

POLES IN EARNEST, KORFANTY ASSERTS

Miners Determined Not to Be Under Germans.

WHOLE COUNTRY IN ARMS

Ex-Plebiscite Commissioner Says It Would Be Dangerous for Allies to Interfere.

BY WILLIAM J. MARGRAVE.

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BEUTHEN, Upper Silesia, by Telephone via Berlin, May 12.—(Special Cable.)—The Polish insurgent leader, Adelbert Korfanty, lately the Polish plebiscite commissioner, who probably will be proclaimed "president of the Upper Silesian republic," received me in a small house in the town of Baingow (Bankaut), on the Polish frontier.

"It would be dangerous for the Inter-allied commission to send reinforcements to try to put down the Polish insurrection," said Korfanty.

"The Polish miners, who revolted when they heard that they might again be compelled by the supreme council to be under German domination, would rather die than submit. There are 300,000 of them and they have suffered enough in the past under Prussian rule not to submit again.

"By their uprising they have defined the line where Upper Silesia must be divided, and they mean to maintain it by force of arms. The general strike will be declared off, but 40,000 miners will remain under arms to see to it that the Prussian officials left by the plebiscite commission do not come back and that no one dares to remove the red and white signs of Polish independence. The miners are in no mood to be balked."

Miners Mean Business.

"What part did you have in the uprising?" I asked.

"I was in Warsaw when the general strike was declared," Korfanty replied, "but being the Polish plebiscite commissioner in Silesia, I returned hurriedly. When I arrived at Beuthen I learned that the Polish government had removed me from office."

"But did you not have any part in the revolt?" I inquired.

"The revolt needed no instigation," he answered. "The Polish miners had long decided that they would not be ruled again by Germany, and when the inter-allied commission sent their recommendation to Paris to draw a line across Silesia, which placed the big Polish population under the Germans, the revolt was immediate and spontaneous. The insurgents control the water supply, electricity, fuel, food and mines. They do not need the towns, but they need us, and they will submit when they find that we cannot be put down."

Motoring from Beuthen to Baingow, I could see the truth of Korfanty's statement. The country was in arms; the workmen are provided with machine guns and even with artillery. They handle the guns calmly, but like determined men, and they are under the leadership of efficient officers, half of whom were in the uniform of the army commanded by General Joseph Haller, commander-in-chief.

Italians Have Suffered.

Korfanty had said there are no troops here from Poland, and I saw none, but the officers came singly and obviously were sent from Poland to organize the miners.

The British and Italians are in a serious situation. The Italians have suffered severe casualties and the British forces are compelled to stay in quarters. A Polish administrator has taken over the district where Colonel Percy S. Cockrell commanded the British. He has no troops except the French guard and the volunteers. The Germans in Beuthen feared 4000 volunteers to him as guards, but he refused. Practically all the other British officers say they would rather commit suicide than fall into the hands of the miner mob.

The cities are running out of foodstuffs and the banks out of money with which they must pay the miners.

CHARGE UNPROVED, RAIL LABOR ADMITS

Failure to Reveal Authorship of Letter Confessed.

SLANDER IS INVOLVED

Accusation of Pennsylvania Official Ordering Defamation of Unions Is Withdrawn.

BOX FACTORY DESTROYED

Fire of Unknown Origin Causes \$40,000 Loss in Chehalis.

WRITERS HELD HAMPERED

Americans Said to Have Been Mistreated in Ireland.

RAIL REVENUES SHORT

Net Earnings for March Represent 2.29 Per Cent of Valuation.

TACOMA MAN HEADS CANNERS.

Foreign Credits Extended.

PLASTERERS VOTE WAGE CUT.

Plasterers' union, T. C. Wilson, business agent, announced today. He said the new scale would call for \$9 a day for city work and \$10 for outside work.

SCHOLARS TO TALK PEACE

"WHAT HAS LEAGUE DONE?" TO BE ANSWERED.

Political and Social Scientists to Discuss Possibility of Disarmament.

TRIO PULLS FOR CHINESE

Hawaii Committee to Ask Congress to Protect Sugar Growers.

JAPANESE PROBLEM ISSUE

Premiers of Australasia to Present Question at Conference.

