

FRANCE SKEPTICAL OF BERLIN PROMISE

Germans Yet Must Prove Their Good Faith.

SECURITY IS DEMANDED

Failure Now to Make Reparation Would Result in Crushing Blow to Force Compliance.

BY RENE VIVIANI, Ex-Premier of France.
(Copyright, 1921, by The Oregonian.)
PARIS, May 14.—(Special Cable.)—Germany finally has yielded, making one wonder why it took so long to reach that decision.
Nobody imagines that, if the allied demands were truly crushing, Germany would have accepted, with all the peoples and the governments of the world failing to utter a word of protest. Therefore, Germany's yielding after making the peace of the world was not so long simply means that she realizes it is impossible to continue the faithless, criminal policy she has followed since she placed her signature to the treaty.

America Blasts Hope.
When the new American administration was installed at Washington, Germany did it the honor of favoring it would intervene in her favor and this stupid notion explains Foreign Minister Sinesse's statement at London the week before President Harding was inaugurated. Notes had been exchanged several times between the American and German governments, and the world was waiting for the answer to the question of whether Germany would be allowed to escape justice, and thus avoid the payment of reparations.

Thus were all German avenues of escape cut off by words of conscience and she was obliged to incline to the demands of the allies, backed as they were by all of the civilized nations. And thus it is proved that what we always said was true: Germany's Education makes no provision for these.

Germans Always Could Pay.
What did we say? We said Germany could pay and this declaration was even truer when the reparations committee announced its final figure. Well, if that was true, the whole world must note that through Germany's efforts to escape justice, and thus avoid the payment of reparations, she has succeeded in making the world a more peaceful place, and thus Germany is responsible not only for the suffering of the world, but for the suffering of the world.

Our troops have been mobilized and the American people are waiting for the answer to the question of whether Germany would be allowed to escape justice, and thus avoid the payment of reparations. And thus it is proved that what we always said was true: Germany's Education makes no provision for these.

France Becomes Skeptical.
Americans will understand that France has become skeptical about Germany's good faith, and thus is an opinion which declares we should act immediately. This view is not shared by the government, but is quite understandable when one remembers the great suffering of this country. Frenchmen never dreamed that victory could be so illusory. Germany must understand that failure to pay reparations would be a grave consequence, not only moral, but material.

To insure fulfillment Germany must give security. It is surprising that this policy was not adopted at the signing of the treaty for the giving of security is recognized as a practice in individual relations. Because this was not done at the time of armistice and the whole procedure was not placed on the plane of civil law, we have been reduced to the pitiable condition of today. Germany must begin to give security. That is, she must pay for words and acts which will permit us to believe in her good faith.

World Has Obligation.
There is yet one condition underlying Germany's ability to pay. In giving the world security she must offer her merchandise for sale. Her capacity to pay will depend upon the price of the world underwriting her promises and buying her goods. Therefore, if peace is desired throughout the world, the price of the world must be taken into account. So when Germany has furnished her security it must be remembered that such operations cannot be carried on in a vacuum. Europe alone—Europe which still is suffering from the war and whose business is as yet not reorganized. We, French citizens, whose present situation now will change profoundly. We hope, especially, that democracy will gain the upper hand in Germany and that the German people from the financial autonomy which survived the political autonomy, finally make the Germans a free people.

CHINESE PROTEST LAW CONSTITUTIONALITY OF ACT TO BE CONTESTED.

Books Now Must Be Kept in English, Spanish or One of the Philippine Dialects.

MANILA.—Chinese merchants of the Philippine islands have decided to test through the courts here the constitutionality of the law passed by the recent session of the legislature, requiring all merchants to keep their books in English, Spanish, or one of the dialects of the Philippine islands. Failing in this, it was announced through the Chinese consul-general, Kow Hsien Chow, that a protest would be made to the congress of the United States.
Mr. Kow, in a statement recently, said he had received advice from Chinese merchants all over the islands, as well as Manila, telling of their probable departure from the Philippines, unless some way can be found to prevent the enforcement of the law.
Consul-General Kow pointed out that the bookkeeping law violates treaties between countries including those between the United States and China.
He said the constitution of the United States and the various treaties, including the treaty with China, accord to foreigners who desire to reside in the United States and do business there, exactly the same treatment as the citizens of the

DRIVE FOR RECRUITS IS CAMP PROJECT

Leaders Plan Campaign for Civilian Army.

PLATTSBURGERS TO HELP

Details of Summer Training Will Be Worked Out at Conference to Be Held in Chicago.

