What we call tact is ability to find before it is too late what it is that our friends do not desire to learn from us. It is the act of withholding, on proper occasions, informawhich we are quite sure would be good for them .- Samuel McC. Crothers.

WAITING

STEAMSHIP line to Alaska! It will pay. But it has to through that periou, and Portland- in Oregon and everywhere. ers should provide that backing.

corporations and other Portland interests.

But The Journal will be one of and pay \$500 a month for a period pertant problems. of one to five years according to the need; or The Journal will be one of a group of twenty to subit will be one of a group of fifty to subscribe and pay \$100 a month for stock or bonds or to otherand maintenance of the Portland-Alaska line.

The plan is not an experiment The past season's op ration of the line has proven the possibilities. Just as soon as the permanency of the line is established in the public mind, there is not the slightest doubt that it will become a paying Investment

tious time. Alaska is just passing into an era of extraordinary development. Hereiofore, all industry there has been in chains, both from lack of proper legislation at ashington, and because of the blighting hand of monopoly. The legislation for opening the coal fields mean vast expenditures of capital, vast requirements for supplies and material, and a new and vast activity in which, by proper steamship connections, Portland can become a heavy participant and beneficiary.

The Alaska line is the connecting link. It is the key to Portland's share in this great northern prosperity. It will become a remunerand the property owners of Port Schwab said:

The Journal's offer stands. Are there nine Portlanders, or Portland We are being favored by the war as the Flavel wildcatting. for one to five years? Are there nineteen who will make it \$250 stimulated. At Bethlehem some time ment. The value he fixes, considaccording to the needs, for permanentizing the Alaska line?

SOME TRADE FIGURES

INCE the days of John Hay the United States has stood firmly for an "open door" to China. This demand was put forth in the interest of American trade with the Chinese. China has a population estimated

tt 442,000,000. European powers have also been busy for years trying to push their trade in this huge empire. Last year China's grand total of imports and exports was \$709,658,247-or \$1.60 per capita

Argentina has a population of 171,000. That country's foreign trade for the last year for which figures are available was \$834 .-\$62,000-or about \$119 for each man, woman and child in the re-

Canada, with a population of pproximately \$7,250,000, had a foreign trade of \$864,962,186 in a single year. This amounts to velopment of an abnormal trade in zeal for the reform they have at

The United States has secured the larger part of Canada's foreign trade, probably because the two countries are bound together by railways. But the trade of Argentina and other South American republics has been principally with railways and there were few Ameri- attempting to enter a port which courage people to work for their can ships to ply between the United had been declared closed by the betterment. States and South America.

The European war has demonstrated the need of building up warship reported that the act was matter at issue but extends to all The most interesting of them comes trade with Latin America. It has "unfriendly, but not hostile." The relations of society. He who a white general on a white horse is hand. As a nation the United that the shot was fired to warn is false in color and untrue in pro- If he looks a soldier full in the face. States for years looked eagerly for- the launch against mines. ard to establishing closer com-

people whose total trade amounted ly welcome because it relieves a the idea that the world is full of to only \$1.60 per capita in a year delicate situation. There is no injustice and evil forgets that and permitted Europe to monopo- reason for Americans to believe whatever of good there is in it has lize the trade of Argentina, amounting to \$119 per capita in a that the Turks wantonly sought effort and that the cause of fail-

THE UNIVERSITY PLAN

Conference at the State Uni-They present issues to which constructive endeavor can be applied. Unemployment is not an acci-

dent, or a guess, or a fad. It is a problem. Efficiency and economy in government is no vagary. It is cate situation. They handled it not a thing to dream about. It is with tact and discretion. The a thing to perfect, and in the per- United States may be forced into fecting, it is a thing that calls for other similar situations, but Amerthe highest genius and the most icans can remain confident that the

that is around us is one of the the European conflict. most important forces in life. Its power for adding to human comfort and happiness is illimitable. To conserve it for all the people instead of permitting it to go unused or become monopolized, and go through how government can adopt means a period of proving its per- for its broadest utilization are town lots in Flavel assessed at \$50 It has to be backed questions of enormous importance and \$75 are sold in the Eastern

There is no better place for these The Journal will do its part. It things to be discussed. Commithas no secret interest or private tees of the conference have in hand way from the Middle West to New The fostering and facts obtained after months of in- York. The buyers are teachers and development of the commercial ac- vestigation. It is upon facts and others whose savings are thus intivity, the industrial life and the deliberation that intelligent plans vested in lots far above their true food for thought to the indifferent and this story of the spectral visitant origgeneral well being of Portland is can be evolved. The men and value. all it seeks. The indirect benefit women to be attracted by this with alluring descriptions of the to The Journal will be far less meeting can give great impetus to great profits to be realized, are the than to thousands of individuals, public thought in these fields, and exercise valuable influence on the final conclusion and action.

