

PENN. REPUBLICANS TURN TO DIMMICK

Penrose Opponents Hope to Nominate Scranton Man for Senator.

LOOK TO HIM AS THEIR PARTY MOSES

Democrats Will Name Palmer and Progressives Will Put Pinchot in Field.

Philadelphia, Feb. 28.—Pennsylvania, always regarded as the stronghold of Republicanism, a strong protective tariff state, found a short time ago that its people were in revolt against a continuance of boss rule, and that unless someone would be chosen to succeed Boies Penrose, United States Senator, head and front of the Pennsylvania Republican organization, when he came before the people for re-election at the first election of a United States Senator by direct vote that this state has ever had.

The great mass of the Republican voters in the state were in revolt against Penrose, the machine methods and the party programme. The Democrats were quick to take advantage of this situation. They made Penroseism the issue and had in their possession the best of material with which to build up a compact, fighting organization, for they had federal patronage at their disposal. They had jobs to distribute and the number of Democratic patriots grew amazingly.

When the truth of this situation dawned on Pennsylvania there arose a state-wide demand for a Republican candidate who, while an advocate of a protective tariff and an opponent of the hysteria brand of legislation, would be untainted by corporation control, free from alliances with the machine brand of politics, a straightforward, honorable, honest Republican who would represent the thousands of voters opposed to Penrose who would win back to the Republican party that great mass of citizens who had deserted it for the Roosevelt standard. Wise men of the party admitted frankly that if nominated Penrose could not win. They sought a Moses to contest and to capture the Republican nomination and to save Pennsylvania from a free trade Democratic Senator.

The Moses Found.

The Moses was found in Scranton. His name is J. Benjamin Dimmick, ex-Mayor of Scranton, who has entered the lists in opposition to Senator Penrose, and who will begin his campaign for the party nomination next week. He is a Progressive Republican who believes in progress, but by orderly methods. He believes that the way to bring the Republican party back to power is to cleanse it, and that this is a task each state must undertake in its own way. He believes that the party must be rehabilitated by taking a stand for things that are positive and for measures that make for the welfare of the citizens.

"While," said Mr. Dimmick, who has opened campaign headquarters in Philadelphia, "I have been a Republican all my life and believe in the fundamental principles of the party, yet there are other things than the tariff to consider."

ART EXHIBITIONS AND SALES.

Announcement of Sales AT THE Anderson Galleries Madison Avenue at Fortieth St. Napoleon Collection formed by William J. Latta Part III, consisting of a Selection from the Autographs, Caricatures, Portraits of Napoleon, the Celebrities of his Reign, Medals, and Original Drawings. Part III, now on exhibition, will be sold without reserve on the Afternoons and Evenings of Wednesday and Thursday, March 4th and 5th.

Civil War Collection formed by Major William H. Lambert Being Part III. of the famous Lambert Library. "Of the highest importance to American historians, soldiers, and collectors." Books, Pamphlets, Broad-sides, Portraits, rare Confederate Imprints, and a remarkable collection of Autograph Letters by the great civil and military leaders on both sides. Now on exhibition. To be sold on the afternoons and evenings of Monday and Tuesday, March 9th and 10th.

Unrestricted Sale of Antique Furniture The Aimones, well known for many years to the Decorative Trade and their clientele, having decided to discontinue their downtown Galleries and move up town, have instructed the Anderson Galleries to sell without reserve or restriction the entire collection of Antiques, Objects of Art, and foreign models collected during the last twenty-six years by

Raimondo C. Aimone The Collection, which is well known to buyers of decorative art objects of the highest class, includes Antique English, French, and Italian furniture of superior quality; fine French Suites covered with Aubusson Tapestries; Mirrors, Tapestries, Scones, Antique Chests, Venetian Lanterns and Antique Andirons, Marbles, Bronzes, and rare Tapestries. The Collection will be on Public Exhibition from Saturday, March 7th (9 to 5 o'clock each day), to the unrestricted sale in Six Afternoon Sessions, beginning Monday, March 16th, at 2:30 o'clock each afternoon.

Other Important Announcements Later Anderson Galleries Anderson Auction Company Metropolitan Art Association MR. DANIEL R. KENNEDY, Auctioneer



J. BENJAMIN DIMMICK.

I believe in protection, but we must address ourselves also to the great humilities and keep in the very forefront of progress, and we also must do these things in a lawful way.

