

Supply Dealers and Manufacturers Discuss Trade Conditions



SUPPLY DEALERS AND MANUFACTURERS WITH THEIR WIVES AND FRIENDS AT JEFFERSON HOTEL YESTERDAY AFTERNOON.

—Photo taken by Foster especially for The Times-Dispatch.

BUSINESS MEN SEE GOOD TIMES AHEAD

(Continued From First Page.)

said that in view of the recent financial distress it was a matter of congratulation that there had been fewer commercial failures in the machinery business than in any other. "In none other," he continued, "has there been a more satisfactory equilibrium, and I find the reason for this in the close relation of our people and associations. When the test came our association met it promptly and heroically. I congratulate all of the associations on the creditable manner in which the situation was met. It showed a record for stability that has no superior in the commercial field. Good times are awaiting, prosperity clubs are in order, and I advise every man to join and get off the limb."

Plan for Free Trade.

Although his subject was "The Value of Trade Organization," Mr. John S. Ford, who has spent five years in the Philippines, showed the possibilities of greater trade expansion in the island possessions and the far East. He said that reciprocal trade between the islands and the United States, free of duty and embarrassment, and denied that this arrangement would be more beneficial to the former than to home dealers. He spoke of the good Filipinos, whom he had known. "Many of your American brothers," he said, "have gone among them. They have invested their all out there, and they are awaiting that economic relief which they know must come and for which they are fighting to-day."

Using the Porto Rican condition as a basis of comparison, Mr. Ford dealt with the possibilities in the Philippines and the Orient. That trade exploitation was sometimes dangerous was shown in the case of England, which shipped opium to China in such quantities that the answer came back, "If you ship us less opium you will have the chance of selling us more goods."

He believed that America could deal more extensively with the Chinese using the Philippines as a base of operation. "Now, if you let Americans ship free into the Philippines and then make them pay to ship here, it would be a cruel joke," he said, "and would tanalize the island producers by this one-sided arrangement. They must find a business opportunity in the United States and we can assimilate their products without detriment to our own people. To-day the islands are exporting three times as much hemp as under the Spanish regime. This is a valuable business opportunity for America. Waste hemp is good for manufacturing into paper, from waste paper to printing paper. Newspapers, regardless of their great circulation, can rely upon this hemp without the need of demolishing the forests for white pulp."

The Tobacco Situation.

Taking up the subject of tobacco, Mr. Ford said that American manufacturers had fought the free admission of Porto Rican and Philippine cigars, when as a matter of fact the Porto Rican output was less than one year's normal increase by American cigars. Although the United States took the entire Porto Rican output, it secured one-half of 1 per cent. of the Philippine product, 99 per cent. of it being shipped to supply long established trade in Europe, Asia and Australia. After being in the Philippines for five years," he said, "I came back here and hunted the Philippine cigar, which the American manufacturers said would put them out of business. It could not be found in any of the American cities."

Mr. Ford's address, though technical and statistical, was able and instructive, carrying with it the plea for free trade relations upon an equitable basis, and the statement that in the future the professionals should be more Americans than to Filipinos, whether they manufactured tobacco or machinery supplies.

The Morning Meetings.
There was nothing of public interest at the executive sessions during the morning, the regular order of business for all being the same. The appointment of nominating committees was announced as follows:
American Supply and Machinery Manufacturers Association—L. D. May, E. P. Brownings, William Deane, National Supply and Machinery Dealers Association—George T. Mcintosh, Charles A. Strolinger, George Vonnegut, Somers, Hann, Webb and Bostwick.

Southern Supply and Machinery Dealers Association—May 13—Right Hon. Christopher and J. A. Reichman.
The presidents read their reports, and other business was transacted, but the nature of it was not disclosed.

Great Smoker Program.
Supply dealers and professionals took part in the vaudeville entertainment at the Jefferson Auditorium last night, and while the professionals came from the Colonial for a consideration, it required something more stimulating than greenbacks to get the convention men on the stage. Entering into

the spirit of the occasion, however, they gave the best they had for the amusement of the audience, and what they did give was rated at one hundred cents on the dollar.
Mr. Alvin L. Smith, secretary-treasurer of the Southern Association and one of the principal local workers, was general manager, stage manager, property man, and a good deal more, but his one aim was to make things run smoothly and give the visitors a good time.

