...SES GREAT INCREASE IN WEALTH AFTER WAR

President of U. S. Steel Looks for Era of Industrial Prosperity

NEED OF CO-OPERATION

Cincinnati, O., April 20.

Addressing the National Foreign Trade Council at a dinner here, James A. Farrell, president of the United States Steel Corporation, said:

"We shall see such an increase of the world's wealth as will go far to compensate for the appalling destruction which the last four years have witnessed." Mr. Farrell declared that the United States and her allies would emerge from the war victorious.

Speaking on "Foreign Trade Aspects," Mr. Farrell said that the ephemeral wealth accumulated from the use of our mines, mills and forests in the aid of the Allies before we joined the common cause has been mostly swallowed up in the military expenses of the first year of our own participation in the war. The gigantic task confronting the United States meant, he said, not only that the Allies must be protected against defeat and the continuance of our own political existence insured, but that "our great resources should be fully utilized for the restoration of the decadent industry of shipbuilding."

Long Period of Prosperity

Predicting a long period of industrial prosperity after the war, the speaker said "America, it may be hoped, will maintain the position of offering to the world all its requirements which can be supplied here, on terms and conditions that are fair and just. There is no evidence of any intention to take undue advantage of our economic and productive strength, and we shall in the future be as little disposed to turn to personal profit the necessities of a war-worn world as for the exceptional influence of our position as exporters and importers."

America's foreign trade, both export and import, said Mr. Farrell, is now inevitably restricted to transporting our armies to France and keeping them and our Allies supplied with food and munitions.

"There are, however," he asserted, "certain commodities procurable only from overseas countries which are essential to the successful prosecution of the war. We constantly need meat, rubber, coffee, cocoa, hides and manganese ore from Brazil; wool, meat, hides and wheat from Argentina; copper, cotton and sugar from Peru; copper, tin and rubber from Bolivia; nitrates, copper, wolfram, tungsten and other ores from Chile; tin and rubber from the Malay Peninsula; jute and jute bags from India," and the United States must furnish the ships to carry these products.

U. S. Must Mobilize Surplus

The speaker also expressed the belief that after the war Germany would become "as potent a competitor for the markets of the world as she was before," and that the people of the United States, therefore must immediately mobilize their surplus resources.

"As we have willingly devoted our lives and our fortunes to the cause of the Allies who have already given most of their wealth to carry on, in our behalf as in their own, this titanic struggle for liberty," said Mr. Farrell, "it would be a natural corollary to this joint enterprise that there should evolve at the end of the war a definite plan of international co-operation in the financing of foreign enterprises."

Advertising, particularly that in foreign fields, was one of the topics discussed at the afternoon session.

Carl H. Green, of New York, declared that for three years we have had every self-appointed critic in this country telling us that Germany is the epitome of all that is excellent in exporting, and that, because of this great "gas" attack, the exporters of this country have overlooked the concrete thing in international trade in which the United States excels, namely, advertising.

"Advertising has done as much to build up Latin-American trade for our manufacturers," said Mr. Green, "as any other medium of selling."

Problems of the Pacific

"Commercial Problems of the Pacific" was the subject of an address by J. K. Armsby, of San Francisco. "It would appear that in order not only to increase foreign commerce of the great sections of the United States west of the Rocky Mountains," said Mr. Armsby, "but to maintain that which we already enjoy an adequate American merchant marine, operating under laws and regulations no more onerous than those of our foreign competitors, is not only an absolute necessity, but is of the first importance. It is true our nation is now feverishly building merchant vessels, and when peace finally comes we may hope for a large, if not an ample, merchant fleet; but of what value are vessels alone if they cannot be operated in competition with those of nations with which our manufacturers must compete in selling their goods abroad?"

Robert H. Patchin, of New York, in an address declared that the war had created a greater community of interest in the western hemisphere than its geographical integrity or even the Monroe Doctrine.

"Nine nations have either followed the United States into the war or have broken diplomatic relations with Germany," said Mr. Patchin, "despite the large and extremely active German propaganda throughout Latin-America. This action is due in some instances through the injuries which these nations have suffered at the hands of Germany, but is more directly due to a recognition that, with the United States and Canada in the war, the interest of the Latin-American States lies with the cause against Germany."

Protest Execution of "Red Guard"

Copenhagen, April 20.—Swedish, Danish and Norwegian Socialists today protested to Finland against the execution of Red Guard prisoners. They requested the White Government to adopt a conciliatory attitude which would tend to terminate the civil war.

