

WILSON PROMISES TO UNFETTER TRADE

He Plans Legislation to Aid Exporters Win Markets of World.

FOR RIVALRY OF BRAINS

President Urges Cooperation by Business Groups in Baltimore Speech.

BALTIMORE, Sept. 25.—President Wilson delivered a speech almost devoid of politics before the National Grain Dealers' convention here to-day. Discussing ways in which American commerce can be expanded, he told an audience of 3,000 persons that through the new Tariff Commission, the Trade Commission, the Federal reserve act, the shipping bill and similar measures he expected business men in this country to open a new era for the nation.

"The purpose of legislation in the immediate future in this country," Mr. Wilson declared, "is going to be to remove all impediments to business and make it perfectly clear what the liberties are as well as what the restrictions of trade are in this country."

Every effort was made by the President to keep the visit to Baltimore non-partisan, but when he entered the Lyric Theatre for his speech he was greeted with a four minute demonstration, which he met by bowing again and again. A hand played "Dixie" during the cheering and handclapping.

The theatre was packed with grain dealers from all parts of the country and their friends. Many visitors were turned away. American and Maryland flags were used in the decorations. The President spoke emphatically. Several exclamation points, usually missing in his speeches, were found in the official copy of his speech.

Contempt for Partisan Action.

Regret that politics might interfere with the discussion of problems facing American business was expressed by the President at the outset. He declared he had "a supreme contempt for partisan action," although believing in "party action." He argued that the greatest benefit of the consciousness of what we are in the midst of a political campaign.

Once the President, speaking of the nations of Latin America, said his "chief concern" was to see that "nothing was done that did not show friendship and good faith on our part." This statement was greeted with the most prolonged applause of the speech.

Cooperation between the Government and business men, between different business men and between business men and their employees was urged as the only way in which America can meet the competition of the world.

"My dream," he declared, "is that she will take her place in the great field in new spirit which the world has never seen before; not the spirit of those who would exclude others, but in the spirit of those who would excel others."

Wilson's speech follows in part: "What I have come to say to you to-day, therefore, I would wish to say in an atmosphere from which all the various passions have been cleared away. For I want to speak to you about the business situation of the world, so far as America is concerned."

"I am not going to take the liberty of discussing that business situation from the special point of view of your association, because I know I would be bringing coals to Newcastle."

Export of Grain.

"I know that I am speaking to men who understand the relation of the grain business to the business of the world very much better than I do, and I know that it is true that except under very unusual circumstances, such as have existed in the immediate past, the export of grain from this country has been a diminishing part of our foreign commerce rather than an increasing part. That the increase of our own population has been rendering the question of foreign markets less important, though still very important, than it was in past generations, so far as the dealing in grain is concerned."

"The agricultural acreage of this country ought to produce twice what it is now producing, and under the stimulation and instruction which have recently been characteristic of agricultural development I think we can confidently predict that within, let us say, a couple of decades the agricultural production of this country will be something like double, whereas there is no likelihood that the population of this country will be doubled within the same period."

"You can look forward, therefore, it seems to me, with some degree of confidence to an increasing, and perhaps a rapidly increasing, volume of the products in which you deal."

Expansion of Banking.

"No, until the recent legislation of Congress known as the Federal reserve act were the Federal banks of this country given the proper equipment through which they could assist American commerce, not only in what the field of the world where they chose to set up branch institutions. British banks had been serving British merchants all over the world. German banks had been serving German merchants all over the world, and no national bank of any size in this country had been serving American merchants anywhere in the world except in the United States."

"We had, as it were, deliberately refrained from playing our part in the field in which we prided ourselves that we were most ambitious and most expert—the field of manufacture and of commerce."

"All that is past, and the scene has been changed by the events of the last two years, almost suddenly and with a completeness that almost daunts the human mind."

"I want to see America pitted against the world, not in malice but in brains. The first thing that brains have to feed upon is knowledge, and when I hear men proposing to do business with the business problems of the United States in the future as we deal with them in the past I do not have to inquire any further whether we are equipped with knowledge."

"Facts will dominate. I dismiss them from the reckoning, because I know that the facts are going to dominate and they know nothing about these facts. And the most that we can supply ourselves with just now is not the detailed programs of policy, but the instrumentality of gaining through knowledge of what we are about. Every man of us must for some time to come be 'from scratch.' We must want to know what the facts are, and when we know what the facts are we shall know what the policy ought to be."

"What instrumentality have we provided ourselves with in order that we may be equipped with knowledge? There has been an instrumentality in operation for four or five years of which I am frankly enough an American business man have only slowly become aware."