The university is rendering a group of ten individuals, corpora- high service in leading the inves- sioned. The fact that they have tions or companies to subscribe tigation and discussion of these im-

IN MEXICO

policy of "watchful waiting" should scandal. be continued.

victor among the struggling gener- at \$500 to \$1500, when the assessals, whoever he may be, will be or places their true value at \$50 no more entitled to recognition to \$135, is a practice that cannot than Huerta, overlook the fact that be defended. It means ruin to mer of the I. W. Huerta's ascendancy was gained by people who cannot afford it, and going to give the unemployed memthe overthrow of an established in the end is blighting to the pros- that that organization is a dead one government that had received in- perity of the people in the imm-di- with the working class, and they are ternational recognition and that ate vicinity. Ultimately, it is a making this move to build up their this overthrow was accomplished kind of business that society will organization. They come out and deby violence and assassination. To cease to tolerate. recognize a government that has arisen out of civil war is a differ- out the facts relative to this

ment.

CAUSE FOR OPTIMISM

HARLES M. SCHWAB, presifrom Europe confident that assured. ative investment to those who business in the United States is finance it, and by indirection, it entering upon a great activity. In fered, and just as Seattle has sufwill return an enormous profit to the first optimistic statement com- fered, and just as Tacoma has sufbe shared by the business interests ing from him in three years Mr. fered, from foolish flotations of

I believe we are near the turning point for a full return of confidence and prosperity in the United States. corporations or companies, or both, is no other nation. We are recovering who will subscribe \$500 a month from the shock of the war and legislation is such that capital has more a month, or are there forty-nine back we were forced partly to sus-Who will back it for \$100 a month, pend operations, but we will soon be full action again and we will increase our production.

Mr. Schwab is not the only hardheaded business man who has confidence in the future. The Chicago, Milwaukee & St. Paul Railroad will spend \$13,000,000 within the next four years in electrification work in the Rocky mountain district. Details of the plan were contract for preliminary work. Active operations will start immediately in preparation for the electrification of lines between Avery, Idaho, and Harlowton, Montana, a main line distance of 400 miles.

Officials of the various governactivities feel confident that the most serious effects of the Eu- are appealed to. ropean war on American business balance with Europe has been re- are devoting their lives to the alstored to the credit side. There is leviation of misery should bear in an increasing forcign demand for mind always two things, that the American food supplies, and in ad- part of life with which they are dition to this has come sudden deabout \$123 for each human being velopment of an abnormal trade in heart is no excuse for carelessness

THE TURKISH INCIDENT

TURKISH battery Turks.

possibilities close at Ottoman government has explained paints a picture of the world that riding through the ranks of the armies. coast.

that the national honor suffered or been attained by slow and painful occasion to involve the United ure, misery and crime is sometimes States in Europe's difficulties.

But Captain Decker's report ilustrates the difficulties America SPECIAL Commonwealth may expect to encounter while the European war lasts. The shot versity December 10 to 12 across this boat's bow establishes will discuss unemployment, a precedent in international law. economy and efficiency in state ad- It was a warning that not only Turministration, and hydro-electric key but other belligerents may at districts. These are timely topics. any time make new rules and enforce them, whether or not the regulations are recognized by the

law of nations. President Wilson and his advisers were confronted by a delipersistent and patriotic endeavor. national honor will be maintained The hydro-electric potentiality without drawing the country into

WILD CAT LOTS

N FLAVEL and elsewhere in Clatsop county, by the statement of the assessor, property is assessed at its true value, and states at \$500 to \$1000.

