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The Tribune's Page of Business News

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Business Outlook Favorable; Bankers Are Optimistic

Men From Several Sections of the Country Say That Improvement Is Under Way and Gaining Strength

An optimistic view of the general business of the country was taken by bankers from all sections of the country who were in New York to attend the eighth annual banquet of the trust company section of the American Bankers Association. Several of the bankers, who came from various sections of the country, were asked three qestions which bear on conditions. Their opinion was uniformly optimistic.

The questions asked were regarding:

1. Business.
2. Money.
3. Employment.

Their replies were as follows:

William P. Breen, president of the Peoples Trust and Savings Company, Fort Wayne, Ind.: "Business is in a fair way. While the industrial plants are not working at full capacity, they are operating on a basis of about 75 per cent. This is to be expected at this time because conditions are not normal. Money is fairly easy and there is a fair demand for it. There are not many persons out of employment. The Chamber of Commerce is arranging to take care of the men as they come back after being discharged from the service. Taking it all in all, things look very favorable. It won't be long, in my opinion, before normal conditions prevail."

Frank W. Blair, president of the Union Trust Company, of Detroit, the former president of the trust company section: "Business is picking up very fast. Money is fairly easy and the demand is good. The slowness of the government in adjusting war contracts has had considerable effect on business in Detroit. We are hoping that some satisfactory arrangement will be made in the near future. In normal times there are about 250,000 men employed in Detroit. The average unemployment of this number in normal times is about 20,000, while now probably 30,000 are out of work. Factories are operating at about 75 per cent of capacity. The orders for automobiles on hand with the factories are greater than ever before, but these can not be filled as rapidly as they could, because of the inability to get material."

Charles F. Dolon, secretary and treasurer of the Mauch Chunk Trust Company, Mauch Chunk, Penn.: "Business is good and money is easy. We invest most of our money in United States certificates and bankers' acceptances. There is very little unemployment in our city. We are about thirty miles from the Bethlehem Steel works at South Bethlehem, and the company has laid off about 25,000 men. Thirty miles below us is Allentown, and there is some unemployment there. The majority of the men who are employed in our city work for the Pennsylvania Railroad. This company has large shops there. These men have now been placed in a peculiar position. During the war they wanted an eight-hour day and more pay. They received it. Now when a holiday comes along they are laid off."

William E. Sessions, president of the Bristol Trust Company, Bristol, Conn., and president of the Sessions Clock Company, and the president of the Sessions Foundry Company: "Business is good. You know our town is the home of the clock industry in the United States. Money is easy, and there is very little unemployment. New Britain, Conn., is not far from us, and there is very little unemployment there." It is interesting to note that the Bristol Trust Company, which began business on June 22, 1908, has had a remarkable growth, thus speaking well for the prosperity of the section of the country. The institution began business with deposits of $247,628. On the first of January, 1912, they had reached $1,041,407, while on the first of January of this year they amounted to $4,035,799.

J. H. Lascelles, president of the Marine Trust Company, Buffalo, N. Y.: "General business is very good. Money is easy and there is a good demand. There is no trouble with labor. Washington claims that there are 15,000 idle in our city. I think this is overestimated."

Popular Saving Will Help U. S. Pay War Bills

Continued from page ten

whether we admit it or not, the concern is ours. During the period of reconstruction the demand for capital from abroad will be tremendous. If America does not lend freely conditions will arise which will force America to lend. Securities in foreign markets will decline to such a point that American money will be irresistibly drawn to those markets. Exchange rates will be such that America must lend to stabilize them.

And since the war America has ceased to be a debtor and has become a creditor nation. Formerly we borrowed from abroad and paid our debts in trade. Now Europe owes money to us, more money than can be paid in gold. Unless we wish to have our markets flooded with foreign goods we must be willing to invest abroad the money which Europe owes to us.

But the vital question is how American industry can be supplied with sufficient capital for its own normal needs. Our supply of foreign capital is cut off and we must even lend some of that which we have. Obviously, unless American enterprise is to be handicapped by a severe shortage of money with which to work, new sources of capital must be developed in America, and this new capital can only come from the savings of the people. It is clear that national thrift is vital to national prosperity.

This is more true to-day than ever in the past. The first stages of American exploitation have passed. The time when, because of undeveloped national resources, new capital was produced in great quantities without much expenditure of capital is over. We have come to the time when our future lies in the building up of manufacturing, in the extension of our foreign trade, in industrial expansion, all of which require capital to begin upon. No longer can the adventurer with a pack animal and a pick and shovel or the pioneer with all his worldly goods in a prairie schooner set out with the hope of finding unknown gold mines or unclaimed cattle ranges. We need capital to develop through deeper shafts the mines already prospected, and to turn the cattle ranges and arid wastes into cultivated lands, to supply food for export.

And there is again the problem of our foreign trade. Europe already owes America more money than it can pay for many years. If we do not invest abroad the interest of our European debt, and new capital besides, Europe will be practically prohibited from buying American goods. Only the bare necessities will be purchased, with the result that American foreign trade will suffer materially. The situation of America in the assemblage of the world has changed, and it is time that America realized the responsibilities which this new position entails.

Economic Results of A Thrift Campaign

It is but natural that people should ask what will be the consequences of the nation-wide war savings and thrift campaign which the government proposes. It is hardly necessary to argue that the campaign is sound from a business point of view and is dictated by economic necessity. It has been demonstrated that thrift on the part of a multitude of small savers will help to provide the great quantity of new capital needed to reconstruct Europe and to give to American industry a new forward impulse. But there are also collateral benefits of wide importance.

In the first place, a nation-wide thrift campaign will undoubtedly have the effect of stimulating savings, not only through war savings stamps, but also through banks, insurance companies, building and loan associations and other normal channels for thrift. The saving attitude of mind is a national asset, and it is believed by proper organization of effort such an attitude may be permanently fostered.