THE OREGONIAN NEWS BUREAU, Washington, D. C., May 14.—It is expected that plans for an organized recruiting campaign for the civilian training camps, to be held this summer, will be perfected at a meeting of the military training camps association at Chicago, May 20. Not only Plattsburgers from practically every state in the union have indicated their intention to attend, but the war department has directed its corps commanders to detail officers of the regular army to participate in the conference. In some instances the corps commanders, who are taking an active interest in the approaching camps, will attend.

The military training camps association is co-operating with the war department in arranging for the camps and is creating a recruiting organization to supplement that of the war department.

Plattsburgers Are Active.
A committee of Plattsburgers, as the members of the association are popularly known, has been and will be appointed in every corps area, and in most of the states, to handle the recruiting officers in handling the recruits for the camps. The time is short for arranging for the camps and the officers of the regular army have indicated to the war department that they have not sufficient facilities for getting into touch with the young men who desire to take the training this summer.

During the great war the military training camps association acted as an official recruiting service for the war department. Its entire organization was taken over by the war department authorities, and it was largely through it that the temporary officers were secured.

Government Aided in War.
It was unnecessary for the war department to create a new organization for this purpose, as it did for the other activities, and a great deal of time and money were saved by assuming control of the Plattsburg organization. The association simply turned over its records and local offices to the war department, which were used by the authorities in speedily recruiting the camps. The records of the association contained a list of men in civil life who had military service, and from this the war department authorities were able to select out a great many temporary officers who made good in the war.

In recruiting for the citizens' training camp the Plattsburgers agreed to act in the same capacity that they did in the war. The association's old war organization is being revived and extended by the war department. At the same time the civilian training camps are being modeled after the original Plattsburg camp that was conducted by Major General Leonard Wood and so largely supported by President Roosevelt.

Progress Made by Government.
The war department, under a provision of the army appropriation bill, will be able to go a step further in supporting the camps than it did in the original Plattsburg movement. It is authorized to pay the expenses of the students. Under the policy of the new administration, any young man who volunteers to take the training and can pass the physical examination will have his expenses paid from the time that he leaves home. This will include his uniform and as his railroad fare and maintenance while at camp.

Advocates of universal military training are taking a deep interest in the camps. This accounts in a large measure for the activities of the Plattsburgers. It is believed by them that the camps will do much to remove the prejudice against military training.

System Receives Impetus.
It was at the Plattsburg camps that a movement for universal military training had its inception. Graduates of the Plattsburg camps invariably became enthusiastic for some system of universal training. After a period of training, they went home preaching the doctrine to their neighbors. The very appearance spoke of the camps will do much to remove the prejudice against military training.

IRISH AMBUSH BRITISH DETAILS OF DESPERATE FIGHTS MADE PUBLIC.

Methods Employed to Carry On Guerrilla Warfare Sometimes Meet With Counter-Traps.

LONDON.—Inside stories of the ambushes laid by the Irish republicans army to trap and kill squads of British constabulary in Ireland are disclosed in the reports from Irish brigade commanders which have just been given out at the headquarters of the volunteers in Dublin. Most of these attacks have been successful, and the British, but the Irish accounts are now given for the first time.
They give the details of desperate fights in which sometimes the British commands have been decimated and at other times the Irish have been driven off with heavy losses. For the Irish volunteers occasionally run into a counter trap and find themselves exposed to the withering fire of a machine gun.
These reports show the guerrilla employed to carry on the guerrilla fighting, the Irish called to assist the Irish attackers, efforts to surprise the British constabulary in some isolated spot and tell of the use of mines to block the passage of motor cars so that the attack can be delivered with greater execution.
The first ambush is described in a report of the commander of the East County Clare brigade. Thirty-five men, five acting as scouts, attacked a police lorry containing a district inspector and nine constables at Glenwood Belvoir, killing all but four, who escaped. Twenty of the attackers, it is stated, were armed with rifles and ten with double-barreled shotguns. They were concealed on one side of a road near a stream.
"As in a previous ambush," the commander reports, "the main body was divided into three parties. The position which was occupied at 7 A. M. was not very favorable, but we

TRADE PROBLEMS VARIED MEN OF INTERNATIONAL REPUTATION TO MEET.

Assignment of Subjects for Discussion Marshal Imposing Array of Authorities on Finance.

CLEVELAND—Foreign Trade Problems

of a wide variety are to be handled by men of international reputation at the coming convention of the National Foreign Trade council, to be held in Cleveland May 4-7. While the programme has been only partially completed, insofar as speakers are concerned, the assignment of subjects for discussion to date has marshaled an imposing array of authorities on financing, exporting in general and the many questions that are constantly arising in export trade.

