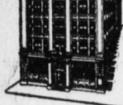


HARRISBURG TELEGRAPH A NEWSPAPER FOR THE HOME

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THURSDAY EVENING, FEB. 8.

If God be for us, who can be against us?—Hebrews 8:31.

THE GERMAN PURPOSE

AS the situation growing out of the break with Germany grows more and more tense the conviction is being forced home in many minds that there may be method in the madness of the Kaiser. It is believed by many that the embroilment of the United States in the great world catastrophe, according to the view of Germany, perhaps would result in benefit to that country when the show-down comes at the close of the war.

In other words Germany would prefer to have the United States sitting at the table when a final settlement of the struggle is under discussion. Germany probably has figured that Uncle Sam would be more lenient in his treatment of the Kaiser than the other belligerents. This fits in with a theory that Germany made the promise to cease her submarine warfare last May with the definite purpose of withdrawing her pledge when a sufficient number of submarines were ready for the circle now being drawn around England. Whether this theory has any basis or not it is one of the interesting features of a discussion which is going on everywhere regarding the purpose of Germany in baiting the United States to a break and the more serious eventuality of war.

Brewers in California are urging a reduction of saloons in San Francisco by one half. It is also proposed to increase the license fee from \$500 to \$1,000. Still another evidence of the passing of John Barleycorn.

COMMUNITY CENTERS

SENATOR CHARLES A. SNYDER is to be commended for his efforts to improve not only the schools of Pennsylvania, but also the conditions which affect the local communities of the State. His bill, which embodies the hopes and aims of civic organizations which have been trying to make the schools in cities and towns real community centers and meeting places at night, has been approved wherever its provisions are understood. There ought to be no doubt about the passage of such a measure and it should go through with the support of every legislator. For years and years the discussion of a wider use of school property has proceeded without any very definite results. Now the people are becoming aroused to the importance of utilizing the buildings which for school purposes are so little used during the year. Under the Snyder bill school boards would be required to estimate the amount of money needed for the additional use of the buildings for community purposes and to authorize a tax of not more than two-tenths of a mill on the assessed valuation every year providing such action is authorized or required by a popular vote.

Two or three years ago the Telegraph started a community center movement with the aid and support of some excellent citizens in Harrisburg and for a time the Camp Curtin building was utilized in this way, but owing to the lack of funds the work was abandoned. Since that time there has been an increasing interest in the community center idea and with President Stamm and his associates on the school board heartily in favor of anything and everything which will enhance the welfare of the people there is a chance for real community effort through the measure proposed by Senator Snyder.

That talk of Charles Schwab as "secretary of munitions" sounds pretty good to us. With Schwab on the job there would be some likelihood of having not only the men and the guns, but plenty of the things that go with them to make an effective army, and without any undue chatter about it.

THE SALESMANSHIP CLUB

THE Salesmanship Club proposed for Harrisburg should have a large membership. This city has become a veritable headquarters for commercial salesmen. Our location geographically and with respect to railroads, the establishment here of great warehouses and distributing plants and the density of the population immediately surrounding the city have all conspired to make this a salesman's center. Many of them are among the brightest and best paid men in their lines in the State, and the wonder is not that they have decided to organize but that they did not get together long ago. Salesmanship used to be a hit or miss occupation. Anybody who got

out of a job started out to "sell something." The theory of business was that if you built the best mousetrap in the world and your factory was located in the midst of a deep forest the world would wear a pathway to your door. But not all mousetraps were the best in the world and it took a long time for the world to wear the path to his plant, so the wise manufacturer began to wear paths from his door, and he assigned salesmen to do that work. Naturally he wanted good men for the jobs and he it came about that many of the very high salaried men in the world are salesmen. The manufactured product lies useless on the shelf unless somebody sells it, and the manufacturer whose sales force is liveliest sells most goods.

But salesmanship goes farther than that. The owner of a manufacturing plant is a salesman if he shares in the formulation of his selling policies. The president of a railroad company is a salesman if he exercises supervision over the sale of its services. The efficient advertiser is a salesman of the highest type, although he may not once in a year come into actual touch with the people who buy his goods.

All salesmanship, however, is based on the same general principles and qualifications, although methods may differ widely, and on the success or failure of his salespeople any establishment must rise or fall. It is not difficult to understand, therefore, why salesmanship clubs are popular. All salesmen have the same common problems and the study of human nature is not the least of them. Association, the exchange of ideas and experiences and an occasional discussion of some pressing problem by an expert in his line cannot be other than beneficial. There is room in Harrisburg for such an organization as is planned and there is little doubt of the success of the movement now under way.