He far exceeded his own expectations, his efforts winning storm after storm of applause. Ordinarily "storm" means a riot, but in this case it meant that it is the only word that fits the case.

The tall man, the midgets and the very little man from the Colonial took the professional parts. Though all captivated, the midgets got first money. When they purposely tripped in the Merry Widow, and rushed from the stage, the gent midget gave the lady midget a swift kick, which drove the machinery men into an uproar.

9:30 A. M.—Joint executive session; open to members only. Members are requested to occupy the hall in divisions. The association to be designated by banners.
"Resale Prices," Mr. F. A. Hall, Yale & Towne Manufacturing Company, New York City, representing A. S. and M. A. A.

"Salesmanship," Mr. W. E. Gerow, Atlantic Supply Company, Jacksonville, Fla., representing S. S. and M. D. A. "Plain Talk to Jobbers," Mr. D. K. Swartwout, Ohio Blower Company, Cleveland, Ohio, representing A. S. and M. A.

"Advantages of Co-operation in Supply and Machinery Business," Mr. W. M. Pattison, W. M. Pattison Supply Company, Cleveland, Ohio, representing S. S. and M. D. A.
2 P. M.—Joint executive session of machinery members and supply members who are also engaged in machinery business. Open only to members of Southern Supply and Machinery Dealers Association and National Supply and Machinery Dealers Association, engaged as above.

2 P. M.—Executive session American Supply and Machinery Manufacturers Association; reports of committees and discussions.
2 P. M.—Entertainment; trip to Deep Run races for ladies.

Addresses—"Commercial Fraternity," Mr. C. A. Moore, president, Manning, Maxwell & Moore, New York City. "The Future of the Trade Organization," Mr. Robert Wuest, commissioner National Metal Trades Association, Cincinnati, O. "The Ladies," Hon. John Garland Pollard, Richmond.

WORK FOR LIBRARY

The people of Richmond are invited to attend the first of the series of entertainments given for the benefit of the library fund of the normal school. This entertainment, which will be a moving picture exhibition given by the Kemp boys, will be at St. Luke's Hall on Friday night, May 15th, at 8 o'clock.

The pupils and friends of the High and Normal School are endeavoring to raise money for the library fund of the normal school. They earnestly ask the help of all who think their object a worthy one.

BUTLER IN COURT

Case of Murderer of Hairfield Postponed Until To-Day.
Charged with the deliberate murder of J. J. Hairfield, W. C. Butler, special watchman for the Chesapeake and Ohio Railroad, appeared in the Police Court yesterday morning, but the case was continued until to-day.

No new facts have been developed so far in regard to the shooting. Butler claims that the dead man invaded the sanctity of his home and that he was justifiable in committing the murder. He takes matters coolly, and evidently intends to rely on the "unwritten" law. Mr. H. M. Smith has been employed to conduct the defense.

The coroner's jury, called at 10 o'clock yesterday morning to inquire into the cause of Hairfield's death, returned a verdict to the effect that he died as the result of a pistol shot wound inflicted by Butler. The body was then turned over to the family. The burial will take place sometime to-day.

BISHOP TO CONFIRM CLASS IN LYNNBURG ON SUNDAY

[Special to The Times-Dispatch.]
Rev. L. N. Yew, bishop of Richmond, will on next Sunday morning administer confirmation to a large class at the Holy Cross Catholic Church. This class has been under instruction for some weeks in preparation for the class.
The evening at 4 o'clock the members of the class will renew the baptismal vows which were made for them by their sponsors at baptism.
The morning service will begin promptly at 10 o'clock instead of 10:30 o'clock. At 10 o'clock will be the last opportunity of the Lynchburg people to hear the bishop preach in this city, his coming will be attended with unusual interest.

Chamber of Commerce Active After Convention

The convention committee of the Chamber of Commerce met yesterday, and in the name of the chamber, extended an invitation to the Grand Lodge of Odd Fellows, which meets in Richmond next spring. The lodge will bring 500 delegates from every section of our State.