OVERTIME PERMIT GRANTED.

MARSHFIELD, Or., May 12.—(Special.)—The Oregon Exports commission, which is to run ten hours a day until July 1, when, if necessary, the time will be extended. Manager T. E. Farrington, master mechanic at Columbus, O., and William Stubbs, general foreman of the engine house and car department at Bradford, O., testified they had no knowledge of such a letter.

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Lipman Wolfe & Co. Merchandise of Merit Only. New Lunch Room for Men on Eighth Floor Open Monday

71st ANNIVERSARY SALE

Smart Sports Jersey Jackets of the finest quality of jersey Unequaled Values at Their Prices at \$12.50



When you get a jersey jacket made by the famous Sports Suit Company you get the BEST jersey jacket made. Let there be no mistake about that! This house has long had that reputation, faithfully lives up to it, and other makers acknowledge it. And when you get one of their products for so little a price as \$12.50 you may rest assured you are getting the BEST one you can ever hope to obtain for that amount of money.

These are in the popular tuxedo and shawl collar styles, with belt and pockets. The colors are navy, brown, tan, taupe, Harding blue, red and golf; also black. All sizes. Handsome plaid and striped Separate Skirts that are easily superior to all others we have seen at \$13.50

One of these separate skirts with one of the jersey jackets makes the smartest, least expensive outdoor outfit a woman can purchase. The skirts are made of Prunella cloth and worsteds, and have wide pleats. Third Floor—Lipman, Wolfe & Co.

Men may select from a beautiful assortment of positively the Finest Silk Shirts Made at \$6.95

Here is a group of silk shirts that speak for themselves. They are made of the finest of silks, such as Empire Inlaid Broadcloth, Empire Satin Broadcloth, Eagle Crepe de Chine, Empire King Cloth, Imported Natilia and Jacquard Silks. Beautiful striped combinations, each one made by expert shirt makers of one of America's leading manufacturers. Each one is guaranteed to fit, and there are all sizes from 14 to 16. Street Floor—Lipman, Wolfe & Co.

Women's Jersey Silk Bloomers that are exceptional values at \$2.95

Full size bloomers, made of a heavy grade of silk and reinforced. Perfect fitting garments, with elastic at waist and knee. In pink only and in sizes 5 and 6.

Kayser Swiss Ribbed Lisle Vests 65c Women's "Swan" Swiss Ribbed Lisle Vests at 85c

With tailored top, full size, in pink and white. Sizes 36 and 38. Made with regular tailored and crocheted edge tops, narrow shoulder straps and neatly finished. Street Floor—Lipman, Wolfe & Co.

A Sale of Boston Bags At the lowest price this quality has been offered in the City at \$2.95

Made of split cowhide, with sewed frames and sewed and riveted handles, lined with cloth, and have one pocket. There are few black, but the majority are in brown. The metal extension lock permits locking the bag after it is filled beyond its filling capacity. This is one of its features. Actual reproductions. Street Floor—Lipman, Wolfe & Co.

This Store Uses No Comparative Prices—They Are Misleading and Often Untrue

DANCING TAUGHT You must say BAYER Aspirin. Warning: Unless you see the name "Bayer" on package or on tablets you are not getting genuine Aspirin prescribed by physicians for twenty-one years and proved safe by millions. Take Aspirin only as told in the Bayer package for Colds, Headache, Neuralgia, Rheumatism, Erysipela, Toothache, Lumbago and for Pain. All drug-gists sell Bayer Tablets of Aspirin in handy tin boxes of 12, and in bottles of 24 and 100. Aspirin is the trade mark of Bayer Manufacturers of Monoacetic Acid Salicylic Acid. —Adv.

