

TONOPAH DAILY BONANZA

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STARTLING REVELATIONS REGARDING HUN PROPAGANDA

WHAT will doubtlessly be received as one of the most astounding revelations of the war is the statement made by R. L. Metcalf of Nebraska, former governor of the Panama canal zone. At the Americanization conference called by Secretary Lane to draft regulations for a national campaign against illiteracy he said that up to thirty days ago in some of the Nebraska schools the American national anthem was unknown. Senator LaFayette Young of Iowa urged that the government take immediate steps to protect school children from the malignant effects of German propaganda. The singing of "Deutschland Uber Alles" and "Die Wacht Am Rhine," he asserted, marks the closing of the day's session even now in more than 1000 middle western schools. G. Stanley Hall in his work on "Adolescence" states emphatically that the habits, mental characteristics, and emotional states that predominate during the adolescent period are in a sense the sum total of what the child will be when it reaches maturity. In other words, as the twig is bent so the tree is inclined. One of the foremost educators in America once said: "Give me the child from the ages of eight to fourteen and after that you can have him." And he went on to state that it would be practically impossible to undo what he had done in the shaping of character, the emotions and the mentality of the youngster after he had finished with him.

The news of conditions in middle western schools is but another evidence of the insidious propaganda of the Hun. He is always on the job. He leaves no stone unturned. What devilish cunning in the selection of the songs to be sung! "Deutschland Uber Alles," literally "Germany over all." Repetition is one of the most powerful factors in the mental world. It is one of the most powerful factors in the physical world. It jars one to stop and consider that Niagara Falls was once at the Gulf of St. Lawrence. And yet geologists tell us that that is so. The constant dropping of the water vitually wore away the rock until the falls are at their present point and they are constantly moving up the river. Repetition did it. And repetition when applied to our mental life is a thousand times more powerful. Think of the children singing in American schools day after day, "Germany Over All." Think of the effect of the constant repetition on their as yet unformed characters, their ideals, their aspirations. Even now it may be too late to prevent the damage done. That the government should take drastic measures to remove for all time the possibility of such things occurring in the future is beyond doubt its imperative duty.

SALESMANSHIP AND COURTESY

SALESMANSHIP and courtesy should go hand in hand. There are two great divisions of salesmanship. Under one may be classed those that for their livelihood are concerned with the selling of articles that the prospective buyer does not want, or is of the opinion that he does not want them and has to be convinced that he does. It requires a much higher form of salesmanship ability to sell to that class. And it may be stated at once that salesmen that devote their time to meeting that class are courteous at all times. The realize that courtesy is one of the easiest paths to be taken leading to the desired end. As a consequence courtesy with that type of salesmen has become a habit. It is not to them that we wish to call attention. Under the other class of buyers are to be found those that know what they want and merely ask for it. It requires a much lower form of salesmanship ability to sell to those persons. As a general rule all that is required is to get the article inquired for and to be courteous about it. It may be due to the fact that it requires a much lower form of salesmanship to administer to the wants of the latter class that there is such a lack of courtesy among clerks.

It is among clerks especially that there is to be found an unnecessary lack of courtesy, not the courtesy that requires long years of vigilant watching to cultivate, but the ordinary courtesy that should be an innate part of the character of every person that has ever attended our public schools and that thereafter enters the commercial world. This unnecessary lack of courtesy is each day being paid for dearly by an unnecessarily low point in the total day's sales. This fact is incontrovertible. It is likewise amazing that such a condition of affairs should be so common among those that are hired for the purpose of catering to the wants of the great buying public. The employer spends annually thousands of dollars to advertise his wares. His one purpose is to get a large percentage of the buying public to enter his establishment and to purchase what he has advertised. And yet, it is safe to say, that many enter only to shun the place after having made but one purchase. Among the many causes that contribute to drive away persons that want to buy and that merely wish to be waited upon is an appalling lack of common courtesy. Recently a man, a comparative stranger, entered one of Tonopah's leading stores. He stood waiting while the young lady that was evidently the clerk finished telling a friend about a good time had at a dance. Finally she turned to him and he could faintly feel the antagonism that vibrated from her as she attended to his want. In answer to a question as to where he could purchase certain articles she snapped, "I don't know," and turned to resume her conversation about the dance. He went away and later on in speaking of the incident said that evidently it was a sample of what to expect and that he would never go back there. That firm spends considerable money advertising its wares. Asked why he did not report the incident he answered: "It is not for me to tell that firm about the shortcomings of that clerk. That is the business of the manager. I would not risk bringing it to their attention."

