FOREIGN TRADE PROMOTED BY TECHNICAL SCHOOL

Pupils Are Prominent Exporters and Instructors Are Experts in Commerce, International Law and Manufactures—Hold Business Obtained Since War Started, the Slogan

A SCHOOL where grown men, heads of departments in large manufacturing concerns, sit at the feet of a few competent to teach them, learning the fundamentals of what is practically a new adventure in American business—foreign trade—has been started in New York. It is not a place for youngsters who want to get a step up in the world. Most of the students, although the average age is not much over 30, are the proved coming men of the firms they represent.

It is the result of the knowledge which has been coming rapidly to manufacturers of this country that after the war is over America must have a trained force of foreign experts if she is to hold her grasp on the great markets of the world which the war has given her. Foreign trade in its complexities and need for a large vision of world conditions and financial matters is a field which no one but a trained expert is competent to enter, and the United States is singularly shy in just such men.

Before the war this country's foreign trade was a minor matter, a little more than $2,000,000,000. Owing to the shortsightedness and self-sufficient attitude of the average American manufacturer, who did not choose to study his market and cater to it, the manufactured exports had not grown so even this paint with any appreciable rapidity. But in the three years since 1914 they have mounted to the total of $6,250,000,000, and American manufacturers have a grip on the foreign markets left open to them which they should be able to hold against the trade assaults of Germany and England after the war if—if they have trained men to cope with the trained men of those two nations.

Idea of Dr. E. E. Pratt.

That was the reason for opening this school. It is the idea mainly of Dr. Edward Ewing Pratt, former chief of the Bureau of Foreign and Domestic Commerce in Washington and now vice-president of the Pacific Commercial Company. Dr. Pratt was an officer of the Government when foreign buyers turned to the United States to supply those things which Germany and her opponents had formerly supplied.

The great rush of orders from other countries found the United States unable to keep up with them. Manufacturers here not only knew little of foreign trade conditions, they knew next to nothing of the methods of selling, shipping, granting credits, correspondence and the building of good will, according to the needs and temperaments of foreign buyers. The Bureau of Foreign and Domestic Commerce supplied that needed knowledge. And for two or three years Dr. Pratt has been going about the country telling manufacturers what they should do to get and hold their markets—the latter phase being the most difficult thing for them to understand.

The great commercial success of Germany was based on that principle—finding out what the foreign buyer wanted and then giving it to him, even to the extent of wrapping his goods in pink paper instead of white if his aesthetic soul cried for it. Dr. Pratt soon found that while the heads of large American manufacturing companies were eager to establish a trade which so greatly extended the bounds of their business—something which had literally been dropped into their laps—they were not able to get men capable of handling the problems of this intricate specialty. There had been no great demand for them, hence they had not been developed. That is changed, they are wanted and wanted badly, and sales managers, department heads and even vice-presidents of large corporations are practically going to school every day to learn the details which this new development of American business has forced upon them.

The personnel of those at the first meeting was impressive. Not all of them were there as pupils, many were the men who have made foreign trade a specialty—although even they admit they have much to learn in the rapid broadening of their field—who will tell the students the fundamental principles of the business.

Noted Men Among Students.

Among them were Prof. Paul T. Cherington of Harvard, W. C. Downs, commercial attache in Brazil; Paul Fuller, Prof. Lincoln Hutchinson of the statistical division of the War Trade Board, W. S. Kies, vice-president of the National City Bank; W. H. Lough, president of the Business Training Corporation; C. A. Richards of the United States Bureau of Exports; J. P. Wagner, secretary of the American Transatlantic Company; W. B. Graham, Consul-General of Paraguay; O. Hirsch of the South and Central American Commercial Company, Inc.; A. M. Alton of the United States Export Company, Leonard B. Brown of the Standard Motor Construction Company, E. Weythaler of the American-European Forwarding Company, D. Masor of the Victor Iron Supply Company, Samuel W. Rothrock of the Van Dorn Iron Works Company, George W. Brown of the Westinghouse Electrical Export Company, L. A. Hornstein of the Mergenthaler Linotype Company, W. H. Douglas of Arkell & Douglas, Frederic R. Coudert, the international lawyer; S. T. Henry, vice-president of the Allied Construction Machinery Company; Fred I. Kent of the Bankers Trust Company, H. V. Lewis of the National Paper and Type Company, M. Oudin of the General Electric Company, P. S. Steenstrup, vice-president of the General Motors Export Company; Robert L. Toplitz of the Clay-Adams Company, E. C. Porter, executive secretary of the American-Russian Chamber of Commerce; T. W. Ruschhaupt, president of the Eastern International Corporation; William C. Crosby of Swan & Finch Company; J. G. Trevino of the Interocean Trading Syndicate, F. J. Acosta of the Acosta Export Agency, L. C. Romano of the Italian Vineyard Company, Jacob Bamberger of the American National Bank, and Benjamin Blise, secretary and treasurer of the Russo-Oriental Exporting and Importing Corporation.