The programme as outlined by topic covers practically all of the more important lines of industry contributing to our export trade. The first announcement of speakers selected indicate that the discussion will cover the export fields from the viewpoint of the American exporter and the foreign buyer. The latter feature will prove particularly interesting to the exporter, and especially to the manufacturer, who is just about to embark in the export trade.

In the general sessions these speakers will discuss their topics have been announced:
Wednesday, 10 A. M., "Financing Foreign Trade," Fred L. Kent, Bankers' Trust company, New York; "Frozen Credits—What They Are and How to Thaw Them," W. P. G. Harding, Federal Reserve Board, Washington; "The Lumber Exporters' Need for Long Credit Machinery," J. J. Donovan, Bloedel-Donovan Lumber Mill, "Credits and the Export to Specialists," F. H. Taylor, S. S. White company, Cleveland.
Thursday, 10 A. M., "Government Service to Foreign Trade," J. Walter Drake, Hupp Motor Car company, Detroit; "The American Maritime Policy," James A. Farrell, president of the United States Steel corporation and chairman of the National Foreign Trade council.

Preliminary announcements for the group sessions follow:
Wednesday, 8 P. M., "Fundamentals in Foreign Trade Education," J. A. De Haas, New York University; "Means of Getting an International Viewpoint in Foreign Trade Education," Walter S. Towse, Consolidated Steel corporation, Group II; "The Foreign Credit Department—Its Organization, Position, Equipment and Attitude," F. D. Rock, Armour & Co.; "The Foreign Credit Risk—Its Problems Under Existing Conditions," C. G. Goddard, Union Trust company, Cleveland, Group IV; "Practical Use of the Film in Sales Promotion Abroad," Rowland Rogers, Pictures Service, Inc., New York.
Thursday, 2:30 P. M., Group V—"A Practical Method of Tests for Export," S. W. Stratton, United States Bureau of Standards; "Psychology of International Merchandising," Colopel Fred Cardway, Packard Motor Car company; "One Essential of Success in Foreign Trade," C. C. Martin, National Paper & Type company, Group VI; "Developing and Export Business Through Advertising," Elmer Allen, The National Supermarket company, "What I Expect From My Advertising Appropriation," A. B. Cole, Westinghouse Electric and Manufacturing company, "Foreign Advertising," Frederick Dickinson, Hupp Motor Car company, Group 7—"The Customer and the Market," George A. Shawcross, International high commission; "The Trade Balance and Exchange," R. S. MacEwen, chief of the bureau of foreign trade and domestic commerce; "Our Trade Relations With Mexico," Will A. Pearis, Chamberlain Medicine company, Group 8—"Foreign Market," E. G. Montgomery, United States Bureau of Markets.

Friday, 2:30 P. M., group 9—"Practical Advice on Foreign Trade Law," Philip B. Kennedy, First Federal Foreign Banking association, Group 11—"Federal Incorporation for China Trade," J. E. Powell, Shanghai; "The Market and the Customer," M. A. Oudin, International General Electric company; "The Trade Balance and Exchange," J. E. Powell, Shanghai; "The Market and the Customer," M. A. Oudin, International General Electric company, Group 12—"Foreign Market," E. G. Montgomery, United States Bureau of Markets.

Friday, 2:30 P. M., group 13—"Practical Advice on Foreign Trade Law," Philip B. Kennedy, First Federal Foreign Banking association, Group 11—"Federal Incorporation for China Trade," J. E. Powell, Shanghai; "The Market and the Customer," M. A. Oudin, International General Electric company; "The Trade Balance and Exchange," R. S. MacEwen, chief of the bureau of foreign trade and domestic commerce; "Our Trade Relations With Mexico," Will A. Pearis, Chamberlain Medicine company, Group 8—"Foreign Market," E. G. Montgomery, United States Bureau of Markets.

Friday, 2:30 P. M., group 14—"Practical Advice on Foreign Trade Law," Philip B. Kennedy, First Federal Foreign Banking association, Group 11—"Federal Incorporation for China Trade," J. E. Powell, Shanghai; "The Market and the Customer," M. A. Oudin, International General Electric company; "The Trade Balance and Exchange," R. S. MacEwen, chief of the bureau of foreign trade and domestic commerce; "Our Trade Relations With Mexico," Will A. Pearis, Chamberlain Medicine company, Group 8—"Foreign Market," E. G. Montgomery, United States Bureau of Markets.

Friday, 2:30 P. M., group 15—"Practical Advice on Foreign Trade Law," Philip B. Kennedy, First Federal Foreign Banking association, Group 11—"Federal Incorporation for China Trade," J. E. Powell, Shanghai; "The Market and the Customer," M. A. Oudin, International General Electric company; "The Trade Balance and Exchange," R. S. MacEwen, chief of the bureau of foreign trade and domestic commerce; "Our Trade Relations With Mexico," Will A. Pearis, Chamberlain Medicine company, Group 8—"Foreign Market," E. G. Montgomery, United States Bureau of Markets.