When outsiders begin to "butt in" Americans forget their political differences in order to join forces and "lick" the other fellow. Notice how the German break has put a blanket on the Brumbaugh and the "leak" investigations?

FORCING PROHIBITION

THE usual number of anti-liquor bills are being presented in the Legislature, among them several for local option and a resolution to submit a prohibitory amendment to the constitution to a vote of the people. It is a foregone conclusion that local option will be defeated again this session. A majority of both parties appear to be opposed to it. The liquor crowd got in its work at the primaries while the "drys" were giving attention to other matters.

Perhaps it is just as well. The longer local option is delayed the nearer Pennsylvania is to State-wide prohibition. The will of the people is for local option. Rum as a legalized business is becoming more unpopular every day—even among habitual drinkers.

If the liquor dealers had been wise and had recognized this changed attitude of the public, they would have submitted to local option and fought it out, community by community. Instead of that they have spent thousands upon thousands of dollars annually endeavoring to thwart the will of the people in the Legislature, and they have succeeded and will succeed again this year, but not all their millions can halt the progress of public opinion on the temperance question. Blocking the will of the people merely delays the evil day. Thousands of voters who have looked leniently upon the saloon frown upon the methods of the liquor lobby in the Legislature. One of these days they will lose all patience and a prohibition amendment will result. When that time comes the liquor men will have only themselves to blame. They have been sowing the wind, and the harvest will be the whirlwind.

Henry Ford begins to show signs of being a most warlike pacifist.

CHEER UP! SUMMER'S COMING CHEER UP, fellows, all's not gloom, even if the Groundhog did retire for six more weeks. Yesterday the dispatches carried an item from the seashore to the effect that Atlantic City has started its annual fight to exterminate the mosquito. Of course the mosquito will decline, as usual, to be exterminated and will be "zinging" around as lively as ever in a few months. But that's not the point. The idea is to slow that summer is just around the corner and that in a short time we'll be slapping our ears not to keep them warm but to bat the busy mosquito. With the temperature and the cobain both low it seems like we can hardly wait.

Mr. Bryan says he is in Washington "at the President's command," and perhaps that command may be to "go away back and sit down."

"JAPAN ABOVE ALL"

ACCORDING to the views of a writer in the Kansas City Times, the recent dissolution of the Japanese House of Representatives, by order of the emperor, is a victory for the war party. Men who know the internal life of Japan say that Japan has cast the die for a policy of "Japan above all," a policy of aggressive military action in China, hostility to the foreigner and extensions that may menace the western nations, he adds.

As to Steam Heat

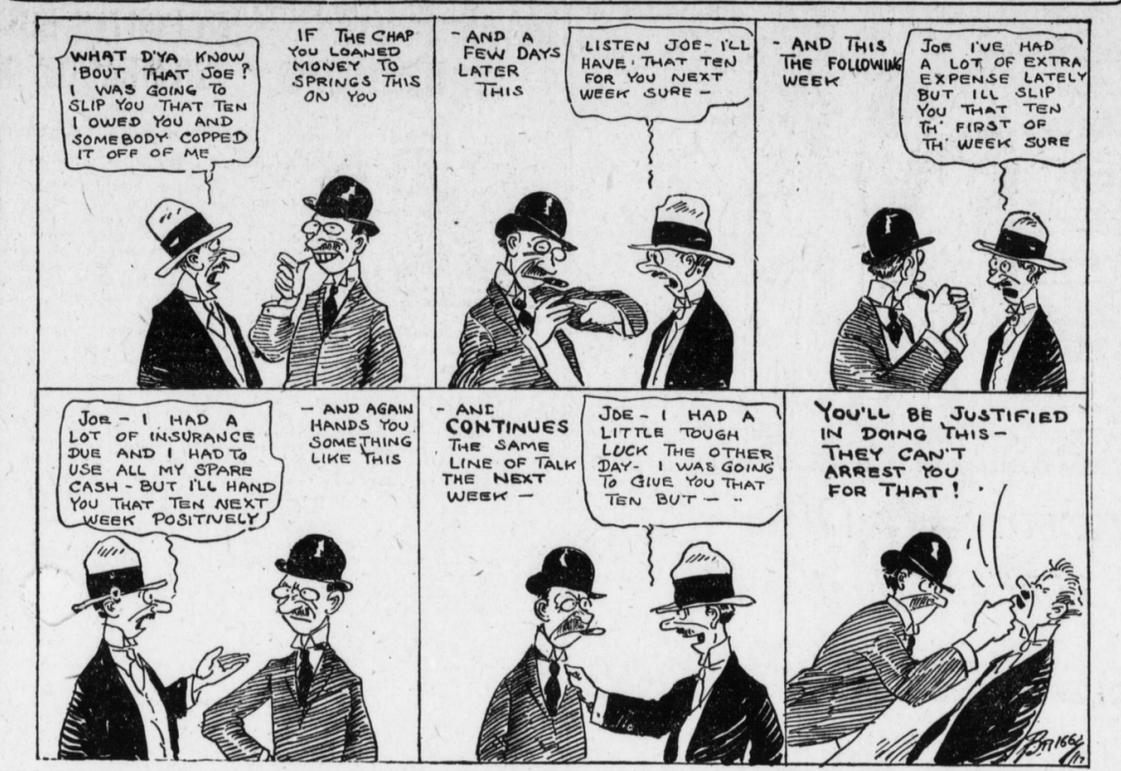
To the Editor of the Telegraph: Surely the Telegraph, always among the first to take up the cause of the people against anything savouring of high-handed monopoly, will lead the campaign against the Light, Heat and Power Company to give value received.