Another vital question is the effect of a thrift campaign upon retail business. The first impulse is to suppose that this effect will be adverse, but a scrutiny of the matter leads to the conclusion that certainly over a year or more the effect will be stimulating. Savings inevitably increase the purchasing power of those who save, and ultimately, as interest begins to come in from their savings, they are able to spend more rather than less. In the meantime the money saved has been at work, has given employment to thousands, has created a new demand for goods which did not exist before.

A Reservoir For Emergencies

And this thought is closely related to the influence of thrift upon general market conditions. Clearly, it will have a tendency to stabilize demand and prevent periods of business depression. It means reserve buying power. It means that when periods of business unsettlement do come there will be something to draw upon—something to tide over periods of unemployment or decreased earning power. The importance of this, from the point of view of the business man who must make his commitments some time in advance, is easy to realize.

Still further, it is well known that the ownership of income-bearing wealth is one of the most conservative influences that can be introduced into a man's life. As a stabilizer of the thought and impulse of our people, thrift nationally inculcated must inevitably have a powerful and widespread effect.

Last, but far from least, there is to be considered the effect of a thrift campaign, particularly of a war savings campaign, upon the movement for Americanization of our foreign-born citizens. The purchase of government securities by these citizens will undoubtedly tend to increase their interest in the government—following the very principle on which Alexander Hamilton, as Secretary of the Treasury, had the Federal government assume the debts of the various states, in order to bind them more closely to the Union. It will have a tendency to induce confidence on the part of these citizens in American institutions. It will aid in putting into circulation the large sums of money which these foreigners have been accustomed to hoard.

Tribune Tax Service

One's Willingness to Pay 1918 Income Taxes Is a Measure of One's Appreciation of Victory

THE Federal revenue law, under which 1918 income is taxed, is in some respects a highly technical document; and it will be further complicated by rulings and interpretations of the Treasury Department. The taxpayer may find it hard to answer such questions as how much tax must be paid, how to pay the tax, how to fill in the forms on which returns must be made, to what extent, if any, an income is exempt from the levy, etc. The corporation may find it equally difficult to solve problems connected with the income, war and excess profits imposts.

The Tribune has therefore provided this Tax Service Department. Through the courtesy of the Guaranty Trust Company of New York,

Morris F. Frey,

Tax Consultant of that institution and a leading authority on the subject, will answer questions submitted to him through this department relating to individual, corporation or partnership income taxes, or about war profits and excess profits taxes.

You may therefore tell your tax troubles to The Tribune with the assurance that they will receive expert consideration. Those questions which are of general interest will be answered in this column. Names will not be used. All other questions will be answered by mail. All communications will be regarded as highly confidential.

You will favor us and expedite the reply if you will please observe these requests:

State your questions as concisely as possible, but be sure that no essential information is withheld.

Write on one side of paper only.

Inclose stamped addressed envelope for reply in case questions are not answered in the column.

Address all correspondence to
Tax Service Department, Tribune Business News Bureau, 154 Nassau Street, New York City.

Question: Will you kindly give me information on individual income tax? I am unmarried.

Wages for 1918	$1,114.00
Interest on savings bank deposit	23.00
	$1,137.00
Red Cross	9.00
War Work Fund	5.00
Clothing, shoes, carfare to a schoolboy in whom I have an interest, as his parents are poor and unable to clothe him properly, would amount to	125.00
Two Liberty bonds, 1918	100.00
Twenty War Savings Stamps	83.80

Are any of the foregoing items exempt? If so, state also on how much would I have to pay tax and at what per cent.

Answer: Assuming that you have included all taxable income and allowable deductions, your gross income for the taxable year is $1,137; allowable deductions, $14, leaving a net income of $1,123. You are entitled to a personal exemption of $1,000, which leaves $137 subject to income tax at the rate of 6 per cent.

Interest received on the Liberty bonds which you own is exempt from tax, but you are not allowed to deduct amounts invested in Liberty bonds or War Savings Stamps.

Gifts in the nature of charitable contributions are not deductible if made to individuals.

Question: Mr. X is a member of the X Y Z partnership.

The firm's fiscal year ended on May 31, 1918, but prior to December 31, 1918, the firm advised the collector that they had changed their fiscal year to agree with the calendar year. The collector assented to this.

The profits of the partnership per the end of their year, May 31, 1918, have been credited to the partners. The profits for the seven months ended December 31, 1918, have not yet been determined.

Mr. X, married, is anxious to make his return. His proportion of profits per May 31 was $50,000. He proposes to return this and all other income received by him during 1918, and then render a separate return on an estimate of his profits from May 31 to December 31, which figure he puts at $40,000. Remembering that it is impossible at this time to say what the profits will be per December 31, is the above method a proper one? What exemption should Mr. X take in each of his two returns? How would his surtaxes be figured?

Answer: If it is impossible for you to file your return by March 15 you should file on or before that date an estimate of the amount of tax due on such date, on your entire net income for the year, including your estimated partnership profits for the period from May 31 to December 31. In the meantime, the partnership books should be closed and inventories taken, in accordance with the provisions of the new law, in order that you may file a full and complete return within forty-five days from March 15.

Question: Will you please advise me if contributions made during 1918 to the Red Cross, Y. M. C. A., Salvation Army, etc., may be deducted from my income in making up my tax report?

Answer: The law provides that contributions are allowable deductions if made within the taxable year to corporations organized and operated exclusively for religious, charitable, scientific or educational purposes, or for the prevention of cruelty to children or animals (no part of the net earnings of which inures to the benefit of any private stockholder or individual) or to the special fund created by the vocational rehabilitation act, to an amount not in excess of 15 per cent of the taxpayer's net income as computed without the benefit of this deduction.

Question: What will be the income tax on the following, man and wife living together, no children and no dependents:

Man's income on dividends	$3,360
Wife's income on dividends	2,222
Man's salary	2,000
Gifts of both to Red Cross, Y. M. C. A., church and charity, all during year 1918	483

Answer: You and your wife should file separate returns, she claiming no personal exemption, you claiming the full $2,000 exemption. Your wife will be entirely exempt from both normal tax and surtax. Your personal income is exempt from normal tax. You may deduct from your total net income the portion of the contributions mentioned above which you have personally made during the taxable year. If the amount remaining is not in excess of $5,000, you are also exempt from surtax. Of course you understand that dividends received from domestic corporations are exempt from normal tax.

