

# CHINESE YIELD UPON BUSTER OF JAPANESE

## Fifty Centuries of Philosophy of Non-Resistance Give Way to Militarism.

By OSCAR KING DAVIS.

PEKING, May 6.—The statement read by Mr. Lu, the Chinese minister of foreign affairs at the conference at the foreign office on May 1, when he submitted the formal reply of the Chinese to the Japanese revised list of demands, furnishes an interesting commentary on the Chinese conduct of the whole proceeding.

Chinese sensibilities have been badly bruised by the Japanese performances during the negotiations. The Chinese are not a blustering, rough-house people, as the Japanese are. They are fond of ceremonial politeness and saunter, and they do not enjoy swashbuckling and truculence.

But the Japanese have conceived it to be part of wisdom for them to play the swashbuckler all through the negotiations, in order to impress the timid Chinese with a due sense of their own helplessness and of Japanese readiness and ability to deal roughly when the occasion arises.

### Insult On Injury.

It was a good enough game from the Japanese point of view, and undoubtedly it had its effect. That has been apparent for a long time. But it surely did hurt the feelings of the Chinese. Moreover, the Japanese negotiators heaped insult upon previous injury in the presentation of the revised demands not only by coolly asserting that Mr. Lu had made concessions in the fifth group which he had not made, but by accusing the Chinese of a lack of sincerity in frankness in handling the negotiations, and of purposely delaying matters.

Mr. Hioki has been especially indignant over what he has termed the campaign of publicity maintained by the Chinese.

That is another bluff of the Japanese, and a good one. For it has prevented the Chinese from using the only weapon they had. In the absence of support from any foreign government the only means open to the Chinese to secure foreign interest was to let foreigners know what was going on.

The statement of Minister Lu ran perfectly true to Chinese form. His performance was exactly what might have been expected from the negotiator of fifty centuries of the philosophy of passive resistance.

And that is at the heart of the whole matter. A people which has taught and practiced that philosophy for four or five thousand years has an aversion to getting into any kind of a quarrel with a people that for their whole national lifetime have taught, thought, and practiced nothing but militarism and hero worship. That is why the speech of Mr. Lu is so informative on the general situation. This is what he said:

### Grave Consideration.

"The list of demands which the Japanese government first presented to the Chinese government consists of five groups, the first relating to Shantung, the second relating to South Manchuria and eastern inner Mongolia, the third relating to the Hanyehing company, the first asking for non-alienation of the coast of the country and the fifth relating to the questions of national advisers, national police, national arms, missionary propaganda, Yngtse valley railways, and Fukien province.

"Out of profound regard for the intentions entertained by Japan, the Chinese government took these momentous demands into grave and careful consideration and decided to negotiate with the Japanese government frankly and sincerely what was possible to negotiate. This is a contribution to Japan of the most profound regard which the Chinese government entertains for the relations between the two nations.

"Ever since the opening of the negotiations China has been doing her best to hasten their progress, holding as many as three conferences a week.

"As regards the articles in the second group, the Chinese government, being disposed to allow the Japanese government to develop the economic relations of the two countries in south Manchuria, realizing that the Japanese government attaches importance to its interests in that region and wishing to meet the hopes of Japan, made a painful effort, without hesitation, to agree to the extension of the twenty-five year lease of Port Arthur and Daini, the thirty-six year period of the South Manchurian railway, and the fifteen-year period of the Antung-Mukden railway to all ninety-nine years; and to abandon its own cherished hope to retain control of the railway and properties at the expiration of their respective terms of lease.

"It cannot be admitted that this is a most serious project of China's friendship for Japan. As to the right of opening mines in south Manchuria, the Chinese government has already agreed to permit Japanese to work the mines in the mining areas designated by Japan.

### Right of Preference.

"China has further agreed to give Japan a right of preference in the event of borrowing foreign capital for building railways, or making a loan on the security of local taxes in south Manchuria. The question of revising the arrangement for the Kirin-Changchun railway has been settled in accordance with the proposal made by Japan.

"The Chinese government has further agreed to employ Japanese first in the event of employing foreign advisers in political, military, financial, and police matters.

"Furthermore, the provision about the repurchase period in the South Manchurian railway was not mentioned in Japan's original proposal. Subsequently, the Japanese government, alleging that its meaning was not clear, asked China to cancel the provision altogether.

