The Sun.

MONDAY, AUGUST 26, 1912.

Entered at the Post Office at New York as Second Class Mail Matter.

Subscriptions by Mail, Postpaid.

DAILY, Per Month	$0 50
DAILY, Per Year	6 00
SUNDAY, Per Year	2 50
DAILY AND SUNDAY, Per Year	8 50
DAILY AND SUNDAY, Per Month	75

Postage to foreign countries added.

All checks, money orders, &c., to be made payable to THE SUN.

Published daily, including Sunday, by the Sun Printing and Publishing Association at 170 Nassau street, in the Borough of Manhattan, New York. President and Treasurer, William C. Reick, 170 Nassau street; Vice-President, Edward P. Mitchell, 170 Nassau street; Secretary, Chester S. Lord, 170 Nassau street.

London office, Effingham House, 1 Arundel street, Strand.

Paris office, 6 Rue de la Michodière, off Rue du Quatre Septembre.

Washington office, Hibbs Building.

Brooklyn office, 105 Livingston street.

If our friends who favor us with manuscripts for publication wish to have rejected articles returned they must in all cases send stamps for that purpose.

The Searchers for Truth.

It is plain that in the Senate to-day two men, and only two, are genuinely anxious for a prompt and complete discovery of all the facts of campaign fund extortion, blackmail and hush money. Those men are BOIES PENROSE of Pennsylvania, inspired with the ardor of a man battling for very existence, and ROBERT MARION LA FOLLETTE of Wisconsin, eager to revenge a betrayal. The Democrats see in delay a possible campaign advantage. The standpatters fear the revelation some of them know and the others fear would be made. The Bull Moose herd puts more faith in bellowed denial and vituperation than in the record of question and answer.

But outside the Senate, honest men who have cherished the hope that tales of scandal were drawn from the heat of partisan or personal antagonism, and had no basis in fact, demand the whole truth. They fear less the possible consequence of full disclosure than they do the effects of an inquiry smothered at its inception. Their natural suspicion will fasten upon the individual or coterie that seeks to stay the inquest.

Nor should the fact be overlooked that Senator PENROSE and Senator LA FOLLETTE are capable leaders in such a quest. They know what and where and how to hunt.

The Democratic Campaign.

Our Democratic friends should cherish no illusion that a Presidential campaign can be won solely on the mistakes of their adversaries. The accidents of the situation, due to the bitter internal strife in the Republican party, have given the Democrats an opportunity they have not had since the civil war, but they must do some real work for themselves.

There is an atmosphere of smugness about some of the highly moral lessons on conducting a campaign that emanate from Sea Girt. As THE SUN has pointed out, the day of the corrupt, convention bribing, vote buying politician is over, but there is much legitimate, substantial work to be done in organizing and in placing the issues of the campaign squarely before the voters. Porch parties are useful for pictorial effect, but there is a more serious task to do among what has always been considered the rank and file of the party—the large industrial classes that seem so much inclined to Rooseveltism.

Perhaps this interest in Governor WILSON'S campaign on the part of THE SUN is like the piety of CHARLES V.: he always acknowledged that it was not so much inspired by the love of the Lord as by his awful fear of the devil.

The Panama Canal Law.

President TAFT'S sincere and disinterested friends will regret both his approval of the Panama Canal bill and the memorandum in which he defends that act. The opportunity to blunder existed. The President embraced it.

THE SUN'S opinion of this misshapen measure has been adequately set forth. It is unnecessary to repeat of the law what was said of the bill. What foreign and domestic complications, political and economic, the enactment will precipitate the incidents that have accompanied its passage sufficiently indicate.

The United States will have ample cause to repent this exploit of its Legislature and its Executive.

A Misapprehended Decision.

It is never surprising to find Colonel ROOSEVELT in error in regard to the decisions of the courts. It is rather discouraging, however, to Democrats who desire to vote for WOODROW WILSON for President to discover a tendency on his part to blunder in the same direction.

Under the system of Government printing which enables Senators and Representatives in Congress to "extend" their remarks in the *Congressional Record*, although they were never uttered orally on the floor of either house, Mr. KINKEAD of New Jersey last week printed a so-called extension of remarks made by him so as to include a speech delivered by Governor WILSON at a recent Democratic banquet. This address is entitled "A Group of Intellectual Jewels." We lay one of the jewels before our readers:

"Now there is another matter. You know that recently a workingman's compensation act has gone by the board in one of our great States because it seemed to the Supreme Court of that State to be compulsory in its operation. Why, in their judgment, was it unconstitutional if it was compulsory? Because, being compulsory, it seemed to violate the principle of free contract. The principle of free contract being guaranteed by most of our State Constitutions, it is held by most of our courts that the Legislature cannot impair it or take it away and cannot say to the employer and to the employee: 'You must enter into a contract of employment under such and such conditions.' Now, I want to suggest to the lawyers present that they ask themselves this question: Is this an interference with real freedom of contract? That goes back to the question: Has the workingman of this country real freedom in making his contract?"