Short Term Notes

Security, rate and maturity.	Bid.	Ask.	Yield.
Am Bosch Mag Corp 7s, 1920	99½	100¼	6.70
Am Bosch Mag Corp 7s, 1921	99	100	7.00
Am Bosch Mag Corp 7s, 1922	99	100	7.00
American Cotton Oil 7s, 1919	100⅜	100⅝	5.50
American Cotton Oil 5s, 1919	99⅞	100	5.09
American Tel & Tel 6s, 1924	99⅜	99⅝	6.10
American Thread 6s, 1928	101½	102½	5.65
American Tobacco 7s, 1919	101	101⅜	5.25
American Tobacco 7s, 1920	101¾	102¼	5.75
American Tobacco 7s, 1921	102	102½	5.90
American Tobacco 7s, 1922	103	103⅜	6.10
American Tobacco 7s, 1923	103½	103⅞	6.25
Anaconda Copper 6s, 1929	97⅛	97⅜	6.55
Argentine Government 6s, 1920	98⅞	99¼	6.60
Armour 6s, 1919	100⅛	100⅜	4.90
Armour 6s, 1920	100⅛	100⅝	5.55
Armour 6s, 1921	100⅛	100⅝	5.70
Armour 6s, 1922	100⅛	100⅝	5.75
Armour 6s, 1923	100¼	100¾	5.75
Armour 6s, 1924	100¼	100¾	5.90
Balt & Ohio R R 5s, 1919	99½	99¾	5.70
Bethlehem Steel Corp 7s, 1919	100½	100⅞	5.25
Bethlehem Steel Corp 7s, 1920	101	101½	6.00
Bethlehem Steel Corp 7s, 1921	101¼	101¾	6.40
Bethlehem Steel Corp 7s, 1922	101¼	101⅝	6.30
Bethlehem Steel Corp 7s, 1923	101⅛	101½	6.55
Canadian Pacific Ry 6s, 1924	100⅝	101	5.70
Central Argentine Rys 6s, 1927	89	91	7.50
Chicago Bur & Quincy 4s, 1921	95⅝	95¾	5.85
C R I & P Ry 6s, 1922	98	98½	6.65
Chicago Pneumatic Tool 6s, 1920	98½	99½	6.30
Chicago Pneumatic Tool 6s, 1921	98	99	6.45
Chicago Pneumatic Tool 6s, 1922	96	97	7.00
Chicago Pneumatic Tool 6s, 1923	95¼	96	7.00
Cuban-American Sugar, 1920	100	100½	5.45
Cuban-American Sugar, 1921	100	100¾	5.60
Cudahy Packing 7s, 1923	102	102½	6.35
Delaware & Hudson R R 5s, 1920	99	99¼	5.50
Dominion of Canada 5s, 1919	99½	99¾	5.50
Erie R R 5s, 1919	94	95½	—
Federal Sugar Refining 5s, 1920	98½	99½	5.60
General Electric 6s, 1919	100⅛	100	5.35
General Electric 6s, 1920	100⅜	100⅝	5.55
Great Northern Ry 5s, 1920	98⅞	99⅛	5.80
Interborough R T 7s, 1921	91¾	92⅛	—
Kansas City Terminal 6s, 1923	103⅛	100¼	5.85
Liggett & Myers Tob 6s, 1921	100	100¼	5.90
Philadelphia 6s, 1922	96	96½	7.30
Newfoundland Govt 5s, 1919	99½	99⅛	5.25
N Y Central R R 5s, 1919	99½	99¾	5.40
Norway Government 6s, 1923	99⅝	100¼	5.90
Pennsylvania 4½s, 1921	96⅞	97¼	5.75
Pitts & Shawmut R R 6s, 1920	100	100¾	5.25
Procter & Gamble 7s, 1919	100	100¼	—
Procter & Gamble 7s, 1920	101⅝	101⅞	5.10
Procter & Gamble 7s, 1921	102	102¾	5.50
Procter & Gamble 7s, 1922	102¾	103½	5.70
Procter & Gamble 7s, 1923	103⅜	104⅛	5.90
P S C of N J 7s, 1922	97½	98	7.75
Russian Government 5½s, 1921	59	60	—
Russian Government 5½s, 1926	140	145	—
Russian Government 6½s, 1919	66½	68	—
Shawinigan W & P 6s, 1919	102½	103½	—
Southern Ry 6s, 1922	99	99¼	6.25
St Paul Union Depot 5½s, 1923	99	99¼	5.65
Studebaker Corp 7s, 1921	99½	100¼	5.80
Studebaker Corp 7s, 1929	95¾	96½	7.50
Swift & Co 6s, 1921	98¾	—	—
Switzerland Govt 5s, 1920	99⅝	100⅛	4.90
Utah Secur Corp 6s, 1922	89	90	9.40
Westinghouse E & M 6s, 1920	99⅞	100⅛	5.85
Wilson 6s, 1928	93¼	93½	6.90
Winchester Rep Arms 7s, 1919	99¾	100	7.00

Broadening the Social Outlook of Business Men

Bankers, Industrial Leaders and Educators Suggest Programmes for Improving Knowledge of Employers on Larger Problems of the Nation's Life

EVENTS happen, and then men think about them. Theory follows practice, sometimes centuries later. The industrial and political revolutions of the nineteenth century and after loosened new forces in the world which changed fundamentally the conditions under which men live, yet there are those who are still wont to interpret current life by antique formulas and political notions.

