

SEEKING SHARE OF CHINA'S BUSINESS

Association Tries to Further Interests of Americans.

OPPORTUNITIES ARE WIDE.

Attempts to Impress State Department at Washington With the Necessity for Instant Action in Order That Americans May Share Profits—Other Nations Have Acted.

Peking, China.—The Americans of North China have formed a society under the style of the American Association of North China to foster the interests of American commerce.

They want a commercial attaché to be assigned to duties of investigation throughout China following the practice of other nations, which keep a lively propaganda campaign afoot on behalf of their nationals and they are appealing to the American state department to appoint such an official.

Foremost among those who recognize the need for activity is the new minister, Paul Reinsch. Dr. Reinsch brings to his office a keen perception of the tremendous possibilities which await intelligent effort in this field and a desire to see the American flag holding its own if not topping the bunting of other nations.

Careful investigations have shown him that Americans have great opportunities for a market which is not only valuable but which it is also necessary to cultivate now in order to have it developed when the opening of the Panama canal will cause the westward drift of trade to become more and more pronounced.

The association, if it develops along the lines the founders have in view, will be a prod for the government. It will vigilantly protect American inter-



DR. PAUL REINSCH.

ests, advise the administration upon conditions and suggest action best calculated to keep American commerce moving with an upward tendency rather than stagnating or slipping backward.

The first desire, therefore, is for the appointment of a commercial attaché, whose duty it will be to report constantly upon commercial conditions, journey to various centers and make compilations which will be of material benefit to those engaged or who wish to engage in operations in this part of the world.

The consuls at many ports already contribute valuable aid in this direction through their commercial reports, but a consul is restricted in his sphere. The commercial attaché would have more of a roving commission, and his information could be first hand. Other nations have such officials constantly on the lookout for new avenues.

As a matter of fact, this proposal is not new. It was being investigated by the previous administration and the probability is that a commercial attaché would have been at work in China had there been no change. That it is a desirable one is obvious.

China is the largest market in the world that is in process of development. Railway communication is being pushed ahead vigorously. Within the past year the government signed agreements with foreign financiers for the construction of more mileage than has been allotted in the past thirty-eight years.

Every other nation is striving energetically to lay foundations for commercial development, while America, the logical supplier, is idle. Americans in China appreciate this to the full, and the formation of the North China association is their answer to the question as to what they are doing to try to make the home land understand that there is a magnificent market awaiting exploitation, but which will not be permitted to await much longer. Other nations are wide awake and are securing the plums as fast as they can gather them.

She Wins Haircut and Shave.
Ortley, S. D.—At a recent farmers' institute here business men offered prizes for various exhibits. The village barber offered a dollar bottle of shampoo liquid for the best exhibit of popcorn and a shave and haircut for the second best. Mrs. L. French won the second prize.

AUTO WHEEL DOES DAMAGE.

After Wrecking Kitchen It Sets House on Fire.

South Norwalk, Conn.—The wheel of a large automobile, said to have been going a mile a minute, went through the pantry window of Mrs. Isabelle Seymour's home here, sending dishes in all directions. Then it entered the kitchen, knocked the stove to pieces and set the house on fire. Next it hit the other side of the house, which stopped it.

The wheel, which weighed more than 100 pounds, was broken from the automobile of William Ricker of New York as it was coming down steep Armory hill.

The wheel gained momentum for a hundred feet or so, then knocked over a fence at the side of the road and went down a precipitous incline, to Mrs. Seymour's home.

"UNDESIRABLE" SHIPPED.

Locked Up in Tool Box of an Outgoing Locomotive.

Springfield, Mo.—How ten fathers horsewhipped a man who had been accused of improper conduct at his boarding house and then shipped him out of town by locking him in the tool box of a locomotive, was told to the police chief here by a committee of citizens who had been summoned to police headquarters.

The affair occurred the night previous, and its victim, according to the report to the police, was Jerry Malone, an employee at the St. Louis and San Francisco (Frisco) railroad shops.

No trace of Malone could be found the next day, and Frisco officials were asked to open the tool box on every locomotive between here and Newburg, Mo., as it is believed he was sent to that town.

SNOW ENTOMBS FOUR IN TENT

Hunting Party in West Forced to Dig Fifty Foot Tunnel.

Reno, Nev.—Marooned by a twelve foot fall of snow, R. D. Hawley, an eastern banker, and three companions on a hunting trip were forced to spend a week in a tent on one of the peaks of the Peavine mountain range.