It is manifest that the decision referred to in the foregoing extract is that of the Court of Appeals of the State of New York in the now celebrated case of IVES against the South Buffalo Railway Company. Governor WILSON is wholly mistaken in asserting that the statute adjudged invalid in that case was pronounced unconstitutional because "it seemed to violate the principle of free contract." The reason the statute was condemned was because it took the property of the employer and gave it to the employee without due process of law; in other words, it attempted to establish a pecuniary liability on the part of an employer to his workman, although the employer and his agents had not been negligent or at fault in any respect whatsoever. Indeed the facts in the particular case before the court as alleged in the complaint indicated that the only person to blame for the injury was the injured party himself.

The Court of Appeals held that as to such a past transaction the Legislature had no constitutional power to make the master responsible. The case did not turn at all upon any question of interference with freedom of contract. The decision was solely an assertion of the constitutional doctrine that a man cannot be made to pay for an injury which he did not inflict and for which he was in no wise to blame.

In discussing so important a matter we venture to suggest to Governor WILSON that it is better to be right if he would be President.

The Dead and the Living.

Detonating rapidly and stupendously amid his parks of "absolute and wilful falsehoods" The Man Who Was roars:

"This [Mr. ARCHBOLD'S statement] is a wicked assault on a dead man whose high standing and probity was such that no human being who was himself honest would ever impute evil motives to him. Mr. BLISS was incapable of conduct such as Mr. ARCHBOLD imputes to him."

It is not an assault on a dead man, unless The Man Who Was speaks proleptically of his political existence. It is a charge against a living man most emphatically not of high standing and probity; a man to whom plenty of honester men than he—and that is saying mighty little—impute evil motives; a man entirely capable of such conduct as Mr. ARCHBOLD imputes to him; a man whom his recent, let alone his past, conduct tattooes as without and beyond scruple, honor or shame.

The time has passed when this head powwow of the congregation of hypocrites can outface continual and cumulative evidence with his energumen howls against old associates and with laud of his own virtue.

Without pressing the Standard Oil matter, it still remains generally true that a Scotch verdict is the best that THEODORE ROOSEVELT can expect henceforth. His legend is moribund. His phylacteries are dropping to pieces.

The Treaty of San Sebastian.

A recent leading article in the London *Times* forecast the signature at San Sebastian immediately after the return of the French Prime Minister from Russia of a treaty finally fixing the French and Spanish spheres in Morocco. Yet no sooner had M. POINCARÉ reached Paris than there began to appear from all sides reports of disagreements between France and Spain, between France and Spain and England.

Few recent diplomatic struggles have been keener or longer than that which French and Spanish representatives have waged over Morocco. It is now nearly ten months since France and Germany signed the treaty of Berlin after a debate of three months, but up to the present time no clear notion exists as to the actual situation of the negotiations between France and Spain.

It is clear that France insisted that as a consequence of her Congo concession to Germany Spain should consent to reduce her claim in Morocco, which was founded on the Franco-Spanish treaty of 1904. But Spain promptly balked. Every proposal of France was rejected, and finally appeal was made to England. French feelings in turn were hurt by British compromise suggestions which seemed too favorable to Spain, but even after France had accepted these Spain rejected them.

In the earlier stages of the battle the prize at stake was certain territory south of the Riff mountains and in the watershed of the Sebu. At length, when Spain had consented to some reduction of her claims here, the problem of Tangier intervened and up to the present moment seems to remain an insurmountable obstacle. France, England and Spain agree Tangier shall be internationalized, but how, this is the problem.

Great Britain's interest consists in preventing France from gaining any foothold on the Straits of Gibraltar. But in demanding that Tangier be internationalized the question is raised whether France, Great Britain and Spain or all the great Powers shall share in the internationalization. If the latter plan is adopted the French insist that the whole Moroccan question will be reopened. On the other hand, if the titular power of the Sultan is recognized Spain and England fear France will, through her control of the Sultan, become supreme at Tangier.

In the meantime one Sultan of Morocco has abdicated and the French having established his successor the Spanish refuse to recognize his sovereignty in their part of Morocco. In addition, French soldiers and correspondents are complaining bitterly of the fashion in which Moorish rebels are permitted to organize in the Spanish sphere and obtain arms and ammunition from Spanish traders.

It is clear, then, that the Moroccan problem is still unsettled. The attitude of the British has resulted in considerable suppressed but not less real resentment in France. Spanish obstinacy has been even more irritating, and worst of all the question is not settled. For the French, who are daily sending new troops to Morocco and increasing the extent of their effort and the expense of their occupation, this delay is rapidly becoming a grievance which may provoke serious disagreements.

Registered Letters.