"I am opposed to the recall of judicial decisions. I regard it as a disorderly question. We failed to score on this point last fall. While the party's speakers contended that Roosevelt was wrong, they failed to point out that it was his method that was at fault. I believe there is need of reform in the methods of the courts. There is too much delay, too much that is obsolete in the forms of procedure, and certainly we should effect the change, but there is an orderly way to accomplish this end, not through submission of judicial decisions to a referendum.

"I believe we have a great Constitution, but I also believe that instrument should be made more flexible to meet the conditions of today, which no men, however endowed, could possibly have foreseen when they drafted our national constitution. I am not afraid of the people. I have the greatest confidence in them, and it is proper that they should have a greater share in their government."

This is the man who will wage the fight against Senator Penrose for the Republican nomination. His decision to run was received throughout the state as a healthy sign. It was regarded as a strong incentive to hesitant Republicans to renew their allegiance to the party.

Demand to Drop Penrose.

There followed a demand that Penrose should withdraw on the ground that his candidacy would prove a mistake. It was admitted that he had all the machinery of the party under his control and in a primary contest would enjoy an indisputable advantage. But it was patent that unless the party could enter the real campaign united, harmonious and militant, under the leadership of one whose record was unassailable, the result might prove a triumph for the Democracy, especially in view of the bitter campaign to be made by the Progressives.

So Penrose was told that it was his duty to drop out, and that such action would earn for him the affection of his party as a reward for an unselfish career. He has not yet announced his candidacy, and some hope that he will withdraw. But he will not. He will make the fight, and make it with all the old style fittings and furnishings bequeathed to him by Matthew Stanley Quay, who was precursor in the practical political game.

The Democrats also have two Senatorial candidates in the field. One is Representative A. Mitchell Palmer, of Stroudsburg, the official dispenser of administration patronage in Pennsylvania. The other has not yet been revealed. Mr. Palmer is the leader of the Democratic reorganizers, the men who led the fight against the old Donnelly-Ryan-Guffy machine. He has aroused some hostility in the state, for he has been obliged to give to only one man the federal job which two dozen men desired.

The Democrat who is to oppose Mr. Palmer for the nomination will represent the Old Guard Democracy of deals and trades. He will come from the western end of the state, probably Pittsburgh, and the only clew to his identity has been the assertion that he is "a man with a barrel of money, a hoghead, a tierce."

It is conceded by all, no matter who this mysterious candidate may be, that there will be no possibility of Palmer being defeated for the nomination. All the power of the Wilson administration will be thrown into Pennsylvania to effect the nomination and election of Mr. Palmer. He is the personal choice of President Wilson, and it was much against his will and only at the repeated request of the President that he consented to become a candidate for the Senatorship.

The Progressives will have only one candidate—Gifford Pinchot, ex-Forester of the United States, the main figure in the famous Ballinger-Pinchot controversy. Mr. Pinchot has become a resident of Pennsylvania solely to become his party's candidate for the Senate. This was decided upon by the far-seeing Roosevelt in 1911, when he looked over the field to select a man to fight Penrose's re-election. Previously he had been a citizen and voter of New York City. He will be attacked on the ground that he is a "quarterer" in the state, who came here merely to get public office and does not represent or have any interest in the affairs of Pennsylvania.

It is a noteworthy feat for any American magazine to secure a short story from the pen of the fine old Englishwoman, Clotilde Graves, known to thousands of readers as Richard Dehan, her pen name. And so, when The New York Tribune Sunday Magazine editors are able to announce that they have obtained exclusive American serial rights to three stories by this author, our readers will understand the treat that is in store for them. The first story will appear on March 8, bearing the title, "The Cost of Wings." It is a remarkable story, consisting almost entirely of a little scene between a famous aviator and his wife. He had been achieving record on record, and promised to become the world's greatest. The poor woman's existence had become one of mortal terror; for every time he went aloft she expected to see him fall to his death. He had frequently promised her to quit; but could not resist the temptation—till at last she reached the breaking point, and gave him his alter-nate. No, it wasn't what the reader now suspects; for Richard Dehan is never commonplace. The climax would never be suspected.

MURPHY AND GLYNN AMEN CORNER 'PALS'

"Chief" and the Governor Shake Hands and Talk About Fair Play.