An examination of these names shows in what main direction the exporters are turning their eyes. Central and South America and Russia are the principal markets toward which they are reaching out, and it is in those countries that Germany has the strongest grip on trade. Indeed the German hold in South America is still so strong that it has been a cause of embarrassment to the United States and all the Allies. The wresting from Germany of these great markets, according to Dr. Pratt, is as much a war measure as the sending of men to the western front.

"I think we can regard foreign trade at the present as an actual belligerent measure," he said. "There is no question but that Germany at present looks forward to a renewal of her world trade after the war. There is no question in my mind but that Germany is looking forward to taking up her world trade where she laid it down at the beginning of the war. I believe that if she thought that were not the case the war would be considerably shortened.

"But Germany believes that just as soon as the war is over she can begin exporting her manufactured products; that she can begin importing certain raw materials; that all she has to do is to call upon concerns that she knows are German in character, in sympathy, in ownership, in order to get the necessary raw materials and immediately to make use of the machinery for distributing manufactured products.

Lengthening the War.

"It is high time for us and for our Government to recognize the fact that in encouraging or in permitting to exist the machinery which Germany must have to regain her world trade at the end of this war we and our Government are lengthening this war.

"Therefore we can regard ourselves in so far as we step in and take Germany's place in the commerce of the world and in so far as we get away from Germany her machinery and put up in its stead our own American machinery as doing our share in shortening the war.

"I do not believe that our Government has fully realized the situation. The English Government has realized it, and for almost two years now has been endeavoring by every means at its disposal to break up absolutely the machinery which Germany has created to keep world trade in her control. Perhaps one of the objects of the allied conference which is now being held in Europe is that very subject—of how most effectively to cooperate in order to break up Germany's hold of world trade and to tear to pieces whatever machinery there is left, so that when the war does come to an end Germany will find herself absolutely without the means of reestablishing her trade.

"There is another reason why just at the present moment it is particularly necessary for us to study something more than the mere practice in our daily routine of foreign trade. You know something of the increasing complexities of foreign trade, of the increasing number of Government regulations, of commissions, of committees and all that sort of thing which make it more difficult to-day to carry on foreign trade than ever before.

"I am inclined to think that at no time, at least in recent years, has the mere question of price been of so little importance and when the question of service has been of so great importance as at present. I think you will agree that to-day it isn't so much what you are going to sell the goods for as it is when you are going to deliver them and what kind of service you are going to give in getting these goods to their destination.

"It is also a time when brains play a bigger part in foreign trade than ever before. To a man who is very closely in touch with one particular group of these regulations which are being imposed a group of regulations which have been particularly irksome to many of our importers, I was remarking the increasing difficulty of doing foreign trade. He turned to me and said 'Don't you feel that you have brains in your organization?' I said that I thought so. He answered 'Don't you think that this situation is one where an organization that has brains is going to have a distinct advantage?'

"It hadn't occurred to me quite in that way before. But if you will just think of the number of different steps you have to go through, the way you have to keep alive to-day to the things that are happening every day, when you have to read the newspapers every day to see how some regulation is going to affect your business, you will realize that it is the alert man, the man who is on the job and has the intelligence to see the significance of the changes that are taking place from time to time, the significance of new regulations, who is going to make a success of his foreign trade business.

"Then there are the regulations of foreign Governments. Maybe you haven't come so closely in contact with that, but I assure you that in certain parts of the world the regulations which foreign Governments have set up are as important as those of our own Government."