Some unwise economist in the Post Office Department has never heard of the saying that "parsimony is not economy," nor yet of the saying that the cost of a sprat is well invested in the capture of a whale. This economist has turned his powerful mind in the direction of cheapening the cost of carrying and delivering registered letters. The registration of letters in the manner in which it was introduced and for a long time administered was a considerable public convenience. It was very often worth the while of the sender of a letter to pay eight cents in order to secure the acknowledgment of the person to whom it was addressed that it had been delivered to him. This was the point of the registration in nine cases out of ten. That it was seen by the Department so to be is shown by the advertisements the Department issued exhorting the public to register valuable letters and parcels: "It brings you a receipt." The fee was, of course, much greater than the cost of the service and must have made a comfortable item on the credit side of the post office ledger.

When the economist came in, however, it struck him that the profit would be still greater if the fee were increased and no service rendered in return for it. So the fee was increased from eight cents to ten and the return of receipts made subject to special request by the sender. The increase was justifiable enough; whoever would pay eight cents for a receipt woul pay ten. But the check on the return of receipts deprived the registration of all value to the great majority of those who used it and paid for it. Even the promise of a receipt when specifically requested has been found fallacious by those who have trusted to it. The result must be that the public will decline to pay twelve cents for postage instead of two, when it gets no visible return for ten-twelfths of the expenditure, and that what was a refreshing source of revenue will be dried up.

The Postmaster-General would do well to undo the ridiculous work of his too zealous subordinate and to restore the registration to its former footing, with or without the addition of 25 per cent. to the former fee.

What powerful and mysterious influence sustains and comforts the Secretary of War in continued support of the promotion of Major BEECHER B. RAY of the pay department, United States army?

The Hon. HIRAM W. JOHNSON, Governor of California and Bull Moose candidate for Vice-President, believes that "government has another duty, another power, another function, than commercializing itself." This profound observation is particularly designed to elicit the applause of those who conceive government to be an independent, self-perpetuating entity, entirely dissociated from the humanity it serves. It certainly merits their approval.

He [Colonel ROOSEVELT] has always been in touch with wealthy men.—*Representative STANLEY of Kentucky.*

Was Mr. STANLEY'S use of the word "touch" malicious or merely accidental?

Not only did JAMES J. FARRELL, the engineer who saved the lives of six men by sticking to his post while a heavy electric current passed through his body, display admirable courage, but his presence of mind is equally worthy of note. His devotion and fortitude were typical of the untold instances of intelligent self-sacrifice that enter into the daily life of men who make no pretence to being cast in a heroic mould.

At least the police can boast that they had no share in the arrest of a suspect who turned out not to be GYP the Blood.

Good Whaling in the Pacific.

From the Vancouver Sun.

Five hundred whales thus far in the season, thirteen of them sperm whales, is the wonderful record made since the beginning of the season, according to Capt. Shadforth of the steamer Grey, tender for the Canadian Northern Pacific Fisheries Company, which maintains a number of whaling stations along the coast of British Columbia.

In addition to the 500 whales caught at the three stations there are many hundreds which have been caught along the coast by other companies and by American and Norwegian concerns in Alaska waters. It is believed that before the season is over at least 2,000 whales will have been caught on the north Pacific coast.

The huge number of mammals caught in such a short period is a direct contrast to the old methods of whaling, when it would have taken years for a big fleet of sailing vessels to have caught a similar number of whales by the old hand harpoon.

Jane Austen at Bath.

From the London Chronicle.

Bath, where the memory of Jane Austen was commemorated by the erection of a bronze bust in the Pump room, was the home of the novelist for four years. She removed there from Steventon with her parents in the spring of 1801 and resided successively at 4 Sydney Terrace, Green Park Buildings and 25 Gay street. After the sale of the family effects at Steventon Jane writes to a friend: "My father and mother, wisely aware of the difficulty of finding in all Bath such a bed as their own, have resolved on taking it with them! All the beds, indeed, that we shall want are to be removed." Bath and its frequenters have probably found bed as little hard as board in later days.

Near Beer in Mississippi.

From the American Wine Press.

Until forty applications for near beer licenses aggregating $20,000, were received at Jackson, Miss., it was not generally known that a clause had been slipped into the Mississippi privilege tax law at the recent legislative session licensing the sale of near beer. The clause is there, and provides that license may be granted for sale of imitation beer of non-intoxicating character. It can look like beer, smell like beer and taste like beer, and the sale thereof is legal if the dealer pays a State privilege tax of $500 per annum.

Missourian's Tip to Fishermen.

From the Linneus Bulletin.

While Dave Irle of Warrensburg was wading in Blackwater Creek he poked his foot into the mouth of a big yellow catfish. Dave howled a plenty and his companions rescued him and caught the fish, which weighed thirty pounds. Dave's foot was badly lacerated and he is not hankering after the job of being used for fish bait again.

POLITICAL PROMOTERS.

The "Get Rich Quick" Principle Applied by the Gullcatching Vote Hunters.

TO THE EDITOR OF THE SUN—*Sir:* In the savings banks of the United States are deposited thousands of millions of dollars. These deposits receive but a comparatively small interest. In the postal savings banks of the country there are other millions of dollars on which an interest is paid that is even smaller than that paid by the regular savings banks. The depositors of these millions are the common sense people of industry and honorable thrift who prefer safety of principal, and a certain small interest, to the risk of principal and the promise of possible larger interest. Most of the depositors are people who work for a living and who save from what they earn to provide against future needs.