In America, the beginning of a genuine awakening of the employers of the nation to their social responsibilities seems to be manifesting itself. Business men are becoming self conscious of their own limitations and aware of the breadth of view and freedom from narrow vision which their place as accelerators in the great process of adjustment to conditions in a new world requires of them. Their leaders are chafing under their faults—and that is, perhaps, a healthy sign. The American business man appears ready to undergo changes in spirit necessary to fit himself to aid in the success of the American strivings to attain fuller democracy in industry through individual initiative instead of state action.

If progress is to be orderly in this country—as most Americans would seem to prefer—the business man, the organizing geniuses, the type of men whose practical adventuresomeness converted wildernesses here into highly organized industrial cities, must be prepared to make huge contributions in ideas.

How is the American business man best to fit himself for such a rôle? The Tribune addressed this inquiry to a group of bankers, industrial leaders and educators. A point of departure for the discussion was a frank exposure recently by Frank A. Vanderlip, president of the National City Bank, of what he regarded as serious limitations of the business men of this country.

As Vanderlip Sees the Problem

"No small part of the trouble between capital and labor," Mr. Vanderlip told the New York Credit Men's Association, "in my opinion, lies in the ignorance of employers. Now, that is not altogether to be marvelled at. Men engaged in active business enterprises have their minds tremendously absorbed with the day's flow. Their day's work is a mental day's work, which excludes them from the leisure ordinarily necessary to think on problems that do not appear to be immediately necessary for them to solve."

The banker asserted further that the intelligent laboring man has more leisure and therefore has gained a better insight into social conditions. Without entering into comparison of the relative grasp of the workingman and the employer on that bundle of human facts which the professors call sociology, The Tribune invited men whose opinions might be interesting to suggest a programme for the "tired business man" to broaden his social outlook and overcome his handicaps of education. It might be equally profitable to make similar studies in relation to the needs of manual laborers, professional men, and society women. This discussion has been restricted to the problems of the business man.

Harry A. Wheeler, president of the Chamber of Commerce of the United States, directed attention to the growing tendency of business men to look beyond the limits of their own immediate interests, saying: "There is a growing consciousness among employers that the worker is entitled to a larger consideration. This consciousness is not born of an increased knowledge of fundamental principles of sociology, but of a larger spirit of coöperation which the commercial organizations of the country have been constantly teaching for years, and further of an intelligent, selfish interest that recognizes in happy environment, continuity of employment and contentment the elements which make for efficient production. I do not underrate what the universities might teach, but employment managers must also be taught in the school of human contact. More and more industries are entrusting the maintenance of cordial relations to an executive with power, and in proportion as such executive is one of the shop rather than an office autocrat is there success in his efforts, but he must have fine balance of temper and judgment gained by contact with the human elements with which he deals rather than by the theories of a university course."

Everyone Has Blundered Along

Dr. Charles Austin Beard, director of the Bureau of Municipal Research, was more hopeful of the part the universities could play, saying: "I should supplement Mr. Vanderlip's statement by saying that 'no small part of the trouble between capital and labor lies in the ignorance of *mankind*,' including under the term mankind employers, employes and all the rest of us. We have all been blundering along, more or less in the dark, not taking much thought about our fundamental social problems or regarding them as mere fads and fancies. I have no simple solution to offer. I think the colleges could do a good deal more than they now do in the matter of social education for leaders in commerce and industry. I believe now in setting aside the classics and pure science and building a college curriculum on history (political, industrial and economic), political economy, psychology, business and labor organization and government and administration. Our young leaders of finance and industry, after going through such a course, would be better prepared to cope with the difficulties which beset modern business. We all need wider horizons and deeper sympathies; we all need to be emancipated from narrow prejudices and intense preoccupation with profit making."

The approach to the problem of A. E. Adams, president of the First National Bank of Youngstown, Ohio, was slightly different. After pointing out prevalent economic heresies, the banker asked: "How are we to rid ourselves of these false beliefs and substitute for them the kind of knowledge that properly goes with our present state of industrial development? And the answer, of course, is: By the intelligent direction of the abundantly large number of educational agencies we already have.

"First of all, there should be radical liberalization of the educational methods followed in our schools and universities. It should be just as much a part of our educational system to impress upon the mind of the young the inviolability of natural law in the moral and fiscal world as it is to teach the inviolability of that law in the physical world. It should be just as much a part of our system to teach that the law of compensation is universal and applies to all departments of life, including the business department, as it is to teach that you cannot get 'something for nothing in the physical world. It should be just as much a part of our system to teach the importance and value of service to society as a way to happiness and success as it is to teach that two and two makes four. And it should be just as much a part of our system to teach that 'bread cast upon the waters will return' and that courtesy, consideration and honesty pay big dividends as it is to teach that 'A' is the first letter of the alphabet. These and a multitude of like things are an essential part of the education of a good citizen whether he is to be a worker or an owner or both. But now we do not get them in our schools and universities.

Would War Against Class Prejudices

"Next, there should be a vigorous effort on the part of the church, the press, the platform, the theatre and all other educational agencies to direct the attention of people generally to the much neglected social and economic fields of knowledge, a vigorous effort to instil wholesome truths and sound philosophy, a vigorous effort to offset and disprove the false teachings of class advocates and class believers."

Precise steps that might be taken at once to put the American business man in touch with the best social thought are outlined by Dr. E. A. Ross, of the University of Wisconsin, an authority on the subject. Speaking of what he considers a lack of knowledge of business men and financiers on social subjects, Professor Ross says: "They may have studied such conditions at one time, but, as the years go by, the business questions fill up the foreground of their consciousness, and they act precisely as if they had never known anything of social conditions.

"This state ought to be remedied by organized effort. Let the National Chamber of Commerce appoint a committee to confer with equal committees representing the American Sociological Society and the Federation of Social Settlements, for these two groups, the sociologists and the settlement residents, are the two largest and most distinct disinterested groups familiar with social conditions.