I have watched with great interest the slow awakening of the people of Harrisburg to the fact that they are being robbed gently, gradually, if you will, but nevertheless surely, by a corporation. Now the awakening has come, let the newspapers lend their aid.

No name other than robbery fits the act of a company which will take money from anyone wishing city steam and then even pretend to supply it from the inefficient and insufficient plant that now stands. During every cold wave the same "trouble" is reported and causes untold annoyance and suffering. The trouble really is always the same. The boilers, of which there are too few, are working to capacity in mild weather and when in response to insistent demands during a cold wave, a slight excess of pressure is attempted, the boilers burst, just as they did during the past week-end and the people are deprived of all heat though paying for the full amount.

How soon is this condition which is causing considerable unfavorable comment from other cities, to be remedied? MR. SQUARE DEAL.

THEY CAN'T ARREST YOU FOR THAT



Politics in Pennsylvania

By the Ex-Committeeman

EDITORIAL COMMENT

Congress Henry is now in position to sympathize with the man who hunts a gas-leak with a lighted candle.—Philadelphia North American.

Revelations of conditions in the Trenton prison show that in New Jersey the "pen" is more barbarous than the sword.—Philadelphia North American.

German Bundesrath prohibits imports without permission thus reaching an understanding with the British navy.—Wall Street Journal.

If the "leak" investigation keeps up at this pace it won't seem just right not to have some distinguished alienists testify.—Springfield Republican.

Trade Briefs

Monazite deposits have been discovered in Ceylon and plans perfected for the magnetic separation of the mineral. America and Brazil have formerly supplied most of this product, which is used in the making of gas mantles.

Special Agent Juan Homs at Perth, Australia, asserts that American manufacturers should find a ready market in that district for what is known locally as "stump jump" ploughs. This type of the plough will roll over stumps and other obstructions. They retail from \$175 to \$250 each.

Jamaica's total shipments of bananas in 1916 amounted to 5,000,000 bunches. Other crops were correspondingly poor.

Three sets of sugar conveyers are being installed on the Kuluho wharf, Hilo, Hawaii, and will be in working order by the time of the sugar shipping season of 1917. This will greatly reduce the cost of loading sugar.

Machinery for the production of square and hexagonal tiles for bathroom is needed in Spain.

The tobacco industry in the Hawaiian Islands is being revived by a company which is capitalized at \$100,000. No large crops have been raised since 1913.

Rhymes From the Nursery

In February In all the months in all the year, I'm just a little boy, I never think of being 'big. The future don't annoy Me any. What's the use? You ain't a boy but once! I've heard dad say so often, So I just act the dunce. And cut up larks, and do mean tricks, And have all sorts of fun; But 'bout the first of February, Then my thinkin' is begun!

For that's the month in all the year, When I know I'm a man, Or I have the makin' of one, Which is just as gran. So teacher says I read 'Bout Washington, the brave, And kind and noble Lincoln, And I try to behave! You might not think it could be true, But teacher says it is, I might be President some day myself, So I'm tendin' strict to biz! EDNA GROFF DEIHL, Paxtang, Pa.