Hundreds of these lots have already been sold in cities all the Glittering advertisements means by which the sales are Scarcely anything can do made. more harm to Oregon. After a time the buyers will be disillu- fitful and unmethodical. paid absurd prices for the lots will dawn on them by and by, and then they will hate Oregon and everything in Oregon.

scribe and pay \$250 a month; or TT HILE conditions in Mexico It is a kind of game that has it will be one of a group of fifty are vexatious they should been overworked in every city. The be borne in patience, and town lot boomer has done irreparain the hope that the Mexi- ble harm to hundreds of thousands wise apply as the others subscrib- can people will yet find a m.ans of people and greatly injured many ing may elect, all for the operation of settling their own problems in localities. As is fully shown in their own way. So long as they the news story by Fred Lockley in confine their warfare among them- yesterday's Journal, the Flavel lots selves there can be no good excuse are being sold to ininformed buyfor outside interference and the ers at figures that approximate a

These lots with a 25-foot front-Those who insist that the final age and 110 to 117 feet deep, sold

scheme. The facts printed then In withdrawing American troops and now reiterated, in no wise refrom Vera Cruz President Wilson flect on the legitimate property inhas and should have the solid terests in Astoria and other points backing of the best public senti- where values are stable and reason- work if they received \$8 for three able. Astoria will be the real city hours' work, doesn't want men who of the lower river, and it will have a substantial and enduring future of large operations. It will at any time do anything for that class. eventually have a common point only take their money and in return dent of the Bethlehem Steel rate, as it should have had long Corporation, has returned ago, and its permanent growth is

But just as Portland has sufimpossible prices, the legitimate interests of Astoria will suffer from

A close approximation of the value of property is always obtainconfidence and business is being able from the assessor's appraisehe assesses, is a sure guide to about what the property is worth.

PRESERVE MENTAL BALANCE animating impulse of America.

THE need of a proper perspective by workers for social betterment is the central idea suggested by the Reverend Charles J. Dole in an article in tion of Independence, not in the caumade public last week, coincident the Current Survey. Social workwith the signing of a \$2.000,000 ers he asserts should always be on their guard against taking a dis- deep in the heart of the nation an torted view of the condition of abiding faith in the ultimate triumph

society. specialist in every line of endeavor age, yet its right to control the desto ascribe to his specialty a far tinies of America has never failed to larger place in the universe than ment departments at Washington it really occupies. He loses his which touch the country's business perspective. Especially is this true where the heart and the emotions

It is to be desired, says Dr. have passed. The nation's trade Dole, that men and women who or extravagance in the presentation of facts. The most effective work is done by those who combine mental balance with ardor and devotion. Many a cause is discredited shot across the bow of a by the obvious extravagance of the launch belonging to the statements made by its champions. cruiser Tennessee. The To represent things as hopelessly Europe. There are no connecting launch, on a peaceful mission, was had is not the best way to en-

> The effect of a one sided view Captain Decker of the American is not limited to the particular the stories of supernatural visitations. portions is responsible for far that man cannot be killed by bullets of "Bob" Burdette and the "Burling-The explanation was voluntary reaching mischief. The impres-

A FEW SMILES

due to the defect of the individual.

Letters From the People

(Communications sent to The Journal ten on only one side of the paper, should no exceed 300 words in length and must be accompanied by the name and address of the sender. If the writer does not desire thave the name published, he should so state.

"Discussion is the greatest of all reform It rationalizes everything it touches, principles of all false sanctity we them back on their reasonableness, have no reasonableness, it ruthle

Commendation of Charities. Forest Grove, Or., Nov. 22.—To the you would think Editor of The Journal-It is with real nothing of running satisfaction that I read of the many your ship across a meadow on a dew splendid plans for helping the needy night?" with which The Journal columns are teeming at present. One reason I favor The Journal as a medium, is be- a man ahead with a watering can." ause of the strong humanitarianism it features at all times. In its "Letters from the People" these views can be expressed at any time and by any one. Its "Social Service" columns are always open to information regarding the helpful work being carried on by the Presbyterian Mission, that at Scadding House and that of the new and last great work organized by a private citizen known as "The Ben Selling Resort." where a good hearty meal can be procured for 5 cents and the men are supplied with a warm room, literature and shelter.

full of suggestions looking to the re- mans and Austrians, and he is said to lief of the unemployed. with failures"

The latest commendable feature

The plan to fill the baskets this instead of delicacies for a single day, is an improvement on former methods. There is no longer any doubt that charitable work, like big business, to be effective and to do the most good with the least money must have coordination, unification and a grasp of detail by those handling the work. In direct contrast with this warm, brotherly feeling and interest in Portland's poor is the report night's paper last Associated Charities of Los Anably inclined persons, however, are Celts. The Banshee is real in rural amounted to nearly \$16,000,000,000. Belgian relief fund, \$30,000 of which has already been subscribed.

consistency is a jewel! A. J. S. Unemployed Mcn and I. W. W. Portland, Nov. 23 .- To the Editor of The Journal-I see that the unemployed are to organize under the ban- realest thing in life. bership cards. Now it is well known nounce the Unemployed league, comnonnet working men with Months ago. The Journal pointed families, who have recently organized on the east side. All they seem interested in in the unemployed is that it will mean that the cheap soap boxmissery of the unemployed. The I. W. W., with its few members, and the most of them men who would not really want to earn an honest dollar. to get any relief. I have never seen these saviors of the working class give them hot air.