"Let this joint committee determine the American social conditions which it regards most important for the business man to know something about. For each of these let them determine the speakers in the country who are best qualified to treat it authoritatively, from a disinterested and patriotic standpoint. Let them also work out a three-year programme involving eight or nine addresses a year. Let all of these, then, be sent out to the local chambers of commerce throughout the country, and let a committee be appointed in each state to ascertain the speaking talent within reach of the chambers of commerce of that state, and do what is possible then to aid the local chambers of commerce in carrying out this programme. I believe if any chambers of commerce knew exactly who were the most competent persons within two hundred miles to address them on particular subjects—say, infant mortality, child welfare, industrial housing, basic eight-hour day, one day of rest in seven, etc.—that most of them would be very willing to devote a certain number of their meetings to hear such speakers."

Dean Johnson's Recommendations

What the ordinary business man can do in the way of private study occupied the attention of Dr. Joseph French Johnson, dean of the School of Commerce, Accounts and Finance, of New York University, an authority on education for business.

"My advice," he says, "to the man in business, if he wants to make the most of himself, is as follows: First, read a good daily newspaper. Second, read an elementary treatise on economics, get interested, if possible, and keep on reading. Third, if possible, let him associate himself with other ambitious men, either by participating in the educational work carried on by his own organization or by enrolling with some institution that will give him guidance and stimulus. Finally, if he is really to grow, he must know that he has got to do some hard work and some hard thinking."

After relating how within the last thirty years a literature of business has sprung into existence, the dean asserted: "Furthermore, many of our newspapers—of which The Tribune is a notable example—are publishing matter every day which I regard as distinctly educational in quality. No business man can read your financial page every day and the business and financial articles you publish in the Sunday issue without broadening his knowledge and finally becoming what we professors call 'scientific' in his conclusions with regard to business conditions."

Julius Henry Cohen, lawyer and publicist, charges the American business man with a lack of imagination and of the habit of reading good books. "The American business man," he writes, "is not lacking in courage, in enterprise, in practical hard sense. What he lacks more than anything else is imagination. However wrong the Syndicalists and the Socialists may be—and they are in large measure wrong—they nevertheless have imagination. The American business man, as a rule, never reads anything that is 'hostile.' No sound lawyer ever tries his case without understanding the case of the other side.

"We are reshaping industry and society to-day, and it takes a reader and a student and a man who studies social events to understand the shape that society is going to take in the future. With all the ability of the business man to dream, to think, to construct, he does not read, and that is characteristic of our American people. We make progress in this country cataclysmically. The metre to which we set our thinking is catastrophic. We wait until events rise up before us and smash us in the eye and then we try to find out why."

Ignorance Causes Trouble

Reading as the golden road to better understanding is also advocated by Dr. Charles W. Eliot, president emeritus of Harvard University. "I agree," he declares, "that the trouble between capital and labor is much increased by the dense ignorance of many employers concerning the grave social problems of to-day, particularly of employers whose education was but scanty.

"When I meet with an ignorant employer who has become desirous of informing himself, and is capable of reading a book, I advise him to read 'The Approach to the Social Question,' by Francis Greenwood Peabody, the Macmillan Company, New York, 1909, beginning with Chapter III, entitled Economics and the Social Question. If he finds that chapter to be sensible and interesting, he will probably read the next two chapters on Ethics and the Social Question and Idealism and the Social Question. I know no better way of overcoming the lack of knowledge of the business man on social subjects."

Henry Bruère, former Chamberlain of the city, in his contribution to the discussion testifies, "The evidence seems to be on the side of a rapidly growing social-mindedness among employers."

W. P. G. Harding, governor of the Federal Reserve Board, regards an appreciation of the living conditions of workers as good business as well as sound humanity. "It seems to me," the official writes, "that the first step necessary is to bring the business man to a realization of the fact that a human interest in his employes and the provision of suitable living conditions for them is really good business.

"Some of the larger banks, manufacturers and jobbers have already devoted a great deal of attention to this subject. I know of several large banks which carry group insurance on the lives of their employes, providing each employe, free of cost, with insurance equal to at least one year's salary. Other banks have established pension systems and sick benefit funds."

Mr. Adams, of Youngstown, makes an illuminating survey of what the economic heresies are from his standpoint. "The swift rush of industrial progress," he coments, "which has revolutionized the busines world within little more than half a century, has thrown us out of balance. In certain branches of industry we have fallen far behind our times. We have not even unloaded the economic heresies of a century ago.

"What is more common than the belief that it is possible to get something for nothing in business? What more common than the belief that to succeed the business man must destroy his competitor? Or, what is more common than that the merchant himself fixes the price of the goods he sells to his customer? And what could be more self-evidently unsound than any and all of these beliefs! Or, again, what is more common than the belief that capital, as such, draws a larger part of the earnings of capital and labor combined than its fair share?

Capital's Share Small

"Under our system wealth tends to concentrate, and some few individuals, because of some accident of birth or environment or particular ability or all three, reap rewards beyond their deserts; but capital as capital, that is, the sum total of all capital, draws but a modest share of the sum total of the national earnings. Before the war more than two-thirds of the wealth produced in our country went to labor, that is, was represented by salaries, wages, fees and the like paid for personal services, while less than one-third went to the owners of capital and national resources combined. It would be difficult to say what in normal times is the average earning of capital, but if I were to guess, I would put it below rather than above 7 per cent.

"The actual solution of the labor and capital problem can come only in the reduction of the number of workers who are not capitalists and a reduction in the number of capitalists who are not workers. In an ideal state every one would be both. We do not expect to arrive at an ideal state, but we have every reason to hope that we can approach such a state much more closely than we now do, but we cannot do this until we repudiate heresies and turn to truth. We cannot do this until the false foundation of suspicion, distrust and misunderstanding which formerly supported our fiscal structure is replaced with the sound stones of confidence, mutual understanding and a spirit of coöperation. And these sound stones are not to be found in the valley of ignorance; they are in the granite hills of knowledge."

Blind revolution gains inspiration in ignorance and stupidity. Social education for business men, and for every group in the nation, would seem to offer a way out of the chaos of endless wrangling and unintelligent clashes.