REAL ESTATE FOR SALE
OAK LANE

A Few of These Attractive Homes With Garages
FOR RENT AT $45 PER MONTH
Sydenham St. and 68th Ave.
Take 55 and 65 to door, walk west.

RED CROSS NURSE RETURNS TO FRANCE FIVE DAYS AFTER ESCAPE FROM GERMANS

Brave English Woman Answers Second Call to Aid Suffering Victims at Front

New Hospital Established in Convent at Furnes Was Continually Under Enemy Gunfire

"AT THE BACK OF THE FRONT"

Copyright, 1918, by Public Ledger Co.

A WAR NURSE'S DIARY—No. 7

Lost the Nice Car

A CHAUFFEUR had set out with a beautiful new Red Cross car; the traffic was appalling. As you know, on the Continent vehicles drive to the right. This Englishman had always driven to the left. A crisis occurred in the rush of vehicles. Following the habit of a lifetime, he moved to the left, collided with another vehicle, and tipped over into the canal. He escaped unhurt but there was no time to save the car. All this muddle nearly caused us to be left behind. I hastened back, hailing a passing ambulance, and literally commandeering the unwilling driver by threats and entreaties to take us to the quay.

Finally we arrived just before the boat started. My little dog, Bombe, was hidden under my violet cloak, but just as we were crossing the drawbridge, a passport officer spied him as he popped his head out at an unfortunate moment. "No dogs allowed, miss; must be put in quarantine forty days;" so I had to abandon him. On the quay stood Miss B——, the rich lady who had procured the steamers for us. To me she was a stranger, but, seeing my distress, she smilingly said she would find a home for him.

The quay was a scene of heart-rending sights. It was crowded with panic-stricken refugees. They knelt down, imploring us to take them. Just as the steamer loosed her moorings some sprang over the edge and hung on to the ship's railing; we pulled them into safety. Others fell into the water and were drowned.

Down below in the saloon the stretchers were laid side by side. Among the hundreds of sufferers we recognized many of the men we had nursed in Antwerp, and were hailed joyfully. De Rasquinet had been left behind in Ghent, but, to my delight, there was the little man whom I tried to save when the first convoy started from Antwerp. A few days later we met him again in the London Hospital, when visiting the wards set aside for the Belgian wounded.

THE STRANDED RED CROSS AUTO

Ambulance trains with military sisters and doctors in charge met the steamers at Dover. In a businesslike and methodical manner they took over our boys—the men whose sufferings we had shared, with whom we had passed through the horrors of war. It was splendid to have them well provided for, but we hated parting from them.

A Third Party

Next morning we all went up to London, a sad, travel-worn little party. We had nothing left, no hospital equipment, no prospect of more work, and life seemed that after the stirring events through which we had just passed. We lunched together at Charing Cross Hotel; our chief took all our addresses in case there might be another hospital started in the future, but just then it was "good-by." Meanwhile returning to our friends we found ourselves the heroines of the hour. Having no other clothes, we sailed around London in our violet cloaks, white military caps and conspicuous red crosses, swinging German helmets on our arms! After three days we returned to my friend's home in the same town as our old hospital, there to receive an enthusiastic welcome.

CHAPTER III
AT FURNES

ON OCTOBER 18, just five days after the dispersal of our hospital at Charing Cross, a telegram was handed to us, saying, "Meet the 9:30 boat train, Victoria, tonight." In delighted excitement we again packed our holdalls and caught the train to London. At Victoria we were met by our kind friend, Mr. Souttar, the eminent London Hospital surgeon. We found that our hospital staff had left the previous night and owed our being included in it to Mr. Souttar. Either we were difficult to reach in a hurry or they had not forgotten our independence at Ostend, but we certainly should have been overlooked had it not been for this gentleman. We were placed in charge of the Duchess of Sutherland, who had a hospital unit at St. Malo, a suburb of Dunkerk. Arrived there, we spent the next day and night at the St. Malo Hotel. The Germans gave us a warm reception that night—a squadron of airplanes bombarded Dunkerk, shelling the quays where the ammunition was stored. We leaned out of the windows, gazing over the sea at the battle in the air, listening the while to loud explosions.

Our new hospital was located in Furnes, a quaint little town fifteen miles to the east of Dunkerk and about three or four miles west of Nieuport, while the seaside resort of La Panne was just two or three miles to the north. Ypres was fifteen to twenty miles south of Furnes. Each day an ambulance drove into Dunkerk for the mail and to buy provisions. It was this ambulance that took us out to our new sphere of work.