"Again, Japan at first demanded the right of Japanese to carry on farming in south Manchuria, but subsequently she considered the word 'farming' was not broad enough, and asked to replace it with the phrase 'agricultural enterprises.'

"To these requests the Chinese government, desiring to secure that the proposed changes could only benefit Japan, still acceded without delay. This, too, is a proof of China's frankness and sincerity toward Japan.

with the treaties China has entered into with Japan and other powers. Still the Chinese government did its best to consider how it was possible to avoid that incompatibility.

"At first China suggested that the Chinese should have full and equal rights of jurisdiction over Japanese settlers, Japan declined to agree to it.

"Thereupon China reconsidered the question and revised her counter proposal five or six times, each time making some definite concession, and went so far as to agree that all civil and criminal cases between Chinese and Japanese should be arranged according to existing treaties.

"The cases relating to land and lease contracts were reserved to be adjudicated by Chinese courts, as a mark of China's sovereignty over the region. This is another proof of China's readiness to concede as much as possible.

"Eastern Inner Mongolia is not an ethnically distinct area, and the conditions existing there are entirely different from those prevailing in South Manchuria. The two places, therefore, cannot be considered in the same light. Accordingly China agreed to open commercial markets first, in the interests of foreign trade.

### Interests of Capital.

"The Hanyehing company, mentioned in the third group, is entirely a private company, and the Chinese government has no objection to interfering with it and negotiating with another government to make any disposal of the same, as the government likes, but having regard for the interests of the Japanese capitalists, the Chinese government agreed that whenever in future the said company and the Japanese capitalists should arrive at a satisfactory arrangement for the concession of the company, her assent thereto. Thus the interests of the Japanese capitalists are amply safeguarded.

"Although the demand in the fourth group, asking for a declaration not to alienate China's coast, is an infringement of her sovereign rights, yet the Chinese government offered to make a voluntary pronouncement so far as it concerns the coast of the country, and to accept the Chinese government's offer in deference to the wishes of Japan, gave a most serious consideration to those demands which would gravely affect the sovereignty and territorial rights of China, as well as the principle of equal opportunity and the equality of nations.

"All this was a painful effort on the part of the Chinese government to meet the demands of the Japanese government must be aware.

### Involve Treaty Rights.

"As regards the demands in the fifth group, they all infringe China's sovereignty, the treaty of rights of other powers, or the principle of equal opportunity.

"Although Japan did not indicate any difference between this group and the preceding four in the list which she presented to China in respect to their character, the Chinese government, in view of their palpably objectionable features, persuaded itself that these could not have been intended by Japan as anything more than Japan's mere advice to China.

"Accordingly, China has declared from the beginning while she negotiates the most profound regard for Japan's wishes, she was unable to admit that any of these matters could be made the subject of an understanding with Japan.

"Much as she desired to pay regard to Japan's wishes, she was unable to admit that any of these matters could be made the subject of an understanding with Japan.

"In this reply the unsettled articles in the fifth group are stated again for discussion.

"As regards the second group, those articles which already have been revised in a more restrictive sense. As for the cases relating to land and lease contracts the Chinese government now permits the Japanese consul to send an officer to attend the proceedings.

"Of the four demands in connection with that part of eastern inner Mongolia, which is within the jurisdiction of South Manchuria and the Jehol territory, China agrees to three.

"China also agrees to the article relating to the Hanyehing company, as revised by Japan.

"It is hoped that the Japanese government will appreciate the conciliatory attitude of the Chinese government in making this final concession and forthwith give her consent thereto.

### Deplores Publicity.

"There is one more point. At the beginning of the present negotiations it was mutually agreed to observe secrecy, but unfortunately the demands by Japan, an Osaka newspaper published an extra, giving the text of the demands.

"The foreign and the Chinese press has since been paying considerable attention to this question, and frequent by publishing the proceedings of the Japanese comments in order to call forth the world's conjecture—a matter which the Chinese government deeply regrets.

