

PRESIDENT CREATES WORLD PSYCHOLOGY

Mood to Approach Arms Problems Being Roused.

LEADERSHIP IS SUBTLE

Essential Element in Process Is to Provide Atmosphere That Will Induce Agreement.

BY MARK SULLIVAN.
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WASHINGTON, D. C., Oct. 12.—(Special.)—If anyone should try to answer the question frequently asked in letters that come to Washington from distant parts of the country, as to just what is being done about the armament conference, the reply would cover two lines of activity.

What Mr. Hughes and Mr. Harding, especially Mr. Harding, are trying to do is to create an atmosphere and a state of mind. Mr. Harding is trying to create this state of mind, both for himself and for the country. A watchful observer of things would conclude that Mr. Harding probably expects to place his main dependence on this psychological factor. The conference is an adventure in bringing men and nations into a mood of agreement, of good will and mutual accommodation. A phrase that Mr. Harding frequently uses for this process is "getting men to walk in step."

Process Psychologically Sound.

The important thing about Mr. Harding's process is the order in which you go at it. The first thing is to get your men to walk in step. After that is accomplished, you then begin to discuss the objectives to march toward. That is psychologically a sounder process than the reverse order of first naming the subjects of discussion and then making the effort to get the various elements to agree. The essential element in Mr. Harding's process is first to get your men into the mood of agreement and then, and not till then, bring up the subjects about which you want them to agree. You may not be able to achieve agreement on all the subjects, but you will achieve agreement on a larger number than would have been possible by introducing the causes of controversy first. It is a subtle but definite mode of handling negotiations among men.

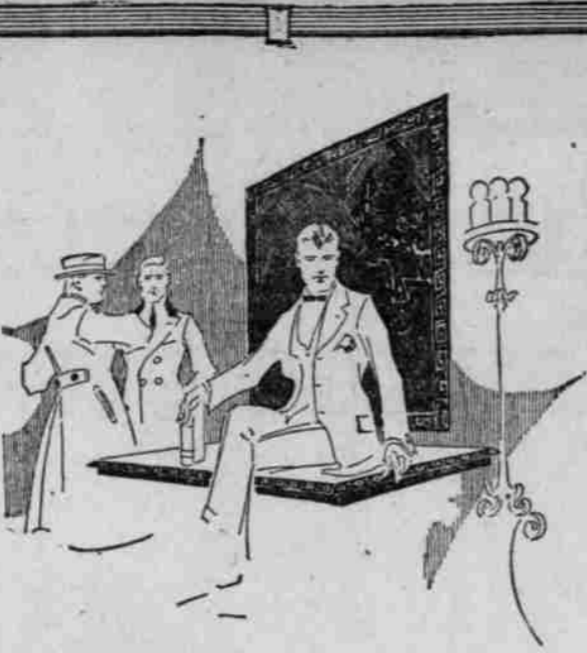
President Has Faith.

Mr. Harding undoubtedly has a good deal of faith in his process. He has had a good deal of success with it in his political and business experience, and he probably has no doubt that the principles of it are equally applicable to nations. It is the process that has accomplished most of Mr. Harding's political successes. It is the quality which most of his friends mention as the most important element of his strength.

Doubtless Mr. Harding's political enemies would concede that the man who, as president, succeeded in getting Mr. Hoover to march in step with Hiram W. Johnson and Senator Borah to march in step with William Howard Taft has good reason to feel confidence in his ability as a harmonizer, and ought to have no difficulty in getting the French to walk in step with the British, and the Chinese to link arms with the Japanese, and so on all the way round the circle.

Aside from this, a whole army of experts is working on concrete things to be done. The navy experts are figuring on various bases and standards of relative reduction of navies; army experts are figuring on the same sort of thing in their field, and in the state department all the forces are working on problems as they affect the far east. The purely technical details of this sort of thing would interest the public much, and the zealous secrecy with which the experts guard them is probably not terribly necessary.

The real thing that the big men are aiming at is to create an atmosphere of agreement. After that is accom-



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plished the experts will be called in with their briefs and digests. Even in this latter part of the proceedings the United States probably isn't going to have any set programme in advance, except on a very small number of the broadest issues, like, for example, the open door of China.

