

# FORGET PROFITS; WIN THE WAR

President Wilson Appeals to Business Interests of Country.

JUST PRICES IS HIS DEMAND

Business Should Not Take Toll Off Men in Trenches, Says the Chief Executive—Ship Owners Are Condemned.

Washington.—President Wilson appealed to the country's business interests Wednesday to put aside every selfish consideration and to give their aid to the nation as freely as those who go to offer their lives on the battlefield.

In a statement addressed to the coal operators and manufacturers he gave assurance that just prices will be paid by the government and the public during the war, but warned that no attempt to extort unusual profits will be tolerated.

"Your patriotism," said the president's appeal, "is of the same self-denying stuff as the patriotism of the men dead and maimed on the fields of France, or it is no patriotism at all. Let us never speak, then, of profits and patriotism in the same sentence. I shall expect every man who is not a slacker to be at my side throughout this great enterprise. In it no man can win honor who thinks of himself."

Condemns Ship Owners.

The president declared there must be but one price for the government and for the public. He expressed confidence that business generally would be found loyal to the last degree, and that the problem of wartime prices, which he declared will "mean victory or defeat," will be solved rightly through patriotic co-operation.

In unmeasured terms, however, Mr. Wilson condemned the ship owners of the country, for maintaining a schedule of ocean freight rates which has placed "almost insuperable obstacles in the path of the government."

President's Call.

The president's statement follows: "The government is about to attempt to determine the prices at which it will ask you henceforth to furnish various supplies which are necessary for the prosecution of the war, and various materials which will be needed in the industries by which the war must be sustained. We shall, of course, try to determine them justly and to the best advantage of the nation as a whole; but justice is easier to speak of than to arrive at, and there are some considerations which I hope we shall keep steadily in mind while this particular problem of justice is being worked out."

Promises Just Price.

"Therefore I take the liberty of stating very candidly my own view of the situation and of the principles which should guide both the government and the mine owners and manufacturers of the country in this difficult matter.

"A just price must, of course, be paid for everything the government buys. By a just price I mean a price which will sustain the industries concerned in a high state of efficiency, provide a living for those who conduct them, enable them to pay good wages, and make possible the expansions of their enterprises which will from time to time become necessary as the stupendous undertakings of this great war develop.

Must Face the Facts.

"We could not wisely or reasonably do less than pay such prices. They are necessary for the maintenance and development of industry, and the maintenance and development of industry are necessary for the great task we have in hand.

"But I trust that we shall not surround the matter with a mist of sentiment. Facts are our masters now. We ought not to put the acceptance of such prices on the ground of patriotism."

"Patriotism has nothing to do with profits in a case like this. Patriotism and profits ought never in the present circumstances be mentioned together.

"It is perfectly proper to discuss profits as a matter of business, with a view to maintaining the integrity of capital and the efficiency of labor in these tragical months, when the liberty of free men everywhere and of industry itself trembles in the balance; but it would be absurd to discuss them as a motive for helping to serve and save our country.

"Patriotism leaves profits out of the question. In these days of our supreme trial, when we are sending hundreds of thousands of our young men across the seas to serve a great cause, no true man who stays behind to work for them and sustain them by his labor will ask himself what he is personally going to make out of that labor.

"No true patriot will permit himself to take toll of their heroism in money or seek to grow rich by the shedding of their blood. He will give as freely and with as unstinted self-sacrifice as they. When they are giving their lives, will he not at least give his money?"

Assails "Bribery."

"I hear it insisted that more than a just price, more than a price that will sustain our industries, must be paid; that it is necessary to pay very liberal and unusual profits in order to 'stimulate' production; that nothing but pecuniary rewards will do—re-

wards paid in money, not in the mere liberation of the world.

"I take it for granted that those who argue thus do not stop to think what that means.