# PLEAS FOR TRUTH IN ADVERTISING MADE AT A. A. C. MEETING

## Addresses Made at Opening Session by President Woodhead and Joseph E. Davies.

CHICAGO, June 20.—The eleventh annual convention of the Associated Advertising Clubs of the world was formally opened here this afternoon with a mass meeting of the delegates in the Auditorium Theatre. Addresses were made by President William Woodhead, of San Francisco, and Joseph E. Davies, chairman of the Federal Trade Commission. Both made pleas for "Truth in Advertising," which is the slogan of the gathering.

In addition, Chairman Davies outlined the purposes and policy of the Federal Trade Commission.

"The essential thing is the accomplishment of the effective protection of the public and of business itself against unfair methods of competition, with regard to the rights of all, as speedily and easily as possible," he said. "The purpose of this meeting is to bring attention to the fact that the Commission is not to harass, but to help."

### Trade Opportunities For U. S.

Chairman Davies also pointed out the trade opportunities furnished the United States by the European war.

The convention was informally opened in the morning, when fifty of the leading delegates occupied the pulpits of the larger churches and delivered lay sermons. Tomorrow the advertising men of the city by Mayor William Hale Thompson and Gov. Edward F. Dunne.

Mr. Davies spoke in part as follows: "Last year two great congresses—one at Budapest, and one at Paris—devoted their deliberations to the securing of uniform international laws for the suppression of fraudulent advertising. Since that time the peaceful processes of Europe have been disorganized or destroyed by the terrible bloodshed called war. Your association here alone remains in a world almost gone mad, to further those ideas and to hold aloft the torch of truth in advertising in world commerce."

"The relation of business to government and government to business is a matter of great concern to all. The properties of industrial, transportation and commercial business constitute a very large proportion of the total wealth of the nation. The well-being of the nation and properly should be a matter of government concern. The welfare of a great part of the people of the nation depends directly upon its well-being. While business is a substantial part of society for which government exists, government cannot exist without business. A government watchful of the interests of the whole of society must be superior to it, and must be able to regulate the interest of all is superior to the welfare of the few. Nor can any part of society exist, but for the protection of persons and property. An injury to any part is an injury to all. The relation of government toward business has always been a matter of paramount interest to all classes of society bound together in social contract."

### Trade Commission's Policy.

"One of the recent agencies devised by government in connection with its relationship to business and industry is the Federal Trade Commission. Congress created it as an agency to destroy what has been termed the 'evil of monopoly.' It is clothed with the power to prevent unfair practices of competition in commerce. Unfair methods of competition have been in the past the principal weapons of war in the producing of the monopoly.

"There is no doubt but that one of the essential purposes underlying the creation of the Federal Trade Commission was also to provide an administrative agency to modify and moderate the requirements which government imposes for the benefit of society.

"It will be the purpose of the Federal Trade Commission to translate this idea, which was so largely responsible for its creation, into a policy and attitude toward business and the public interest. The interest of the public, of complainants, and those companies, and the Federal Trade Commission may frequently result in the stopping of the alleged unfair practices more expeditiously than would be by legal procedure. It is in the interest of the public that process of suitable and amicable accommodation should be instituted by the Federal Trade Commission before it should institute formal complaints embarking upon a long and technical course of legal procedure.

"The purpose of the Federal Trade Commission is not to harass, but to help—not to make a legalistic record, but to bring relief and aid, and to efficiently serve the public interest and to bring 'first aid' to the competitor injured before the long and technicalities of legal action.

### Co-operation In Foreign Trade.

"One of the most significant facts in the evolution of modern world industry has been the development of international cartels in Europe. These organizations have existed in over a hundred different lines of industry for the purpose of promoting and controlling foreign trade and of creating economies in distribution in world competition. It has been urged that combination of American manufacturers for the purpose of engaging in export trade be permitted for similar economic reasons.

"In fields of international commerce, conditions now so obtain as to be prohibitive of enterprise upon the part of the smaller manufacturer, and the extension of his markets abroad. The cost may be too great. The trust can afford and does establish branch agencies in the various countries of the earth. The smaller man can reach the market only through co-operation with others. The very result designed for the protection and aid of medium-sized business units within, if applied, prevents growth and development without competition in the foreign field is assured by reason of the international character of the market and the contest therefore by European manufacturers.

"Preservation of regulated competition at home is a matter of capacity for administration. Entirely apart from any question of the desirability or undesirability of departing upon a policy of extending or permitting co-operation in foreign trade, these distinctions should be observed. These are matters connected with the Sherman law in connection with foreign trade to which the American people must address their attention."