Silk Replaces Muslin

Uncertainty in Latter Trade Stimulates Former

While manufacturers of women's muslin underwear are reporting a lack of orders from retail buyers, the makers of silk underwear say that present business is far above normal. The raw cotton and cotton fabric markets are so upset that neither the underwear manufacturers nor retail buyers are willing to take much of a chance on anticipating future requirements right now. This has helped business in the silk lines. Several of the large manufacturers of muslin underwear have gone into the manufacturing of silk garments for this reason. While 80 per cent of the silk underwear is made in flesh color, there is an increasing demand for ecru, lavender and light blue. Novelties in style and cut are taking well with the retail buyers and the ultimate consumers.

What England Wants From U. S. Factories

A list of American manufactured products which can be sold to retailers in England and in the Argentine has been received in the local office of Harrod's, Ltd., conducting retail establishments in London and Buenos Ayres.

The list includes photographic and electrical apparatus, stamped metal ware, notions, such as hooks, eyes, fasteners and similar metal products. There is a large field for American made knitted products of cotton or part cotton and wool, but the wool should not exceed 80 per cent of the finished garment. America cannot compete with England on all wool knitted goods, it is said.

Cotton goods are wanted in both England and South American countries, more so in the latter. Exporters are advised to show bright colors and not to substitute darker shades when the goods are ordered. Parasols, especially in the brighter hues, are marketable in both places. In England the retailers want cheap dresses, bath robes, kimonos and children's dresses. In Buenos Ayres the demand is for high grade apparel in the women's line, such as is handled by the best stores on Fifth Avenue.

Shoes and gloves are the main products wanted in the leather goods line. The shoes, it is noted, should be of a conservative style. Narrow pointed toes and extremely high heels are not desired.

W. D. Ager, American agent for Harrod's, Ltd., will return to England March 15, taking with him samples of American products. Many buyers from Harrod's store in Buenos Ayres will be in London when Mr. Ager arrives there to view the samples.

Consolidated Exchange

[Unit of trade on this exchange, 10 shares]

Following table gives total transactions for the week ended February 21, with the high, low and closing prices:

Sales.		High.	Low.	Last.
360	Alaska Gold Mines	4⅛	3½	3¾
170	Alaska Juneau	2⅛	2	2
1595	Allis-Chalmers Mfg	36	32¼	35⅛
740	Am Beet Sugar	71	68½	69½
2620	American Can	46⅛	44⅜	46
310	Am Car & Foundry	91⅝	88¾	90½
130	Am Cotton Oil	45¼	42⅝	45¼
219	Am Druggists	12⅜	12⅛	12⅜
610	Am Hide & Leather	18⅜	17⅜	18¼
2120	do pf	94¾	90⅝	93¼
30	American Ice	42½	42½	42½
60	Am International	55⅜	55⅜	55⅜
160	American Linseed	48⅞	47¾	48¾
360	American Locomotive	64½	63¼	64⅜
110	American Malting	1¾	1⅜	1¾
3205	Am Smelting & Ref	68	64⅞	68
70	Am Steel Foundries	78¼	75¼	78¼
40	Am Sugar Refining	116⅞	116½	116½
1450	American Sumatra	109⅞	104½	107¼
210	Am Telep & Teleg	104¾	101¾	104¾
30	American Woolen	52⅜	51¼	52⅜
180	Am Writ Paper pf	37¾	33¼	37¾
1840	Anaconda Copper	59⅝	58¼	60
120	Atch Top & S F	92¾	91¾	92¾
40	Atl Gulf & W I	98	96	96½
11120	Baldwin Locomotive	77½	73¼	76¾
260	Baltimore & Ohio	47⅝	46½	47½
3190	Bethlehem Steel B	63	60⅝	63
5125	Brooklyn R T	26½	22¼	25
20	Burns Brothers	146½	145½	146½
10	Butte & Superior	17⅞	17⅞	17⅞
80	California Packing	52⅞	52¼	52¼
2375	California Petroleum	28¾	24½	28¼
660	do pf	72⅞	70¼	72⅞
160	Canadian Pacific	161¼	158¾	161¼
1825	Central Leather	63½	59¾	62⅞
60	Chandler Motors	120¼	119½	119½
145	Ches & Ohio	57¼	55¾	57¼
855	Chic Mil & St Paul	36½	34⅝	36
450	Chic R I & Pac	24⅝	23½	24⅝
50	Chile Copper	17¾	17¾	17¾
105	Chino Copper	33⅝	32⅜	33½
190	Col Fuel & Iron	38⅛	36¾	37⅝
40	Columbia Gas & Elec	43⅛	42¼	42¾
20	Consolidated Gas	94	94	94
150	Con Int Cal Mining	6⅞	6⅞	6⅞
810	Corn Products Ref	49½	48	48⅞
2550	Crucible Steel	59¼	56	58¾
1160	Cuba Cane Sugar	23¾	21⅝	23½
1650	Distillers Securities	58	55¼	56
460	Dome Mines	13⅛	12⅜	13
680	Erie	16½	15¾	16½
390	do 1st preferred	28⅜	25¾	28⅜
290	Gaston Wm & Wig	29⅞	27½	29⅞
4618	General Motors	144	134¼	140⅝
920	Goodrich (B F) Co	65½	59⅞	65½
110	Great Northern pr	93	92⅛	93
800	do ctfs for ore prop	40⅛	38⅝	40⅛
40	Greene Can Cop	41¾	41⅜	41¾
590	Inspiration Cop	45¼	43⅝	45¼
590	Interboro Consol	7	5⅞	7
560	do preferred	23½	19½	23½
395	Int Mer Marine	25	23⅞	24⅝
9545	do preferred	103⅝	99⅝	103⅜
59	Inter Nickel	27⅛	26⅜	26½
2705	Inter Paper	47⅝	41½	47⅝
30	Kan City So	17¾	17⅝	17¾
750	Kelly S P Tire	101	82	99½
690	Kennecott Cop	31	29½	31
40	Lee Tire	26	25¼	26
50	Maxwell Motors	33	32⅞	32⅞
23075	Mexican Pet	181	175	178⅜
63	Miami Copper	22¼	21¾	21¾
275	Midvale Steel	43¼	41⅜	43
710	Mo Pacific	25⅜	24⅜	25
200	Nat Con & Cable	15¾	15½	15¼
1065	Nat Enam & Stamp	51⅝	46¾	51⅝
100	National Lead	68	67⅞	67⅞
10	Nevada Con Cop	16½	16½	16½
30	N Y Air Brake	100⅛	98½	100⅛
560	N Y Central	74¼	73	73¾
390	N Y N H & H	29⅛	27	28⅜
30	N Y Ont & W	20¼	20⅛	20⅛
310	Northern Pacific	92⅝	90½	92⅛
370	Ohio Cities Gas	37¾	36⅝	37
20	do rights	2⅝	2⅝	2⅝
1680	Okla Prod & Ref	9⅛	8⅝	8¾
30	Ontario Mining	7¼	7¼	7¼
7858	Pan-Am Pet & T	82⅜	76¾	80¾
120	Pennsylv R R	44⅞	44⅜	44⅞
80	People's Gas Chicago	50¼	48⅛	49
140	Philadelphia Co	33¼	32⅝	33⅛
310	Pierce-Arrow	42⅜	41⅛	41¾
1945	Pierce Oil	19⅜	17¼	17¾
150	Pressed Steel Car	68¼	63¾	67½
50	Ry Steel Spring	74¼	72⅝	74¼
185	Ray Consol Copper	20⅜	20⅛	20
4110	Reading	81⅞	78⅞	81¼
130	Repub Iron & Steel	76¼	74	76¼
1315	Royal Dutch	99¼	91	98¼
110	Saxon Motor	9⅞	9½	9½
80	Shattuck-Arizona	10¾	10⅜	10⅜
4000	Sinclair Oil Refining	38	35	37½
5185	Southern Pacific	102⅞	100⅝	102⅛
755	Southern Ry	28¼	26¼	28¼
5235	Studebaker Co	55⅝	53¾	54¾
230	Stutz Motor	44¼	42½	42½
50	Tenn Cop & Chem	13½	12⅝	13⅜
690	Texas Co	194½	192¼	194½
470	Texas & Pacific	33¼	32¼	32¾
100	Third Avenue	17	15¾	16¼
584	Tobacco Products	90⅝	84⅝	89
1640	Union Pacific	130⅜	128½	130
1300	United Cigar Stores	124⅜	117¾	124⅜
20	United Fruit	163½	163¼	163½
220	United Ry Invest pf	25	20⅞	25
80	U S Cast I Pipe & F	20¼	16¼	20¼
1850	U S Indus Alcohol	111½	104⅝	111
4910	U S Rubber	81⅞	76⅞	81⅜
104371	U S Steel	94⅝	91⅝	94½
1060	Utah Copper	69	67¼	68⅝
200	Va-Car Chemical	55¼	52¾	55⅛
10	Wabash	8¼	8¼	8¼
20	Western Maryland	11⅛	11	11
10	Westn Union Telegr	88½	88½	88½
400	Westinghouse E & M	44	41¾	44
100	Wilson & Co	69¼	68⅝	69¼
1330	Willys-Overland	26⅜	25½	26¼
	LIBERTY BONDS			
$8800	Liberty 3½s	99.42	98.82	98.88
8350	do 1st 4s	96.00	95.52	95.94
11400	do 2d 4s	97.20	94.88	95.38
18000	do 3d 4¼s	97.72	96.76	97.44
27950	do 4th 4¼s	95.62	95.00	95.52