"Some four or five years ago the Congress established in connection with the department which was then the Depart-

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ment of Commerce and Labor (now the Department of Commerce), a Bureau of Foreign and Domestic Commerce, and one of the advantages which the American Government has had is that it has been able to hire brains for more than the brains were worth.

"It is in a way a national discredit to us, my fellow citizens, that we are paying studious men capable of understanding anything and of conducting any business just about one-third as well as they could command in the field of business; and it is one of the admirable circumstances of American life that they are proud to serve the Government on a part-time basis."

President Amazed.

"There are such men in the bureau of foreign and domestic commerce. They have been studying the foreign commerce of this country as it was never studied before and have been making reports so comprehensive and so thorough that they compare to their great advantage with the reports of any similar bureau of any other Government in the world; and I have found, to my amazement, that some of the best of those reports seem never to have been read. All you have to do in order to find out the details of some of the greatest fields of activity in the world in the matter of business is to resort to the bureau of foreign and domestic commerce."

"But there again the phenomena that I have been speaking of have displayed themselves in a very remarkable way. It needed the catastrophe and the tragedy of this war to awaken American business men to the fact that these were the things which they must know and know at once."

"In addition to that, there was recently created the Federal Trade Commission. It is hard to describe the functions of that commission, but all I can say is that it has transformed the Government of the United States from being an antagonist of business into being a friend of business."

"A few years ago American business men—I think you will corroborate this statement—took up their morning paper with some degree of nervousness to see what the Government was doing to them. I ask you if you take up the morning paper now with any degree of nervousness? And I ask you if you have not found those of you who have dealt with it all, the Federal Trade Commission to be put there to show you the way in which the Government can help you and not the way in which the Government can hinder you?"

Law and Bad Business.

"There has always been a contest in every Government between the law and bad business, and I do not want to see that contest softened in any way. But there has never been any contest between men who intended the right thing and the men who administered the law."

"Then, in the third place, you know that we have just now done what it was common sense to do about the tariff. We have not put this into words, but I do not hesitate to put it into words. We have admitted that on the one side and on the other we were talking theories and managing policies without a sufficient knowledge of the facts upon which a representative of the election bureau will follow to have charge of the soldiers' balloting."

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"Each company headquarters will be a polling place; soldiers will serve as inspectors of election. Registration will not be necessary, but each soldier who votes will be asked to take an oath that he is a duly qualified voter."

"The voters will be counted in this State, and before the counting the chairman of the big parties will be notified."

Cooperation the Next Step.

"Then, when the knowledge is obtained, what are we going to do? We must cooperate in the whole field of business. The Government with the merchant, the merchant with his employees, the whole body of producers with the whole body of consumers, to see that the right things are produced in the right places, and that the right purchasers at the right place, and that all, working together, we realize that which is not for the individual benefit."

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BATTLEGROUND TO SHIFT TO THE WEST

Sure of the East, Republicans Will Move Next Month Across the Mississippi.

HITCHCOCK IS CONFIDENT

Nebraska, Colorado, Montana and Nevada Still Considered Doubtful States.

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To the People of New York

WAR PRICES ON FLOUR and other materials compel us to make price and weight adjustments on our bread so that beginning Monday, October 2nd, our present small size TIP-TOP and DAINTY-MAID bread, wrapped as usual, with added weight, will retail at SIX CENTS a loaf, as will also the small size fancy breads, such as WHEATHEART, VIENNA, COTTAGE BUNS, small RYE, and all other small varieties. Anticipating some demand for a nickel loaf, we will on the same day introduce a small loaf of TIP-TOP and DAINTY-MAID bread at a reduced weight with proper label, unwrapped, to be retailed at FIVE CENTS. This FIVE CENT loaf will be too small to manufacture satisfactorily and we therefore recommend that you purchase either the SIX CENT units mentioned above or our large TIP-TOP or DAINTY-MAID bread which will continue to retail to you at TEN CENTS the loaf, wrapped as heretofore.

We particularly recommend the large TEN CENT TIP-TOP or DAINTY-MAID loaves because they are the most economical to buy, containing more than the amount of two FIVE CENT loaves. Furthermore, these large size loaves are superior in flavor, will not dry out so quickly and are in every way most desirable for the consumer.

The price and weight adjustments noted here are absolutely necessary to enable us to continue manufacturing with the existing high cost of bread-making materials. Assurance is given that the WARD standard of quality will be religiously maintained in all breads.

WARD BAKING CO.

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WILSON BACK HOME.

President's Train Held Up on Trip to Baltimore.

LONG BRANCH, N. J., Sept. 25.—President Wilson returned here at 8:15 o'clock to-night from Baltimore, accompanied by Mrs. Wilson. He at once returned from the railway station to Shadow Lawn.

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