The committee extended an invitation to the Farmers' Agricultural and Industrial Association of Virginia, composed of 5,000 dele-

gates, to meet in Richmond in August of this year. The presence of this convention will afford great opportunity for Richmond to strengthen its relations with Virginia farming interests, and will bring together into personal contact with the people constantly trading with this city. The sense of the convention committee was that a visit from such a productive class of people would be more direct benefit to Richmond than any other convention

that has assembled here.
The Retail Merchants' Association, the Business Men's Club and the Travelers' Protective Association will be asked to co-operate with the chamber in extending this invitation, and the representatives from the business organizations will appear before the executive committee of the Farmers' Association to urge acceptance. The committee will meet in Richmond on Friday to decide where it will hold the next convention.

TELEPHONE CASE IS FULLY HEARD

Application of Company to Restore Higher Night Rates Now With Commission.

LIQUOR MATTER UP TO-DAY

Question of Right of Express Companies to Deliver Packages in Dry Towns.

The application of the Southern Bell Telephone Company for permission to charge uniform rates for night and day service engaged the attention of the State Corporation Commission for several hours yesterday. After three witnesses had been examined for the company, the case was taken under advisement, with the understanding that if the attorney-general decides to offer any testimony later on the part of the State he will be allowed to do so. Assistant Attorney-General Robert Catlett appeared for the Commission, and cross-examined the company's witnesses, but did not introduce any himself. The company was represented by Colonel Hunt Chipley and Mr. H. B. Palmer, of New York, and their witnesses were Messrs. Fairfax E. Montague, superintendent of exchange traffic; W. T. Gentry, vice-president of the company, and J. M. B. Huxey, auditor.

Made Out Strong Case.

Though, of course, it is not known what the decision of the commission will be, the impression made on the Capitol is that the company made out a strong case, and that the evidence offered in support of the petition was convincing.

One of the points brought out by the company was that it is the only public service corporation doing business in Virginia which charges less for night than for day service. Telegraph companies take messages to be sent at night when their lines are idle, but to be delivered the next day at regular rates. If they are to be delivered at night the charges are the same as for the day.

It was stated that the telephone company is now earning only 11-16 per cent. net on the money invested in its toll lines in Virginia and that it is impossible to get money to extend these lines when the returns are so small. Of its own volition the company some time ago reduced its rates on night messages, believing that this might distribute the business more evenly throughout the twenty-four hours, and prevent congestion of the lines at some periods and idleness at others. But the practical operation of the change is said to be exactly the opposite, causing congestion, confusion and the loss of time.

Some Figures.
The average toll line investment in the State of Virginia, for the three months ending with March, 1908, was \$20,600,23; the entire toll business offered from points within the State of Virginia during this time, was \$8,937 messages. Of this number 79,937 was delivered during the night business and the entire revenue from the business was \$25,214.23.

The witnesses testified that of all the business offered for the quarter, 12 per cent. was lost; of all the day business offered for the quarter, 10-1-10 per cent. was lost, and of all the night business offered for the quarter, 18-2-10 per cent. was lost.

Rush Comes at Night.
The large percentage of night business lost was due to the fact that many people throughout the State, in order to take advantage of the cheaper night rate, undertook to hold their toll line conversations between 8 and 10:30 P. M., causing a congestion.

The witnesses also contended that the probability of finding a person at night was very much less than during the day hours, and for this reason the lines between the calling and the

called points were used about four times as long for the average night conversation as for the average day conversation.

In the same way it required about four times as much time on an operator to complete a night call as it required to complete a day call.

In Only Three States.

For the quarter the ratio between the entire toll revenue and the entire toll investment was shown to be only 15-2-10 per cent., and the profit from the toll business was shown to be 2-56 per cent. Representatives of the company stated that the average gross revenue per night message was \$3.156, and that the average gross revenue per day message was \$6.277, and that for the quarter 8.75 per cent. of the entire toll revenue was lost on account of the night rate.

It was also declared that the only States in the United States, in which the Bell Companies operate, that had not abolished the night rate, are Virginia, North and South Carolina.

Famous Liquor Case.

To-day the commission will hear one of the most unique cases that have ever come before it. It arises upon an application of the Roanoke Liquor Dealers in the city of Roanoke, who seek to compel the railroad express companies to deliver packages of ardent spirits shipped by them to customers in the towns of Radford, Marion, Saltville and Wytheville, which are "dry." The company claims that the express companies have adopted ordinances forbidding under heavy penalty, such delivery by any common carrier to persons residing within their corporate limits.

