

CARNEGIE INSTITUTE TO TEACH SALESMEN

New Course at Technology School Announced at Life Insurance Meeting.

UNDERWRITERS TO HELP

The Association of Life Insurance Presidents began its ninth annual meeting yesterday morning at the Hotel Astor.

Executive Committee Named.

Those elected to the executive committee for the ensuing year were Jesse E. Clark, president of the Central Life Insurance Company.

William D. Wyman, president of the Berkshire Life Insurance Company of Pittsfield, Mass., as chairman of the convention, spoke in part as follows:

"In the beginning of the business, as in the starting of a new business, there were no large accumulations of capital. These came with growth of the business in age as well as in volume.

"Turning to the opposite side of the ledger, we found as of December 31, 1914, assets in hand amounting to \$1,925,000,000.

"An investigation made by the bureau of statistics in the United States showed that the transportation of freight over water roads in the United States cost an average of 21 cents per ton per mile.

"One of the romances of American civilization has been the influence of the original railroad construction in advancing farm land values all through the middle West.

"The mortgage is the master builder of the new age—the Rameses II. of America.

MELLEN SAYS 'I NEVER PLANNED FOR MONOPOLY'

Ends Cross-Examination in the New Haven Trial With an Emphatic Denial of Any Conspiracy Against Transportation Facilities of New England.

Justice Jaycox's Order Overruling Demurrers Is Sustained by Higher Court.

Charles S. Mellen ended his cross-examination in the trial of the former New Haven directors yesterday afternoon by the emphatic declaration that he had never conspired with any person or persons to monopolize the transportation facilities of New England.

It was at the close of a day in which the questions of Charles F. Choate had taken him from the Roosevelt approval of the acquisition of the steamboat lines to shut out Charles A. Morse to the trolleys that Mr. Mellen savored the purpose of the New Haven directors.

"Now, at any time during your connection with the New York, New Haven and Hartford Railroad Company, did you combine or conspire with any person to monopolize in any way interstate commerce between the several States of England and the States of New York and New Jersey and the other States of the United States, or to obtain a monopoly of the entire transportation of New England, New York and New Jersey," asked Mr. Choate.

"Your problems came up from day to day, and you met them as best you could as time went on," continued Mr. Choate softly.

"You have spoken of New England as a terminal yard. Won't you describe a little more fully what you mean by that?" asked Mr. Choate.

"That was what impelled the New Haven to reach out all the time for the control of more business, to support the enormous expenditures made and required—and there was no end in sight—these expenditures had to be supported, and they had to be supported by controlling sources of business.

"Any one looking at the map can see that it is nothing but a great terminal yard, as I have said. The great manufacturing and everything they consume is brought from other sections of the country and everything they produce is sent out.

"The mortgage is the master builder of the new age—the Rameses II. of America. By it the individual secures the necessary cooperation to erect his home and his business habitation, and firms or corporations may, without withdrawing their own capital into the business, build spacious and for the future by drawing upon the accumulated capital held by various investing institutions."

STOCKHOLDERS OF UNION BANK TO PAY TARIFF COMMISSION INDORSED BY GORE

Blind Senator's Remarks Are Cheered by 1,000 Business Men at Luncheon.

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Nearly 1,000 business men, gathered at the luncheon arranged by the Members Council of the Merchants Association at the Hotel Astor yesterday, heard with evident rish Thomas P. Gore, Oklahoma's blind senator, fling fire at past methods of tariff making and gave vigorous applause when he said the only question now was whether the Democrats would establish a non-partisan tariff commission or leave it for the Republicans to do hereafter.

The luncheon was one of the most successful the association has held and was effective in making plain where the business men stood with respect to the creation of such a commission.

Senator Gore, before touching on the tariff commission idea, uttered a warning to the war spirit of the nation. "Between the clangor of arms abroad and the clamor for arms at home we are apt to forget that peace hath her victories no less brilliant and no less beneficent than the roeking triumphs of war."

Senator Gore said he had always believed thoroughly in a tariff commission and had even voted for the Republican measure. "When they were praying for light," he added, "I could not find it in my heart to refuse to touch the button."