Our Rules a Problem Too.

Dr. Pratt also referred to the various branches of export control which have been put into effect in this country and their effect on the exporter, and spoke briefly of the import control just ordered by President Wilson, which will affect so greatly the manufacturers who import their raw materials. All these things make up a subject which is so complicated that, as he showed the men at the first meeting, a high standard of intelligence and training will be required to cope with it and despite its difficulties extend the trade of the country.

The men who will give those attending the foreign trade course the benefit of their experience include some of the best known specialists in their particular branches. Among them are Dr. Pratt, Frederic R. Coudert, W. H. Douglas, W. C. Downs, Leopold Frederick, Paul Fuller, S. T. Henry, Prof. Hutchinson, Fred I. Kent, W. S. Kies, H. C. Lewis, W. H. Lough, M. Oudin, Robert H. Patchin, C. A. Richards and P. S. Steenstrup.

The subjects for discussion show the wide ground which will be covered, and when a man has heard all that these various experts have to say he will have a much better idea of foreign trade than he ever had before. Some of their titles are:

"Recent Developments in America's International Trade," "New Markets for American Goods," "Marketing Policies in Foreign Trade," "How an Export House Builds Up Foreign Trade," "How an Export Department Builds Up Foreign Trade," "How American Salesmen Build Up Foreign Trade," "Our Shipping Problem," "Banking Service to Exporters," "Government Regulation of Exports," "Developments in International Law Affecting Foreign Trade," "Our Changing Import Trade" and "The Outlook for Foreign Trade."

After the lectures the men representing each company will form a little group in their own offices for the discussion of what they have heard. Also they will attempt to work out a method of applying it to their own business. Each lecture will also be followed by a general discussion directed by Dr. Pratt, whose general knowledge of all branches of the subject make him particularly well fitted for the task.

It is expected that out of these meetings will grow an understanding of foreign trade that will mean much in its development in New York at least.

FREDERIC R. COUDERT.

PAUL FULLER.

DR EDWARD EWING PRATT.

FIGURES PROMINENT IN DEVELOPING FOREIGN TRADE *for the* U.S.

W. S. KIES.

KING OF NOISE MAKERS WINS, WITH KAISER BILL SOLE RIVAL

INTRODUCING Bernard Walberg, the noise king of the universe.

Walberg and his funny noises are known from New York to Shanghai and from Madagascar to points east.

The last investigating committee sent out by the Institution for Scientific and Other Research to report on movieless spots of the planet informed its sponsors that "there ain't no such places." That's how Mr. Walberg gained his throne.

Every movie theatre that possesses anything besides a ticket chopper and an inside aisle also possesses one or more of Walberg's noises. For he is the man who invented and introduced the sound imitations that accompany the action of the silent drama—the speeding railroad train, the racing automobile, the crashing chinaware, the barking dog, the growling lion, the chimes of Normandy, the church organ and the thousand and one other sound effects without which that touch of realism of the film play would be absent.

Mr. Walberg has a genius all his own. There is no sound in the world that he cannot successfully imitate, and he has patents covering imitations of most noises. His factory in Worcester, Mass., supplies the greater part of the moving picture houses in America with sound effects. Before the war his business abroad had grown to large proportions.

"But Kaiser Bill can make more sound effects in five minutes than I can in a lifetime. He is the only noise competitor that I recognize," declared Mr Walberg.

Outside of this one competitor Worcester's noise king can start from scratch against the rest of the universe in the noise handicap and pass the judges' stand turning handsprings before the rest of the field hits its stride.

The czar of the world's noise market doesn't look the part. In the first place he is a short man. In the second place you wouldn't know he was around unless you had him paged. In a crowd he doesn't attract as much attention as a fellow with a pair of squeaky shoes and yet he has invented an imitation for said shoes that beats the original.

Began as a Baby.

Besides being an inventor and a successful business man King Bernard has another accomplishment sufficient to lift him above the ordinary man. There isn't a musical instrument in the world which he cannot play and play well considering. His Worcester factory turns them all out, from the saw harp to the ukelele.

Mr. Walberg was born in Sweden. His parents brought him to this country when he was only five years old. Previous to launching into his business career fifteen years ago he was a trombone player of renown, having been with the noted Chicago marine band and the no less famous Liberatti's band of New York. During his first five years in Worcester he played in, or probably was, the orchestra at a movie theatre.