Exporters Told to Develop Markets Outside of England

Coming British Import Embargo Forces Revision of American Plans to Extend Foreign Trade

American exporters, acting on the assumption that the British restriction on imports will probably continue for the next six months, at least, are turning their attention to development of new markets in countries where such embargoes do not exist. Preparations for resuming trade with England are still in the making, but manufacturers recognize that an entire readjustment of their immediate plans for extending foreign trade is necessary.

The American Manufacturers' Export Association, after the British government announced that import restrictions were to be reimposed on March 1, started an inquiry to determine what effect this would have on the foreign trade of the United States and to decide upon the proper policy to be pursued by American exporters. The result of this inquiry is summarized as follows by George E. Smith, president of the association:

"It would appear that the imposition of these restrictions is simply a temporary expedient, rather than an indication of a permanent English policy. From statements of government officials, as well as well informed business men in England, there is no reason to believe that Great Britain intends to erect a permanent wall against the manufacturers of other countries. Far-sighted Englishmen realize that England is the last country in the world to profit by a policy which, if generally followed by other nations, would destroy her own overseas commerce.

"What has happened is that England has determined to get back upon a normal basis, and is readjusting her business affairs more quickly than we are. She has felt the necessity for giving her own people a chance to put their house in order before opening up her markets to the world. This means that for a certain period a certain percentage of goods manufactured in other countries will be kept upon a restricted list, and that until these restrictions are removed any attempt to expand the sale of these products in England is impracticable."

Buyers Arrived

Buyers are invited to register in this column by telephoning Beekman 8243 between 10 a. m. and 10 p. m.