It is understood that the express and railway companies will be glad to have the matter finally settled by the commission, as they owe certain obligations under their charters to the public, and under the recent town ordinances they are liable to be fined for performing these duties.

Judge William Gordon Robertson, a member of the recent Commission Constitutional Convention, and who is one of the strongest lawyers in Southwest Virginia, will represent the petitioners, and it is supposed that the towns will appear by counsel and oppose the request of the Roanoke dealers.

HOWITZERS DRILL

Battery Still Receiving Applications for Membership.

The Richmond Howitzers held their weekly drill on Tuesday night, the men appearing in khaki uniforms for the first time this season. After the drill, which lasted about one and one-half hours, a business meeting was held, several members were elected and applications were placed in the hands of a committee.

The battery accepted invitations from the Hollywood Memorial Association for its annual sermon which will be delivered in the First Baptist Church on May 21st, and from the Jefferson Davis Monument Association to participate in the ceremonies on June 3d in this latter occasion the battery will turn out in full numbers with the entire equipment.

Sergeant Rowsey entertained the members of his section at his home, No. 1210 West Main Street, on Monday evening.

To Build Up Order.
At a meeting held on Tuesday night in Lee Camp Hall, Richmond Home Tribunal No. 123, of the Fraternal Tribes, the members of the order, in cooperation of the sister tribunals of Virginia, in petitioning the supreme officer, Mr. K. M. Witham, to pay a visit to the State and to appoint State managers in order to build up the organization. Addresses were made by Dr. Lawrence Price, Mr. John W. Starke, Mr. F. A. Aruzen and Mr. E. L. Irwin. After the business meeting a smoker was held.

Elect Officers.
At the annual meeting of the stockholders of the Baughman Stationery Company held yesterday all the old officers were re-elected for the ensuing year, and the reports, notwithstanding the financial depression, showed most gratifying results. Those re-elected were: E. A. Baughman, president; T. C. Baughman, vice-president, and James S. Francis, secretary and treasurer.

The report of the treasurer showed a substantial increase over the business of last year.

General Phillips Better.
The condition of General A. L. Phillips was somewhat improved last night, and his physician now has strong hope for his recovery.

SALE OF FLAGS WILL REACH \$1,000

Federation of Mothers' Clubs Achieved Great Success on Yesterday.

PUBLIC BOUGHT WILLINGLY

Eight Thousand Virginia Flags Sold to Equip Playgrounds for Children.

The best possible evidence of the success achieved by the Federation of Mothers' Clubs yesterday, in keeping Virginia Day, May 13th, as "Flag Day," was found in even a partial summing up of results toward the close of the afternoon, when it was found that the sale of flags was accounted for at that hour, amounted to a sum between \$800 and \$1,000, with a probability that when returns were made complete, the aggregate might be increased by several additional hundreds.

The work was carried on at the different stations with a quiet confidence which impressed all visitors and purchasers. There was no need for any outside appeals or reminders. So general and cordial was the sympathy of the public toward the "mothers' movement," that all were glad of the pleasant opportunity afforded them to help in the establishment and equipment of the children's playgrounds.

Eight thousand of the little flags had been made and the demand at the different stations was so steady and continuous that Mrs. E. L. Lindsey, the president of the federation, and the ladies who were assisting her were kept busy in going their rounds with fresh supplies.

The success of the day was largely due to the unremitting efforts of the ladies forming the sales committees at the different points. They were watchful, though unobtrusively so, and presented their claims with irresistible force and quiet eloquence that proved all-powerful.

The "Mothers" have the hearty congratulations of the community and the hope that "Flag Day" will be the auspicious beginning of an era that will bring them the full measure of what they desire for the present and future good of Richmond children.

Gold Shipments Resumed.

NEW YORK, May 13.—The movement of gold to Europe, which began several weeks ago and then temporarily ceased, was resumed to-day. The National City Bank announced an engagement of \$2,000,000, the National Bank of Commerce, \$750,000; Goldman, Sachs & Company, \$1,000,000. All this gold will be shipped to Paris. This makes a total of \$18,250,000 engaged for export on the present movement.

Officers Resign.