As to how he happened onto the business of making noises Mr. Walberg had this to say.

"I guess it just came natural to me as my mother used to tell me I was the noisiest baby she ever had. I was squalling when I first saw the light of day and I have been making noises ever since."

Patrons of moving pictures throughout the world have enjoyed the films more because of the sound effects from the orchestra pit. Few ever stop to think of the countless appliances that are necessary to the successful imitation of the sounds. They are as essential to the enjoyment of a movie as the plot. No one ever thought of adding the realism that good sound effects supply until Mr. Walberg put his first appliance on the market, an imitation of a pistol shot and the gallop of a horse.

Calls and songs of birds have been duplicated in the Worcester factory. The bark of a dog and the growl of a lion, as well as the sound that emanates from the throats of other animals, have been reproduced true to life after years of painstaking efforts.

Times innumerable has Mr. Walberg risked serious injury in attempts to get the noises and calls he wished to imitate.

Runs Risks to Imitate Noises.

Racing in an automobile with a fast express train, nights spent in swamps listening to the croak of the frogs and risking being struck by falling debris while the walls of a house came tumbling, are but a few of these instances. Fake noises, like fake dangers in the movies, are quickly detected by a critical public. Mr. Walberg says, so imitations must be true to the originals.

Speeding at more than sixty miles an hour in an auto Mr. Walberg kept pace with an express train on a parallel country road for half an hour. This resulted in the present perfect imitation familiar to patrons of the silent drama. Several times he narrowly missed collisions that probably would have resulted in instant death.

The imitation is made by rubbing a looped wire brush over a knobbed tin surface. Although a very simple affair its sound cannot be told from the real, and it has netted the noise king a comfortable sum.

The locomotive bell is duplicated by striking a small leather covered mallet against a piece of tempered steel. By striking with a double steel hammer the gong of a hospital ambulance or a fire or police vehicle is produced.

Wind effects are made with strips of hard wood attached to two metal disks rubbed against a piece of canvas drawn tight over a frame. The operator just turns a crank. Mr. Walberg spent several days at the seashore to get the true sound made by the surf. This resulted in a metal cylinder filled with buckshot or peas, which gives forth the correct sound when the operator turns the crank.

The breaking of glass and the falling of crockery are imitated on the same principle. A triangular box lined with shelves and filled with glass does the trick when the crank is turned. The glass falling from the shelves makes the sound.

Probably the greatest noise maker Mr. Walberg manufactures is the machine that imitates a collapsing building, or that fits in just right when a particularly deafening uproar is demanded. A large roller, to which are fastened strips of wood of different sizes is supported on two uprights and turned by a crank. Perpendicular strips of wood come in contact with the strips on the roller as the crank revolves. A high tension spring forces these upright strips against the roller, which in turn keeps throwing them back. That makes the racket.

Professional Secrets.

Then there is the automobile and the flivver imitation. This invention called for considerable ingenuity and the effect is exact. A cabinet about two feet high and six inches square contains the workings. By means of a crank and gears a rod is turned which forces a tin cylinder, mounted on a spring, against the inner top of the cabinet. The cylinder is filled with shot. To imitate the flivver a hole in the cabinet is uncovered.

Other sound effects conceived by Mr. Walberg are a planing mill imitation, an imitator of heavy machinery, a slap pad for pistol and rifle shots, a telegraph key made of wood, a typewriter, the roll of a snare drum, a blacksmith's anvil, cathedral chimes, church organ, cow and calf bawl and at least twenty-five bird calls and song imitations.

One of the most amusing imitations is that of a baby crying. The keenest ear would find it impossible to detect the original from the make believe. Like the bird call the effect is procured by blowing into a steel tube shaped like a whistle.

These are but a few of the noise makers Mr. Walberg turns out. They have won for him the top notch position in the sound imitation world, and have earned for him an enviable bank account.

"If you can't be the original, imitate it as closely as you can. That's my business motto," Mr. Walberg said. "There may be better ones but I'm content to be an imitator."