"Do they mean that you must be paid, must be bribed, to make your contribution, a contribution that costs you neither a drop of blood nor a tear, when the whole world is in travail and men everywhere depend upon and call to you to bring them out of bondage and make the world a fit place to live in again, amidst peace and justice?"

Appeals to Honor.

"Do they mean that you will exact a price, drive a bargain, with the men who are enduring the agony of this war on the battlefields, in the trenches, amidst the lurking dangers of the sea, or with the bereaved women and pitiful children, before you will come forward to do your duty and give some part of your life, in easy, peaceful fashion, for the things we are fighting for, the things we have pledged our fortunes, our lives, our sacred honor to vindicate and defend—liberty and justice and fair dealing and the peace of nations?"

"Of course you will not. It is inconceivable. Your patriotism is of the same self-denying stuff as the patriotism of the men dead or maimed on the fields of France, or else it is not patriotism at all.

Full Dollar's Worth.

"Let us never speak, then, of profits and patriotism in the same sentence, but face facts and meet them. Let us do sound business, but not in the midst of a mist.

"Many a grievous burden of taxation will be laid on this nation, in this generation and in the next, to pay for this war; let us see to it that for every dollar that is taken from the people's pockets it shall be possible to obtain a dollar's worth of the sound stuff they need.

"Let me turn for a moment to the ship owners of the United States and the other ocean carriers whose example they have followed, and ask them if they realize what obstacles, what almost insuperable obstacles, they have been putting in the way of the successful prosecution of this war by the ocean freight rates they have been exacting.

Making War a Failure.

"They are doing everything that high freight charges can do to make the war a failure, to make it impossible.

"I do not say that they realize this or intend it. The thing has happened naturally enough because the commercial processes which we are content to see operate in ordinary times have without sufficient thought been continued into a period where they have no proper place.

"I am not questioning motives. I am merely stating a fact, and stating it in order that attention may be fixed upon it.

"The fact is that those who have fixed war freight rates have taken the most effective means in their power to defeat the armies engaged against Germany. When they realize this we may, I take it for granted, count upon them to reconsider the whole matter. It is high time. Their extra hazards are covered by war risk insurance.

Warning Is Sounded.

"I know, and you know, what response to this great challenge of duty and of opportunity the nation will expect of you; and I know what response you will make.

"Those who do not respond, who do not respond in the spirit of those who have gone to give their lives for us on bloody fields far away, may safely be left to be dealt with by opinion and the law—for the law must, of course, command those things.

"I am dealing with the matter thus publicly and frankly, not because I have any doubt or fear as to the result but only in order that in all our thinking and in all our dealings with one another we may move in a perfectly clear air of mutual understanding.

Must Have Same Prices.

"And there is something more that we must add to our thinking. The public is now as much a part of the government as are the army and navy themselves; the whole people in all their activities are now mobilized and in service for the accomplishment of the nation's task in this war; it is in such circumstances impossible justly to distinguish between industrial purchases made by the government and industrial purchases made by the managers of industries, and it is just as much our duty to sustain the industries of the country with all the industries that contribute to its life as it is to sustain our forces in the field and on the sea.

Think Not of Self.

"We must make prices to the public the same as the prices to the government. Prices mean the same thing everywhere now. They mean the efficiency or the inefficiency of the nation, whether it is the government that pays them or not. They mean victory or defeat. They mean that America will win her place once for all among the foremost free nations of the world or that she will sink to defeat and become a second-rate power alike in thought and in action. This is a day of her reckoning and every man among us must personally face that reckoning along with her.

"The case needs no arguing. I assume that I am only expressing your own thoughts—what must be in the mind of every true man when he faces the tragedy and the solemn glory of the present war, for the emancipation of mankind.

"I summon you to a great duty, a great privilege, a shining dignity and distinction. I shall expect every man who is not a slacker to be at my side throughout this great enterprise. In it no man can win honor who thinks of himself."