"GRIN WHILE GRILLED" IS THE DINNER RULE

"Undesirables" Forced to Sit at Same Tables, but Hennessy Is Kept from "Boss."

Governor Martin H. Glynn and Tammany Boss Charles F. Murphy met face to face last night in the Waldorf Astoria Hotel at the Amen Corner dinner—and they shook hands. Those who observed the Chief Executive greet the erstwhile boss rushed forward to hear what was said. They heard nothing. The Governor and the chief evidently had nothing to say, but they smiled.

Later on the Governor had something to say to the crowd. It was his turn to speak.

"I came here to get roasted, and I got what I came for," he said. "Every one hopes to be roasted, and those who are not are disappointed. Now, public officials, like myself and Brother Whitman," the Governor put the accent on the "brother," and the crowd yelled its delight as he continued: "I repeat, Brother Whitman, find out quite often that their crowns are but pasteboard and their kowtow tissue paper.

"Let us one and all pledge our faith in fair play. Let us one and all never strike below the belt, and let us all do our part as good fellows to live decently. "I do not want to pose as Jack the Giant Killer nor as Pop of My Thumb. I simply want to observe the golden rule and want others to observe it." Here the Governor turned and spoke directly at the "Chief."

"I can thank for myself, and I will. I can steer my own canoe, and I will, and no matter whether that course brings me sorrow or gladness, I will do my duty as a man and as a Governor."

"Everything from waving immunity to waving the American flag copyright, Harry Berger went on the programme. Some were injured in feelings and others in the fracas. But it was all in good fun that the famous yearly "stunts" were pulled off last night at the Waldorf, and along toward morning John A. Hennessy waved the banner of fellowship at the Chief. Hennessy's fist was closed when he waved, this being the fashion when "giving it back."

"Undesirables" Together.

Even Thomas F. Smith dignified to poke fun at his chief, who was listed on the seating order as Charles F. Murphy, "14th street," to distinguish him from Charles F. Murphy, "Brooklyn." That listing thing was a joke in itself, the object being to put as many "undesirables" together as possible. Announcement to this effect: "If you don't like your place, write to any director and next year you needn't come at all."

Enemies of the Chief were seated around him, including "Tom" Smith, John H. McCoey, the reformer; "Joe" Johnson, who was once something in the city; John B. Stanchfield, who helped "the same old Bill" down the chute, and others likely to disconcert him.

John A. Hennessy was not at the Murphy table, the Amen Corner funsters having an aversion for the obvious. But Governor Glynn and District Attorney Whitman were at the same table, and flanking the Governor were Hennessy, Mayor Mitchell, Norman E. Mack and William E. Barnes—all friends, and with each other to the hilt.

It would be useless to give the names of the 114 guests (counted by Bryan for the gate before the yodlers went on), for they were all somebodies. The first of the "stunts" showed the auction of Tammany Hall. Murphy's pencil, which figured 150,000 plurality for McCall, was bought by the judge for 30 cents as a souvenir of a sad occasion. A drawing of Murphy, as Mona Lisa, by Tom Powers, was bought by James E. Gaffney for 100,000. It was announced that the corporation checks or marked bills would not be accepted. The highest object d'art was a dictograph record of what Murphy thinks of Hennessy, and was knocked down to William A. Brady for a cool million, and worth it. It was suppressed by Brady, who is also in the show business.

John Doe Ejected.

One decrepit individual stalked around, moaning in his beard, and was the object of 80 mirth until he was found to be the notorious John Doe, who has been doing all the criminal things on record lately, and for whose conviction the District Attorney has labored long. He was not arrested, but every one shunned him for the monster he is. It was found that he did not have the ten iron men required to eat, having paid all his money to lawyers for defending him, and he was very properly ejected, after refusing to confess, although offered immunity.

One of the best stunts was the appearance in three cells of gunmen, grafting contractors and bankers, who walked their misfortunes to the incrimination of the guests, some of whom are not so sure they may not follow anon. All the convicts agreed they were in for "nothing," but the banker objected because some one tried to pay "Thomas Mutt Osborne" in his cell to learn conditions. To music of the "hoogie-koogie" order Bryan and his yodlers entered right after the soup. After demanding cash registers and the count of guests at \$1 a head, the Secretary, whose part, needless to say, was taken by some one who does not take Bryan so seriously as does the Secretary, put on the show, first discounting one free pass for a grape juice manufacturer. Another man came in to the dinner, and the show was stopped for his dollar, until it was found he was a stray waiter, whose gold plated harness made him look like an Amen Cornerite. "Colonel Roosevelt" tried to break up the lecture, but was shouted down. Roosevelt subsided after it was announced that William Howard Taft was around. He mumbled, "Good Lord! Is he alive yet?"