Y.M.C.A. HOTELS IN PARIS RUN ON LIBERAL SCALE

One Provides for Officers and Another for Men on Leave, Each Giving a Real Touch of Home in Cooking, Accommodations and in Service

By MILTON V. SNYDER.
Paris Representative of THE SUN.

UP along the English front in France there is a name to conjure with. That name is "Blighty"; in other words, "home to merry England." The men who get a ten day leave are usually given their choice between "Blighty" and some point in France, but for the American soldier there is only Paris, or, at the best, "somewhere in France." Hence the Y. M. C. A. hotel.

There are at present in Paris two Y. M. C. A. hotels run expressly for the members of the American expeditionary force. Other Americans may patronize them only at the risk of being turned out if a man in uniform demands accommodation.

The first of these, the Hotel du Pavillon, located at 3d and 38 Rue de l'Echiquier, was inaugurated September 21 and is for enlisted men only. The second, the Hotel Richmond, 11 Rue du Helder, was formally opened on October 18 and is for American officers. Arrangements are now under way to take over other hotels as fast as the increasing demand requires.

By comparison with what lies about it the Hotel du Pavillon is a singularly close approximation to "Blighty" (thereby meaning home in the American sense). If you should come out on the Boulevard St. Denis from the Metro (which is the Paris subway) you would find yourself on a broad thoroughfare lined with graystone buildings that resemble nothing American.

The doorlike windows with their little iron balconies, the curved roofs with their clusters of tiny chimney pots, the small round table under the painted awnings, the diminutive bars with their festooned mirrors and polished zinc counters that open on the street like the entrance of a New York movie show, are disconcertingly foreign. The faces, expression and bearing of those who pass you are alien. And then the language! If you have just come in from camp when one of these dun fall days is brooding over the city you are likely to be gripped with a feeling of isolation that is acute and painful.

America in Paris.

Then, with the urge for your own kind strong upon you, your eye is caught by a sign placed high on a lamppost that rises from a small concrete oasis in the middle of the street. It is printed red on white, in plain American, "Y. M. C. A. Hotel," and from it extends an arm that directs you along the Boulevard St. Denis.

You follow down past the old gate of St. Denis, the lonely relic of an ancient Paris wall, till you come upon another sign that directs you down a by-street. The hotel is then "tout-droit," as the gendarmes say; in other words, straight ahead.

Once inside the entrance, with the grand salon opening before you, you find yourself in the midst of your own. Every face is an American face. It is borne in upon you for perhaps the first time that there is such a thing as an American face, and that it is good to look upon.

You hear all the old familiar intonations, the soft accents of the Gulf coast, the clear ring of the West and the drawl of the Maine frontier. They are all there. They wear the red braid of the artillery on their campaign hats, or the red and white of the engineers, or the pink and white of the aviation, or the blue of the infantry. Then there are the ambulance boys with the red grenade on their collars, the bluejackets from the mosquito fleet and also marines. They are in from front and camp and battleship, all bent on making the most of an exceedingly brief leave, and the activity of this short holiday has its centre in the American "Blighty."

The Hotel du Pavillon has been leased by the Y. M. C. A. for the duration of the war and six months, at a cost of 250,000 francs a year. It is under the immediate charge of its former manager and is operated by a staff of seventy French employees. There are close to 200 bedrooms, which will accommodate at a pinch 300 men. Arrangements have been made with other hotels to care for any overflow, and when the overflow becomes large and constant other hotels will be leased. So every soldier who applies is cared for.

"Rock Bottom Prices.

The rates are three francs a day for a room without running water; four francs a day for rooms with running water. These are rock bottom prices for hotel rooms in Paris that a man would care to occupy. You could not get the three franc room anywhere else for less than four francs a day. At most places you would pay five.

Each room has a comfortable bed (if a double room, two beds), and a closet or wardrobe faced with a full length mirror. It is carpeted, has at least two comfortable chairs and is lighted by electricity. All is light, airy and good to look upon, and you can depend upon the freshness of the linen.

The bathing facilities deserve a word by themselves. To begin with, they are ample and a man does not have to connect with them by a special and abbreviated appointment. Then, he has the luxury of tub and shower. Lastly, they cost him nothing. The price of a hot bath in an ordinary Paris hotel is two francs, which makes daily bathing seem like an extravagance.

