

CABINET MEMBERS TELL WHY NATION SHOULD BE THANKFUL

By ROBERT LANSING, Secretary of State.

This is a time when we as a nation should give thanks to the Almighty for having revealed to us the spiritual blessings which are ours. He has blessed us with knowledge that the soul of the nation has been put to the test and has not been found wanting.

By WILLIAM G. McADOO, Secretary of the Treasury.

Grim and terrible as is the task before us, let us thank God on this Thanksgiving Day, that noble America, faithful to her traditions, the undaunted champion of democracy, has been called to perform a great and glorious service to mankind.

By NEWTON D. BAKER, Secretary of War.

I am glad to send a word of appreciation and good cheer to the men in France. The fight will be won by the stout hearts of men, and the message from our hearts to their hearts is one of confidence and trust.

By T. W. GREGORY, Attorney General.

Be thankful on this day of thanksgiving that yours is the high honor to save freedom for humanity. If you do this, your children and your children's children will bless and revere you; you will be known among the great ones of history until freedom is blotted from the world.

By ALBERT S. BURLISON, Postmaster General.

The people of the United States have special cause for returning thanks to the Almighty Ruler of the universe for many blessings He has showered upon us. To the Divine Author of all things should be returned our grateful thanks.

By JOSEPHUS DANIELS, Secretary of the Navy.

We are thankful to have discovered what some doubted before the war—that men and women told fast to the faith of the fathers. That a spiritual vision has come to our countrymen enabling them to see that American valor is adding a new glory to our humanity.

By FRANKLIN K. LANE, Secretary of the Interior.

I can give thanks that this is a nation unshamed; that men are willing to die that liberty and justice may live; that we are not to see the free peoples of the earth humiliated or crushed; and that fear is not to master the world.

By WILLIAM B. WILSON, Secretary of Labor.

The ultimate sacrifice is made by those at the battle front, and readiness to make that sacrifice arouses the gratitude of the whole country. Those at the front must be supported by those at home in farm, field, mine, and factory.

RECOGNITION OF BOLSHEVIKI IS LEVINE'S OBJECT

(Continued from First Page.)

\$210,900,000 WAR DEBT OF RUSSIA LOST TO U. S. IF BOLSHEVIKI SUCCEED

Cancellation of Russian war debts to the United States would mean saving aside a bill of \$210,900,000. This amount already paid out of an authorization of \$325,000,000 has been expended in the United States, chiefly in paying munitions debts which otherwise might have gone by the board.

American Government officials have held that it was wise to give Russia support in recent months because of her sore straits—particularly because some American industries would have suffered severely had their Russian bills not been paid. Congressmen have manifested a disposition recently to inquire into the Russian loans and to oppose further disposition of funds until Russia appears stable.

MODERATE SOCIALIST PLANS FAIL; BOLSHEVIKI MOVEMENT STILL GAINS

LONDON, Nov. 29.—Failure of the Russian moderate socialist plans for a compromise government seemed imminent from Russian dispatches today. It was apparently established that the moderates had determined to throw their lot with the Maximists.

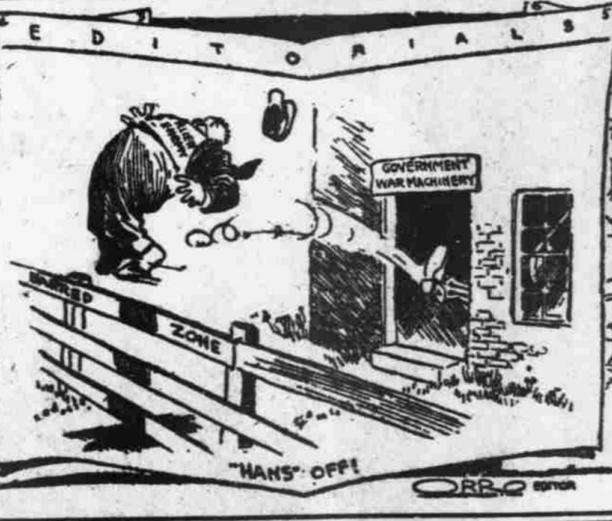
THREE YEARS FOR ARSON.

STANTON, Va., Nov. 29.—With the stage set for a legal battle, Henry Milton Kritzer, member of a prominent Augusta county family, came into court and unexpectedly pleaded guilty to housebreaking and burning the home of his aunt, Mrs. Fannie Kritzer, near Staunton. He was sentenced to three years' imprisonment.