There is another class, of greater wealth, who invest in tried and sound securities and bonds which bear small rates of interest. This class, like the savings banks class, could, if it would, place its money where higher rates of interest would be promised. These two classes represent the people who make up the backbone of the nation, the sane, sure, steadygoing builders of bedrock prosperity. They prefer certainty to uncertainty. The money placed in savings banks is loaned at fair interest to those who wish to use it in building homes or business buildings; the money invested in securities and bonds goes to the building and expansion of the great industries which make the business of the country and give employment to thousands of thousands.

There is a third class, who, for one reason or another, seek to use their money as the spawn of mushroom wealth. This class is exploited by men who are busy in sending broadcast circulars promising fabulous returns on small investments. Their mines are always second Calumet and Heclas and their industrials second Bell Telephones. They freight the mails with stories of thousands made from the investments of tens or hundreds and shower those whose names they have secured with alluring promises of great wealth from few dollars. These men work on the theory that there is a fool born every minute and the lists of names they use are appropriately called "sucker lists." These lists they constantly revise and change because many of the suckers, once tempted by the bait and landed and robbed, learn the bitter lesson of experience and can no longer be tempted. Once a promoter is "found out" by a "sucker," the "sucker," if he has any brains, is quit with that promoter. But one phase of the business that helps make it always profitable is that "suckers" always have to "find out" for themselves and are deaf to the warnings of those who have "found out" and of those who are saner and clearer visioned.

In politics the same conditions exist. There is a great number who prefer the way that is tried, sane and safe, and there is another great number always ready to rise at the first "get rich quick," "lift by your own boot straps" platform. To this latter class the unscrupulous political promoter continually appeals. He is ready to promise anything. He will change the Constitution overnight, abolish poverty, distribute automobiles and wealth with a free hand, create courts that shall render verdicts in all cases favorable to defendants and plaintiffs alike, do away with all natural laws, beginning with those of gravitation and winding up with those of supply and demand, and, in a word, by the mere force of his own personality bring about immediately a millennial condition throughout the country.

These political promoters are generally ready reelers of platitudes and Bible texts. They often make constant use of a text like "Thou shalt not steal," but the pronoun is always "thou" and the text never "I must not steal." One of their peculiarities is that the Decalogue furnishes almost the only instance where they prefer the use of the second person singular to the first person singular.

These political promoters, like the financial promoters of the same breed, are always busy and too often selfishly successful. They, too, are always seeking fresh victims to take the place of those who have "found them out." And in politics as in finance it is a good rule to avoid the promoter who is always seeking new fields of exploitation and perpetually changing his bait.

JOHN CUTLER.

NEWTONVILLE, Mass., August 24.

Alexander Hamilton's Paramount Motive.

TO THE EDITOR OF THE SUN—*Sir:* The following quotation from Oliver's life of Alexander Hamilton is respectfully recommended to those whom some one aptly calls the Bull Mice:

"Throughout his whole life his paramount motive was to get things done, not to make himself a great fame by doing things. So unusual an ambition has caused him to be suspected of an inordinate subtlety. To the common politician whose main sincerity is his determination to ride into popular notice on the back of a grievance or a fit of hysterics ["Onward, Christian Soldjers"], such an attitude is wholly incredible. He cannot fathom the depths of a spirit that loves union and order and progress for their own sakes, and seeks power, not as an end itself, but as a means to the accomplishment of a vision."

In the glow of enthusiasm bull mice probably never sit down to the prosaic task of balancing achievement against promises. But history makes that one of her main occupations, and the American people at the polls have not infrequently usurped the province of history.

E. S. F.

YORK HARBOR, Me., August 24.

Socialism.

TO THE EDITOR OF THE SUN—*Sir:* Mr. F. J. Stimson was wrought up lately over a ghost that he conjures up in his mind and calls socialism. Socialism is not against private property, only in the case of public necessities and functions. It is the only system which guarantees private property, because it would guarantee employment. Let Mr. Stimson get into the path of a trust and he will find out how little his private property is held sacred under our system of to-day.

Socialism would find employment for men and women just as to-day the authorities find a place for children in school, but it would leave them to shift for themselves thereafter.

Judge Hanford did not refuse citizen papers to Mr. Oleson, but took his papers from him. Some people can't get away from the idea of a boss, just as some chattel slaves thought they must be owned by some one. Others, and the majority it seems, imagine that potatoes can't get along without potato bugs.

Mrs. MIXED PICKLES.

NEW HAVEN, Conn., August 24.

Sturdy Swedish Girls.

From Harper's Weekly.