Gen. Gillespie Left \$220,567.

The transfer tax appraisal of the estate of General George I. Gillespie, who died September 27, 1913, places the value at \$220,567. His wife, Mrs. Rhodie McMaster Gillespie, was the beneficiary under his will. The principal asset left by General Gillespie consisted of 1,411 shares of Commonwealth Edison Company, appraised at \$112,508. He had deposits of \$1,300 and there was due him when he died \$60 on a government pension.

DEFENDS HUMANE SOCIETY

Mr. Belais Says He Gets No Salary as President.

David Belais, president of the Humane Society of New York, made several explanations yesterday in connection with the charges made against the society by William A. Mallett to the Attorney General.

"These charges," said Mr. Belais, "will be answered at the proper place—at the hearing. Meantime, one or two statements have crept into some of the accounts from which inferences may be made prejudicial to the society. "For instance, as to the entire income of the society, including \$18,000 from fines, being devoted to salaries, the inference is that salaries are paid to directors and the management of the society.

"In point of fact, in the case of the Humane Society of New York not a dollar is paid to any director or to its president, who is also the manager."

Mr. Belais said further that the society had to pay its agents who make the arrest of drivers, and that any inference that they were paid in proportion to the number of arrests made was erroneous. Mr. Belais declared that from 85 to 95 per cent of the cases were decided in favor of the society, and that the society's activities had resulted in ten times as many arrests being made as were made a decade ago.

WOMEN TRENCH ON DIPLOMATIC FIELD

Norway Reported to Have Appointed Two to Places in Legations.

[From The Tribune Bureau.]

Washington, Feb. 28.—Cable messages saying that two young Norwegian women had been appointed secretaries of legation, one in Mexico and the other in Finland, caused some incredulity at the State Department, as it had received no information of the appointments.

At the legation of Norway it was said that one of the young women, Miss Henrietta Hoegh, may have been appointed to a secretaryship at the legation at Mexico, not as an attaché. It was asserted that while these young women were doubtless capable of filling such places, owing to their training in international law and political economy, it was not deemed advisable to change the policy of the government in such matters.

A cable message relative to the appointment of Señora Laisey, of Brussels, as secretary of embassy at Brussels was more in detail. An inquiry at the legation of Uruguay it was explained that Señora Laisey, who is a scholarly and talented woman of that country, was sent to Brussels for scientific research, but was not attached to the embassy. She is at the head of the university for women in Uruguay.

MRS. BLAIR'S WILL FILED Several Religious Institutions Among the Beneficiaries

Belvidere, N. J., Feb. 28.—Surrogate Jonas E. Blair of Warren County has signed an order admitting to probate the will of the late Mary A. Blair, wife of Dr. Wirt Clinton Blair, of New York and Belvidere. The will was made on April 11, 1911, and names G. Ledyard Blair and J. Insley Blair, sons, as executors. Some of the cash bequests are as follows: To the Woman's Board of Foreign Missions of New York, \$5,000; home missions of the Presbyterian Church of the United States, \$5,000; International Committee of New York, \$5,000; New York City Mission and Tract Society, \$5,000; the Rev. Daniel H. Stearns, of Germantown, Penn., \$2,000; Church of Jesus of Porto Rico (Fernando station), \$5,000; American McCall Association, \$5,000; Young Women's Christian Association of the United States, \$5,000; trustees of Hampton Institute, \$75 annuity in honor of John L. Blair.

To her granddaughters, daughters of C. Leonard Blair, Marjory, Florence, Edith and Marie, each \$5,000. To Mrs. Annis B. Goodrich, a niece, \$10,000. To Miss Margaret Callahan, in her employ at time of death, \$5,000; to Edmund Burke, in her employ at time of death, \$1,000. To her husband, Dr. Wirt Clinton Blair, who gives all the furniture, pictures, silver, chinaware, furnishings, linen, bric-a-brac and works of art in their home at No. 8 East 61st street, New York, and in their cottage at Bar Harbor, Me.