How One Salesmanager Boosted Sales 60%. Sales had dropped off considerably during recent months and especially since so many changes had occurred among the salesforce; and White, the Salesmanager of this particular corporation whose name is familiar to dealers all over the Pacific Coast, was fretting and figuring out the "whys" and "wherefores." He was among those present at the function given in Portland recently by the Associated Industries to bid goodbye to Mr. Clark and welcome Mr. Freeman, the new Manager. Among the speeches made at this dinner was one by a prominent local business man, in the course of which he stated that "the personal appearance of a salesman is one of the chief factors in determining the total volume of his sales each month." It made an impression on White. He thought it over and over and finally came to the conclusion that his "force" didn't dress well enough. It was a delicate subject to handle, but he succeeded in adroitly convincing his salesmen that personal appearance is the first essential of a strong personality and, knowing of course that personality is the big factor in securing business, the men lost no time in acting favorably upon the matter. What was the result? The answer came back—clearly—unmistakably—the first week, in an increased volume of sales, and it has kept on increasing every week since. The reader may wonder why it happened that White's sales force was not dressed as well as they ought to be. Traveling salesmen are like any other class of men; namely, they find so many places for their money that they haven't always on hand the necessary amount required for a serviceable suit of new clothes. And when this point came up during White's conference with them, White was prepared for it with his knowledge concerning Joy's system of taking care of a man's clothes needs and letting him wear while he pays

The Confessions of a Diamond Dealer. Being One Day's Happenings in Friedlander's Three Hundred Thousand Dollar Sale of Jewelry. 8:45 A.M.—Helped to arrange about fifty thousand dollars' worth of diamonds in the window. 9:10 A.M.—Sold a lumber man a bar pin for eight hundred. 9:15 A.M.—Sold an engagement ring to a young fellow who had a determined look in his eye. 9:20 A.M.—Sold a platinum wedding ring to another man. He seemed relieved, but somewhat subdued. 9:30 A.M.—Tried to sell a sterling tea set for a wedding anniversary to a man—but failed. He said he had to "ask the other side of the house." Seemed like he's too timid. 10:00 A.M.—Sales manager running up the "S O S" signal. Mechanics are to wait on customers. 10:30 A.M.—Eight people are trying to buy diamonds at one time. 11:00 A.M.—Over half the salespeople in the store went without lunch yesterday—they're wondering if they'll get time to eat today. 12 NOON—No chance. Store filled with people from stores and offices. Made a break for lunch. 12:35 P.M.—Got a sandwich at Scoffin's Chocolate Shop next door. 12:45 P.M.—Brought a sandwich and a glass of milk to the cashier. She said she "would die at her post" if I didn't. 1:00 P.M.—More people buying watches than I've ever seen before at any one time. 1:30 P.M.—Sold a dinner ring and a string of pearls to one of the store's old customers. She told me her mother's wedding ring was bought from Friedlander's. 2:00 P.M.—Made a bet with the watchmaker that we'd get over fifty per cent of yesterday's business today. 2:30 P.M.—Got out into the hall of the Wilcox building to smoke a cigarette. Boss out to lunch. 2:31 P.M.—Stopped smoking—saw the boss going back. 2:40 P.M.—Made another sale—four thirty-five, for a diamond bar pin—thank you, sir! 2:45 P.M.—Tried to wait on three people at once and failed to sell one—usual thing. 3:00 P.M.—Borrowed another cigarette from the watchmaker. No use—too busy to get away. 3:30 P.M.—Sold again. 4:10 P.M.—Showed every tray, tea set and coffee set in the store to two ladies from "Astoria." All I got was the glad news that they'd be back "Saturday." I've heard that before, too, and from people who don't live in Castoria, either. 5:00 P.M.—Just sold a dainty lady a little diamond solitaire. Wonder why she's buying her own ring? O. Henry could write a story about it, sure! 5:30 P.M.—Got another bet out of the watchmaker for tomorrow. 6:00 P.M.—Going home. Sold over a thousand myself, so guess I've earned mine. 6:05 P.M.—Watchmaker says he'll pay that first bet next Saturday night, sure. P. S.—The foregoing actual happenings have been revised and arranged for this paper, so as to give a fair idea of the importance of the Friedlander Sale of Diamonds. Whether it's "good advertising" or not, is a question. The purpose is to show the character of the sale and the wonderful reception it has been accorded by the best people of Portland. If this is accomplished it can be regarded as having served a good purpose. I thank you. GEORGE FRANCIS ROWE. F. Friedlander Company 310 Washington Street Between Fifth and Sixth Established 1870