Yours, without a job FRANK GALIN.

Our "Visionary" President. George Creel in Century Magazine.

freamers. town lots to innocent purchasers at are not expressed in profits, and never at any time have schemes of purely material advancement possessed the standard." largest appeal.

This is the explanation of Woodrow Wilson. To attempt an interpretation hension of passionate idealism as the

Vision, spirit, ideals, without the Woodrow Wilson is a blank, the United States stammering and unintelligible. The soul of the many is found in the far-flung idealism of the Decleratious phrases of the constitution False prophets and strange gods have won no more than lip-service, for of love, justice and brotherhood remains untouched. Financial genius may be given its sorry day of hombe resisted, and the great money-

the reading of their wills. What larger confirmation is needed than the present impregnable position of Woodrow Wilson? - He lacks color, exhibits no mastery of spectacular values, makes no dramatic tours, contributes little to the thing called "human interest." that queer newspaper compound of anecdote and unconventional incident; yet no man since Lincoln has niched himself so ineradicably in the confidence of the

makers do not live in memory beoynd

He has had the vision to see beneath the stagnancies of materialism down to the well-springs of an intense He does not mistake spirituality. backwaters for the living stream The insistence that he is the last word in well-ordered intellect, a personality as cold and remote as though Kant's 'Critique of Pure Reason" were galvanized into action, is the stupidity of muddlers who have lost all touch with the elemental simplicities.

The White General. From the Philadelphia Ledger.

The war myths have already begun o grow, not the myths of false and exaggerated reports of atrocities, but

Miss Vane-"He was talking to you about me, wasn't he?

hair, however.

Well, yes." Miss Vane-" thought I heard him remark that I had a thick head of hair. Miss Speitz-"Partly correct. He didn't mention you

Owing to the shallowness of a certain harbor the ships trading to and from it have to be built with a light draft. Commenting Commenting on this fact one day, a facetious individual remarked to the skipper of a steam-

"Nothing at all," came the reply "though, to make sure, I might send



ast night? Debutante - No: ast night he phoned that it was raining too hard for him to

said he would go

through a raging

Chaperon - When

flood just to

into my eyes.

The Journal's editorial columns are presence is reported among the Ger-The two ar- be riding through their camps and icles of November 19 and 20, captioned about their fortifications with his "When Men Are Idle," should give eyes to the ground. How or where that class the hardest of all to reach, inated does not appear. It may have the successful who have no patience come from the heated imagination of a Russian patriot to whose eyes the general manifested himself in the dim the winter relief bureau, where the light of the campfires, or it may have work is to be done systematically and been deliberately created by a wise judiciously. This will afford a meas- man, who understands the psychology ure of relief that has heretofore been of victory, with the intent of inspiring the credulous peasants in arms with faith in their invincible strength and year with substantials to last a week, belief in the foreordained doom of their

We may expect to hear more of the true.) same kind before the winter is over. The great white north is fertile in myths because its people are credulous than we needed-came the war. children, a century behind the rest of Europe in political development and It fell apart like old bones, probably two centuries behind in inthe Dutchman was originated, and are not annihilated. That of France is well much beyond the era in which some geles has to go out of business on ac- Irish imagination projected the Banbusily engaged in raising a \$50,000 districts today, and there may be some sailors yet who dread the apparition of Verily, the Flying Dutchman in the wind swept regions of the hidden reefs. Likewise the white general may be worth a regiment, or perhaps a division, to the Russian generals in some crisis, for the unreal is sometimes the

About Lord Roberts.