Mrs. Blair's possessions included a great number of art objects, furniture, tapestries and paintings, and these she will to many relatives.

REMEMBERS MAID IN WILL

Mrs. Rutter Also Revokes Clause Favoring Coachman.

The will of Mrs. Georgiana R. Rutter, widow of Thomas Rutter, tunnel builder, was filed in the Surrogate's Court yesterday. The testatrix, who died January 23, left an estate valued at \$55,000. Mrs. Rutter left \$2,000 to St. Luke's Home for Christian Females. In a codicil she revoked a bequest to John Cook, her former coachman, and left \$500 to Hester J. Collins, her maid.

In one codicil Mrs. Rutter gave her son, J. Edgar T. Rutter, all the furnishings not otherwise disposed of in her home at No. 814 Fifth avenue. In a later codicil this clause was revoked, and instead the testatrix left her son \$6,000 to be used to give her grandson, Thomas Renaud Rutter, "an education sufficient to enable him to be admitted to the practice of law."

Mrs. Rutter left to her son an automobile and several diamond ornaments. Mrs. Louise Rutter, daughter-in-law, also receives several pieces of jewelry and a fur cape. Mrs. Cora Kent and Mrs. Maud Garr and several grandchildren are similarly remembered. The daughters receive jointly their mother's diamond necklace and laces. The testatrix left to her children her collection of miniatures and provided that if they were unable to agree on the distribution they were to be sold at auction. All furnishings in the house at No. 814 Fifth avenue not otherwise disposed of are to be sold at public auction. The residue of the estate is left to three children.

Dreicer Brings Rare Pearls.

Michael Dreicer, of Dreicer & Co., jewelers, arrived on the Olympic yesterday with an important collection of rare pearls of great value. Mr. Dreicer reports the markets in London and Paris dull, but exceedingly strong. Fine pearls are scarcer than ever, and only by rare good fortune was he able to obtain this marvelous assemblage.

GLYNN COMES HERE TO COACH OSBORN

Governor to Supervise Reorganization of Democratic State Committee.

PEABODY REFUSES TO BE TREASURER

Palmer Meekly Obeys Murphy's Orders to Get Out Quietly as Organization Head.

Governor Glynn came to the city from Albany last night and will remain until tomorrow afternoon. He intends to have a conference to-day on the reorganization of the Democratic State Committee, which is to take place at the Hotel Knickerbocker to-morrow noon.

The Governor said he was extremely gratified that his efforts to obtain the substitution of William Church Osborn for George M. Palmer as chairman of the committee had proved successful. He scouted the idea that he would have a hand in selecting the other officers of the committee and mapping out a policy. He will see Mr. Osborn to-day.

Asked about the criticism levelled at him by John A. Hennessy at the hearing of the Assembly graft committee, that he had discontinued the investigation of the State Highway Bureau, he said he was not surprised at anything Mr. Hennessy might say. George M. Palmer, retiring chairman of the state committee, was in the city last night, but had nothing to say about the changes to take place in the committee to-morrow.

Charles F. Murphy, who has decided to give up the state leadership, has told Palmer to get out, and he is getting out. That is all there is to it. There were a number of upstate members of the committee in the city yesterday. They were all told that the election of Mr. Osborn was to go through.

There is to be a complete reorganization of the state committee. So far as could be learned last night there will not be the slightest opposition to the election of Mr. Osborn. There may be some trouble, however, in the selection of successors to John A. Mason as secretary, and Arthur A. McLean, of Newburg, as treasurer.

Peabody Won't Serve.

Mr. Osborn is anxious to have a man as secretary personally known to him and who has not had anything to do with the committee in its old hands. He said yesterday he had a man in mind, but had not reached a definite decision. The "Old Guard" in the committee wants to elect George R. Van Name, of Watertown, as secretary. He has been assistant secretary for some time. Last year he was clerk of the Assembly.

The plan is to get a man of prominence and independent leanings politically as treasurer. The trouble has been, however, to induce such a man to take the place. Mr. McLean, the retiring treasurer, got into trouble through his handling of campaign contributions from corporations. After much unpleasant publicity he pleaded guilty to this infraction of the law. Sentence was suspended. Effort has been made to get George Foster Peabody to take the treasurership, but he has said it would be impossible for him to do so.