Bathing in Sweden is a business. Even the hotel bathrooms are extraordinary—regular suites of rooms, one for the bath proper, one for shower baths of various sorts and one for a drying room, wherein you find enormous towels as large as American sheets. The public baths are luxurious. They are built around courts where, after the bath, you may have your coffee under great trees surrounded by beds of beautiful flowers. It is apt to bother Americans a bit to find that the bath rubbers for both men and women are strapping Swedish girls, business like and unabashed. But this is only one manifestation of the advanced activities of woman in Sweden. You find her occupying all sorts of positions. You see her boldly swinging off street cars without waiting for them to stop. You are told that a woman is street commissioner—Miss Hedin, a sister of the explorer of Tibet, Dr. Sven Hedin.

A Missourian's Stern Rebuke.

From the Linneus Bulletin.

The station agent at Galt found a tramp the other day trying to open the money drawer in the office. As there was no place to keep the tramp if he had him arrested, the agent told him to leave the money alone.

In Modern China.

From the Pekin Daily News.

For three days beginning from yesterday a number of girls are giving a light vaudeville performance at the Hukwang Guild building for the benefit of the national contribution fund.

THE MEMORY OF 1907

Stirred by Words Thoughtless Even for T. L. Woodruff.

TO THE EDITOR OF THE SUN—*Sir:* In a statement recently issued, the Hon. Timothy L. Woodruff, a Bull Moose leader, said, referring to the business of the country, "As things are now there does not seem much to destroy." Is that a fact? Does Mr. Woodruff give any consideration to even his home city, New York, and its surroundings, where there are nearly 25,000 industrial establishments employing over 735,000 persons on a yearly payroll of over $435,000,000?

If 20 per cent. of the factory workers of the metropolitan district were out of work we would have a local army of idle people equal to the combined population of Trenton and Bayonne. Certainly this indicates that around Mr. Woodruff's home there are large and vital business interests of the people that might be destroyed, without mentioning other great industrial centres of the country.

In connection with the labor and business affairs of the United States it may with truth be said that notwithstanding the high cost of living our country has been so attractive during the past ten years that over 8,200,000 immigrants have reached our shores from foreign lands, in the hope of improving their position in the battle of life. Their coming presents a problem of the first magnitude. Very few of these have entered agricultural pursuits. Nearly all of the immigrants are in the industrial centres. It is this great addition to the competition of those who labor which has acted as a check on the advance in wages to equal rising prices.

The immigration of the last ten years exceeds the population of the New England States in 1900 by over 2,600,000 people. A very great tribute to the economic system of the United States may be found in the fact that this wholesale transference of population from Europe to America occurred without any serious dislodgement of labor—a condition probably without parallel in the records of history.

Just prior to the financial trouble of 1907 many parts of the country needed additional labor and the tendency of wages was then upward. Any untimely and unscientific handling of the fiscal and economic policies of the nation would upset industry with the 8,000,000 new arrivals still with us, in addition to our own population to be fed and clothed. This is a condition and not a theory. It should prompt thinkers and statesmen to move slowly and wisely. The present is not for passionate words. It is a season for calm thought. Agitators should take care not to dislodge the millions of toilers in the industrial centres. Words alone will not accomplish results. It is easy to write and talk. It is harder to plan and to build. At a time when the responsibility was never greater how ridiculous appears the utterance, "As things are now there does not seem much to destroy."

Labor is beginning to regain the position lost in 1907. Let us help keep and improve that position. We should strive for the greatest good for the greatest number, including all if we can.

CHARLES S. SMINCK.

PLAINFIELD, N. J., August 24.

THE "OWNERS" OF LAND.

"Bubbles We Buy With a Whole Soul's Tasking."

TO THE EDITOR OF THE SUN—*Sir:* Is the cause of high cost of living "the tyranny of gold," as set forth recently in THE SUN, or is it some "tyranny of man," one of human agency and failings, and capable of remedy by man?

May it not be the rent question, or rather the slow working yet unavoidable consequences of man's beautiful belief that the earth is his actual property, and not simply temporarily his to enjoy, and to pass to his successors? Whence man's right to actually own land, since he is utterly powerless to either create or destroy it?

Since for centuries land has been an article of barter and sale, of gift and inheritance, it seems that so much of it has now passed into the hands of the individual owner that the present inhabitant of a civilized country is either a land owner or a tenant, and it is probably true that the combined land owners of this and every other civilized country are far more powerful than the very Government of the country. True, the Government taxes the land owner, but how nicely does he manage to have his tenant not only reimburse such taxes, but support and enrich him. Even after death the "owner" sells the six feet of land for your burial.

The rent of the farm, or a satisfactory annual interest on value or cost to owner, enters into the price the farmer demands for the products of the farm; the rent of storehouse, warehouse or store of produce merchant enters into the price he in turn demands from the retailer for these very products; the rent of the retailer once again enters into price of these products when the ultimate consumer comes to buy, and the price he then pays covers all these rents.

We may shake our heads at the Henry George theory as to land, we may smile at the fact that thousands of years ago Moses prohibited perpetual ownership of land, yet there is no saying but that a correct analysis and study of cause of cost of high living may ultimately prove the correctness of their views and then cause enactment of laws based thereon whereby general human existence will become easier and more comfortable than now.