Friday, 2:30 P. M., group 16—"Practical Advice on Foreign Trade Law," Philip B. Kennedy, First Federal Foreign Banking association, Group 11—"Federal Incorporation for China Trade," J. E. Powell, Shanghai; "The Market and the Customer," M. A. Oudin, International General Electric company; "The Trade Balance and Exchange," R. S. MacEwen, chief of the bureau of foreign trade and domestic commerce; "Our Trade Relations With Mexico," Will A. Pearis, Chamberlain Medicine company, Group 8—"Foreign Market," E. G. Montgomery, United States Bureau of Markets.

Friday, 2:30 P. M., group 17—"Practical Advice on Foreign Trade Law," Philip B. Kennedy, First Federal Foreign Banking association, Group 11—"Federal Incorporation for China Trade," J. E. Powell, Shanghai; "The Market and the Customer," M. A. Oudin, International General Electric company; "The Trade Balance and Exchange," R. S. MacEwen, chief of the bureau of foreign trade and domestic commerce; "Our Trade Relations With Mexico," Will A. Pearis, Chamberlain Medicine company, Group 8—"Foreign Market," E. G. Montgomery, United States Bureau of Markets.

Friday, 2:30 P. M., group 18—"Practical Advice on Foreign Trade Law," Philip B. Kennedy, First Federal Foreign Banking association, Group 11—"Federal Incorporation for China Trade," J. E. Powell, Shanghai; "The Market and the Customer," M. A. Oudin, International General Electric company; "The Trade Balance and Exchange," R. S. MacEwen, chief of the bureau of foreign trade and domestic commerce; "Our Trade Relations With Mexico," Will A. Pearis, Chamberlain Medicine company, Group 8—"Foreign Market," E. G. Montgomery, United States Bureau of Markets.

Friday, 2:30 P. M., group 19—"Practical Advice on Foreign Trade Law," Philip B. Kennedy, First Federal Foreign Banking association, Group 11—"Federal Incorporation for China Trade," J. E. Powell, Shanghai; "The Market and the Customer," M. A. Oudin, International General Electric company; "The Trade Balance and Exchange," R. S. MacEwen, chief of the bureau of foreign trade and domestic commerce; "Our Trade Relations With Mexico," Will A. Pearis, Chamberlain Medicine company, Group 8—"Foreign Market," E. G. Montgomery, United States Bureau of Markets.

Friday, 2:30 P. M., group 20—"Practical Advice on Foreign Trade Law," Philip B. Kennedy, First Federal Foreign Banking association, Group 11—"Federal Incorporation for China Trade," J. E. Powell, Shanghai; "The Market and the Customer," M. A. Oudin, International General Electric company; "The Trade Balance and Exchange," R. S. MacEwen, chief of the bureau of foreign trade and domestic commerce; "Our Trade Relations With Mexico," Will A. Pearis, Chamberlain Medicine company, Group 8—"Foreign Market," E. G. Montgomery, United States Bureau of Markets.

Friday, 2:30 P. M., group 21—"Practical Advice on Foreign Trade Law," Philip B. Kennedy, First Federal Foreign Banking association, Group 11—"Federal Incorporation for China Trade," J. E. Powell, Shanghai; "The Market and the Customer," M. A. Oudin, International General Electric company; "The Trade Balance and Exchange," R. S. MacEwen, chief of the bureau of foreign trade and domestic commerce; "Our Trade Relations With Mexico," Will A. Pearis, Chamberlain Medicine company, Group 8—"Foreign Market," E. G. Montgomery, United States Bureau of Markets.

Friday, 2:30 P. M., group 22—"Practical Advice on Foreign Trade Law," Philip B. Kennedy, First Federal Foreign Banking association, Group 11—"Federal Incorporation for China Trade," J. E. Powell, Shanghai; "The Market and the Customer," M. A. Oudin, International General Electric company; "The Trade Balance and Exchange," R. S. MacEwen, chief of the bureau of foreign trade and domestic commerce; "Our Trade Relations With Mexico," Will A. Pearis, Chamberlain Medicine company, Group 8—"Foreign Market," E. G. Montgomery, United States Bureau of Markets.

Friday, 2:30 P. M., group 23—"Practical Advice on Foreign Trade Law," Philip B. Kennedy, First Federal Foreign Banking association, Group 11—"Federal Incorporation for China Trade," J. E. Powell, Shanghai; "The Market and the Customer," M. A. Oudin, International General Electric company; "The Trade Balance and Exchange," R. S. MacEwen, chief of the bureau of foreign trade and domestic commerce; "Our Trade Relations With Mexico," Will A. Pearis, Chamberlain Medicine company, Group 8—"Foreign Market," E. G. Montgomery, United States Bureau of Markets.