Lieutenant J. B. Brady, of Company A, Seventeenth Regiment, has resigned his commission. Business reasons are assigned by Lieutenant Brady for leaving the service. Lieutenant C. W. Franklin, of Company C, Seventy-first Regiment, also resigned, and an order has been issued directing that his successor be chosen within thirty days.

Charged with Theft.

John Smith (white) was in Police Court yesterday morning on the charge of stealing \$4 worth of barrels from Spicer & Company. The case was continued to the 19th for further evidence.

Miss Ryland's Sketch.
"The Way Out," a one-act sketch, introducing three characters, written by Miss Cully Ryland in collaboration with Miss M. F. Sagan, has been accepted by the Richmond company, and will be produced in Richmond soon.

Going to London.
State Highway Commissioner Wilson will leave to-day for London county, where he will open bids for the construction of a new road from The Plains to the Loudoun line, a distance of eight miles.

INSTITUTE IS IN FINE CONDITION

Annual Meeting of Members Held and Reports Received and Discussed.

The annual meeting of the members of the Virginia Mechanics' Institute was held on Tuesday night. The reports of the superintendent, the treasurer and the librarian showed marked progress in the work over preceding years. Statistically the comparison was as follows:

	1906-07	1907-08	In.
Enrollment	552	548	..
Number present	24,070	30,917	28%
Number absent	5,127	5,875	08%
General per cent of attendance	\$1.6	\$4	24%

The general average in the number of those present in two years showed an increase of 70 per cent. In three years \$8 per cent. The increase in expenses during three years was only 25 per cent.

Changes in Schools.

During the year just closed the following changes in the schools have been put into effect:
1. Establishment of the field engineering class meeting on Saturday afternoon.
2. Establishment of the life class in the free hand drawing department.
3. Opening of the new students' chemical laboratory.
4. The complete equipment of the mechanical shops for all kinds of woodwork.
5. Extension of the advantages in architectural and mechanical drawing to a three years' course.

The recommendations of the superintendent for certain extensions of the work for next session were referred to the standing committees for consideration and action.

The membership reported was 100, a gain of sixteen during the fiscal year.

New Directors.

The new board of directors was elected as follows: E. R. Archer, A. Bargamin, E. J. Boshor, A. J. Chewning, L. T. Christian, James D. Crump, Marion J. Dimmock, Edgar H. Ferguson, Marx Gunst, Basil M. Gwathmey, F. A. Houghton, Henry S. Hutzler, L. H. Jenkins, W. Waller Morton, Mann S. Quarles, John W. Rother, H. M. Starke, G. G. Valentine, B. Rand Wellford, J. B. Welsh, W. J. Whitehurst, T. C. Williams, Jr., John T. Wilson, Arthur S. Yew.

The board met for organization, and the following officers were re-elected: President, W. J. Whitehurst; Vice-President, Mann S. Quarles; Superintendent-Secretary, Frank L. Duke; Treasurer-Librarian, N. P. Cofer. One new member was elected, Mr. W. R. Walker.

Commencement Exercises.

The program of the commencement exercises was announced, as follows: Introductory remarks by the superintendent; introduction of the speaker by Hon. B. Rand Wellford; address by Dr. J. Allison Hodges; delivery of diplomas and certificates to first honor men; delivery of the Gou-Mor and Chewning medals and the Duckhardt prize for best design in the fresh hand class.

The exercises will be held in the school auditorium and will begin at 8 o'clock on the evening of Thursday, May 21st. The public are invited to attend these final exercises. A display of the work during the session will be given.

BUILDING PERMITS

Building Inspector Beck yesterday issued the following permits:
Mr. N. Heffley, to build a brick building No. 2010 Grove Avenue, \$5,700; George D. Priddy, contractor.
John T. Wilson, to build three detached brick dwellings, two on south side and one on north side of Grace Street, between Allison and Addison, \$11,000.
Dr. D. J. Coleman, one brick dwelling, east side of Beech Street, between Main and Cary, \$7,000.
J. T. Wilson, to build a brick dwelling north side of Grove Avenue, between Strawberry and Sycamore.
Repair permits:
J. T. Wilson, brick kitchen in rear of No. 116 East Broad, \$200.
Andrew Krouse, to remodel front of building No. 12 West Broad, \$200.
Mrs. J. E. Tower, to build bathroom in rear of 1514 Grove Avenue, \$400.
Henry Overman, to build addition to house No. 2308 East Franklin, \$300.