# D. C. NEWSPAPER MAN IN PULPIT IN CHICAGO

## Thomas R. Shipp Assumes Role of Preacher for First Time, Defending Editors.

CHICAGO, June 20.—Thomas R. Shipp, of Washington, well known in newspaper and conservation circles, assuming the role of preacher for the first time, filled the pulpit of the Englewood Methodist Church, of this city, this morning, and defended the attitude of newspaper editors toward the church.

Mr. Shipp was one of a number of prominent publicity men who were selected to fill pulpits in the larger churches of Chicago, as part of the program of the annual convention of the Associated Advertising Clubs of the World, which meets in this city all of this week.

"Editors and newspapermen," said Mr. Shipp, "are not such wicked fellows, but they will not grow unless they are not printed things simply because you want them to. They want news, and they are the judges of what is news, because it is their business to know. If they don't show interest in your story, you may be pretty sure there is something wrong with the story."

"Suppose one of your church organizations undertakes some great work. It ordinarily gets a brief item in the paper.

That is not the newspaperman's fault. He is not against the church. Your cause is worthy and it is interesting. What you are doing is real news but you have not presented it to the newspaper in the right form.

### Defense League Names Washington Directors

Announcement was made today at the offices of the National Defense League, in the Riggs building, of the election by the executive committee of the following new directors of the league:

Frank B. Lord, president of the National Press Club; Lieut. Col. C. Fred Cook; Louis S. Gottlieb, Winthrop Bathon, all of Washington, and Dr. Adolph O. Hoefeld, Dr. Waldemar T. Richards, and C. E. Jones, of New Orleans.

### Poison Gas Article New Magazine Feature

Particularly timely is an article on "Fighting With Poison Gas and Liquid Fire," in July Popular Mechanics.

The July issue also contains the usual number of bright and interesting stories on scientific and other subjects written so the laymen can understand them. In one of the articles is described the success of a floating motion picture theater and dance hall on a lake in Indiana.

## GREATEST MEN'S FURNISHING DEPARTMENT IN WASHINGTON

### Phenomenal Selling!

# D. J. Kaufman's Great Union Suit Sale

The Talk of the Town!

## Two Hundred Dozen

\$1.00, \$1.25 and \$1.50 Perfect Union Suits

Going Fast at

# 69c

(Only Three to a Customer)

The people were quick to appreciate this marvelous value. You ought to have seen the rush yesterday. Such a value doesn't come twice in a lifetime. It's the big buying that makes the little price.

We bought 200 dozen (closed crotch) Athletic Knee Union Suits—every suit a perfect garment—four popular fabrics—Nainsook—Soisette—Barred Muslin—Madras. Every size 34 to 46. Garments sold regularly at \$1, \$1.25, and \$1.50. Now on sale at 69c.

Money's Worth or Money Back

## D. J. KAUFMAN

(INCORPORATED)

The Man's Store. 1005-1007 Pa. Ave.

## SPECIAL \$1.00

### SPECIAL FOR THIS WEEK

Glasses or Spectacles | Far and Near (Bifocals)

To Order | Complete With Frame

\$1.00 | \$1.50

Frames Are Gold Filled and Guaranteed 15 Years. Expert Examination

## M. GREENBERG, 810 E. St. N.W.

D. Segal in Charge. Established 16 Years.

## Read the Sport Pages of The Washington Times

The Sport Pages of The Washington Times are not only the best in Washington but the peer of anything in the country.

The Times Sport Pages attract many local advertisers who want to put their proposition squarely before the sport lovers of Washington.

The Times Sport Pages probably have a larger following than any other Washington sport section.

Owing to the advertisers' demand for location on "Sports" The Times frequently carries as many as four Sport Pages.

### Advertise on The Times Sport Pages to Reach the Red-Blinded Men of Washington

### Champion Smoker.

CHICAGO, June 20.—Henry R. Kraybill is the champion smoker at the University of Chicago. He will smoke the equivalent of a cigar five feet long. Every day he will smoke sixty stogies, and he will burn them down to an inch of the butt. It isn't for his own pleasure that Kraybill is performing this Marathon act. He is making a scientific experiment, testing the burning qualities of tobacco treated with different kinds of fertilizer while growing.

