

400 HARRISBURG BUSINESSMEN GATHER IN MASONIC TEMPLE AT ANNUAL DINNER OF COMMERCE CHAMBER TO HEAR STEEL MAGISTRATES TELL OF EXPANSION PLANS



CITY'S BUSINESSMEN WHO HEARD STEEL MASTERS TELL EXPANSION PLANS

—Doughten Studio.

SCHWAB SEES EAST AND NOT WEST AS BIG STEEL CENTER

[Continued from First Page]

has traditions to live up to and with its admirable location it is a natural place for a steel mill. In tracing the growth of the steel industry Mr. Schwab told how in 1850 a million tons of steel a year was considered the limit. "Now we are making 35 million tons every year," he declared, "and the end is not yet."

"I believe that the industry will grow most and develop fastest in the East. In the Middle West the mills must depend on the Lake Superior ore and late estimates place the deposits there at from 12 to 15 billion tons. Last year alone about 65 million tons were mined. How many years until this ore is exhausted or becomes very expensive?"

Maybe the vision was a little Utopian, but Charles M. Schwab once stood at a window in his office downtown Harrisburg and looked out over a steel plant that was almost decrepit—a mill that employed but 4,000 men. And now, scarcely more than a decade later, he sees a plant that can sign the payroll of about 75,000 men and his mills are second in the world to but the great United States Steel Corporation in size and production.

Men Who See Visions It was Charles M. Schwab, the man who had a vision there in his office, who painted part of the picture of the Greater Harrisburg of the future. His youthful associate, Eugene G. Grace, president of the Bethlehem interests, was another of the painters.

Together these two presented the vision of the community's future industrially, and it was left to E. Z. Wallower, leader of many movements for civic development; Spencer C. Gilbert, one of the city's pioneers in the work for a better, bigger Harrisburg; and to Edward F. Trefz, Chicago, field secretary of the National Chamber of Commerce, to paint the picture of the city's future along the lines of civic improvement.

Things That Are to Come Mills that will someday rival those at Bethlehem were pictured by Mr. Schwab and Mr. Grace; schools that will be second to none, with adequate high schools and manual training facilities were pointed to by Mr. Trefz and Mr. Gilbert; a new, modern twelve-story, 100-roomed hotel was pictured by Mr. Wallower, the man who is going to make THAT dream come true.

Perhaps no speaker who ever addressed the local business men was listened to more attentively than Mr. Schwab last evening when he told of his first vision of the Bethlehem, of the subsequent years of its development, reverses and incessant toil, and then of the steady building upward until the present Bethlehem Steel Company with its myriad mills turns out every kind of iron and steel product from a small nail to a complete and fully equipped ocean liner.

A Real American Smiling reminiscently, the steel

To Banish Wrinkles

Before retiring bathe the face and neck with water, hot as may be applied without discomfort, then dry and for two or three minutes rub Ust in to the skin gently with the finger tips. No other treatment is necessary. Ust is a wonderful skin food made from pure nut-oil, guaranteed to contain nothing that will cause hair-growth. Ust is a formula secured in Egypt and is said to have been used by Cleopatra and other famous Egyptian beauties, and handed down through the ages until to-day it is offered to the women of this country. Ust is positively guaranteed to drive away wrinkles and restore any complexion to its youthful beauty and freshness. Ust is not a face cream, but a liquid put up in handsome opal bottles. Any first-class druggist can supply it for 50 cents, but be sure you get the genuine Ust in bottles. The most painful cases of sunburn are relieved instantly by Ust. For sale by Gorgas, the Druggist, and dealers everywhere.

Highlights in the Talk of the Ironmasters

MR. SCHWAB: "A word about Grace. He has had the most remarkable career of any young man I have ever known. I look upon him as the very head of the steel business in the United States today. I predict that with his interest and under his care the developments at Steelton will be not only satisfactory to us but to you. "Gentlemen, you certainly look good to me." "The real way to make a success is to take into your confidence the people with whom you have to work. "The world's filled with men who could do as well as our captains of industry if the chance were given them to do so. "Every man should be paid for his individual effort. "For every unusual effort there should be unusual pay. "We would have considered the Pennsylvania Steel a remarkable acquisition if we had got nothing else but Quincy Bent. "Within next year we will spend \$15,000,000 for construction at Steelton. "My chief interest is in successful development. "We are going onward and upward. I look for greatest development in the East." MR. GRACE: "We have no desire in the future conduct of affairs to run Steelton or Harrisburg. We ask only co-operation and fair treatment. "We don't want a company store. That business belongs to the businessmen of Harrisburg and Steelton. "We are not interested in real estate. "It's up to the people to build the town."

They are co-operation of the community, low taxes and low freight rates."

How Million Will Be Spent Speaking of the contemplated improvement at Steelton, President Grace again outlined the plans for spending about \$15,000,000 in various improvements there.

