. Murphy, Wm. H. Lawken, G. W. Reichenbacher, E. V. Pleman, Frank Steinman, M. J. Kelly, L. J. Dorflinger, G. William Hill, Chas. P. Schuller, J. J. Mcenna.
- At a little after nine o'clock, W. Dorflinger, toastmaster, called upon Dr. Richard H. C. Gibbons to address them.
- Dr. Gibbons said he would not gain their mentality because he had known so many of them when he was a "kid" doctor in Honesdale. He went to school with some of those present, and said he could not help calling up reminiscences of his younger days. These and his reference to local matters were hugely enjoyed by those for whom they were intended. Then he told some interesting stories, and, being an Irishman, used the brogue with great effect.
- Mr. Dorflinger then introduced the Rev. John R. Atkinson, of White Plains, formerly of New York city, who took for his subject "The Pan-American." The country was a curious polyglot combination, he said. We had all sorts of people,

and they did strange things. For instance, President Wilson, a staunch Presbyterian, had accepted an invitation to attend mass in a Roman Catholic church. He wondered what the President's Puritan ancestors would have thought of this. He spoke of the Irishman who became an American, and of his tendency to become a ruler. The Irishman was a born politician, and whether he was a policeman or a legislator he dominated. He paid a great tribute to Abraham Lincoln, proclaiming him one of the greatest Americans who ever lived. The Jews, he said, became thorough Americans in a remarkably short time, and he cited the men of Jewish origin who had been great in the annals of American history. In the realm of religious thought he said that Felix Adler and Robert Ingersoll were men of great power and ability. The truth of the matter was that this nation was made up of all nationalities. As Zangwill had characterized it, this country is a melting pot in which all types are amalgamated to produce the true American.

**Leading Address by Former Honesdale Boy.**

Mr. Dorflinger then said he would call upon a gentleman who knew all about South America. If there was anybody in the room who had a brother-in-law living with him and doing no work, W. M. Benney, a member of the National Manufacturers Association, would tell him what part of South America had the greatest mortality, so that the brother-in-law could be sent to that particular section. Mr. Benney spoke as follows:

Perhaps the reason why I have been asked to speak on trade with South America is the near approach to completion of that stupendous work of this nation which far outranks in magnitude and prospective usefulness the historic seven wonders of the world—the Panama Canal.

In the minds of some enthusiasts the opening of the Canal appears to mean a sudden expansion of our export trade and the diversion to our shores and factories of a profitable share of the orders which now go to the merchants and manufacturers of other lands.

It is not belittling the value of the great Canal to say that I believe all will be disappointed who look for immediate and important changes in the development of our export trade with South America as a result of its opening.

It is true the Canal will greatly facilitate shipments to the countries of the West Coast of the South American continent. But those countries contain only one-quarter of the fifty millions of people of South

America, and that small proportion of the inhabitants in largely composed of native Indian tribes still in a very backward state of development, and consequently small consumers of foreign manufactured products.

With the exception of Chile, the people of the West Coast countries are far less progressive than the leading people of the East Coast. It is in the countries of the eastern part of South America where the greatest development of natural resources is taking place and where the most rapidly-growing markets will be found.

But whatever may be the immediate results of the opening of the Panama Canal they can be no doubt of the great possibilities of development of an already valuable and growing trade with South America.

With an area not far short of that of the North American continent, the area capable of profitable development under present conditions is even greater than that of North America. Its mineral wealth is vast and as yet scarcely touched.

The forest wealth of South America is beyond our present powers of computation, and yet that continent is the leading market for some of our wood.

We all know how largely the world has been dependent on South America up to the present time for its supplies of rubber, fertilizers, chocolate and coffee. Argentina, like Canada, is becoming a constantly-growing factor in providing the manufacturing countries with grain and meat. Shipments of the latter from Argentina have already appeared at our own ports.

The requirements of South America at the present time are similar to those of our Western States two generations ago—namely, judiciously-invested capital and the continuous influx of hard-working immigrants. Both of these factors are being supplied in large measure by European countries to Argentina, Uruguay, and Southern Brazil, and in a lesser degree to Chile. Much of this capital is invested in railways, and we all know that the development of railroad transportation facilities ultimately means the development of agricultural, forest and industrial resources in proportion to the energy and intelligence of the population for whose welfare these facilities are provided.