From the Chicago Tribune, Lord Roberts was modest in his accounts of his own exploits. Here is the story of how he earned his Victoria cross. It was at an engagement The British had dispersed the enemy and were pursuing the fugitives, when the order was given to wheel to the right and form

up on the road. "Before, however, this movement could be carried out we overtook batch of mutineers, who faced about and fired direct into the squadron at his story ran. close quarters." saw Younghusband fall, but I could not go to his assistance, as at that moment one of his sowars was in dire peril from a Sepoy who was attacking him with his fixed bayonet, and had I not helped the man and disposed of his opponent he must have been The next moment I descried killed. in the distance two Sepoys making off with a standard, which I determined must be captured, so I rode after the rebels and overtook them, and while America is a nation of incurable wrenching the staff out of the hands The heart of the people is of one of them, whom I cut down, the other put his musket close to my body and fired; fortunately for me it fire, and I carried off the missed

"For these two acts He added: was awarded the Victoria cross Heroic courage and perseverance of his hold upon the popular imagin- did much in the general's career, but ation in terms of strict mentality is personal magnetism and tact probably to commit one's self to the patent ab- did more. Soldiers say that it is imsurdity that he is the first president possible to describe "Bob's" popularity ered with the percentage at which with brains. Others have matched him with his men. In his quiet, kind way in intellectual grasp, and what sets he could get more work out of an him apart even as it set Lincoln apart, army than any Russian or German is nothing else than an exact compre- general could with iron discipline and adamanntine authority. Much of his popularity was due to his untiring interest in his men. No complaint ever clew afforded by these dream words reached his ears from a soldier but the trouble was thoroughly investigated by the chief himself.

> Burdette, the Great Good Humorist thing. From the Los Angeles Herald. One of the truly great men of America, who may be measured as such by

any one of half a dozen standards, has gone to his eternal rest. Robert J. Burdette was known by name and fame to the world of literature-one of the great American humorists, coeval with Mark Twain and Bill Nye. To a closer circle of readers he was known as a poet Among old soldiers he was regarded as patriot and comrade. To all the people of this time and place he was our first philosopher, and to thousands within an inner sanctuary he was the beloved pastor.

Whether, then, we rank him as noet patriot, philosopher, guide or friend, all men say of him sincerely that he was truly great and wholesome in these varied roles which went to express the infinite radiations of his many sided genius; and that in whatever he did, to write or speak, in public or in private, he did excel The good that Burdette did shall live

long after him, an imperishable influence permeating this complex civilization of the day and sweetening the relations of mankind, making for tolerance, geniality and good humor He was preeminently the apostle of

In the beginning he wrote for s country lacerated by fratricidal war for a people whose tears were scarcely dry upon their cheeks, or whose hands were but lately washed of powder stains. He was a humorist who made fur that was good natured. without a sting

of acid or a barb of spite. He wrote for an obscure paper in a little town of Iowa, but he wrote so well that the paper acquired a national reputation and his writings were reprinted from coast to

In 10 years he had made the names nerdial relations : ith a distant on Turkey's part, and it is especial sionable mind that is saturated with for death. He has not been seen in the platform to satisfy the curiosity of seven to those who had been taught and make to smile.

PERTINENT COMMENT AND NEWS IN BRIEF

SMALL CHANGE

Dyspepsia is one kind of food prod-Few women listen to half the things No man approves of flirting-unless he's in the deal. There'll come a threshing time for those who sow wild oats.

Don't borrow trouble. Sit tight and ore than enough will come along. many people spent yesterday what they were going to save tomor

A man may be respected for the en emies he makes, but he is never en-vied. . . It doesn't cost much to feed a cat man goes broke by feed ing the kitty.

It is sometimes easier to get what we like than it is to keep on liking it after we get it. Sometimes a man's family tree is that he doesn't care to show

The man who won't work is always willing to stand around and hand ad-vice to others who will.

it to his friends.

OREGON SIDELIGHTS

IN EARLIER DAYS

By Fred Lockley;

At the recent election, Jefferste

county was carved out of Crook cour-

ty. Under the new law, passed at the

last legislature, new counties are

Jefferson county is about 1750 miles.

square. It is in the western corner

of Crook county, which, before the

miles. There are approximately 1500

voters in Jefferson county. It in-

cludes the Warm Springs Indian res-

ervation, and the principal towns are

Madras, Culver, and Metolius. Mount Lefferson, which is on the western

border of the new county, gives the

another county from Crook county, to

be known as Deschutes county.