The building in which we worked was a large Roman Catholic college; the principal and professors were still living in it. It was a large rambling building covering a good deal of ground. There were two big courtyards, one of them devoted to the motorcars and ambulances, which really formed a squadron. Across the inner courtyard from the main part was a building containing two large classrooms on the ground floor, and upstairs one huge dormitory where we all slept. There were other small classrooms round, which served several purposes—laundry, wards and operation theatre.

A Happy Crowd

The scene in that great place was one of bustling life and activity all the twenty-four hours round. In spite of constant contact with suffering, misery and death, to us doctors and nurses there was a great share of happiness and the joy of life. It is a great thing to feel you are fighting death and saving heroes, besides which we were a very happy crowd. There were now twenty-six nurses, mostly new ones; we had with us the same three medical students and two or three of our former men doctors, but the four lady doctors had left us, and in their place we had three or four new men doctors and one lady doctor as an anesthetist and surgical storekeeper.

The lady farmers had left us, and the number of nonmedical people was reduced to a minimum. Now, for the first time, we had orderlies—the ex-professors became our willing helpers and the most devoted and capable attendants of the patients. I cannot speak highly enough of them.

These men, who had spent their lives as leaders of classes, cleaned grates, swept floors, scrubbed and attended to all the menial wants of the patients. By degrees the younger among them were taken by the army and replaced by men released from Holland who, under the Treaty of Geneva, must not fight again.

At that time Furnes was the headquarters of the Belgian army, and the quaint Hotel de Ville, dating from 1532, was King Albert's army quarters. The old-world market square was filled with every sort of war vehicle; officers occupied the inns and soldiers swarmed everywhere, sleeping at night in the cathedral and another great church, where straw was spread on the floor for them. Queen Elizabeth lived at La Panne, where there were hospitals and many convalescents. It was never shelled.

We lived in Furnes from October 18 to January 15. All the time we were in Belgium we were never out of hearing of the constant boom and thunder of artillery, and at night the sky was afire with the battle going on to the east of us, about three miles away. Our life was a complex thing to describe; there was a constant coming and going of outsiders. People came to Furnes to see things—great people. The college being large and other accommodation in the town nil, we put them up, and they were our guests for the time being.

(CONTINUED MONDAY)

COLLEGE BUILDING AT FURNES, WHICH BECAME A WAR HOSPITAL

LA PARATA ITALIANA PRO "LIBERTY LOAN"

Sublime Prova di Sincero Patriottismo degli Italiani di Philadelphia

Published and Distributed Under PERMIT No. 341
Authorized by the act of October 6, 1917, on file at the Postoffice of Philadelphia, Pa.
By order of the President,
A. S. BURLESON,
Postmaster General.

Domani, domenica, scelto come "Italian Day" dal Comitato che tanto bene conduce la campagna a pro del Terzo "Liberty Loan" nella Colonia Italiana di Philadelphia, avra' luogo la grande parata alla quale parteciperanno tutti gli ordini, associazioni ed istituzioni italiane di questa citta' e che servira' a dare una prova di sublime patriottismo e di attaccamento a questa grande nazione ospitale.

Nessuna esortazione crediamo sia necessaria di fare acciocche' tutti gli italiani di Philadelphia intervengano alla parata, poiche' essi hanno gia' data prove inconfutabili di attaccamento a questa loro Patria di adozione.

La parata, come dicemmo in altro numero, muovera' alle ore 2 pom. da Snyder avenue e percorrera' Broad street sino alla Statua della Liberta' e poscia, girando intorno al City Hall, si rechera' all'Accademia di Musica, ove avra' luogo un grandioso comizio.

All'Accademia di Musica un coro di 200 ragazzi, della Campbell School, cantera' varie canzoni patriottiche e poscia, dopo una invocazione, il charmain del Comitato pro Terzo prestito della Liberta,' Italian Division, Cav. Frank Roma, aprira' il comizio.

Varii discorsi verranno pronunziati in italiano ed inglese. Gli oratori scelti per l'occasione parleranno nel seguente ordine:

Giudice. Jos. E. Buffington; Mr. E. T. Stotesbury, tesoriere del comitato italiano; Cav. Uff Gaetano Poccardi, Regio Console Italiano in Philadelphia; Dottor Vincenzo Di Virgilis, per la Colonia Italiana; Mr. Charles Greklow; Giovanni Di Silvestro, per l'Ordine Figli D'Italia; Dott. Alfredo D'Aleia, per l'Ordine Indipendente Figli d'Italia e l'avvocato Aladino Autilio.