DEAD HEROES RANK ALIKE NO DISTINCTIONS MADE IN MARKING SOLDIERS' GRAVES.

Commission Preparing Plans for Beautifying Permanent Military Cemeteries in France.

PARIS, April 3.—No distinctions

of rank will be made in marking the graves of American soldiers who died in France, says Charles S. Pierce, chairman of the American commission, which has arrived here to prepare plans for beautifying the four permanent military cemeteries where the bodies of all the American fighters are to be gathered.
We shall try to make these cemeteries memorials of which Americans will be proud," said Colonel Pierce. "Early in the discussions we decided that regardless of rank and position each grave should be marked in the same manner and given equal attention. The only variation permitted will be on the uniform headstones. On the top of these relative may inscribe any religious emblem they wish so long as it does not interfere with the uniformity of the stones."

"No special monuments will be permitted. All the Americans died in the performance of their duty, and no matter how heroic individuals may have been, the feeling of the nation seems to be that all should be accorded the same honor."
"It is impossible to say now just what form the beautification will take but money will not be spared in making the cemeteries the most imposing in the world. Congress has appropriated \$1,000,000 as a preliminary sum for this work with a promise of more. It is probable that \$2,000,000 will be expended."

"The task of removing the dead will be completed by the end of October. The bodies of those soldiers who are to rest permanently in France will then be concentrated in the four cemeteries. This work, together with the development work we intend to do, probably will take one year more."

The commission which is an advisory body to the secretary of war and quartermaster-general of the United States army, is now making surveys of the American cemeteries. Plans for a permanent cemetery for American soldiers in London.

Build More Asphalt Highways.
Kansas City Times.
The rapidly with which the American people are turning to the dustless roads of asphalt is being reflected in reports to the United States bureau of mines. The figures show that in the last eight years, 5,000,000 tons of asphalt have been produced. Materials have gone into American highways, a quantity sufficient for 50,000 miles of roads and streets. The asphaltic treated highways in the United States, if connected in one great roadway 16 feet wide, would twice circle the globe.

Build More Asphalt Highways.
Kansas City Times.
The rapidly with which the American people are turning to the dustless roads of asphalt is being reflected in reports to the United States bureau of mines. The figures show that in the last eight years, 5,000,000 tons of asphalt have been produced. Materials have gone into American highways, a quantity sufficient for 50,000 miles of roads and streets. The asphaltic treated highways in the United States, if connected in one great roadway 16 feet wide, would twice circle the globe.

Build More Asphalt Highways.
Kansas City Times.
The rapidly with which the American people are turning to the dustless roads of asphalt is being reflected in reports to the United States bureau of mines. The figures show that in the last eight years, 5,000,000 tons of asphalt have been produced. Materials have gone into American highways, a quantity sufficient for 50,000 miles of roads and streets. The asphaltic treated highways in the United States, if connected in one great roadway 16 feet wide, would twice circle the globe.

Build More Asphalt Highways.
Kansas City Times.
The rapidly with which the American people are turning to the dustless roads of asphalt is being reflected in reports to the United States bureau of mines. The figures show that in the last eight years, 5,000,000 tons of asphalt have been produced. Materials have gone into American highways, a quantity sufficient for 50,000 miles of roads and streets. The asphaltic treated highways in the United States, if connected in one great roadway 16 feet wide, would twice circle the globe.

Build More Asphalt Highways.
Kansas City Times.
The rapidly with which the American people are turning to the dustless roads of asphalt is being reflected in reports to the United States bureau of mines. The figures show that in the last eight years, 5,000,000 tons of asphalt have been produced. Materials have gone into American highways, a quantity sufficient for 50,000 miles of roads and streets. The asphaltic treated highways in the United States, if connected in one great roadway 16 feet wide, would twice circle the globe.

Build More Asphalt Highways.
Kansas City Times.
The rapidly with which the American people are turning to the dustless roads of asphalt is being reflected in reports to the United States bureau of mines. The figures show that in the last eight years, 5,000,000 tons of asphalt have been produced. Materials have gone into American highways, a quantity sufficient for 50,000 miles of roads and streets. The asphaltic treated highways in the United States, if connected in one great roadway 16 feet wide, would twice circle the globe.