The snowstorm was so severe that the men were obliged to remain in their tent until their provisions ran out. They then dug a tunnel fifty feet long and succeeded in killing some game. One of the party fell and sprained his knee.

Mountain lions prowled about the tent and once even penetrated into the tunnel, but were driven away.

APPEAL BY TILLMAN ABOLISHES SMOKING

Senate Votes to Forbid Tobacco at Secret Sessions.

Washington.—There will be no more smoking behind closed doors when the senate is in secret session nor in the secret party caucus room. The fragrant Havana will be put away voluntarily by the senators, at least so long as Senator Benjamin R. Tillman of South Carolina is one of their members. This was decided by a unanimous vote.

"Pitchfork Ben," who is sixty-seven years old and was given up by his friends for dead four years ago after a stroke of paralysis, now finds that tobacco smoke nauseates him, and he cannot take part in the secret proceedings because of the tobacco fumes. He introduced a resolution to abolish smoking in secret session. It was abolished in open session many years ago.

But for the personal appeal of the aged and infirm senator in a whimsical speech it is not likely that the resolution would have been adopted. All of his colleagues are very fond of him. He read a letter from Senator Root of New York endorsing his request.

The South Carolina senator appeared in the new role of health lecturer. Not only did he discuss the tobacco habit, but he said most people were digging their graves with their teeth. Overeating and other forms of high living, he said, were killing his colleagues.

NEW FUEL FOR FURNACES.

Pulverized Coal May Revolutionize Steel Making.

Sharon, Pa.—Officers of a steel company are elated over the successful result of experiments conducted with pulverized coal in an open hearth furnace.

The first heat with the new fuel was drawn off recently. Not only was the quality of the metal higher, but more heat was made in much less time than is obtained by the old method.

The new furnace is the only one equipped for pulverized coal, but officials declare several will be erected immediately. Steel men state that the use of the new fuel will revolutionize open hearth steel making.

Girl Beats Hole Digger.
Morgantown, W. Va.—Miss Emma Boughner, a young girl, compelled a gang of workmen employed by the West Virginia Traction and Electric company to lose a half day's work when she jumped into a hole they had dug in order to erect a pole in front of

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I was talking "advertising" to a Cottage Grove business man a few days ago, when he remarked "Oh nobody reads advertisements."

I asked him if he believed what he said.

"Believe it," he answered, "why, I know it!"

"I am glad," I replied, "that you have made that statement so positively. Now I am going to prove to you that you not only do not know that people are not readers of advertisements, but that you do not believe it. In fact, I am going to make you acknowledge that the people pretty generally do read advertising matter."

I then asked him a few questions about business, drifting as far as possible away from the subject of advertising, and when I thought he had forgotten that matter, I suddenly asked him how he accounted for so many people sending out of town to buy goods.

He was on the "war path" in a minute. "Why," he said angrily, "the mail order houses have literally sown this country broadcast with their infernal catalogues, and a lot of people are foolish enough to fall for the bait they offer."

"But," I mildly suggested, "how in the world can that be the cause, when nobody reads ads."

Mr. Business Man saw at once that he was in pretty shoal water, and began to ring for full speed astern. He declared that he meant only newspaper ads; but I did not intend that he should make a point against the home paper of the people in favor of the transient catalogue, and I showed him that the difference in the results achieved was the difference between the methods of the big concerns and unbelievers like himself. The one advertises scientifically, continuously, attractively, convincingly. The other, if he advertises at all, doing it grudgingly, spasmodically, carelessly, unbelievably.

And the big concerns are year by year gaining ground, making converts and taking business away from the non-advertiser.

TO TOUR STATES IN LABOR STUDY

United States Industrial Commission Announces Hearings.

HOPES TO SOLVE PROBLEMS

Looking For New Ideas Along Constructive Lines—Labor Men of Chief Cities to Furnish Data—Some of the Subjects That Are to Be Inquired Into and Cities to Be Visited.

Washington.—Public hearings in important industrial centers from New York to San Francisco will be held during the spring and early summer by the United States commission on industrial relations. This announcement was made by Frank P. Walsh, chairman of the commission. The hearings, according to Mr. Walsh, will embrace in their scope all the main divisions of the inquiry directed by congress.

Among the cities that probably will be visited are New York, Philadelphia,

to obtain information concerning the industrial situation that will lead to constructive recommendations.

Some of the subjects to be inquired into in each city are irregularity of employment, possibilities of ending irregularity and increasing production through scientific management, the activities of trades unions and employers' associations and the extent and operation of governmental machinery for regulating the conditions of industry, including the relations between employers and employees.