ADOLPH OPPENHEIMER.

NEW YORK, August 24.

The Future of Eighty-sixth Street.

TO THE EDITOR OF THE SUN—*Sir:* The new elevated station at Eighty-sixth street and Columbus avenue breaks the long gap between the Ninety-third and the Eighty-first street stations. People living in the vicinity of Eighty-sixth street who use the elevated road have had to walk to either the Ninety-third or the Eighty-first street stations.

The new station should prove a boon to the district. Trade conditions in the vicinity of the station have not been any too good. The people drifted through the side streets to the subway, but when the station is opened they will use the avenue. The storekeepers are sprucing up for the expected increase of trade.

The station will be the means of carrying many people who come across Eighty-sixth street transverse road on the surface cars. The surface line ends at Central Park West and those who are unable to reach their destinations on the Eighth avenue cars and who have had to walk three blocks west to the subway will now be able to take the elevated trains at Columbus avenue, only one block west.

There is only one element the new station does not please. It is the private house owners, particularly in Eighty-sixth street. Instead of being the refined quiet street it was before the opening of the station Eighty-sixth street will assume the appearance of a business street. The steady stream of people who will pass through the street from the surface line at Eighty-sixth street to the elevated will give this appearance to the block. It seems only a question of time before Eighty-sixth street will be used for business purposes, the same as Fifty-seventh street and Seventy-second street. Those streets, which fought against the encroachment of business for years, finally succumbed and now the private dwellings are split by business buildings. Eighty-sixth street has been one of the few beautiful thoroughfares on the West Side that have boasted entirely of private dwellings.

W. S.

NEW YORK, August 24.

The Innocent Bystander Again.

From the Latrobe Bulletin.

When W. J. Monroe, a farmer living near Delmont, heard dogs among the sheep of his neighbor, Mel McLaughlin, Sunday night he got out his gun and hurried to the pasture field. All the dogs except one fled at his approach, and he banged away at it, only to find that he had killed his own six months old pup, which had been attracted to the scene by the other dogs. The sheep killing dogs killed seven sheep before Mr. Monroe arrived with his gun.

Prosaic Preference.

From the Washington Star.

The little old log cabin
Where vines so thickly grow
Is not a place for comfort
When the storm begins to blow.
The cottage and the farmhouse
Make fine poetic chat.
But they haven't the convenience
Of a cosey little flat.

So put them in your pictures
And write them in your songs.
Describe them in your novels
And deride the city's throngs.
When the winter nights were chilly
We've enjoyed them as we sat
Leading by the radiator
In a cosey little flat.

A PATRIOT'S PLAINT.

Confusion Caused by the Effort to Degrade the Bull Moose.

TO THE EDITOR OF THE SUN—*Sir:* I wish THE SUN and other reputable publications would discontinue the habit of associating the Third Term Candidate and the Bull Moose in such coalescent alliance. This questionable practice has become so general with the newspapers of the city that one might suspect they had entered into a conspiracy to make it appear that these two more or less distinct individualities are one and the same personality.

Although guised in semi-facetious phraseology I am disposed to regard in a semi-serious light this nature faking of editors, reporters and correspondents, because their effusions have so affected my discriminating faculties that I am incapable at times of differentiating the lady from the tiger—I mean the gentleman from the moose (you perceive my mental confusion)—and I not infrequently find myself referring to the candidate, disrespectfully but unwittingly, as Colonel Roosemoose, Colonel Moosevelt and Colonel Centaur.

It is true the Colonel feels like a bull moose, for he himself has said it; and it must be conceded that he snorts and bellows and cavorts like a bull moose, but these facts do not justify the assumption that there are no points of dissimilitude between them.

I presume that the object of these contumelious pleasantries is to shame the candidate into withdrawing from the political field; but I do not think the sense of shame is included among his numerous senses. His predominating sense of self-righteousness protects him from the suspicion that he could ever do anything of which he should feel ashamed.

Why not try the argumentum ad ignorantiam on him? There are things he may not know the revelation of which might revolutionize his ambitious designs. He probably does not know that, with reference to his candidacy, the vast mass of the voters of the country are divided into two great groups, one of which regards him as a menace and is convinced that his election to the Presidency would prove a national calamity; while the other looks upon him as a worn out joke, and believes a third term of his administration would make our beloved country the scorn of the world. Nor can he know or understand or realize that the number of his adherents, while unavailing to insure his own success at the polls, might be sufficient to throw the election to the less desirable of the two regular candidates in nomination.

If delegations of several thousand representatives of each of these "groups" were to prostrate themselves before him at his outlook at Oyster Bay or in the office of the *Outlook* in Manhattan and explain the situation to him with as much vigor of language as their natural diffidence in such a Presence would permit, who can conjecture what would be the result?

NEW YORK, August 24. PATRIOTICUS.

THE SALESMAN'S ART.