Build More Asphalt Highways.
Kansas City Times.
The rapidly with which the American people are turning to the dustless roads of asphalt is being reflected in reports to the United States bureau of mines. The figures show that in the last eight years, 5,000,000 tons of asphalt have been produced. Materials have gone into American highways, a quantity sufficient for 50,000 miles of roads and streets. The asphaltic treated highways in the United States, if connected in one great roadway 16 feet wide, would twice circle the globe.

Build More Asphalt Highways.
Kansas City Times.
The rapidly with which the American people are turning to the dustless roads of asphalt is being reflected in reports to the United States bureau of mines. The figures show that in the last eight years, 5,000,000 tons of asphalt have been produced. Materials have gone into American highways, a quantity sufficient for 50,000 miles of roads and streets. The asphaltic treated highways in the United States, if connected in one great roadway 16 feet wide, would twice circle the globe.

Build More Asphalt Highways.
Kansas City Times.
The rapidly with which the American people are turning to the dustless roads of asphalt is being reflected in reports to the United States bureau of mines. The figures show that in the last eight years, 5,000,000 tons of asphalt have been produced. Materials have gone into American highways, a quantity sufficient for 50,000 miles of roads and streets. The asphaltic treated highways in the United States, if connected in one great roadway 16 feet wide, would twice circle the globe.

Build More Asphalt Highways.
Kansas City Times.
The rapidly with which the American people are turning to the dustless roads of asphalt is being reflected in reports to the United States bureau of mines. The figures show that in the last eight years, 5,000,000 tons of asphalt have been produced. Materials have gone into American highways, a quantity sufficient for 50,000 miles of roads and streets. The asphaltic treated highways in the United States, if connected in one great roadway 16 feet wide, would twice circle the globe.

Build More Asphalt Highways.
Kansas City Times.
The rapidly with which the American people are turning to the dustless roads of asphalt is being reflected in reports to the United States bureau of mines. The figures show that in the last eight years, 5,000,000 tons of asphalt have been produced. Materials have gone into American highways, a quantity sufficient for 50,000 miles of roads and streets. The asphaltic treated highways in the United States, if connected in one great roadway 16 feet wide, would twice circle the globe.

Build More Asphalt Highways.
Kansas City Times.
The rapidly with which the American people are turning to the dustless roads of asphalt is being reflected in reports to the United States bureau of mines. The figures show that in the last eight years, 5,000,000 tons of asphalt have been produced. Materials have gone into American highways, a quantity sufficient for 50,000 miles of roads and streets. The asphaltic treated highways in the United States, if connected in one great roadway 16 feet wide, would twice circle the globe.

TRADE PROBLEMS VARIED MEN OF INTERNATIONAL REPUTATION TO MEET.

Assignment of Subjects for Discussion Marshal Imposing Array of Authorities on Finance.

CLEVELAND—Foreign Trade Problems

of a wide variety are to be handled by men of international reputation at the coming convention of the National Foreign Trade council, to be held in Cleveland May 4-7. While the programme has been only partially completed, insofar as speakers are concerned, the assignment of subjects for discussion to date has marshaled an imposing array of authorities on financing, exporting in general and the many questions that are constantly arising in export trade.

The programme as outlined by topic covers practically all of the more important lines of industry contributing to our export trade. The first announcement of speakers selected indicate that the discussion will cover the export fields from the viewpoint of the American exporter and the foreign buyer. The latter feature will prove particularly interesting to the exporter, and especially to the manufacturer, who is just about to embark in the export trade.

In the general sessions these speakers will discuss their topics have been announced:
Wednesday, 10 A. M., "Financing Foreign Trade," Fred L. Kent, Bankers' Trust company, New York; "Frozen Credits—What They Are and How to Thaw Them," W. P. G. Harding, Federal Reserve Board, Washington; "The Lumber Exporters' Need for Long Credit Machinery," J. J. Donovan, Bloedel-Donovan Lumber Mill, "Credits and the Export to Specialists," F. H. Taylor, S. S. White company, Cleveland.
Thursday, 10 A. M., "Government Service to Foreign Trade," J. Walter Drake, Hupp Motor Car company, Detroit; "The American Maritime Policy," James A. Farrell, president of the United States Steel corporation and chairman of the National Foreign Trade council.