On the ground floor is a large double dining room with accommodations for about two hundred. It is no barrack mess hall, but a more attractive eating place than could be found in most American cities. The floor is daintily tiled; the walls are mirrored. The ceiling is stained glass. Potted palms growing in polished copper vases are scattered about the room and give a touch of Oriental beauty. And in addition, it is the best lighted dining room in Paris—which means much in this darkened city.

The food is prepared by an excellent French chef, who knows the good points of American cooking. The prices are very moderate and varied to meet the fluctuations within a soldier's pocketbook. Below is a Saturday menu with the prices attached:

BREAKFAST.
(1.50 Francs.)
Coffee, Bread, Butter, Jam.
(2.75 Francs.)
Coffee, Bread, Butter, Jam, Eggs.
(3.75 Francs.)
Coffee, Bread, Butter, Jam, Ham and Eggs or Steak.
LUNCH.
(2.50 Francs.)
Meat, Potatoes, Cheese or Fruit.
(4 Francs.)
Fish or Eggs, Meat, Vegetables, Cheese and Fruit.
DINNER.
(3.50 Francs.)
Meat, Vegetables, Cheese and Fruit.
(5 Francs.)
Soup, Meat, Vegetables, Sweets and Fruits.

American Fare a Treat.

Every Thursday a special dinner is served as a kind of get together occasion for the Americans on duty in Paris. On this day the chef is forced to take his knowledge of United States cooking to the utmost, and the diner approaches his place with a sort of reverent joy, for he is to meet old and dear friends—fried chicken, hot corn bread, hot biscuits, apple pie, ice cream, and mayhap baked beans a la Boston and brown bread of the same. The price is five francs.

A word as to the service. The head waiter is an attentive fellow who speaks perfect English, and the waitresses are some twenty attractive and efficient French girls. They are able to meet even the exactions of a hungry American on active duty. They serve on the average 600 meals a day.

On the ground floor, besides the restaurant, there are five things of special interest. The information desk is presided over by an American woman, and here a man may learn what he wants to know about Paris: sightseeing, shopping, trains, French money and the like.

Next is the barber shop. Here one can get a shave for 30 centimes, which is six cents in American money, and a haircut for 50 centimes, or 10 cents. The tobacco stand should be mentioned in connection with the information bureau, for the same woman handles both. American cigarettes are on sale here, and in the near future a good line of American pipe tobacco and cigars is expected.

The average man from the States may get used to French coffee, but to derive joy from French tobacco is beyond him. The soldier's life in France is one long hunt for a smoke from home, and though some lucky fellows bring Sir Walter Raleigh up from camp, the tobacco stand is constantly on the verge of exhaustion.

On entering the hotel one faces the grand salon. This is a large room, carpeted, and strewn with easy upholstered chairs and little tables for ash trays and magazines. Here any afternoon representatives from every branch of the service can be found smoking, reading, resting and chatting.

At one end is a piano and near it a phonograph. As often as not the air is vibrant with American ragtime—anything from "Seeing Nellie Home" to the latest hit of Broadway. With United States food, tobacco and music, there is just one bar between the soldier and "Blighty." That is the absence of the home folk. In the smoking room, whose glass doors open into the grand salon, is his nearest approach to them this side of peace—pen and ink.

Rush to Write Home.

The writing room is the most densely and constantly occupied of any part of the hotel. From early morning till late at night pens are moving, and reams of paper are being prepared to face the censor. Writing paper holds bigger than any other item the Y. M. C. A. purchasing department handles. What impresses the observer as he watches jacky, marine, aviator and soldier bending over the tables is the rapid intentness with which each man follows the movement of his pen.

No one speaks. No one notices his neighbor. Your coming and going do not disturb the writer. He seems bent on making this fragile link between him and the ultimate "Blighty" serve the uttermost. And the association does its utmost to put the material within easy reach of both hand and thought. They lie in plain view of the lounging room, and there is a placard on the wall to jog the memory. But it has little need of jogging, for if appearances are not deceptive the average soldier consumes as much paper as he does tobacco.

The American soldier in France has seen little of the war up to the present besides hard work. For many of them it has been the hardest work they have ever done in their lives. The few days in Paris mean a great deal more to them than an ordinary holiday, and they are determined to squeeze the utmost satisfaction out of the visit.