Now, while I have spoken of the population of the West Coast of South America as largely composed of Indians in a still undeveloped state of civilization, and while it is also true that a very large proportion of the inhabitants of all of the northern and tropical countries of the continent are also of Indian blood, nevertheless the consuming capacity of fifty millions of people of all classes is enormous, and the energy and capacity of the descendants of the Spanish and Portuguese peoples, who dominate nearly every part of the continent, is splendidly displayed in the southern half and those sections where the climate is conducive to sustained mental and muscular effort.

We have made great strides in our export trade with South America in the past ten years. With all of Latin America recent figures show that growth in the value of exports from this country has increased 183 per cent. in this period.

To Argentina alone at the present time we are sending four times as much goods as we did in 1903; to Brazil nearly four times as much, and to Chile about four times as much.

This seems a notable increase, but when we bear in mind that our percentage proportion of the total imports of the countries of South America is only about the same that it was ten years ago, it will be seen that our European competitors still have the great bulk of the import trade of the southern continent.

Of the one billion dollars' worth of goods imported into South America at the present time our proportion is about fifteen per cent. I do not, as some seem to do, look upon this small percentage as a reflection on the energy and enterprise of the American manufacturer. As manufacturers we have found in our own country a market growing so fast that at times it has sorely taxed all our energies and resources to keep up with. Nevertheless, we have developed an export trade, which, in total volume to all countries, is now nearly equal to that of the greatest exporting country of the world, namely, the United Kingdom, our total exports in 1912 being \$2,363,000,000, those of the United Kingdom \$2,372,000,000, and those of Germany \$2,115,000,000.

While it is true that a larger proportion of our exports consist of raw material than those of the other nations mentioned, nevertheless our exports of manufactured products are rapidly increasing, until at the present time, if we include manufactured and partly manufactured foodstuffs, they comprise about two-thirds of our total exports.

But now the genius of our manufacturers has so developed our own industries that we are prepared in larger measure than ever before to seek and secure customers in other lands; but coupled with that condition the American manufacturer has difficult problems at home to meet, some of which are new.

The glass manufacturer, for instance, has just had his tariff protection reduced from twenty-five to fifty per cent.

The demands of labor, legitimate

or otherwise, constantly have to be faced.

Sometimes law-makers press for legislation of which in their enthusiasm, they do not see all the consequences—which consequences may be harmful to the country at large rather than beneficial to those for whose benefit it was devised.

If all of these are clouds shadowing the field of industrial effort, we must remember that all clouds have silver linings. If legislation begins to press harmfully and unjustly on manufacturing interests, it means that manufacturers must and will, both as manufacturers and citizens, give closer attention to all matters pertaining to the government of the land.

With the splendid development of our manufacturing industry at the present time we can look forward to a continually increasing foreign trade in nearly all classes of manufactured products, including glass in many forms.

We now export over \$4,000,000 worth of glass—double what we did ten or twelve years ago. South America takes about that amount of imported glass in a year, but we supply south America with only about ten per cent. of it. Five European countries export \$80,000,000 to \$90,000,000 worth of glassware yearly.

After the general routine work had been gone over, the following officers and directors were elected: President, H. D. Carey; first vice-president, J. E. Marsden; second vice-president, C. H. Taylor; treasurer, T. P. Strittmatter; secretary, A. L. Blackmer. Directors—Frank Steinman, J. Howard Fry, G. Wm. Sell, W. J. Ford, R. W. Murphy, E. J. Koch, Wm. F. Dorflinger, H. W. Baldwin, O. S. Atterholt, J. D. Robinson, Wm. C. Anderson, T. B. Clark.

G. Wm. Sell and Frank Steinman were elected from the board of directors to act with the five officers first named, the same constituting the Executive Committee.

A fine half-tone engraving of the manufacturers, invited guests and speakers accompanied the write up of the banquet. Several familiar faces were in evidence. The picture was sharp in detail and well taken.

The Citizen is indebted to the "Crockery and Glass Journal," of New York City, for the above excellent report of the third annual banquet of the National Association of Cut Glass Manufacturers.