LETTERS TO THE EDITOR

As to Steam Heat To the Editor of the Telegraph: Surely the Telegraph, always among the first to take up the cause of the people against anything savouring of high-handed monopoly, will lead the campaign against the Light, Heat and Power Company to give value received.

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GREAT LINCOLN MEMORIAL IN HEART OF CUMBERLANDS

THE mountain folk of Cumberland Gap, where Kentucky, Virginia and Tennessee touch sides in the midst of the wild and rugged Appalachians, are going to lead the country this year in honoring the birthday of Lincoln.

They are going to lead; for their is the right to lead; they are his own people. They will be hosts to the rest of the nation on February 10, 11, and 12, when hundreds of notable men and women from every state in the Union gather at Lincoln Memorial University, Cumberland Gap, to pay homage to the mountain boy, rail splitter, country lawyer, President and martyr.

It will probably be the greatest Lincoln memorial celebration within the generation. In the midst of the giant hills that once echoed back the words of Henry Clay, of Calhoun and Andrew Jackson, in bygone political barbecues, noted men from East and West, North and South—governors, senators, preachers, educators, leaders in commerce and in science—will gather to take new thought of the great lesson of his life.

Historical Memories It is safe to say that those who will make the pilgrimage, the experience will be like turning back the pages of American history to that chapter in ante bellum days during which the Great Emancipator was a typical mountain youth. For he was typical of that rugged, picturesque, rough-hewn country.

The cabins that still dot the mountain sides have their Lincolns and Hankes to this day, and, while the world all about them has been stridged forward from rail-splitting and mule-riding; from candles and home-spun, they have not kept the pace. They are isolated, apart from the world and though a race whose ancestry can be traced back in unbroken lines to colonial times, they know less of the conveniences and opportunities

candidate again at the special election. —Altoona people are petitioning Representative E. Klingler to secure an amendment to the Clark act calling for a workable recall proposition.

Bethlehem has voted \$150,000 for street improvements and DuBois has beaten an \$85,000 loan.

Congressman Coleman, of McKeesport, has abandoned his contest against the election of M. Clyde Kelly. Kelly won on the face of the returns by 251.

The Way Home

Whichever way the feet may tread, However far the place, We find Love's holy fountainhead, The word of his life, grace and peace. Our footsteps always lead us home, Our hearts are guiding too; And voices sound from all around. Ah...Home is calling you!

Man strays to foreign lands and fair; His missions bid him go. And we must wander everywhere If duty wills it so. But, through this pilgrimage of years The word of his life, grace and peace, Our hearts keep track of safe trails back And Home is calling us!

Youth sets bold foot outside the gate, And faces westward ho! The Little Mother begs him wait, But Youth is bound to go. And there are many lonely years, And there are eyes made dim, Till Love's sweet way shall fix the day When Home will call to him.

The pathway back is red with rose; The birds still have a song; The same clear Childhood river flows That same green wood along. And oh, but it is good to feel That old sweet ecstasy, Its poignant grief, its great relief. Ah—Home is calling me! —W. Livingston Larned, in The Christian Herald.

The Mississippi "Comes Back"

[From Memphis Commercial Appeal.] The word of long-term rail contracts and mining centers along the steel river that a great revival in river transportation is to be seen on the Mississippi river during the present year. For one thing, a great increase in coal tonnage to the southern territory is to be opened up, and for this purpose alone many steel barges are now under construction at Ambridge, Pa., where the American Bridge Company plant is located.

Consolidation of rail facilities, the surprising cheapness of water transportation and the bearing of the time for the expiration of long-term rail contracts are said to be the reasons for the reported reawakening of river transportation. The industrial concern at Pittsburgh, which moved coal by its own fleet, did it at one-eighth the rail cost.

OUR DAILY LAUGH

HOLDING BACK. Me a tramp? No sir; I'm a member of de army of toil. I never see you loit! I belong to de reserves.

GOOD SIGNS. What profession do you think your boy will choose? I asked Mr. Jones. Law, replied White. Because he can talk louder an' longer when he's got the wrong side of an argument than anybody I ever heard.

FALPABLE EVIDENCE. Who says we can't peer into the future? Not with any certainty. Bah! I can show you an actual 1917 car.

THEIR BUSINESS. Mr. Roach: Look out, boys, you'll fall. Boys: Don't worry. We're tumble-bugs.

A SAVING. I see you're laying out a tennis court in your yard. I didn't know you played the game. I don't, but you see I won't have to mow that part of the lawn after I take the turf off.