RESIST THE PROPAGANDA

INTELLECTUAL resistance against the German propaganda in the many insidious forms it is now assuming is an imperative necessity. We should know, we must know how cunning and un-

ethical is the propaganda in his work. He is the inner mind of the Pan-German military machine, the strongest and least human of any that have existed in the world's history.

The outlook for our democratic institutions is most grave unless we combat the propaganda as we do the man power of the enemy.

This propaganda is most evident on the Pacific coast where it is intended to create friction and enmity between the United States and Japan. William Randolph Hearst was either a witting or unwitting tool of the enemy when he produced a serial picture that was such a palpable offense to the Nipponese ally that it was discontinued in all theaters after a few reels were shown. Guard well, both mentally and physically, against the spoken and written word that is intended to open any breaches in a line that must stand firm and unbroken that democracy may live.

BELIEVES BRITISH ADMIRALTY SHOULD GO AFTER THE HUNS

(By Associated Press) LONDON, April 5.—Commander Carlton Bellairs, M. P., who is regarded as something of an authority on naval matters in the house of commons, is of the opinion that the admiralty has relied far too much on defensive tactics in coping with the submarine menace. "The happy position foreseen for us, next August, by Lord Jellicoe," he writes, "cannot be attained except by offensive tactics, which involve the principle that barrages shall be laid in the sea to bar the exit of the German submarines, and all operations of German surface craft to clear a passage shall be prevented by the concentration of our own surface craft."

"The important thing to remember is that, in going and coming, German submarines do not move until surface craft have cleared a channel. To smash the operations of the

German surface craft against a really scientific, as opposed to a haphazard barrage, is to smash the submarine menace. A defended barrier in the sea to a depth of 150 feet is perfectly feasible. No mining flotilla ought to be able to act in face of a concentrated and overwhelming naval force. Consequently if the British and American mines are as efficient as the simple German mine which we have captured in the first week of the war, if we avail ourselves to the full of all the other details that go to form a barrage, such as nets, microphones and other devices, we may then say, with absolute conviction, that the submarine menace from the North Sea, Atlantic and Dardanelles will be smashed from the date when we have performed the delicate and balanced operation of completing some hundreds of miles of barrage and great concentrations of naval forces."

LEAVES ESTATE OF \$7,500,000 AMONG HIS INTIMATE FRIENDS

(By Associated Press) LONDON, April 5.—The late Alfred de Rothschild, the last of the British branch of the great banking family, was one of the best known characters in London society. His part in the work of the ancient house which has now passed into the background as a power in British commerce was only nominal. He was principally an art collector and a cultivator of friendships. He never married, and his will which was published this week carries out the general ideas of his career. His estate amounted to \$7,500,000, which was not much for a Rothschild, but he had given away money freely in his lifetime.

This amount, with the exception of small bequests to nephews, goes to his personal friends. The main part is left to Lord and Lady Carnarvon,

who were associated with him in his art hobbies. Lord Porchester and Lady Herbert each received \$125,000, and Lady Curzon, the Kentucky widow of an Argentine magnate, who was married to Lord Curzon last year, is remembered with \$50,000, with \$75,000 for her three children. There are large gifts to some twenty other persons including the Marquis Soveral, who was a friend of King Edward and the last minister to Great Britain of the Portuguese monarchy. Mr. Rothschild's town house and art works go to the Countess of Carnarvon, and his country estate to his nephew, Major Lionel Rothschild, who is head of the third generation of the family.

Mr. Alfred, as he was called, was a well known figure because he wore more old fashioned clothes and clung to old fashioned ways of living.

DAY'S WORLD WAR NEWS GENERALIZED

After several days of comparative inactivity along the battle front in Picardy, bitter fighting has been resumed along the western sector of the salient in the lines of the entente allies. Attacks by the Germans against the British and French are admitted to have yielded some gains to the invaders in the critical sectors just to the east of the city of Amiens.

The fighting, according to latest reports, has been heaviest in the neighborhood of Hamel, where the British were forced back slightly, and in the triangle formed by the rivers Luce and Avre, further to the south, where the French were forced to give ground.

Nothing is known as to the details of the battles in these sectors, but the fact that the Germans have been in a degree successful would seem to indicate that they have succeeded in bringing up some of their heavier cannon and new divisions with which to continue their attempts to capture Amiens.