There are two ways of going about that and the Hotel du Pavillon opens the door to one of them. An association secretary gives his entire time to planning and conducting trips around Paris. He has automobiles and a staff at his service and an intimate knowledge of the thousand points of interest that make up Paris.

The excursions are made on request. No guest of the hotel need go back to camp without having become acquainted with the Cathedral of Notre Dame, the Sainte Chapelle, the Invalides, the Pantheon, or without looking down upon the tomb of Napoleon or motoring through the Bois de Boulogne or strolling in the gardens of the Tuileries. This is only scratching the surface of what he may see when he starts from the door of the Hotel du Pavillon on a Y. M. C. A. excursion.

Help Those in Trouble.

The ordinary leave to Paris is a week end leave; that is, from Friday to Monday morning. Friday night means the addition of from a hundred to a hundred and fifty names to the hotel register. For this reason a weekly entertainment is scheduled for Saturday evening.

It may be a musical programme, instrumental or vocal; a sleight of hand performance or a movie show. Or again it may be a talk from a celebrity fresh from the front, or a man of nationwide reputation back home. No trouble is spared to get the best talent available. The entertainment is held in the grand salon, which will easily seat five hundred men. This is just another way in which a man to get the utmost out of his leave.

There are many men at the front and in camp who broke home ties for the first time when they sailed for France, and there are others who have troubles or who have got into trouble and feel the need of a heart to heart talk with some one, a little fatherly or a bit of mature suggestion, as the case may be. To meet such a need Dr. Guy Potter Benton, who is at the head of the Y. M. C. A. hotel department, has set aside part of his time. At that time he is at the service of any man who wants to see him and will help solve any problem within his power. He can be found at his office in the Hotel du Pavillon.

The Hotel Richmond, 11 Rue du Helder, is conducted to meet the needs of the American officer in Paris. An officer wants home atmosphere as much as the enlisted man does, and this is what the Hotel Richmond tries to give him. It has sixty bedrooms and an excellent table served by the women of the American colony. There are a comfortable lounging room, a palm room, a writing room and a library. At the present moment a special order service is being established through which an officer at the front can obtain any article he needs by writing to headquarters.

The Hotel du Pavillon idea is a part of the Y. M. C. A. program which it proposes to expand to keep pace with the growing need. It is under obligation to the heads of the American army to keep a sufficient prepared for every American civilian who comes to Paris.

War Develops New Uses for Wood

THE uses of wood in the world war have been many. A mere catalogue of them is interesting to the layman, who thinks of wood mostly in connection with houses, shade trees, matches, pencils, boxes and ladders from whose dizzy heights he hangs wood frame etchings.

Paper clothing has long been known, sometimes for its cussedness, but recently there was discovered a method of waterproofing cloth made from wood pulp which greatly increases the life of the garment. Some paper cloth is brittle, but there is one variety known to the Japanese which will withstand 37,500 foldings without breaking.

Paper bullets are now shot from guns to carry news secreted in their inner wrappings, and of course the paper had its origin in some forest.

Ships and buildings for war purposes could not, of course, be useful without extensive woodwork. And rifles use up great quantities of lumber for their stocks.

Army wagons, artillery wheels, poles, tent pins, saddletrees and airplanes all demand their quota of wood.

Black powder has for an ingredient charcoal, and the navy demands great quantities of tar, pitch and turpentine.

Cordite, England's most important explosive, accounts for the wastage of saw mills and other woodworking mills.

Pulp paper is used in the munition factories to make the caps that prevent a too rapid dissipation of the gases in ejecting the projectile from the gun.

The army medical service uses cloth and wood pulp for knock down field hospital units, and spruce pulp is utilized in the making of surgical dressings, sheets, towels, slings and splints.

Food containers are waterproofed or grease proofed by the use of wood pulp, a chemically dissolved pulp.

Dyestuffs for the coloring of khaki and leathers come from trees.

Wood furnishes the base from which is made an anaesthetic derived from wood alcohol. One ton of sawdust will yield from twenty to twenty-five gallons of wood alcohol.

Wooden ships demand wooden pins to hold their timbers together.

From turpentine can be made synthetic camphor and synthetic rubber.