Boys and Girls Do Not Worry About Pimples Because Cuticura Will Quickly Remove Them

On rising and retiring gently smear the face with Cuticura Ointment on end of the finger. Wash off the Ointment in five minutes with Cuticura Soap and hot water. Continue bathing for some minutes using the Soap freely. The easy, speedy way to clear the skin and keep it clear. Cuticura Soap and Ointment are not only wonderful healers but are also wonderful preventives of skin and scalp troubles if used exclusively. The Soap, for daily use in the toilet, cleanses and heals any little irritations, roughness, pimples, etc.

For sample each free by mail address post-card: "Cuticura, Dept. 286, Boston." Sold everywhere. Soap 25c. Ointment 25c and 50c.



ALIENISTS' CLASH NEXT MOVE IN DESAULLES CASE

MINEOLA, L. I., Nov. 29.—T. 1917 is to live—to lose that love is to kill. The foregoing sentence epitomizes one phase of the De Saullès tragedy certain to be brought out of the closing arguments by the defense.

Another angle of the case may be phrased as follows: One may be driven to a precipice; should that one be pushed over, all responsibility on the part of the victim ceases.

It may be argued that she shot him because she loved him; shot him after seeing the uselessness of flattery and endearing terms.

Like Plot of a Novel. Novelists, writers of fiction and fact—have painted the picture of a woman who loves; a woman, by virtue of that love, who does not surrender the object of her affections without the bitterest struggle.

The presentation of the second phase is practically a continuation of the first. She arrived at the precipice and when failure toppled her over—she was not responsible.

The State hopes to prove that Mrs. De Saullès transacted business during that time, engaged counsel, held sane conversations and otherwise disproved the possibility of any lapse of memory.

A battle between alienists will be the next chapter in the case. One witness remains to be called by the defense, the defendant's mother. Then follow a hypothetical question of ten thousand words to be presented for consideration by the alienists who testified for the defense.

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PARK VIEW FOLK TOLD CAUSE FOR BEING THANKFUL

The Thanksgiving Day celebration of the Park View Community Center body was well attended. This is the second community Thanksgiving Day celebration held in Washington.

The morning exercises in the auditorium of Park View School consisted of an address by the editor of The Times and a short talk by the Rev. Walter P. Smith, pastor of the Avenue Christian Church, which dispensed with its regular Thanksgiving Day service, the congregation joining in the community meeting.

The meeting was featured by music by the Park View Orchestra, a community organization directed by Mrs. E. J. Ward; a solo by Miss Belva Hoch, and singing by the audience.

"The only two things to talk about today," Mr. Brisbane said, "are Thanksgiving, the reason for it, and the war and how we feel towards it. Your feeling for Thanksgiving should be limited only by your imagination. You are three thousand miles from the place where women and children are strangled and starved, where men are killed by the tens and hundreds of thousands, where the people are exhausted by the war. You are here—fed, clothed and safe."

"There ought to be great gratitude for that condition, gratitude for the man who directs the nation and the man in the White House, and to the man who are going to fight, many of whom will never come back."

"This country was established on the theory of freedom of opportunity and liberty for all men. We have gone into it, not for any gain, but to prevent that strange survivor of a race of brutes which exists in Russia, the man making a joke out of all liberty. We are not stirring up hate for the Kaiser. You wouldn't hate a hattermaker—you would go ahead and exterminate it."

CABINET MEMBERS AND ALLIED ENVOYS PRESENT AT MASS

Before high dignitaries of the Government, diplomats from allied countries, and from Latin-America, the Pan-American Thanksgiving mass was celebrated in St. Patrick's Church this morning.

The great edifice was crowded to the doors and beyond by men in uniform, Washingtonians, and visitors who had come to Washington for this mass, the most significant of these functions held in recent years.

In a stirring sermon, ringing with patriotism and the duty of the nation and its citizens, Bishop Russell declared:

"We should give thanks because one-third of all the military forces, the fighting men of the nation in the army and the navy are Catholics. If blood must be shed for a united nation, to wipe out forever the distinction of Irish-Americans, German-Americans, or other hyphenas, let it not be in vain, but to bring a universal, world-wide Thanksgiving Day."

"Taking his text from St. Paul, 'Let every soul be subject to higher power,' Bishop Russell told of the building of society from the dawn of civilization, with first the family then the tribe and then the nation as the unit."

God in His wisdom, he said, had created man a social being and in the eyes of the Catholic church those who ruled wisely ruled by divine right and sanction of God, because man by nature must have social organization, and a force to uphold laws for the protection of the many against aggression by the few.