It is now proposed to carve out

It is interesting to trace the line-

age of Jefferson county. / Originally

it was part of Champoeg county. Lat-

er Wasco county was carved out of

county was carved from Wasco coun-

ty, and it became a part of Brook, and

now it has probably made its last

change and has become Jefferson

Jefferson county, the new Oregon

Rev. Myron Eells and Profes-

county, is named for Thomas Jeffer-son, after whom Mount Jefferson was

sor Meany have made some very in-

countles of what was a part of origin-

al Oregon but what is now the state

It is unfortunate that the early

members of the legislature of Wash-

ington territory did not lise more originality in naming the counties.

Washington which are named after

presidents of the United States are

Adams, Grant, Pierce, Garfield, Jef-

ferson, and Lincoln. Clarke and Lewis

counties, are named after the explor-

ers, who, in 1804, came through this

son as to the value of the northwest

first governor of the states of Wash-

ington, while Stevens county perpetu-

ates the memory of the first terri-

torial governor of Washington. Ben-

Stephen A. Douglas; King gounty for

William R. King, vice prosident of

the United States; Franklin county for

Washington territory's first secretary.

Whitman county is for Dr. Marcus

Whitman, whose tireless work for Ore-

gon helped make this and American

Columbia county takes dits name

ty is named because most of the coun-

Pacific ocean. San Juan county takes

ish mariners, and is the name of the principal island in San Juan county.

Asotin county is an Indian word mean

ing "Eel creek" Clallage county means, in the Indian tongge, "Strong

Chehalis count

comes from Lake Chelan, and means

"deep water." Kitsap is an Indian

county comes from the Islian word

meaning a "gray gravel back." Cow-

Klickitat county is named for the

Klickitat Indians, and the name signi-

also named from the Indian tribe

whose home it was. Skami aia county-

signifies 'swift water." Gkanogan

kum is named for an In ian chief.

Spokane means "son of the sun" or

means "running water." Yak ina means

"black bear," and Whateem means
"noisy water." Pend d'Oreil is named

for the tribe of Indians of that name.

The Indians were named by the early

litz comes from the Indian

means "the gathering place.

'child of the sun."

consists of islands. Pamific coun-

shows that the county forders the

gon's first delegate to conseess.

of original

Island coun-

means

Chelar

Skagit county is

country to report to Presid int Jeffer

Ferry county was named.

ton county is named for

Benton, the early friend

from the Columbia river.

us back to the days of the

"place

fles "the robbers."

teresting investigations, as origin of the names of many of the

Still later Crook

separation, centained 7778

county its name. -

Champoeg county.

of Washington,

named.

Oregon

people:"

that name.

An Esperanto class has been organ-Echo is henceforth to enjoy police

protection at night, business men having formed a fund to employ a watch

formed if 65 per cent of the voters in the proposed new county favor the making of a new county, and 35 per-"One of these bright days," prophesie the East Oregonian, Pendleton will wake up with a postoffice of the first cent of those in the remaining part of the county favor the change.

The altitude of the town of Silver Lake has been officially recorded as 4476 feet by Engineer Parkhill of the reclamation service, who has estab-lished a bench mark.

Eugene Register: A novel idea being introduced into the Eugene high school in taking up a subscription of 5 cents from all the students that will contribute. This will be used for buying cloth, which the domestic science girls will then sew into the rougher garments for the soldiers of the European war. The garments will probably be sent to the Belgian soldiers, being introduced into the Eugene hig

"Safety First" note in Echo Enter-prise: "After long and faithful effort, Asa Thompson tells us that he is go-ing to be successful in getting con-structed for the city an underground roadway at the foot of Kennedy street at the point where the school children have to cross the tracks of the O-W R. & N. Co., in order to get to the school house,"

AMERICA'S WAR-MADE OPPORTUNITY

Vance Thompson in Philadelphia

Ledger. What can we make out of the war It is not one's first thought; and it s certainly not one's best thought; but liked. They brought back even, samthere is no reason why it should be ples of the kind of paper and string turned out of doors. In its last analy- the natives liked to have their goods sis this war-like every other modern tied up in. And knowing the market war-is an economic one. Only imper- the Germans made their goods to fit fect knowledge can see in it a war of the want. Then only, the commercial kaisers-a dynastic war. It is a trade

There is no doubt the United States financial crew to arrange satisfactor can profit. By one of those curious ily the matter of credits. coincidences that make for a belief in destiny, the war that checked the traders of Europe found us ready to take their place and for the first time in our history. Only in the last dec- plant the "foreigners"-if he is ade have we manufactured more goods build up a permanent trade. than we could use at home. course there were a few exceptions, but in a broad way the statement is Then, just as that stable equilibrium began to be disturbedwhen we began to make a bit more commerce of the world was dislocated.