Successful methods of maintaining harmonious relations beneficial to both employers and employees will be inquired into particularly, with a view to their adoption in other centers where no such methods have been tried.

Eminent authorities in subjects to be included within the scope of the inquiry have joined the staff of the commission and are now adding in planning the hearings.

Witnesses desired by the commission will be summoned under the authority granted it by congress and volunteer testimony will be welcomed. Announcing the plan for hearings, Chairman Walsh said:

"The commission will carefully avoid acting as a board of mediation and conciliation and will not allow itself to be drawn into local controversies or recognize such controversies unless in doing so it can obtain information that has more than local and temporary significance.

"Every interest will be given a hearing. The commission will strive to put aside all bias and prejudice. It will urge others to do the same in the hope that the industrial problem may be studied in the light of reason. The open mind will be our watchword, and we shall endeavor to provide a forum where men representing all factions can meet in the common purpose of finding a way out from bitterness and strife. To accomplish this we shall need the co-operation and help of all concerned. We shall ask those who meet with us at the hearings to come not as employers or employees, but as men belonging to the same human family.

"The hearings are to be undertaken as one means of carrying out the instructions of congress to inquire into the industrial situation and to report our conclusions and recommendations.

"The commission wishes in particular to invite the help of every person who has a constructive suggestion. Such suggestions will be especially welcome when they are supplemented by testimony as to the successful carrying out of the ideas they embody."

TIMBER—Fully 4,000,000 feet, 160 acres, good, sound timber, 1 mile from R. R. station, key to big body of timber back of this tract, running water for fire, 10 or 15 acres clear land, family orchard, fair house and barn, \$4,800, terms. Neighbors hold their timber at \$2 per 1,000.

Fruit and Garden Land—10 acres, all but one-half acre in cultivation, river bottom, 3 acres young orchard, 4-room house, barn, chicken house, two good wells. Mile and a quarter south of Cottage Grove. Only \$2,600. Inquire of Leader.

HOW GIRL'S FAITH SAVED JENNINGS

Candidate For Governor of Oklahoma Former Convict.

TURNING POINT IN HIS LIFE

Ten Years Ago High School Girl Smiled Confident Trust Into Eyes of Desperate Man Just Released From Prison—Now He Explains That Her Belief Turned Tide of His Life.

Oklahoma City, Okla.—Once an outlaw, train robber and convict, Al Jennings is now one of the leading candidates for governor of this state. But that is another story. This is how he was made to lift his head and see something bright in the future.

A girl of sixteen was traveling across the state with her grandparents. She was a high school student of Edwardsville, Ind., and carried about a pretty safe map of human nature in her own little head. Her grandfather met Al Jennings in the smoking car. Alice Warder, the high school girl, thought that Jennings looked really nice in spite of the fact that his face was seamed and marred with a thousand wrinkles. His smile, however, was like the smile of all humanity. And there was ineradicable dignity in his five feet five inches. He said his name was Mr. Jennings and he had been talking to Alice's grandfather of train robbers.

Mr. Jennings knew everything in the world there was to know about train robbers. He described them in glowing detail in the light of his intimate knowledge. Alice Warder had never in her life spent a more thrilling two hours.

It was dark and Mr. Jennings was still talking. Alice's grandfather drew



AL JENNINGS.

his wife to another seat, leaving Alice to drink in more adventures.

"Miss Warder, I have deceived you a little bit, I guess. I talked as if I had only heard of these holdups from other people or maybe read about them. The fact is I planned every one. I am a train robber myself. Got sent up for it. I am just out of the Leavenworth prison."

"I thought I'd tell you about it so you wouldn't think I had imposed on you. I'm through lying. Never did lie except when I had to. There is mighty little difference between acting a lie to a girl like you and telling one. I am going to tell your grandfather about it in a minute."

Suddenly Alice, with her knowledge of human nature—this girl believer in the innate goodness of bad men—had an impulse that the man who witnessed it has never forgotten. He says now it had a great deal to do with changing the drift of his life, then black with defeat. Alice Warder, her eyes shining, stretched out her hands and cried:

"I don't care about your past—I don't care a bit—so long as your future's all right."

Five minutes more and the two parted. The ex-convict went on riding in the smoking car toward a future of which until that night he thought usually with cynical contempt. The man and the girl with hopeful eyes did not meet again for ten years.