An agreement may be reached on both the secretary and the treasurer at the conference to-day. The executive committee, named a year ago by Mr. Palmer, is composed of well known Democrats outside of the state committee. Mr. Osborn is satisfied that this committee may be well continued. He will receive power, however, to increase the membership and fill vacancies. The idea is to have this executive committee act as an advisory body.

The meeting to-morrow will probably be short, as no business is scheduled outside the reorganization of the committee. Mr. Osborn will make a short speech of acceptance, outlining what he thinks are the principal things to be done by the committee prior to the fall primaries, when a new committee of 150 members under the law will be chosen.

One activity that awaits the state committee is preparing for the referendum on the constitutional convention in April. Although John A. Mason resigned as

secretary of the state committee last October his resignation has never been accepted. He has done little work for the committee in some time, however, as he has been busy attending to his duties as Commissioner of Jurors for The Bronx. To-morrow he will sever a connection with the state committee, either as member or secretary, that has extended for thirty-one years.

A matter that will have to be decided by the new leadership of the state organization will be the question as to whether an informal state convention will be held to recommend a state ticket to go on the primary ballot. The leaders are treating this subject rather diffidently at present. They are not sure just what ought to be done.

"If other parties hold such a convention," said Mr. Osborn last night, "we undoubtedly will have to follow suit. I see no reason now, however, why we should hold such a convention."

One of the leaders, who unquestionably will be one of the principal advisers of the new state chairman, said last night: "I would advise against the holding of any convention. The Democratic party passed the direct primary law and to hold a convention might be construed as an attempt to violate the principle of that law."

SEES BROADWAY AGAIN, THEN DIES IN STREET

Solomon Emanuel, Once Well Known Lawyer, Succumbs on Way to Hospital.

After gratifying his whim to see Broadway once more, Solomon Emanuel, once a well known lawyer, died in the street yesterday while on his way to the Polyclinic Hospital for treatment. He passed away as his wife held his head in her lap, while a policeman was telephoning for an ambulance.

Emanuel, whose career was a brilliant one up until a few years ago, when misfortune overtook him, died in front of No. 225 West 53rd street. He was trying to walk from his home, a furnished room at No. 522 Eighth avenue, to the hospital to present a letter which had been written for him many months ago by John D. Crimmins. This letter, given to a former employe, requested the Polyclinic physicians to treat Emanuel if he ever needed the services of a physician. Yesterday was the first time that Emanuel cared to use it.

When he left his home Mr. Emanuel asked him to ride in a streetcar or an ambulance.

"No," he objected; "I want to see Broadway again; I haven't been on it for a long time."

A few minutes later he collapsed in the street and died almost instantly. Not so many years ago Emanuel was well known among lawyers in Manhattan. For seventeen years he was a claim adjuster for the Metropolitan Street Railway Company. He has earned a living in the last few years addressing envelopes, serving as copyist and at odd jobs as law clerk in downtown offices.

HELPING MOTOR TOURISTS

Massachusetts May Decide to Give Unlimited Privileges.

New York State motorists will find Massachusetts much more hospitable during the coming summer if the Legislature, favoring unlimited reciprocal touring privileges, is incorporated in its motor law, says Secretary of State Mitchell May.

Secretary May explained that the proposed amendment will bring about complete reciprocity in the matter of non-resident touring privileges, although at present only ten days are granted to non-resident motorists in Massachusetts.

"Under this bill," continued Mr. May, "a non-resident is classified as a person having no regular residence in the state for more than thirty days in any one calendar year, nevertheless if the visitor comes from a state that gives unrestricted privileges to Massachusetts residents, such as New York and a few other states, he can tour there as long as he wishes without taking out a registration certificate, although he will be subject to the same regulations that govern resident motorists."

Asks Aid for Sick Mother.

The Widowed Mothers' Fund Association, No. 152 Bowery, appeals for aid in behalf of a tubercular mother with two little children, one of whom is suffering from an injured knee. The woman is trying to help herself in so far as possible.

Hotel to Have Dancing.

George W. O'Hare, formerly of the Hotel Grenoble and now with the Hotel Manhattan Square, No. 59 to 53 West 77th street, has introduced dancing as a Tuesday and Friday feature for the pleasure of guests and friends.