To Honor Washington's Mother.

WASHINGTON, May 13.—Representative of the Connecticut, in taken of their appreciation of American citizenship and American naval accomplishment. The urn, which is eighteen inches in height, bears on its face two Greek coins that were current in Athens when the battle of Salamis was fought—248 years ago. Admiral Thomas, in receiving the urn, said that it would always remain in the admiral's cabin of the Connecticut as long as that ship should float.

LOSS BY CASHIER OVER A MILLION

Defaulter Montgomery, in Confession, and Made Public, Implicates Others.

PITTSBURG, May 13.—William Montgomery, the defaulting cashier of the Allegheny National Bank, who had been free under \$50,000 bail, was delivered to the court yesterday afternoon at 4 o'clock by his bondsman, George E. Tener, after having been discovered by the bank examiner, William L. Folds, that Montgomery's default would reach at least \$1,250,000 instead of \$600,000, as originally announced.

Continued threats on the part of Montgomery to commit suicide also caused Tener to want some one else to share the responsibility with him. Four hours after Montgomery's second arrest he was again released, after his bail had been increased to \$100,000. Tener agreed to be responsible for his appearance in the original amount of \$50,000, while Richard R. Quay, son of the late Senator M. S. Quay, went on the bond for another \$50,000.

For the first time since his defaultation was discovered Montgomery unboomed himself during the four hours that he was in charge of the officials. In the presence of witnesses he told a part of the story of the looting of the bank. A stenographer took down his words, which will be used in an effort to regain some of the stolen money. The only part of the confession given out last night by Bank Examiner Folds was that Montgomery had exonerated all the politicians whose names have been brought into the case. He also gave information which will probably result in the arrest of several others.

Examiner Folds said that, although the defaultation of Montgomery would reach \$1,250,000 and probably more, the capital of the bank is intact. About \$100,000 has been recovered in notes and stocks.

Police Court Cases.

George Moseley (colored) was sent to jail for four months from Police Court yesterday morning on the charge of stealing a ham.
C. H. Wyatt, charged with distributing obscene literature, was fined \$10. Samuel Oney (colored) was sentenced to thirty days in jail on the charge of stealing a clock.

SOUTHERN TO SELL NOTES.

J. Pierpont Morgan & Company to Take Short Term Notes.
NEW YORK, May 13.—Whatever money the Southern Railway need to retire floating indebtedness or to meet future expenses will be supplied by practically completed notes to J. P. Morgan & Company or a syndicate headed by that firm. That negotiations for the sale of the notes were practically completed was admitted by bankers yesterday, but the amount of the issue and other features of the issue were withheld. A formal announcement of the sale was made in a few days. The Southern Railway, operating in almost all of the Southern States in which anti-railroad legislation has been enacted, is being forced to feel the business depression.

By the reduction of dividends, by United States Supreme Court decisions annulling much of the legislation and by economies in operation the company has latterly got its expenses well in hand and conserved its earnings to a greater extent. The sale of the notes will destroy all possibility of the receivership predicted for the company several weeks ago.

NEGROES OF FIRST DISTRICT.

They Hold Convention and Elect Opposition Delegates.
[Special to The Times-Dispatch.]
NEWPORT NEWS, Va., May 13.—Sixty delegates representing the negro Republicans of the First Congressional District met here to-day and elected a delegation to attend the Chicago National Convention and contest the seats of the delegates elected at the regular district convention held at Cape Charles recently. Delegates from Newport News will go here to-morrow to attend the rump State convention in Richmond.

Greeks Present Silver Urn.

SAN FRANCISCO, CAL., May 13.—The Greek colony of San Francisco presented to Admiral Thomas a beautiful silver urn yesterday on the quarter deck of the Connecticut, in token of their appreciation of American citizenship and American naval accomplishment. The urn, which is eighteen inches in height, bears on its face two Greek coins that were current in Athens when the battle of Salamis was fought—248 years ago. Admiral Thomas, in receiving the urn, said that it would always remain in the admiral's cabin of the Connecticut as long as that ship should float.