Reports from the French and British fronts have mentioned heavy rains, which mean that the Germans have been working under a severe handicap in bringing up guns, ammunition and supplies to the front. The battle field over which the allies have retreated was left in a devastated condition, the roads and bridges being mined by the retreating forces. The lull on the battle field for the last few days probably was caused by the inability of the Teutons to move their heavy supply trains over these roads, together with the necessity of reorganizing the shattered divisions which bore the brunt of the fighting after they had passed the first field of fire of their heavier guns.

The British since retaking Altie, south of Arras, have not resumed their offensive operations, so far as reported by London, but the German official statement says that four attacks by the entente forces against the heights southwest of

Moreull were repulsed with heavy losses. There are no reports of fighting except outpost encounters along the French lines on the Oise river.

There have been heavy artillery bombardments of British positions on the Menin road and at Passchendaele, east and northeast of Ypres, according to London. As yet, however, there is nothing to foreshadow an effort by the Germans to attack there.

On the French front before Rheims and Verdun, raiding operations have been carried out by the French, which have been successful. The French report very heavy artillery engagements north of Mont Didier, a sector which has witnessed savage fighting and where the Germans have been foiled in their efforts to advance toward the Paris-Amiens railroad.

Nothing has been reported from the Italian front and it is not likely that an attack has been launched there by the Austrians, who have gathered an enormous army for a possible drive southward into the plains of northern Italy.

Driven to take measures for their defense, the Armenians have organized an army and have recaptured Erzerum from the Turks, as well as other points in the neighborhood of that city.

The landing of German troops in Finland is apparently going forward, reports stating that 40,000 men have arrived at Hango, a fortified port on the extreme western tip of the Finnish peninsula.

BERLIN CLAIMS VICTORIES

(By Associated Press) BERLIN, via London, April 5.—The report from general headquarters this evening says:

"During the continuation of our attack south of the Somme fresh successes have been won. "As reprisals for the French bombardment of our shelters in Isen in the past few days, Rheims has been subject to our fire."

OPPOSE CHANGE IN FEDERAL WORK

(By Associated Press) WASHINGTON, April 5.—Opponents of the Overman bill to authorizing the President to reorganize government departments and agencies for the war period, opened their attack yesterday in the senate.

In an address of two hours, opposing the legislation, urging amendments specifically limiting the proposed powers, Senator Reed of Mississippi, Democrat, declared the President, under the pending draft, could "wipe out and destroy" the interstate commerce commission, transfer function of the federal trade commission to Chairman George Creel of the bureau of public information, and give those of the federal reserve board to the comptroller of currency or any banker or private individual.

When Senators Fletcher of Florida and Wolcott of Delaware, Democrats, declared their confidence that the President would not make such use of the bill, Senator Reed argued that they should not object, therefore, to special exceptions.

The effort to force amendments will be continued today by Senator Smith of Georgia. While Senator Reed was speaking, Postmaster General Burleson, who took the Overman bill to the capital the day it was introduced, appeared in the President's room just outside the senate chamber, and conferred with a number of supporters of the measure. Referring to Mr. Burleson's visit, the Missouri senator declared he would not "object to replying to cabinet members' arguments if they were made on the floor of the senate, rather than in whispered conversations in the cloakrooms."

Senator Borah of Idaho, Republican, said the powers of the interstate commerce commission had practically

been dispensed with owing to the taking over by the government of control of the railroads and asked what could be expected from the commission in reviewing rates fixed by the President and based upon financial needs of the roads, growing out of the war. While the commission's powers have been circumscribed, Senator Reed replied, it still retains many powers of a "wholesome" character.

Senator Knox of Pennsylvania, Republican, spoke against the bill.

ALL GERMAN SAILORS IN BAD WITH DANES

(By Associated Press) COPENHAGEN, April 5.—The annual meeting of the Danish Union of Officers of the Mercantile Marine has passed a resolution condemning the German submarine warfare and urging the suspension of all relations between neutral and German sailors "for a long time to come."

SHOW THEIR DISLIKE

(By Associated Press) SIOUX FALLS, S. D., April 5.—Unknown men early yesterday morning visited several places in the business district including the offices of Richard Franklin Pettigrew, former United States senator from South Dakota, under indictment in federal court here on a charge of violating the espionage act, and daubed the buildings and offices with yellow paint.

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