Chiudera' il comizio "The Star Spangled Banner" cantato dal coro della predetta Campbell School.

Siamo stati informati che la benemerita associazione italiana, Unione Cooperativa Erbitense tra i Nicosiani qui' residenti, sempre pronta a dare il suo conributo nelle opere patriottiche e filantropiche, e della quale e' presidente il sig. Giovanni Falcidia, tanto conosciuto e stimato tra gli italiani di Philadelphia, ha sottoscritto al Terzo Prestito della Liberta' per la somma di $1400.

Business Career of Peter Flint

A Story of Salesmanship by Harold Whitehead

(Copyright)

Mr. Whitehead will answer your business questions on buying, selling, advertising and employment. Ask your questions briefly and give all the facts. Your correct name and full address must be stated to all inquiries. Those which are anonymous must be ignored. Answers to technical questions will be sent by mail. Others will be answered in this column. The most interesting problems of inquirers will be woven into the story of Peter Flint.

LXVIII

I'VE got dandy rooms out here in Walton near the store and I want them near, for I have to work from 8:30 in the morning until 6 at night, and then, by way of a pleasant little recreation, I must be on the job till 10 on Saturdays. I am rooming at Mike's home. His mother, Mrs. Gough, is a widow with two sons. Bill is the other. Her husband was a Scotchman. She is Irish. The boys are Americans. "Not Scotch-Americans nor Irish-Americans," said Mike, screwing up his little freckled nose, "but just plain Americans, and not so very plain at that."

Mike is about as cheeky a kid as ever I met, and yet I like him.

I pay only a dollar fifty for my room, with a dollar a week for my breakfasts. I look like getting by pretty nicely with my $10. All the fun isn't in the big cities.

Mrs. Minton didn't come to the store last night, for which Mike very sacrilegiously said, "Praise God, from whom all blessings flow!"

She looks a harmless enough old lady to me, but she's certainly got Mike's goat.

I got scared out of my life today by Old Man Minton. I was just walking behind the counter when something went "Ar-r-r-r-r." I jumped, looked around and there was Minton opening and shutting his hands. I thought at first he was going to land me one.

Mike said afterward, "It's merely one of his cunning little ways."

"What's the matter?" I asked.

"Look," said Minton, pointing to the floor. "Look out," he snapped.

I jumped.

"You're still on it!"

"On what?" I was getting bewildered.

"Where are your eyes, stupid? Get off it."

I looked down at my feet, and there was nothing but a sheet of paper on which I was standing, and I innocently said, "Do you mean that sheet of paper?"

He looked up at the ceiling and said, "Did I mean that sheet of paper?" then to me, "Yes, I did mean that sheet of paper. That sheet of paper is good to wrap up a kettle and it is willfully wicked to destroy it."

Did I jump off that sheet of paper? You bet I did.

"Believe me, kid," said Mike afterward, "a kangaroo has nothing on you for the leaping stunt."

"Well," Minton went on after a moment's pause, "pick it up, fold it and put it in that bundle there."

"That bundle there" consisted of newspapers and used packing paper which had been carefully straightened out and put in a neat pile for future use.

"Never again let me find you destroying property like that. Do you ever go to bed with your hobnail boots on at home? No," he answered me. "You've more respect for your mother's things, haven't you? If you want to destroy something take your watch out of your pocket. Go on, do it, do it now."

My hand instinctively went to my pocket, and I believe if that wretched old man had told me to do it once more it would have been "goodby Ingersoll" for mine.

He's a funny old codger and, believe me, I'll never walk on any more of his darned old paper. After all, I guess that paper is useful.

"You're not through with him yet," said Mike. "He'll have some more to say about what he calls the conservation of supplies."

TODAY'S BUSINESS EPIGRAM

All the fun isn't in the big cities.
What does this mean to **YOU?**

Business Questions Answered

I have worked eight years on a wagon selling milk to stores, and the last two years I was in the milk business for myself, but had to give it up on account of my wife's health. I would like to get into the food line.

Do you think I should take a course in salesmanship in some school?

I am thirty-three years old and married, but have no children. L. M.

Make a list of some of the leading packers of food, such as crackers, jams, canned vegetables, canned meat and such commodities. Write to each a letter after this style:

Gentlemen:

I have had eight years practical knowledge selling to stores. This experience gives me a wide acquaintance among grocers and kindred trades.