The foreign trade of Germany, Ausnigh destroyed; and that of England is seriously crippled. Now the foreign count of a depleted treasury. Charit- shee into the consciousness of the trade of these five nations alone

You may be sure it has not been overlooked. The state department did something. More precise and valuable statistics were gathered by the Merchants' association, of New York. They have got together all sorts of infor mation - technical, financial - and started a crusade for world trade. which is already having incalculable effect. And as they have gone about it with caution and sagacity and wisdom, they are helping to lay the foundations of a permanent and enduring trade.

The warring nations have lost their grip on the markets of the orient and South America-there's a chance to on the banks of the Kali Nadi at supplant them; and their grip is weak-States—and there is the second chance. What we have to sell we can sell broad without strong competition, and markets we can make for ourselves. As to the foreign market, we have never looked upon it as a primary mar-Foreign lands have been looked ket. upon largely as a dumping ground. We sent surplus to the foreigner. We were not trying to give him what he wanted. We gave him what we didn't want

ourselves. At home trade methods are keen. perfected; abroad they were left to chance. There is the famous triangle which has linked us for years to South America. For instance, the beef that came to us from Argentina went by the two long sides of that riangle. It went first to London and hen over to New York, England, of course, took brokerage, for England is -or has been-the broker of the world Wool went the same way; coffet went the same way; money went the same way-up and down the long legs of the triangle. Always paying brokerage in Europe—paying toll both

ways. It was not until November 10 that he National City bank of New York eliminated the two long sides of the riangle. They set up a branch in Buenos Aires.

The money merchants have led way and other merchants are following. And when the manufacturers begin to look upon those South American markets-not as dumping groundsbut as primary markets worthy of being wooed, the United States will begin to take her profit from the war. Of course, the wooing is the main

The story of how Germany sought for that Latin-American trade, worked and wooed and kneeled for it is one of the tragic stories of trade history- century. The war is only advancing now especially that she is in the way the day. of losing it. She sent out scouts who we are ready for it.

16 cents a pound and 40 cents a pound

for turkeys. On a 12 pound bird for

the Thanksgiving table it comes to

\$2.88. A saving like that ought to

In its search for stories to illustrate

the possibilities of making real to you

me, the American Society

Thrift heard from some women at

Ithaca, N. Y., who were making fore-

handed inquiries for Thanksgiving

turkeys. From the local retail dealers

is great and the supply is limited. You

know, the tunkey is on the road to ex-

tinction in this country. We shall

have to charge you from 32 to 49 cents

These Ithaca women didn't merely

groan and take the butcher's word.

They were organized into a local mar-

keting association, and so they said to

one another: "Let's go but to the

And they did. The farmers had

plenty of turkeys; within a 20 mile

The presence of the man charmed

writings had delighted millions of de-

His place in the hearts of the nation

he made secure, for his sunny philos-

ophy was what they needed.

farmers and find out about turkeys."

This year the demand for turkeys

they received this grave statement:

appeal to any housewife.

pound."

voted readers.

PRICE OF TURKEYS BACK ON THE FARM

visited.even the little villages. They had nothing to sell; what they brought back were samples of everything the natives used-the kind of things they travelers went out with their samples and with them, by the way, went a Among the counties in the state of

Somewhat in this way the American merchant will have to go after the Latin - American trade, if he is to sup-The opportunity is there, as it is in

the orient, in Australia, the world over. Indeed, over in old Europe the opportunity waits, for their manufacture has decreased or stopped; but the nations, even those at war, will not cease to use manufactured articles if Only you have got to give the for-

eigner what he wants, not what you think he ought to have, and when you the era when the tale of the Flying tria, Belgium is—for the time being— go trading with him you have to talk his language and meet his ideas of is named for Samuel R. Thuston, Orepayment. And the warning the experts send out is that there is no use looking for "snap profits"; the United States will profit by the war if she lays broad foundations for a well organized foreign trade. At home the profit taking has al-

state. ready begun. Germany had made an immense invasion of the home mar kets. In many manufactured articles it was impossible to compete with her. Now that her ships no longer come to port these articles are being manufac-Not as cheaply. Labor tured here. costs more. But even at that there is a fair chance that this trade will never go back again to Germany's manufacturers.