"There are few who will assert," he continued, "that taxable articles can best be determined by intuition, and the rates of duties best determined by inspiration. And yet there are two important classes, two opposing classes, who hold fast to that theory. The one constitutes the ultra protectionists, who would fix duties arbitrarily, who would insist upon the maximum of protection and who do not care to have their consciences aroused with the reminder that the duties might be out of proportion to the cost of production at home and abroad."

"The Democratic theory of the tariff, Senator Gore asserted to define, was that 'no article should be taxed at a higher rate than the lowest rate that will yield the largest revenue,' a definition that was greeted with laughter and applause. Below such a point, he explained, they tolerated variations in accordance with the circumstances and the character of the article."

Henry B. Towne and John H. Fahey, president of the National Chamber of Commerce, also spoke. Among those seated at the tables were Gerrish K. Miliken, Ludwig Nissen, Daniel P. Thomas, Dock Commissioner H. A. C. Smith, Henry R. Royce, president of the New York Cotton Exchange; Joseph H. Emery, Edward Boynton, James Cannon, Theodore W. K. Vanderbilt, Daniel P. Morse, William Fallowes Morgan, William A. Marble, William Hamilton Childs, George W. Perkins, Waldo H. Marshall, S. Frederick Wheeler, John Lusk, Joseph P. Daniel, W. Horton, Perry A. Straus, Frank A. Casper, Thomas L. Fleming, John G. Luke, H. H. Gross and George A. Viehman.

Eugene Lamb Richards, State Superintendent of Banks, has won another important victory for the depositors of the Union Bank of Brooklyn. He has been advised that the Appellate Division, Second Department, has handed down a decision sustaining the order of Supreme Court Justice Jaycox overruling the demurrers interposed by twenty defendants in his action brought against the stockholders of the bank. This suit was begun to compel the stockholders to pay \$1,000,000, the par value of their stock holding, the law providing that a stockholder of an insolvent bank is liable for the par value of his stock.

The action was originally begun in 1911 and a number of demurrers were interposed by the defendants in which they set up various grounds of objection to the depositors' complaint. Although the merits of the case could not be tried until these demurrers were disposed of, nevertheless the demurrers could have been brought on for hearing on five days notice. However, no action was taken by the then attorney for the Union Bank to bring the demurrers on for trial.

Discuss Trade Extension. Manufacturers of Cut Glass Attend Annual Dinner. Opportunities for foreign trade extension which the war has opened up to Americans were discussed at the annual dinner of the National Association of Cut Glass Manufacturers at the Imperial Hotel last evening.

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WINTER GARDEN WORLD OF PLEASURE Sunday Night Concert. Best Bill in New York

LOU TELLEGEN'S WARE CASE. Best Comedy Hit of the Town.

SHUBERT ALONE AT LAST. The Big Comedy Hit of the Town.

CASTLES IN THE AIR. The Big Comedy Hit of the Town.

THE BLUE BIRD. Prices 25c to \$1.00.

THE PRINCESS PAT. The Big Comedy Hit of the Town.

THE CHIEF. The Big Comedy Hit of the Town.

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GRACE GEORGE. A New Playhouse Company in MAJOR BARBARA.

THE ETERNAL MAGDALENE. With JULIA ARTHUR.

THE UNCHASTENED WOMAN. BEATS 4 WEEKS IN ADVANCE.

ABE AND MAWRUS. A continuation of the story of "POTAM AND PERIMETER."

E. H. SOTHERN. LORD LUNDREARY. HON. JOSEPH H. CHUTE SAYS.

THE BLUE BIRD. Prices 25c to \$1.00.

KAFFEE HAG. Those who are fond of coffee and find that coffee disagrees and who cannot find enjoyment in drinking coffee substitutes, should try Kaffee HAG—real whole bean coffee, with the true coffee flavor, but without the disturbing element, the drug caffeine.



95% OF THE COFFINE REMOVED FROM THE BEAN. Real Bean Coffee Not a Substitute.

Just a Terminal Yard. "Any one looking at the map can see that it is nothing but a great terminal yard, as I have said. The great manufacturing and everything they consume is brought from other sections of the country and everything they produce is sent out."

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