**WEST PRESTON.**

West Preston, Nov. 27.—Miss Ella Corey, who attends school at Cortland, N. Y., is spending Thanksgiving with her parents here.

W. F. Lodge, who for the past five weeks, has been in Dr. Burns Hospital, Scranton, for medical treatment, returned to his home here Saturday much improved in health.

Harold Wallace is ill with jaundice.

Miss Nina Plew, of Orson, is helping Mrs. W. F. Lodge with house work.

Rev. E. J. Norris, of Lanesboro, conducted services at the school house here Sunday.

John Wilton, of Plains, Mr. and Mrs. Winton Carey and daughter, Mrs. Harry Brownell, of Carbondale, spent Sunday with Mr. and Mrs. C. N. Hubbard.

Master Wells Wallace, who has been seriously ill the past few weeks with acute Bright's disease, is thought to be improving. We hope for his speedy recovery.

—We publish all the news.

**ABSOLUTE SECURITY**

**1871 FORTY-TWO YEARS OF SUCCESS 1913**

**WAYNE COUNTY SAVINGS BANK**

**Honesdale, Pa.**

**The Leading Financial Institution of Wayne County**

**THE PROOF**

We lead in CAPITAL STOCK..... \$ 200,000.00  
 We lead in SURPLUS and UNDIVIDED PROFITS..... 372,862.00  
 We lead in TOTAL CAPITALIZATION..... 572,862.00

(Our CAPITALIZATION is the DEPOSITORS SECURITY)

We lead in Deposits..... 2,463,348.60  
 We lead in TOTAL RESOURCES..... 3,040,099.22

This year completes the FORTY FIRST since the founding of the WAYNE COUNTY SAVINGS BANK.

MANY BANKS have come and gone during that period. PATRONIZE one that has withstood the TEST of TIME.

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Nov. 12, 1912.

**"New Way" Air-Cooled Gasoline ENGINES**

No Water to freeze. No pipes to burst.  
 No weather too cold.  
 No weather too hot.

**Less Gasoline. More Power.**

**Have you seen our Reo delivery truck? It's a dandy. Better look it over.**

**REO OVERLAND and FORD AUTOMOBILES.**

No better cars made for anywhere near the price. Place your order right now.  
 Better times coming; help it along.  
 For sale at bargain prices: Auto Car Runabout, Liberty Brush Runabout and Maxwell Runabout.  
 Get in the swim and own a car.

**E. W. Gammell**

**Advertise in THE CITIZEN**

**A Word About "Our Clothes"**



**HERE'S** what we're aiming at—to sell Clothes that fit—and that become the man who buys them—to sell Clothes that are so much better than the ordinary Clothes—that every customer becomes a friend, and to do a great big business and sell our Clothes on a smaller margin of profit than is customary, knowing that the man who buys Clothes from us will come back for many another.

**WE PREFER** to make ten sales with a dollar profit on each sale, than to make one sale with a Ten-Spot in it. In a word, to build up a reputation in the present that shall mean an ever-increasing business in the future.

**OUR 20 YEARS** of honest clothes selling at this store deserves us your patronage, especially when we are selling

**Suits and Overcoats Other Stores Sell at \$15.00 OUR PRICE \$10.00**

**Suits and Overcoats Other Stores Sell at \$20.00 OUR PRICE \$15.00**

**Suits and Overcoats Other Stores Sell at \$25.00 OUR PRICE \$20.00**

**Only owing to the tremendous output we have through our many stores enables us to give you such great Clothes values. Remember, every Suit or Overcoat we sell is guaranteed, or a new one replaced, if found unsatisfactory.**

**We carry in stock a complete line of Children's suits and overcoats Trunks, Suitcases, Bags and a full line of Gents' Furnishings. Come in early to select goods while lines are unbroken.**

**Bregstein Bros.**

**\$10, \$15, \$20 and \$25 Clothing Shop**

**JUAREZ THE SCENE OF HEAVY FIGHTING.**

Since the Mexican revolution started many battles have taken place near Juarez. The picture shows ammunition taken by the rebels after a recent engagement. Fighting is still going on there, and a hundred are reported killed.

Photo by American Press Association.