He looked upon Steelton as one of the Bethlehem interests. We will go about our various improvement plans in a broad-minded way. If a certain improvement should come to Steelton it will come here; should it belong at Bethlehem, it will go there. You must remember that we had started a big lot of improvements at Bethlehem when the new properties were acquired and that many of these have been transferred to Steelton and Maryland.

Death Knell of Company Store Mr. Grace sounded the death knell of one of Steelton's oldest institutions, "the company store," when he declared that Bethlehem officials could have no interest in the respective localities other than steel-making.

"We are not interested in any other business than making steel. We don't want to run the city of Harrisburg or the town of Steelton. We want you to run your own town and to treat us fairly. We will co-operate with you in whatever way we can. "We don't want a company store. We are not in the merchandising business. That business belongs to the merchants of Harrisburg and Steelton. We don't want any real estate operations."

"That is our message to you." Mr. Schwab had told us to make all the money we can and to put it back into the plant, but we want the town to make its own provision to care for the pioneer work and their development will bring there.

"Here in the East with the sea at our feet we have the ore supplies of the whole world to draw from. The United States should become the leading manufacturing nation of the world and will."

Mr. Schwab also said a good word for the railroads of the country and urged still greater endeavor. "You seem to have civic pride, good fellowship and a desire to grow. We, the newcomers, shall not hesitate to co-operate with you and all we ask for is what is fair. We want to be one of you, to be here again and say a word. And I want to commend to you Grace and Bent. They are my best friends and chief interest in life, sterling men. Treat them right and you can do with them, as I do, pretty much as I please."

Compliments City In closing, the steel king complimented the city on its accomplishments and urged still greater endeavor. "The United States is always one step behind the other nations in legislation," he declared, in making a vigorous plea for a national budget, better banking laws, improved inter-state



EDWARD F. TREFZ Field Secretary of the National Chamber of Commerce who made a stirring plea for better schools, more of the human element in business and a better understanding and keener interest in governmental affairs.

Edward F. Trefz, of Chicago, field secretary of the National Chamber of Commerce. It was a masterpiece of eloquence and a stirring plea for fairer consideration of big business in the legislative halls of the nation.

Urges Better Schools Mr. Trefz pointed out the advantage of organized effort and urged businessmen to take greater interest in governmental affairs. He painted a picture of the Utopian city that can easily be made to be and urged better schools, more parks and playgrounds in a manner that was particularly interesting to the guests, in view of the city's plan to float a new High School loan next month.

Mr. Trefz made a plea for less laws foolishly aimed to "regulate business" and pointed out that the greatest lawmaker of the universe has but ten laws. "The last Congress was bitterly reprimanded for its hasty and ill-advised legislation and the speaker made the assertion that out of this Congress not sixty men had "ever looked a dayroll in the face," and, therefore, couldn't be capable of devising proper laws. "The United States is always one step behind the other nations in legislation," he declared, in making a vigorous plea for a national budget, better banking laws, improved inter-state

WALLOWER TELLS OF PLANS FOR MILLION DOLLAR HOTEL HERE

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OLD FRENCH BEAUTY SECRET

Mlle. De Von, the famous French actress, who recently arrived in this country and who is now in her 65th year, has astonished everyone who has seen her by her exquisite complexion and clear, smooth skin which is not marred by a single line or wrinkle. When asked to explain how she had retained her marvelous girlish beauty, she replied that she had always practiced the secret of the French Beauty Secret—a secret which for years was jealously guarded by the Court Ladies of Napoleon the First. It consists of laying a warm cloth on the face each night before retiring for about half an hour and then when the cloth is removed, a generous amount of ordinary amonized cocoa should be applied over the entire face and neck, massage it gently into the skin with the finger tips for about two minutes, then wipe off the surplus with a soft, dry cloth. Mlle. De Von says that any American woman who has wrinkles, enlarged pores, or fatty Lard, who can easily and quickly overcome these destroyers of Beauty by the use of this simple, yet so effective, French Beauty Secret, which is inexpensive and can be found at almost any good Drug-

IF FOOD DISAGREES DRINK HOT WATER

When food lies like lead in the stomach and you have that uncomfortable, distended feeling, it is because of insufficient blood supply to the stomach. Combined with acid and food fermentation. In such cases the plan now followed in many hospitals and advised by many eminent physicians of taking a teaspoonful of pure bisulphated magnesia in half a glass of water, as hot as you can comfortably drink it. The hot water draws the blood to the stomach and the bisulphated magnesia, as any physician can tell you, instantly neutralizes the acid and stops the food fermentation. Try this simple plan and you will be astonished at the immediate feeling of relief and comfort that always follows the restoration to the normal process of digestion. People who find it inconvenient at times to secure hot water and travelers who are frequently obliged to take heavy meals poorly prepared, should always take two or three five-grain tablets of Bisulphated Magnesia after meals to prevent fermentation and neutralize the acid in their stomach. Bisulphated Magnesia can be obtained from G. A. Gorgas and other local druggists.—Advertisement.

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Efficiency

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