# Great French Seaport



THE CROWDED HARBOR OF MARSEILLES

WITH the opening on May 7, last year, of the great canal connecting Marseilles with the River Rhone came the announcement that Marseilles was to become a free port in direct competition with Hamburg.

The object in view when designing the canal was to connect Marseilles, the premier French port and one serving numerous industrial establishments, with the center of France, by a waterway sufficient to deal with a larger amount of goods of greater bulk than could be carried by the existing railway lines. There being a number of French canals connected with the Rhone and its tributary, the Saone, the new waterway will put Marseilles in direct communication with a large part of northern Europe and permit a more effective distribution of those products which come to the French port from countries bordering on the Mediterranean.

The Marseilles canal, which threatens serious consequences to Hamburg's trade, is one of the important public works that were carried on despite the war. The waterway connects Marseilles with Arles, on the Rhone, and for part of the distance runs in a tunnel under the Nerthe range of hills to the northwest of the great port. It also connects London with the Mediterranean by an almost straight line, making Marseilles the greatest gateway to the East and the central clearing house for all North African trade. Fifty miles long, it has taken 12 years to build, and cost about \$20,000,000. The scheme has been carried out with financial aid from the state, the department of the Bouches-du-Rhone, and, more especially, from the chamber of commerce of Marseilles, which expects great results from the work.

Rhone an Interesting River.

Engineers point out that the Rhone is certainly the most interesting French river. It has been utilized in the past in a large measure, and since 1878, under the influence of the great enthusiasm shown in France in favor of internal navigation schemes, its flow has been improved from time to time. The river in its main portion runs in a north to south direction, and is continued northward at Lyons, and in an almost straight line, by the Saone, thus forming a water course which should be capable, according to a writer in the English journal, Engineering, of placing the Mediterranean in direct communication with northern Europe. He adds:

"It is even, it might be said, the sole watercourse available in this respect, for there are practically no other important watercourses which flow southward into the Mediterranean."

The new canal, in the sections on a straight line, is 82 feet in width, with a normal depth of eight feet, two inches. The depth is nine feet, ten inches between Marseilles and the Etang de Berre, as it is hoped that in that portion of the canal larger craft, sea-going barges, perhaps, will be used owing to the prospective development of industrial establishments on the Etang de Berre. This presupposes the transshipment of some of the goods loaded on these larger barges and destined for towns and districts up the River Rhone.

The canal section in the straight will always be five times the immersed section of the present Rhone barges when loaded to their maximum carrying capacity, or 600 tons on a five-foot nine-inch draught.

Something About the City.

Marseilles already is the chief seaport of France and the second city of the republic in point of population. It is on an inlet of the Gulf of Lyons, 25 miles east of the principal mouth of the Rhone. The location is very picturesque, the ground rising on all sides in an amphitheater of wood-crowned hills 1,200 to 1,800 feet high, which terminate in a steep promontory a few miles south of the city.

A century ago the city was a cluster of narrow, crooked streets grouped around the cove that formed the old harbor. Now several wide avenues traverse this old portion, and nearly the whole city is laid out with broad and straight streets, and generally presents a modern aspect. The city is dominated by the hill of Notre Dame de la Garde, which rises to a height of 480 feet between the town and the shore. This hill is encircled on the water side by the picturesque Corniche

road which leads southward along the shore of the gulf.

There is a citadel on a promontory guarding the old harbor, now a landlocked cove reaching into the heart of the city. The harbor is defended also by the fortified islands of Ratonneau and Pomegue, and by the Chateau d'If, the last named formerly a state prison immortalized by Dumas as "The Count of Monte Cristo."

Although it was a Greek settlement as early as 600 B. C. and before that was the site of a Phoenician colony, Marseilles has no interesting remains of ancient times, and few architectural monuments.

## J. S. FORGE CROSSES FRANCE

"PERSHING'S BOYS" MOVE TO PERMANENT BASE.