Do you think there will be cheap labor in Europe after this war? Think it out. I do not believe there that already 2,000,000 men, those who did the work of Europe, are dead, disabled or permanently incapacitated for tool handling. And, on the other hand, what we have been buying in foreign think of the work that has to be done over there-that will have to be done when this ferment of destruction has died out. There will be work for all the men who come whole-or halfout of the war. I do not think we need fear the competition of "cheap labor"

for many a day. And I'll give you a stronger reason When the armies in Europe are done fighting the people of Europe are going to have something to say to their governments-and that will keep them busy for a while. Crowns will be cheau and sceptres used for toasting forks-before there is ultimate peace French voyageurs, because they wore in Europe and the dust of ruined edi- ear rings. fices settles down.

From all of which America may profit-with what heart it can.

And one thing I know: There is not a trader, not a merchant of goods or money in the United States, who would not stop the war today if the power were in his money or his hand. None of them wants that gain. But there it is. And there is even a kind of cold inhumanity in not taking advantage of the opportunity, for half the world wants cloth and tools and food, and we have them all, and to spare.

You can look at it in a larger way The United States is going to get more than a passing profit out of this world upheaval. It was in our destiny, The Panama canal was but a hint, an intimation of it. Without the war, or with it, it was on the way. In a few years the United States will find herself the commercial center of the globe. The Europeanization of China and most f Asia will give-inevitably-to the United States the geo-political position England occupied in the eighteenth The only question is whether

tradius the women of Ithaca found hun-

Being organized, the women proposed

and such other farm products as they

had to sell, and dispose of it under

their direction. In this way, apples,

pigs, potatoes, pumpkins, chickens,

heese, butter and eggs, honey and a

variety of other fresh farm produce

n constant demand, were brought to

e sold under the patronage of the

That experiment was successful: it

ed later on to the establishment of a

public market to which the farmers

oring their produce to be sold directly

In a good many cities the public

narket is established and familiar; in

great many more it ought to be.

Here is work that ought to be done

by the women of the country. It is

squarely in line with the need for

faced and long-winded, didactic and

dogmatic. Burdette carried into the

which had animated his newspaper

He proved to all men that good

humor is not dissonant from good con-

duct, but consonant with it; that mer-

popularizing the thrifty life.

chapters or his lyceum talks.

markets at Ithaca.

to the consumers.

women.

people who longed to see and hear to believe that preaching must be long-

When in the later years of his life riment goes with Christianity, because

Burdette took up theology and entered to be Christike is to be kindly, to

upon the ministry, it seemed incon- seek the happiness of others, to smile

thousands who met him, even as his pulpit the same sunny philos

Neutrality.

The Ragtime Mcse

I never get into a fight,

For quarreling to fighting leads;
By anger into fights one's tricked,
And nearly every fighter bleeds
And always one of them gets licked! herefore, my reason tells If I am fighting, by and be chance is fifty-fifty fight That the licked person

This spoils the pleasure of a scrap, Therefore, I always hold my tongue So no man's fist shall change my man Or break my slats or cave my lung f other men of courage

However, for the battle pl Their purpose I shall not des It's their affairs and nong of mine. like to see such heroes

As I may very boldly sar; Their coats and purses I will hold, And, while they're fighting walk

away! Putting Nations in From the Philadelphia Telegraph. Six months ago one of the stock arguments in favor of international There's quite a difference between dreds and hundreds of them, and the disarmament was the fearful cost of farmers said that they were having a militarism. The debts of the powers hard time making contracts to sell the were expected soon to com, el a genturkeys at 16 cents a pound to the

eral laying down of arms. What fatuous optimism! The WEF broke out August 1. Since then Great that the farmers bring their turkeys Britain has increased her total tional indebtedness by more than 50 per cent. The other nations at war must have done, or be in the process

of doing, likewise. this in Reduced to simple terme redible borrowing means that these nations at war are being placed in pawn to the money lende times of collective distress pr cure perpetual mortgages upon the taxpayer. It was held that no more than the interest (never the princ of these debts could ever be paid even before the war comm this be financial madness, let accountants make the most of it. Others can ants make the most of it. make nothing of it.

The Sunday Journal The Great Home Newspaper,

Five news sections replete with illustrated features! Illustrated magazine of quality. Woman's pages of rare merit Pictorial news supplem int.

consists of

Superb comic section. 5 Cents the Copy