I am anxious to secure an agency for Pittsburgh and surrounding territory for a high-grade line such as yours. If you are not fully represented in this district I should very much appreciate an opportunity of securing the agency for your goods.

If we can get together on this I assure you that your goods will have the thorough presentation that they deserve.

I look forward with interest to your reply. Very truly yours,

I would select the smaller concerns for preference. The big ones are probably adequately represented in Pittsburgh.

Then call on the wholesale grocers and see if you can secure an opening with them.

Next secure copies of trade papers interested in food products. The names of some are sent to you under separate cover. These papers often carry advertisements for agents. I believe it would pay you to put a small ad in some of them, stating what you want.

It certainly would help you to take up a course of instruction in salesmanship, preferably in a residence school.

(CONTINUED MONDAY)

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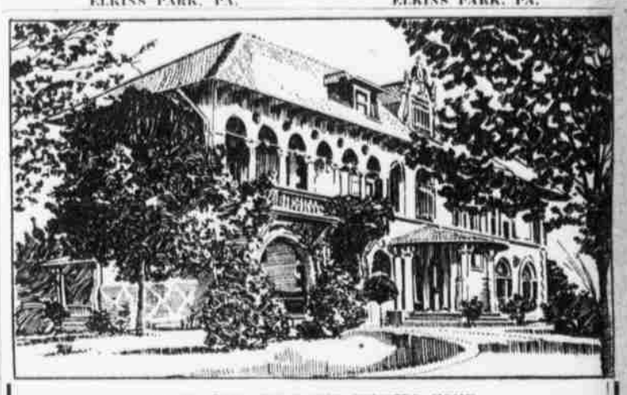
$1 Daily in June
rents one of the four-room, fully furnished electric-lighted bungalows of the
Stone Harbor Bungalow Colony
SURF BATHING! GOOD FISHING!
Close to the ocean and boardwalk, convenient to fishing grounds, in the heart of a modern, up-to-date seaside resort. Each bungalow a pretty summer home. Electric light, artesian water and sewerage. Fresh vegetables, meats, etc., delivered to your door. Rates by the week, month or season. Reserve your accommodations NOW.
SOUTH JERSEY REALTY CO.
139 SOUTH THIRD ST.
Bell Phone, Lombard 1166

REAL ESTATE FOR SALE
ELKINS PARK, PA.



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A TRULY UNUSUAL OPPORTUNITY
WM. T. B. ROBERTS, GLENSIDE, PA. Phone Ogontz 682

REAL ESTATE FOR SALE
MERCHANTVILLE, N. J.

BUILDERS, ATTENTION!
Hillcrest, That Model Town, Bet. Camden & Merchantville
With gas, water, electricity, paving and curbing. Yes, telephones. An ideal place to build and to live; two lines of trolleys. Only 23 minutes from P. R. R. Ferries. It's high and dry, in the center of main highways. More than $100,000 spent right here to date, and it's not two years old yet! Houses range from $1500 to $3000, and are the best sellers. An unusual proposition. See it and let it convince you. Send for illustrated folder.
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POINT AND PENN, CAMDEN
Trenton, Westfield, Pensauken or Pensauken Jct. cars to the ground—5c fare

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PENNSYLVANIA—SUBURBAN

$550 Cash
$33 a Month Carrying Charges

One 5-Cent Fare, 17 Minutes to City Hall, No Change of Cars
Take Market street elevated to 69th street terminal. A three-minute walk from there you'll find Scull's homes—the most artistic and comfortable homes you've seen in many a long day. Semi-detached, substantial, modern, up-to-date—stone and stucco. Hot-water heating, electric light, hardwood floors throughout, gas range. First floor has living room, dining room and kitchen. Second floor, three bedrooms and bath. Laundry and toilet in cellar. Third floor has one large room that can be used for billiard or storeroom, or may be divided into two rooms. Separate driveway on side of house leading to space for garage. Easily and quickly reached, and moderately priced at $5950, you'll find Scull's homes just what you've been hunting for and had despaired of finding! Only $550 cash—carrying charges $33 a month.
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Wayne Junction with 190 Trains Daily—or Car 53 on 13th Street
Get off at Apsley and Wayne Avenue and see these beautiful homes. Built on high terraced lots, stone fronts, French doors, cement porches, tiled bathrooms with shower, real open fireplace, lamp bases, etc. Ideal homes in every particular. Sample house, furnished, open for inspection.
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