Psychology and Ethics of the Crafty Persuader of Pockets.

TO THE EDITOR OF THE SUN—*Sir:* "A Shoe Salesman" and his "secret" vividly recall a furniture man of my acquaintance, the secret of whose success was skilful reticence and discernment. His prime care was to distinguish a buyer from the occasional shopper. A mere shopper is in quest of diversion, not furniture.

The newly married woman of moderate means sends her husband to his business about 8 in the morning, busies herself for a brief space washing up the little breakfast equipage, finds but trifling occupation in setting to rights a newly established ménage, and looks about for the easiest and cheapest means of pleasantly passing away an abundance of spare time. The mysterious rites of a modest boudoir consume not more than an hour or two, and so she sallies forth at a reasonably early hour to be entertained by the soft and often silly talk of the feather headed salesman incapable of discriminating between a peacock and a jackdaw. The name of this brainless salesman is legion.

The wisely reticent and "judgmatical" seller of goods first identifies and then dismisses My Lady Lackmoney. Loath to leave the store she inquires the price of this and of that article as she is politely conducted toward the door. Then occurs the wily feat of "spoiling a shopper."

"The price of that suite?" she asks.

It cost the house a hundred dollars, and she is informed that it may be had for seventy-five.

Of course you have to be sure she has no present intention of buying. But the cheap price sticks in her mind, and sooner or later she will return to purchase so great a bargain for herself or introduce a relative or acquaintance who wishes to buy it. This is the crucial point and a fair test of a salesman's mettle. Other goods are shown in vain, she bankers for that set of furniture. At the close of a dramatic silence the salesman turns sharply on his customer and abruptly puts a double question:

"Do you know solid furniture when you see it?"

"Do you believe I have thorough knowledge of the things I sell, which it is my trade to know all about?"

A reluctant negative is the reply to the first query, nor can she deny an affirmative answer to the second. It is then he solemnly takes the unsuspecting lady into his confidence. Believe him, the furniture suite in question is undoubtedly a bargain, but the frame was manufactured of unseasoned wood and will not wear well or last long. Why not pay a trifle more and secure a lasting article that will prove satisfactory in every respect? And so he sells a customer who desired to receive something for nothing a suite which cost $100 for $125. If, perchance, she perversely insists on getting what first caught her fancy, there is the commonplace resource of saying, "we are out of that particular article at present but are in daily expectation of a new supply." The adroit salesman in ninety nine cases out of a hundred will by his own wit avoid the chagrin of having recourse to so mean and vulgar a makeshift.

Call it falsehood, equivocation, prevarication, what you will, the aforesaid artful dodge fits neatly into the loosely jointed code of commercial ethics.

J. A. M.

CHESTER August 24.

Denver's Tree Day.

From Denver Municipal Facts.

Five thousand householders of Denver interested in home ground and city beautification were presented with young shade trees for planting to the number of about 18,000, in accordance with the annual custom of the municipality on Arbor Day.

Tree day, inaugurated seven years ago, is now an established institution, and its popularity will no doubt cause it to be continued through many succeeding administrations, or until such a time as Denver is fully supplied with shade producers.

On the seven annual tree days it is estimated that the city has given away a total of 100,000 saplings and fully 75 per cent. of that number are alive and growing. Of last year's crop the City Forester, who has made a check of the trees put in the ground, says that approximately 88 per cent. are thriving.

The city buys the trees by contract from the fund of $50,000 contributed annually by the street railway company for its franchise, and they cost $5,000, or an average of about 28 cents each. The only condition required by the city from those receiving free trees is that they shall be planted immediately according to instructions printed on the back of the order cards and that they shall be properly cultivated. No particular place for planting is specified.

How to Resent the Dishonesty of an Auto Scale.

TO THE EDITOR OF THE SUN—*Sir:* "Auto Suggestion's" complaint in a letter in THE SUN of August 22 regarding "inanimate thieving auto scales" is entirely truthful, but his methods are mild, not to say crude, in seeking redress. Thieving auto scales got my penny while waiting on B. R. T. "L" station Third street and Fifth avenue, Brooklyn, on Fourth of July last, and I got nothing in return. I wanted to punch its face and did. In such cases the elbow can be used with safety. After pushing in the face of the defenceless thieving auto scale I reached in and broke off the hand (indicator). Then I picked up all broken pieces of glass and carefully stuck them behind the remaining piece on the scale. There was then no doubt as to its being "out of order." Let "Auto Suggestion" try this method next time he loses his cent.

When next I saw damaged auto scale a few days later it had come to life again with a new face, but I didn't tempt it with my penny.

NEW YORK, August 24. AUTO ACTION.

A Kentucky Prophet.

From the Cynthiana Democrat.

The katydid predicts frost about the middle of September.

UNITED STATES LEADS WORLD IN PHONE CALLS

22 Billion Calls Last Year and Uncle Sam Used 14 1-2 Billion of These.

QUADRUPLED IN TEN YEARS

Europe Beats Us in Use of Telegraph—Telephone Thirty-six Years Old.