Preliminary announcements for the group sessions follow:
Wednesday, 8 P. M., "Fundamentals in Foreign Trade Education," J. A. De Haas, New York University; "Means of Getting an International Viewpoint in Foreign Trade Education," Walter S. Towse, Consolidated Steel corporation, Group II; "The Foreign Credit Department—Its Organization, Position, Equipment and Attitude," F. D. Rock, Armour & Co.; "The Foreign Credit Risk—Its Problems Under Existing Conditions," C. G. Goddard, Union Trust company, Cleveland, Group IV; "Practical Use of the Film in Sales Promotion Abroad," Rowland Rogers, Pictures Service, Inc., New York.
Thursday, 2:30 P. M., Group V—"A Practical Method of Tests for Export," S. W. Stratton, United States Bureau of Standards; "Psychology of International Merchandising," Colopel Fred Cardway, Packard Motor Car company; "One Essential of Success in Foreign Trade," C. C. Martin, National Paper & Type company, Group VI; "Developing and Export Business Through Advertising," Elmer Allen, The National Supermarket company, "What I Expect From My Advertising Appropriation," A. B. Cole, Westinghouse Electric and Manufacturing company, "Foreign Advertising," Frederick Dickinson, Hupp Motor Car company, Group 7—"The Customer and the Market," George A. Shawcross, International high commission; "The Trade Balance and Exchange," R. S. MacEwen, chief of the bureau of foreign trade and domestic commerce; "Our Trade Relations With Mexico," Will A. Pearis, Chamberlain Medicine company, Group 8—"Foreign Market," E. G. Montgomery, United States Bureau of Markets.

Friday, 2:30 P. M., group 9—"Practical Advice on Foreign Trade Law," Philip B. Kennedy, First Federal Foreign Banking association, Group 11—"Federal Incorporation for China Trade," J. E. Powell, Shanghai; "The Market and the Customer," M. A. Oudin, International General Electric company; "The Trade Balance and Exchange," R. S. MacEwen, chief of the bureau of foreign trade and domestic commerce; "Our Trade Relations With Mexico," Will A. Pearis, Chamberlain Medicine company, Group 8—"Foreign Market," E. G. Montgomery, United States Bureau of Markets.

Friday, 2:30 P. M., group 10—"Practical Advice on Foreign Trade Law," Philip B. Kennedy, First Federal Foreign Banking association, Group 11—"Federal Incorporation for China Trade," J. E. Powell, Shanghai; "The Market and the Customer," M. A. Oudin, International General Electric company; "The Trade Balance and Exchange," R. S. MacEwen, chief of the bureau of foreign trade and domestic commerce; "Our Trade Relations With Mexico," Will A. Pearis, Chamberlain Medicine company, Group 8—"Foreign Market," E. G. Montgomery, United States Bureau of Markets.

Friday, 2:30 P. M., group 11—"Practical Advice on Foreign Trade Law," Philip B. Kennedy, First Federal Foreign Banking association, Group 11—"Federal Incorporation for China Trade," J. E. Powell, Shanghai; "The Market and the Customer," M. A. Oudin, International General Electric company; "The Trade Balance and Exchange," R. S. MacEwen, chief of the bureau of foreign trade and domestic commerce; "Our Trade Relations With Mexico," Will A. Pearis, Chamberlain Medicine company, Group 8—"Foreign Market," E. G. Montgomery, United States Bureau of Markets.

Friday, 2:30 P. M., group 12—"Practical Advice on Foreign Trade Law," Philip B. Kennedy, First Federal Foreign Banking association, Group 11—"Federal Incorporation for China Trade," J. E. Powell, Shanghai; "The Market and the Customer," M. A. Oudin, International General Electric company; "The Trade Balance and Exchange," R. S. MacEwen, chief of the bureau of foreign trade and domestic commerce; "Our Trade Relations With Mexico," Will A. Pearis, Chamberlain Medicine company, Group 8—"Foreign Market," E. G. Montgomery, United States Bureau of Markets.

Friday, 2:30 P. M., group 13—"Practical Advice on Foreign Trade Law," Philip B. Kennedy, First Federal Foreign Banking association, Group 11—"Federal Incorporation for China Trade," J. E. Powell, Shanghai; "The Market and the Customer," M. A. Oudin, International General Electric company; "The Trade Balance and Exchange," R. S. MacEwen, chief of the bureau of foreign trade and domestic commerce; "Our Trade Relations With Mexico," Will A. Pearis, Chamberlain Medicine company, Group 8—"Foreign Market," E. G. Montgomery, United States Bureau of Markets.

Friday, 2:30 P. M., group 14—"Practical Advice on Foreign Trade Law," Philip B. Kennedy, First Federal Foreign Banking association, Group 11—"Federal Incorporation for China Trade," J. E. Powell, Shanghai; "The Market and the Customer," M. A. Oudin, International General Electric company; "The Trade Balance and Exchange," R. S. MacEwen, chief of the bureau of foreign trade and domestic commerce; "Our Trade Relations With Mexico," Will A. Pearis, Chamberlain Medicine company, Group 8—"Foreign Market," E. G. Montgomery, United States Bureau of Markets.