Selling the Product

Today we take up the first six of these ten qualifications of successful salesmanship.

- 1—Health.
- 2—Honesty.
- 3—Ability.
- 4—Initiative.
- 5—Knowledge of the Business.
- 6—Tact.
- 7—Sincerity.
- 8—Industry.
- 9—Open Mindedness.
- 10—Enthusiasm.

So much has been said in definition of the ten qualifications, that a lengthy analysis of them would be superfluous. It will be best to remark on each briefly, however, before passing to a consideration on the seven steps that play a part in most sales.

PHYSICAL HEALTH is essential to mental health; because without question, the mind is directly respondent to the condition of the body. It is impossible to conceive an energetic mental activity coupled with a sluggish physical condition. The mind is truly the administration function and the body is the governed portion of man.

REGARDING HONESTY, we have the old and well-worn quotation, "Honesty is the best policy;" also, "It pays to be honest, I know, because I have tried both ways;" but I favor the more modern version, "Honesty is the only policy," which is true; for dishonesty, even in thought, will shortly lead to dishonesty in act.

AS TO ABILITY it has been said that salesmen are born. One modern thinker disagrees with this proposition to the extent that he says: "In this day and generation, salesmen are made as well as born." Ability is as much made as inherited. It is the development of natural talent, and should be considered among the qualities permitting of construction and development.

INITIATIVE, resourcefulness, ability to think quickly, self-reliance, are much the same. They all represent the salesman's ability to cope with an unexpected situation. KNOWLEDGE is power. Without a thorough knowledge of one's business it is folly to expect to produce the signature on the dotted line. Without this knowledge it would be impossible to take the steps necessary to effect a sale.

3 SMALL BAKERS CHANT WAR SONG DEFYING KAISER

With their father at the head of Uncle Sam's fighting men, Secretary of War Baker's three little children, Peggy, Betty, and Jack Baker, today are taking the lead of the army of American children in challenging "Kaiser Bill."

Listen to what they sang at the Thanksgiving exercises at the Friend's School: "We will sail on all the seas, Uncle Sam. Without saying 'I' or 'please,' Uncle Sam. We'll not wear the Kaiser's tag. And we'll fly no checkered flag. For old glory is our flag, Uncle Sam."

The song, entitled "Uncle Sam," consists of four verses, and was composed by an amateur, Edward Bushnell, a Cleveland lawyer, and close friend of Secretary Baker.

Mrs. Baker has sung the song at several local camps. She has received so many requests for copies of it that the composer had a number printed for her.

The children were taught the song by their mother who is an accomplished musician, and is anxious that her children shall have a musical education.

"I have studied music so long that I can't remember when I started," said Mrs. Baker today, in talking of her children's accomplishments.

WIFE OF CHINESE CHARGE AT HAVANA RACES STORK HERE

If it's a boy (and what Chinese parent does not burn prayer incense for an heir) he probably will be named in honor of President Wilson, making him Woodrow Wilson Liao.

Mrs. Ida Liao, wife of the Chinese charge d'affaires at Havana, Cuba, is expected hourly at the residence of her daughter, Mrs. S. C. Chen, wife of a Chinese student translator, where Mrs. Liao expects the happy event, unless the little newcomer arrived on the train which is bearing Mrs. Liao to this city. Mrs. Liao is the mother of six daughters, and her intense wish is that the seventh child be a boy, and that he see the light of day in the Capital of the United States, of which she and her husband are great admirers.

P. O. EMPLOYEES ON HOLIDAY. Most of Washington's mail carriers and postoffice clerks are enjoying a holiday today.

All of the Government departments in so far as possible are closed, as are many of the stores.

There will be no mail delivery today, and only two collections. Sunday and holiday service are being given at the city postoffice and at the various substations.

NEW ENTERPRISES COMING TO WASHINGTON

Individuals, firms and corporations coming to Washington to engage in business will find The Riggs National Bank, by reason of its large capital and resources, superior facilities and wide experience, extraordinarily well equipped to meet their banking requirements.

Our service to customers is much more than providing a safe and convenient place to deposit money. It means wise counsel, when desired, accommodations commensurate with the individual needs of its depositors along legitimate banking lines, and a general interest in their business growth.

This personal service has proved a valuable asset to young men just starting in business, as well as to established business concerns.

Conference with our officers invited.

The Riggs National Bank

OF WASHINGTON, D. C.

Capital and Surplus \$3,000,000
Resources over \$20,000,000