WELL KNOWN PEOPLE

—Dr. C. J. Hexamer, the Philadelphia German who suggested that there be a referendum on war, has abandoned that plan. The doctor is the head of the German-American Alliance in this country.

—W. H. French, well-known Pittsburgh newspaperman, is critically ill with pneumonia.

—H. W. F. Price, prominent Butler educator, has taken charge of work in Pittsburgh.

DO YOU KNOW

That Harrisburg markets are as good as any in the State and prices lower in many instances than in larger cities?

HISTORIC HARRISBURG Harrisburg's first school was created right after the town was laid out.

Home Truths [From the Boston Transcript.] 'My wife would rather cook than eat.' 'So would mine—than eat the stuff she cooks.'

Evening Chat

Governor Brumbaugh's suggestion yesterday afternoon at the monthly luncheon of the Pennsylvania State Society that the Legislature appropriate \$10,000 for the purchase of current art to be placed in the Capitol as a means of preserving Pennsylvania history means a good bit to Harrisburg and is in line with the Governor's oft expressed desire to make the State Capitol a place of beauty in a beautiful city. The Governor's idea is to supplement the art works in the Capitol by completing as soon as possible the Oakley series in the Senate and Supreme Court chambers and also in having arrangements made for the proper decoration of the north corridor. As to the works which he suggested that the State buy from time to time it would be the plan to have an art jury composed of the best posted men in the State who would select canvases of merit and historical importance which could be in keeping with the splendid decorations now in the building. Some time, it is the Governor's hope, the State may have a means of preserving the domain of the Commonwealth in Harrisburg where paintings depicting the great part Pennsylvania has played in the development of America may be assembled.

The election of John S. Rilling, Public Service Commissioner, to be president of the State Society is a compliment to the Erie lawyer for he was the man who conceived the idea of the society and did much to establish it. Mr. Rilling wrote the constitution and was active in the days when the organization, which is unique in State capitals, was taking its place in the official life of Pennsylvania. Mr. Rilling named Secretary of the Commonwealth Cyrus E. Woods for re-election, but the secretary who had made a most satisfactory first president, died in favor of the office rotating and Mr. Rilling was nominated and elected. There were congratulations for him to-day.

The congestion which occurred in Third street last night when the alarm was rung for the blaze in Strawberry street, illustrates the need for traffic regulations that can and will be enforced. In less than that it takes to tell it the street was filled with people and automobiles. Then a trolley car was stuck into the space between Walnut and Market piled seven pieces of fire apparatus. The firemen untangled the jam and while they were doing it the fire had been in Walnut street just what would have happened can be better imagined than described. Perhaps, Mr. Driscoll could find material in the condition that prevailed on the two streets mentioned.

The great army of men who walk into the business section of the city from the residential section seems to have dwindled this week. There have always been doubts about the size of the army, though the number of men who declare they walk is legion. The difficulty seems to be that so many of them have pressing business on very cold mornings and have to take the first car. As the morning, a walk is very invigorating in the morning, but there are few who admit that zero weather scares them off.

Anyone that thinks the average boy of 10 or 12 isn't vitally interested in the American-German situation miss his guess.

"Gee, maybe one of them there submarines'll come up the Susquehanna, and bombard Harrisburg," ventured one of the boys, as the number of men who declare they walk is legion. The difficulty seems to be that so many of them have pressing business on very cold mornings and have to take the first car. As the morning, a walk is very invigorating in the morning, but there are few who admit that zero weather scares them off.

In spite of nine murder cases listed this week for trial at the continued sessions of criminal court, and four to be heard at the March sessions, the crowds which usually are present in court room when the cases are called up were not in evidence this week. Even court officials remarked the slim attendance. When court opened on Monday there were less than fifty persons, with the exception of jurors, who sat through the preliminary work of picking juries. "Murder trials are getting common," was the way one court room juror expressed the slim crowd, but others blamed it on the intensely cold weather.

"Wanted A Name" was the announcement a few days ago that the borough council of a thriving West Shore town would name the new town lockup after the first prisoner to be committed to the jail. As the inhabitants of the borough are all law abiding citizens the new name most likely will go without a name for some time.

The session of the House held to-day was the first time the lower branch has met on Thursday for a long time in this period of a session. Generally meetings are held on Thursdays only toward the end of a session when things must be rushed. Incidentally, President Beideman presided over the session. As the inhabitants of the upper house held this early in a session in ten years.

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