The statistician of the American Telephone and Telegraph Company after many weary hours of investigation and close figuring has made public his estimate that during the year 1911 there were 22,000,000,000 telephone calls throughout the world. Of this great number the United States had 14,500,000,000 "conversations," or 66 per cent. of the grand total. The countries of Europe got numbers from their telephone centrals approximately 5,800,000,000 times; Canada talked 900,000,000 times and the rest of the world had to be satisfied with 800,000,000 calls.

Although the United States surpasses the rest of the world in the use and development of the telephone as a time saving instrument of speedy communication for social and commercial purposes the telegraph traffic of this country, according to the statistician, presents quite a contrast, as only 17 per cent. of the 579,000,000 telegrams sent in the world during the year 1910 were forwarded in the United States. In other words, he says, "Europe has about the same proportion of the world's telegraph traffic as the United States has of the world's telephone traffic."

On January 1, 1912, there were approximately 12,453,000 telephones in the world, necessitating the stringing of 29,566,000 miles of wire, representing a total world's telephone investment of $1,729,000,000, which the statistician points out is nearly the value of all of Uncle Sam's gold coin and bullion.

Of the total number of phones the United States had 8,362,000 (10 per cent. increase over the number on January 1, 1911), or 67.1 per cent. of all the telephones in existence. The European countries were next with 3,239,000 phones, Canada, 335,000, and the rest of the world 517,000.

The United States's estimate of telephone miles of wire was placed at 18,179,000 (9 per cent. increase over the preceding year), or 61.5 per cent. of the entire mileage of the world. Europe had 9,461,000 miles of telephone wire at work (32 per cent. of all); Canada, 788,000 miles, and all other countries 1,138,000 miles.

In dealing with the matter of the total estimated telephone investment of the world the statistician says that the world's investment has almost quadrupled during the ten years ended December 31, 1911, increasing from $482,000,000 to $1,729,000,000. One-half of this great increase, he explains, was in the United States, where the annual increase averaged about $66,000,000. The average corresponding increase in Europe was about $27,000,000 less. The telephones companies in the United States had a total estimated investment of $1,025,000,000, twice that in all Europe and over one-half the total investment of all the world. Canada's investment at the same time was about $44,000,000 and all other countries $67,000,000.

Among the achievements in the past year in the use of the long distance telephone in this country was the opening of commercial service between this city and Denver, a distance of 2,160 miles, the longest distance over which oral communication is possible anywhere.

It was also during 1911 that the great United States railway systems have made rapid advances toward the general use of the telephone for train despatching. Over 200 roads have now adopted the system and the telephone has taken the place of the telegraph over 50,000 miles of railroad, or over 20 per cent. of the total railroad mileage in the country. About 10,000 phones are in use for despatching purposes.

The gross telephone earnings in the world, partly estimated, were $328,717,721 in 1909, of which the figures for the United States were $221,471,000; or 67.4 of the grand total. Europe's earnings were $91,331,000, Canada $6,752,000 and all other countries, $9,163,500. The average earning per telephone in the United States was $32.87. The highest average earning was in Belgium, where the amount is placed at $50.75 per phone, while Finland's average is the lowest, at $15.95 per phone. There are 8.1 telephones per 100 population in this country.

The telephone was invented by Alexander Graham Bell thirty-six years ago.

NOTED ENGINEER RETIRES.

Joseph Ury Crawford Was Twice Decorated by the Mikado.

Joseph Ury Crawford, consulting engineer of the Pennsylvania Railroad, having reached the age of 70 years yesterday, will retire from active work on September 1.

Aside from an enviable war record Mr. Crawford has attained fame as an engineer both at home and abroad, and during his long years of service was engaged upon many important engineering projects.

Mr. Crawford was born at Ury Farm, Philadelphia, August 25, 1842, and went to the University of Pennsylvania, in the class of 1862. At the breaking out of the civil war, Mr. Crawford enlisted in the Seventeenth Pennsylvania Regiment (Washington Greys of Philadelphia), and attained the rank of Captain.

From 1865 to 1878 Mr. Crawford was engaged in railroad surveys in the West and South. He was appointed consulting engineer of the Government of Japan in 1878, at the close of which engagement he was decorated by the Emperor of Japan with the Order of the Rising Sun.

In the fall of 1882 Mr. Crawford again entered the service of the Pennsylvania Railroad Company until 1898, when he was appointed by the Secretary of War consulting engineer for the United States Government to examine into and report upon the transportation facilities in Cuba.

In the fall of 1910 Mr. Crawford was again decorated by the Emperor of Japan for faithful service as consulting engineer and inspector of the Imperial Government railways. This time the Emperor invested him with the Order of the Sacred Treasure, Insignia of the [illegible] Class, Rising Sun.

On January 5, 1911, Mr. Crawford was appointed consulting engineer of the Pennsylvania Railroad Company.

PROMOTIONS IN POST OFFICE.

Postmaster-General Directs Expenditure of Near