"DO AS ROMANS DO," SAYS COLLECTOR

Only Thus Can We Increase Latin-American Trade, Malone Insists.

MUST LEARN THEIR WAYS AND MANNERS

Consular Service in Need of Improvement, He Declares at Republican Club.

Dudley Field Malone told members and guests at the Republican Club's weekly discussion yesterday that American business men to gain a part of the Latin-American trade must "do as the Romans do." The day of "dollar diplomacy" was past and the old-time Yankee consul an obsolete type, the Collector of the Port said.

The subject of discussion was "Development of Our Foreign Commerce." South America was the particular country pointed out in the arguments where trade conditions should be improved.

"To be successful in trade with other countries, and especially with the Latins, we must accustom ourselves to their manners and customs," he said. "We must do as the Romans do. We should forget our somewhat brusque style of doing business and meet the prospective customer from those shores with a different attitude.

"These people are sentimental. They transact their business in a far different way than we do. They do it with a smile and do not hurry and bustle as we do. To gain their confidence and their business we must do as other nations are doing to accomplish their ends in this particular.

"Our consular service can do much for better trade relations. It is improving every year, but there is a lot of room for more improvement. We must get live ones instead of 'dead ones' in the service. The days of the 'Yankee Consul,' as he is so often depicted, is past. There should be no more 'dollar diplomacy' if we are to capture our share of the world's business. Politics must not enter into the situation, either.

"Consuls these days should be on the job every day boosting every legitimate enterprise brought to their attention by American interests. They should be appointed merely to make reports. There must be the working outposts of the commerce of the United States."

Senator Theodore E. Burton, of Ohio, said that a careful study of foreign markets was necessary for better foreign commerce in which this country would profit. Teaching of foreign languages in our schools and visiting abroad were also necessities, he said, and there should be governmental co-operation to insure better results.

The speaker declared that this nation would face disaster unless the study and practice of agriculture was encouraged to a greater degree. He looked with apprehension also on the ever increasing waste in public and private works and urged that the people return to old ideas of economy.

Other speakers were Alva E. Johnson, president of the Baldwin Locomotive Works, Philadelphia; Lewis Nixon, R. A. C. Smith, Dock Commissioner, and A. F. Farquhar, of York, Penn.

Concert to Aid Settlement.

Among those who have taken boxes for the concert in aid of the Chrystie Street House the afternoon of March 12 are Mrs. C. B. Alexander, Mrs. A. Gould Jennings, Mrs. C. Stewart Smith, Mrs. Edward Harkness, Mrs. James Roosevelt, Mrs. John E. Parsons, Mrs. William Rockefeller and Miss Laura J. Edwards. The sale of tickets is large.

The contributors to the programme will be Mme. Alma Gluck, the Symphony Club and the Philharmonic Society.

Vantine's Kermanshah Rugs

The Oriental Store—Introduced Oriental Rugs in America in 1878

HAVING the longest acquaintance of any American house with Oriental rugs, and the closest association with the Orient, we have kept from our stocks everything that was unworthy.

In Kermanshahs—those rugs which in their authentic examples are the veritable jewels among Orientals—have we been particularly careful. The graceful plant, flower and bird designs which suggested to the French centuries ago some of their chief motifs of decoration, are delicately and sturdily carried out in the Vantine collection of Kermanshahs.

We believe this to be the best collection of Kermanshahs on sale at the present time.

Here is one made to our order—three years in the making—which we are satisfied is the finest Kermanshah of the size in this country. It is 13.4 by 13.9 feet, in an all-over design like spun silver, relieved by a hazy sapphire blue; priced at \$3,500.

Another example, not so modern, is a 16.9 by 19.3 rug, with an exquisite rose medallion and eleven beautiful old Kermanshah borders; price, \$2,000.

A semi-antique—a magnificent piece 22.4 by 28.6 feet, showing a predominance of soft old rose against a rose yellow, with an all-over design that is typically old Kermanshah—a succession of small floral medallions and intricate borders—is priced at \$6,000.

An exceedingly odd rug, showing delicate tones of amethyst, wistaria and platinum gray, at \$1,600; and several hundred other splendidly selected Kermanshahs, at prices ranging from \$32 up.

Notable Collections of Sarouks, Khorassans, Beluchistans Khivas, Sehnaas, Samarakands and old Chinese Rugs

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