People Greet Troops Enthusiastically Along Entire Route, Cheering Crowds Greeting Trains.

With the American Army in France, July 14.—Pershing's boys have crossed France from the camps near the French seaport where they first landed, to the permanent new base.

It was one great triumphal procession. In trains carrying 1,000 each the American troops rode through some of the most beautiful parts of France. Nearly all the way they sang patriotic songs, marching songs, ragtime—everything. Some displayed their linguistic and musical talents by humming French airs they had picked up in the few short weeks in camp.

Greeted by Cheering Crowds.

All along the itinerary, in every city, town, village and hamlet, the trains were greeted by cheering crowds. As the first train passed through the inhabitants in the immediate vicinity of the station came running out. No piece of gossip ever made such wildfire progress through towns, big and small as the news that the "Sammies" were passing through. Everywhere thousands of men, women and children streamed in and when the last train passed through, the tracks were thickly lined with a jubilant multitude. At places where the passing of the "Sammies" had been known before hand, the Stars and Stripes were displayed with an American that strongly suggested American towns celebrating the Fourth of July.

## PUBLIC SERVICE RESERVE IS NOW BEING FORMED

Labor Department to Enroll Civilian Army of Patriots Covering Every State.

Washington, July 14.—All persons willing to take public or private employment in lines of war work, either in a voluntary or wage earning capacity, are asked by the Department of Labor in a statement to enroll in the newly formed Public Service Reserve, whose organization soon will be extended to every state.

The plan contemplates the mobilization of thousands of adults anxious to do their bit outside of the military and formation of a reserve force of all degrees of skill and attainment to meet emergencies in employment conditions with the government or with industries and businesses on which the success of the war depends.

The qualifications of each member enrolled will be accepted for the purpose of putting him in touch with employment openings.

## NOTICE OF ASSIGNMENT OF GUARD UNITS MADE

Troops From Minnesota, Dakotas, Iowa and Nebraska to Go to Deming, New Mexico.

Washington, July 14.—Assignments of national guard troops to training camps already selected have been announced by the War department as follows:

Thirteenth division, Minnesota, North and South Dakota, Iowa and Nebraska troops to Deming, N. M.; Nineteenth division, California, Utah, Arizona, Colorado, New Mexico and Nevada troops to Linda Vista, Cal.; Twentieth division, Washington, Oregon, Montana, Idaho and Wyoming troops to Palo Alto, Cal.; Eleventh division, Michigan and Wisconsin troops, Waco, Texas; Twelfth division, Illinois troops to Houston, Texas.

## INTERNMENT OF WORKERS TO GUARD U. S. WAR SECRET

Westinghouse Interests Seek Thousand Willing to Submit to Ten Months of Virtual Imprisonment.

Pittsburgh, July 14.—The Westinghouse interests here are seeking 1,000 men who are willing to sign an agreement to enter a new plant to be built for the manufacture of war munitions by a secret process and remain imprisoned for 10 months, all communication shut off with the outside world.

Men who have been appointed were told the plant would manufacture a powerful implement of war and the secret must be guarded until the government sees fit to make the details public.

## U. S. Agents Probe Ecuadorian Plot.

Panama, July 14.—American agents, aided by the United States minister, are investigating a revolutionary plot to overthrow the Ecuadorian administration. Headed by Concha, the former rebel chief, and supported by relatives of the murdered president, Alfaro, the movement has its basis on pro-Ally sentiments as against the present policy of the government, which is decidedly anti-American.

## British Secretary for India Quits.

London, July 14.—Announcement of the resignation of J. Austen Chamberlain, secretary for India, has just been made. This is the first fruit of the Mesopotamia commission's report. It also was announced that Baron Hardinge, former viceroy of India and now undersecretary for foreign affairs, three times had offered to resign. Mr. Balfour has announced that the government is willing to set up a tribunal by statute competent to deal with soldiers and civilians, instead of an inquiry tribunal.