Women's Wear and Millinery

BEDFORD, Va.—Davidson Co.; A. Davidson, women's wear; Broadway Central.
BURLINGTON, Vt.—Currier Co.; L. Currier, women's wear; Breslin.
CHARLOTTE, N. C.—Z. G. Shelton; ready to wear; Wallick.
CLEVELAND—S. Schultz Co.; S. Schultz, women's ready to wear; Aberdeen.
FALL RIVER, Mass.—B. Starr Co.; B. Kravif, millinery; Broadway Central.
GADSDEN, Ala.—Mrs. F. Duncan; millinery, etc.; Marlborough.
GALVESTON, Tex.—A. Warren; women's wear; Aberdeen.
GLOUCESTER, Mass.—I. Cohen Co.; I. Cohen, ready to wear; Broadway Central.
LOS ANGELES—S. Rosenfelder; women's wear; Wallick.
MANITOWOC, Wis.—Schuette Co.; Miss Clark, women's wear, etc.; Seville.
PENSACOLA, Fla.—Moskovitz Co.; B. Moskovitz, women's wear; Broadway Central.
ROCKINGHAM, N. C.—Hopkins Co.; Mr. Hopkins, women's wear; Broadway Central.
SAN FRANCISCO—H. Smith; women's ready to wear; Aberdeen.
TRINIDAD, Col.—J. Goldsmith & Sons; M. Goldsmith, women's wear; Breslin.
WILMINGTON, N. C.—Sessberg Co.; L. Sessberg, women's wear; Broadway Central.

Men's Wear

BOSTON—M. Levin Co.; M. Levin, clothing; Broadway Central.
BOSTON—J. Cohen Co.; J. Cohen, furnishings; Broadway Central.
CLEVELAND—H. Brittman, clothing; Marlborough.
Keyser, W. Va.—Kaplan Co.; Mr. Kaplan, clothing, etc.; Herald Square.
LINCOLN, Neb.—M. Nefsky, clothing; Albert.
LOUISBERG, N. C.—H. McIlrayer, furnishings; Aberdeen.
MONTREAL, Canada—Glasburg Bros.; H. Glasburg, furnishings; Broadway Central.
PITTSBURGH—H. Weiss, furnishing goods; Herald Square.
WAYCROSS, Ga.—Solomon Co.; J. Solomon, clothing; Herald Square.

Piece Goods

CHARLOTTESVILLE, Va.—A. Michton, dry goods; Broadway Central Hotel.
CLEVELAND—E. Sperling, piece goods; Holland House.
DETROIT—Cadillac Manufacturing Co.; I. Conboy, piece goods; Hotel Gerard.
EAST LIVERPOOL, Ohio—Stein Co.; Mr. Kahn, dry goods, etc.; Herald Square Hotel.
EMPORIA, Kan.—Ramsey Co.; J. Ramsey, dry goods, etc.; Hotel Continental.
NEWARK, N. J.—L. Klein, dry goods, etc.; Broadway Central Hotel.
NORWICH, Conn.—A. Cohen Co.; A. Cohen, piece goods; Broadway Central Hotel.
PORTSMOUTH, Va.—M. Silverman, dry goods, etc.; Grand Hotel.
SCHENECTADY, N. Y.—S. Berger Co.; S. Berger; piece goods; Grand Hotel.
SMITHFIELD, N. C.—Abdalla, Lewis & Co.; M. Abdalla, dry goods, etc.; Hotel Breslin.
TALLADEGA, Ala.—L. Rosenberg Co.; L. Rosenberg, dry goods, etc.; Broadway Central Hotel.
WASHINGTON, Ga.—T. Miller, dry goods; Hotel Alcazar.
WISE, Va.—J. Beaty, dry goods, etc.; Hotel Alcazar.

General Merchandise

BOSTON—M. Epstein Co.; M. Epstein, general merchandise; Broadway Central.
MACON, Ga.—W. Kessler, general merchandise; Broadway Central.
PROVIDENCE, R. I.—M. Palmer Co.; M. Palmer, general merchandise; Broadway Central.
ST. PAUL—W. Hoffman, general merchandise; Collingwood.
VIRGINIA, Minn.—Shanedling Co.; M. Shanedling, general merchandise; Navarre.
WASHINGTON—G. Bauer, general merchandise; Grand.

House Furnishings, Furniture, Floor Coverings, Drapery

GREENVILLE, N. C.—Higgs-Taft Furniture Co.; J. Higgs, house furnishings; Grand.
LYNCHBURG, Va.—McGehee, Cole Furniture Co.; R. McGehee, house furnishings; Wallick.
PHILADELPHIA—Haas Bros.; Mr. Haas, house furnishings; Herald Square.

Leather and Fancy Goods, Jewelry

MONTREAL—S. Wienert Co.; S. Wienert, jewelry; Broadway Central.

Shoes

WINSTON-SALEM, N. C.—E. L. Hine Co.; Mr. Hine, shoes; Continental.

Miscellaneous

BOSTON—A. Rosenthal & Son; A. Rosenthal, mfrs. leather novelties; Broadway Central.
BURLINGTON, N. C.—J. D. & L. B. Whitted; L. B. Whitted, dry goods, shoes, furnishings; Grand.
CLEVELAND—M. Miller, house furnishings and general line; Algonquin.
CLEVELAND—J. Silverman, leather, etc.; Broadway Central.
DETROIT—F. B. Dickerson Co.; F. B. Dickerson, representative; Grand.
MINERSVILLE, Penn.—Wm. Poorman, leather, etc.; Grand.
MOBILE, Ala.—Lagman Co.; J. Lagman, dry goods and general merchandise; York.
MURFREESBORO, Tenn.—Smith, Hood & Steed; Mr. Smith, general line; Flanders.
ROCKWOOD, Tenn.—T. L. Peterman & Co.; T. L. Peterman, dry goods, clothing, shoes; Herald Square.
SHAWNEE, Okla.—G. H. Kerfoot, dry goods and general merchandise; Holland.
WAUSAU, Wis.—Lemke Co.; Mr. Lemke, general line; Grand.
WRIGHTSVILLE, Ga.—Davidson Co.; J. Davidson, dry goods and general merchandise; Broadway Central.

Offerings to Buyers

SERGES: Best cash offer accepted on quantity of 780 Botany Duben. Woolen Exchange, 1269 B'way. Mad. Square 4845.

SERGES; H. W. P. .40, W. F. X. $1.20, 54289 $1.35, P. P. L. $1.60, C. S. G. .50, 1269 .40. Spitzer, 1265 Broadway.

Buyers' Wants

SERGES WANTED—2205, 11483, 519, 2850, 104. M. Weinstein Co. Madison Square 2620.