Let no one, however, underestimate the quantity of very hard work that is being done in anticipation of the sessions that open four weeks from today. Mr. Hughes gives the impression of digging into the subject like a steam shovel into a mountain, and Mr. Root probably has assembled a larger quantity of information and personal experience than will be possessed by any other man in the conference.

Baker Plant Planned.

BAKER, Or., Oct. 12.—(Special.)—The commercial creamery of Haines is considering establishment of an evaporating and condensing plant in Baker, according to F. L. Hill, manager of the Haines plant, who made this announcement at the chamber of commerce luncheon here today. Satisfactory sewer arrangements are essential for the bringing of a branch of that company to Baker, Mr. Hill said.

Fish Traps Declared Open.

ABERDEEN, Wash., Oct. 12.—(Special.)—Denial was made yesterday by L. M. Rice, superintendent of the Chehalis hatchery, of reports by Harbor sportsmen that fish traps on the Satsop river had been closed and that great numbers of the fish were dying in the traps. Mr. Rice said the traps on the Satsop have been open all

summer, allowing free passage of the fish. One of the surprises of the sea-son was an early run of chinooks, he reported. Mr. Rice will make an investigation of reports that traps were closed on the Humptulips river.



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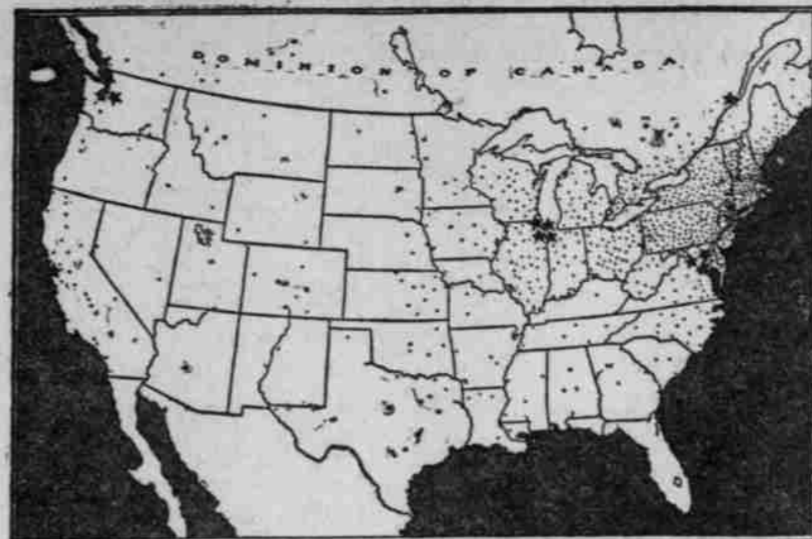
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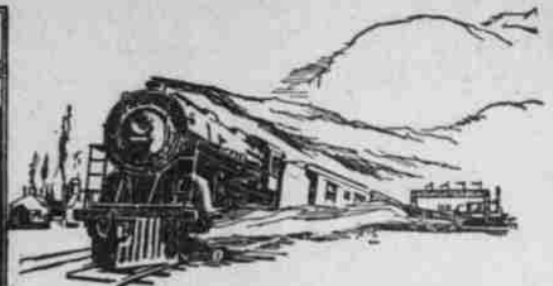


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A STIRRING PLAY OF THE SEA, WITH AGNES AYRES.



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By this system 11 centers throughout the country are kept working at capacity to grow enough fresh yeast daily to meet all needs. From these centers the yeast is shipped daily by special express. One thousand distributing stations pack the fresh

yeast daily into 2000 trucks which deliver to grocers, bakers, and delicatessen stores.

The fresh yeast is placed directly in the refrigerators of 200,000 grocers and 30,000 bakers.

The Fleischmann delivery salesman is always there on time. No baker has ever had to delay his baking because of not receiving Fleischmann's Yeast. Even in the ordinary routine of everyday life, the operation of such a system is a gigantic task. Yet the Fleischmann service has shown itself equal to the greatest emergencies.

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