## "Where Your Dollars Count Most"

# BEHREND'S

720-722-724 Seventh Street N.W.

\$1.00 and \$1.25 VOILE, CREPE and ORGANDY WAISTS 69c

Five handsome models of fine French Crisp Voile, Organdy, and Nubbed Crepe Waists, in wonderfully beautiful self-silk embroidered, Swiss embroidered, inserted, or plain tailored styles. Some have the new hemstitched or "Hi-Lo" collars.

\$2.00 WASH WHITE GABARDINE SKIRTS 98c

Newest and best Tub Skirt Material—fine Corded Gabardine, made in the popular two-patch pocket style, with belt and belt loops. Wide in-cut circular garter, actual \$2 value.

75c Sample CORSETS.. 37c

500 pairs perfect fitting, perfect quality Corsets, of batiste and coutil. Medium and long lengths, with high busts and long dip hips, four good hose supporters, and lace trimmed yokes. 15 to 30 sizes.

39c Brassiers 17c

Made of splendid quality cambric with deep embroidered yokes. Soft boning and perfect fitting. All sizes.

\$5 Corduroy Skirts \$2.99

Stunning and serviceable skirts of fashionable softline that washes beautifully. Made of lightweight material for summer wear, in the very newest wide, full, circular cut style, with two hip pockets and 3-inch detachable belt, run through corduroy loops. Misses' and women's sizes.

\$6.50 Corduroy Coats \$3.99

Nobby Norfolk style Coats, of velvet corduroy, in all the popular colors, including coral, blue, green, tan, putty, and white. Made with front and back attached pleats and long tie girdles. Misses' and women's sizes.

## \$10 SILK DRESSES, \$2.99

37 dresses of splendid quality messaline in pretty shades of blue, brown, green, black, etc. Prettily made with vestee, collars and cuffs of fine Oriental lace. Misses' and women's sizes.

## 25c 40-inch Tape Edge Voiles, 93c

Clear, crisp, springy wire-woven mercerized finish tape edge voiles. Washing qualities are unsurpassed. Good, desirable full lengths. Values up to 25c.

## \$1.00 Boys' Vestee Suits, 55c

Fetching models of boys' tub suits, made of extraordinarily good quality union linen and corded madras in pretty, plain shades of blue and tan and neat pin stripes. Made with vests of white linen and straight leg pants. Sizes 2 to 8 years.

## 25c Boys' Overalls, 15c

Blue denim overalls of strong, serviceable cloth. Made with bib and pockets. SMALL SIZES ONLY.

## Big Savings in Piece Goods

10c Colored Figured Batistes, 5c

All fresh, full pieces, perfect quality batistes, in an immense assortment of really pretty patterns that mean every style from large floral effects to the daintiest of small, neat patterns.

25c and 39c Yard Wide Silks, 19c	\$1.50 12-yard Piece Long cloth, 95c	50c Double Bed Bleached Sheets, 29c	
We simply can't help advertising these goods, as they have made many a friend for us. They're in all colors of a rich, deep lustrous finish.	Extra soft, smooth finish, fine even thread long cloth. Perfect goods, full 12 yards in piece. Very superior grade for underwear uses.	Full bleached, double bed sheets, made of strong, durable sheeting muslin. Seamed center finished, 3-inch hems.	
12 1/2c White Serpentine Crepe, 7 1/2c	10c Seersucker Gingham, 5c	89c Long Silk Gloves, 47c	\$1 Galatea Middy Blouses, 55c
Splendid, crisp, sheer quality serpentine crepe. Grades suited for entire dresses or for underwear purposes.	Seersucker stripes, plain colors and fancy mixtures. Patterns suited for boys' waists, ladies' or children's dresses.	Extra heavy quality, fine thread silk gloves, in white and black. Two-button mousquetaire style WITH DOUBLE FINGER TIPS.	Girls', misses' and women's Blouses of splendid washing quality galatea. Plain white or with blue or red collars. 6 to 20 sizes.

## \$3.00 Women's Bathing Suits, \$1.98

New, pretty styles in Bathing Suits of black or blue poplin. Made with fancy vests, trimmed sleeves, collars and belts. Complete with bloomers. All sizes.