Now she is Mrs. L. O. McLean of Pittsburgh. Recently the maid ushered a caller into Mrs. McLean's library. And without other warning a well dressed little man, his face very lined and his hair very red, stood before her. "Al Jennings!"

It was the first time they had met in ten years. Both had many stories to tell during the four hours' conversation.

"Goodbye, Alice." The farewell came after dinner. "Have got to get back to Oklahoma. And, say, I'm going to run for governor out there in the spring. Among other things they want the Oklahoma prisons reformed, and they want a man who is familiar with the problems from the inside."

And Mrs. McLean gripped the little man's hand. There were tears of gladness in her eyes. "You'll win, take it from me," she said. "Don't I know what you can do?"

RABBIT SKINS BY MAIL

Sent by Parcel Post From Washington State to Paris.

Tacoma, Wash.—From Chewelah, in Stevens county, this state, 80,000 rabbit skins have just been sent by parcel post to Paris for manufacture into fur hats.

The shipments were made by men who rounded up many rabbits and paid ranchers for thousands more. Ranchers hope that a market will be found for millions of jack rabbits, now regarded as pests throughout eastern Washington and Oregon.

Each package of pelts for Paris required a blank customs invoice on a linen tag specially provided by the postoffice.

Surrounding counties and adjacent states are deluging Chewelah with letters of inquiry regarding the rabbit market. The department of agriculture is seeking information to assist in extending the market.

TWENTY DOGS TO EACH BABY.

Legislator Shocked by Conditions in Boston's Back Bay.

Boston.—That the Back Bay has twenty dogs to every infant, a full score of kennels to each perambulator, was the assertion made by Representative John L. Donovan, the "Mayor of Chinatown," in opposing the bill authorizing cities and towns to provide for the care and disposal of homeless dogs and cats.

"Out in the Back Bay," he said, "there are more cats and dogs than there are children and I am not surprised if the Back Bay has become alarmed over its unfortunates. I say let the Back Bay take care of its cats and dogs. I hope the bill will be killed."

BLOOD FROZEN 40,000 YEARS.

Taxidermists Discover Liquid in Animal Found in Ice Block.

Paris.—The taxidermists at the Natural History museum are now preparing the body of a mammoth which lived 40,000 years ago and was recently found frozen in a Siberian ice block. The animal was so large that it had to be quartered before being brought to the Paris museum.

The experts discovered in a vein a few drops of brownish substance which proved on analysis to be blood which had remained liquid through 400 centuries.

The carcass was in excellent condition, the hide being intact and the flesh showing no signs of decomposition.

WOMAN TAKES JOB AS TOWN MARSHAL

Offer, Made in Spirit of Levity, Accepted by Writer.

Chesaning, Mich.—Blanche D. Ingalls, editor and part owner of the Chesaning Monitor, a weekly newspaper, has been appointed marshal to fill the vacancy caused by the dismissal of the man officer some weeks ago. She has formally accepted the appointment and says she will begin the work of improving the morals of the town at once.

The old marshal was dismissed because the village officials had no money to pay for his services, and he was no sooner off the job than things that upset the peace and dignity of this staid little town began to happen.

Miss Ingalls also began to write and in her paper said uncomplimentary things about the way things were being run. The whole place was "going to the bad" because there was no one to maintain order," she often hinted.

But the officials remained firm until now and kept the marshal job open until a special meeting of the council was called and the president named a man for the place. The other members declined to confirm the appointment and Miss Ingalls' name was suggested. The vote for her was unanimous, partly, she says, "because they thought I wanted to run the town."

At the outset Marshal Ingalls faces a knotty problem, as there is no jail "fit to house a human."

"And," she says, "I am never going to lock anybody up in that place they call a jail. I don't know what I'm going to do, but I'm going to do something. Things will begin to pop here pretty quick and I am going to be right in the center of the popper."

LONDON HAS ESCALATORS.

Thirty Thousand Ride on "New Toy" the First Day.

London.—London has been given another new toy to play with. Escalators at Charing Cross Embankment station connecting the district and the Waterloo railways were opened, and it is estimated in the first three hours 10,000 persons had made trips on them.

When the escalators ceased revolving in the early hours the total cargo for the day probably reached 30,000 passengers.

Proposes \$15,000,000 Air Fleet.

Washington.—A \$15,000,000 aeroplane fleet was proposed in a bill by Representative L. Engle of Florida. He painted a picture of cities being destroyed by bombs and compared the foreign air fleets with that of the United States, which, he said, was composed of "twelve obsolete man killing aeroplanes."