Friday, 2:30 P. M., group 15—"Practical Advice on Foreign Trade Law," Philip B. Kennedy, First Federal Foreign Banking association, Group 11—"Federal Incorporation for China Trade," J. E. Powell, Shanghai; "The Market and the Customer," M. A. Oudin, International General Electric company; "The Trade Balance and Exchange," R. S. MacEwen, chief of the bureau of foreign trade and domestic commerce; "Our Trade Relations With Mexico," Will A. Pearis, Chamberlain Medicine company, Group 8—"Foreign Market," E. G. Montgomery, United States Bureau of Markets.

Friday, 2:30 P. M., group 16—"Practical Advice on Foreign Trade Law," Philip B. Kennedy, First Federal Foreign Banking association, Group 11—"Federal Incorporation for China Trade," J. E. Powell, Shanghai; "The Market and the Customer," M. A. Oudin, International General Electric company; "The Trade Balance and Exchange," R. S. MacEwen, chief of the bureau of foreign trade and domestic commerce; "Our Trade Relations With Mexico," Will A. Pearis, Chamberlain Medicine company, Group 8—"Foreign Market," E. G. Montgomery, United States Bureau of Markets.

Friday, 2:30 P. M., group 17—"Practical Advice on Foreign Trade Law," Philip B. Kennedy, First Federal Foreign Banking association, Group 11—"Federal Incorporation for China Trade," J. E. Powell, Shanghai; "The Market and the Customer," M. A. Oudin, International General Electric company; "The Trade Balance and Exchange," R. S. MacEwen, chief of the bureau of foreign trade and domestic commerce; "Our Trade Relations With Mexico," Will A. Pearis, Chamberlain Medicine company, Group 8—"Foreign Market," E. G. Montgomery, United States Bureau of Markets.

Friday, 2:30 P. M., group 18—"Practical Advice on Foreign Trade Law," Philip B. Kennedy, First Federal Foreign Banking association, Group 11—"Federal Incorporation for China Trade," J. E. Powell, Shanghai; "The Market and the Customer," M. A. Oudin, International General Electric company; "The Trade Balance and Exchange," R. S. MacEwen, chief of the bureau of foreign trade and domestic commerce; "Our Trade Relations With Mexico," Will A. Pearis, Chamberlain Medicine company, Group 8—"Foreign Market," E. G. Montgomery, United States Bureau of Markets.

Friday, 2:30 P. M., group 19—"Practical Advice on Foreign Trade Law," Philip B. Kennedy, First Federal Foreign Banking association, Group 11—"Federal Incorporation for China Trade," J. E. Powell, Shanghai; "The Market and the Customer," M. A. Oudin, International General Electric company; "The Trade Balance and Exchange," R. S. MacEwen, chief of the bureau of foreign trade and domestic commerce; "Our Trade Relations With Mexico," Will A. Pearis, Chamberlain Medicine company, Group 8—"Foreign Market," E. G. Montgomery, United States Bureau of Markets.

Friday, 2:30 P. M., group 20—"Practical Advice on Foreign Trade Law," Philip B. Kennedy, First Federal Foreign Banking association, Group 11—"Federal Incorporation for China Trade," J. E. Powell, Shanghai; "The Market and the Customer," M. A. Oudin, International General Electric company; "The Trade Balance and Exchange," R. S. MacEwen, chief of the bureau of foreign trade and domestic commerce; "Our Trade Relations With Mexico," Will A. Pearis, Chamberlain Medicine company, Group 8—"Foreign Market," E. G. Montgomery, United States Bureau of Markets.

TRADE PROBLEMS VARIED MEN OF INTERNATIONAL REPUTATION TO MEET.

Assignment of Subjects for Discussion Marshal Imposing Array of Authorities on Finance.

CLEVELAND—Foreign Trade Problems

of a wide variety are to be handled by men of international reputation at the coming convention of the National Foreign Trade council, to be held in Cleveland May 4-7. While the programme has been only partially completed, insofar as speakers are concerned, the assignment of subjects for discussion to date has marshaled an imposing array of authorities on financing, exporting in general and the many questions that are constantly arising in export trade.

The programme as outlined by topic covers practically all of the more important lines of industry contributing to our export trade. The first announcement of speakers selected indicate that the discussion will cover the export fields from the viewpoint of the American exporter and the foreign buyer. The latter feature will prove particularly interesting to the exporter, and especially to the manufacturer, who is just about to embark in the export trade.

In the general sessions these speakers will discuss their topics have been announced:
Wednesday, 10 A. M., "Financing Foreign Trade," Fred L. Kent, Bankers' Trust company, New York; "Frozen Credits—What They Are and How to Thaw Them," W. P. G. Harding, Federal Reserve Board,