

LEGION LEADER ALWAYS NOTED AS A FIGHTER

Col. Fred W. Galbraith, National Commander, Had Checkered Career.

BORN IN AN ARSENAL

Crossed Continent Frequently and Was a Sailor for Six Years.

FREQUENTLY IN BUSINESS

Finally Became Colonel of 147th Infantry, Known as 'Fighting First.'

New Legion Commander



Col. Fred W. Galbraith.

Special Despatch to THE HERALD.
CINCINNATI, Oct. 2.—The Fighting Colonel of the Fighting First," as Col. Fred W. Galbraith, new national commander of the American Legion, was known while leading his regiment of the Thirty-seventh Division to victory over the Germans, began his career under prophetic surroundings, as he was born in the Watertown Arsenal, a Government reservation at Watertown, Mass., on May 6, 1874. He has fought both literally and figuratively for forty-six years.

He left grammar school at an early age and went to San Diego, Cal., with his father. He attended school only up to his tenth year.

Almost before the man who to-day leads Uncle Sam's former fighters had attained his teens he went to work as track walker for the Southern Pacific Railroad, which was then known as the California Southern. A roundhouse fight was the nightly programme of the track walkers, and "the fighting Colonel" emerged victorious on almost all occasions and against odds.

As a transcontinental traveler the youthful Galbraith also broke all records. When he was thirteen years old he made another cross-country jump, this time to Springfield, Mass. There he began a rather abbreviated financial career. He obtained a position in a bank. After working there a short time the youth obtained a position with a Springfield manufacturing concern.

Foreman at 16.
After several years of hard work in the manufacturing plant Galbraith was made foreman at the age of 16. Then there were no seniority rights and work was the thermometer of advances. During the time that he was foreman he was subject to Galbraith's wrath and began to study nights to fit himself for Annapolis. In his first military venture he was doomed to disappointment, however, for after successfully passing mental examinations he was informed that he was six months over the age limit for cadets.

Not in the least discouraged and still resolved to be a trained fighter, Galbraith entered the Massachusetts Naval Training Academy. He completed a three year course in less than a year at the age of 18, was assigned to the ship Enterprise and made a trip to Japan. Later he was transferred to the Diego and was the first graduate of that vessel. That Galbraith was as good a fighter on the sea as on land his shipmates before the mast can testify.

Later he made another trip to Japan and was promoted to third mate. During this time he showed the earmarks of heroism, when a fire broke in the hold where oil was stored. Galbraith fought his way through the flames to waken a companion who was asleep. He risked his life in this adventure and won the respect of officers and crew by this deed and was known ever after as "The Battling Third Mate."

At Sea for Six Years.
All told Galbraith was at sea both before the mast and as an officer for about six years. After the cruise in which he rescued his fellow seaman from the flames in the hold he returned to New York as a second mate. His promotion came chiefly as an acknowledgment of his heroic work.

He was one of the "good" fought officers during the time he was in port and finally accepted a position on the Shenandoah, a sailing vessel with 14,000 square yards of canvas, and regarded as one of the largest of its time. On this vessel the Colonel made a trip around the Horn and again saw the shores of California, which he had left during his boyhood.

There adversity, always hovering over the Colonel, made its first severe attack, and he was left stranded on the beach. He worked around the wharves for over a month and when his working capital was reduced to \$1.50 he wired his brother for \$50. His brother, a slow moving New Englander, sent the money by mail, and Galbraith became acquainted with hunger for the first time while on the beach at Frisco. Since then he has told friends of "bumping" a meal from the free lunch stands in the sailors' dives around San Francisco's Chinatown. When the money finally arrived Galbraith had made the rounds of all the free lunch barrooms in San Francisco as well as the cheap restaurants. It was then that Galbraith first became an orator and it took more than the skill of even William Jennings Bryan to wheedle a meal out of the proprietors of San Francisco restaurants in the old days.

His relatives then begged him to desert the life of the sea for a more stable existence, and in order to comply with their request he again worked his way around the Horn on a tramp sailing vessel.

Took Factory Position.
On his arrival at home Galbraith took the next step in his career as a fighter first and business man last by accepting a position in a factory. When the dull monotony of this life began to pall he changed jobs and took the job of addressing postal cards for \$2 a week.

It was then that the world war hero got his first real chance to do "big things." It was with the John P. Squires & Co., a packing concern of his home city, Springfield. The concern had drifted down hill and had gone into the hands of a receiver. William Lloyd Garrison, Jr., one of the board of receivers, came to Galbraith and asked him if he would take the job of straightening things up. "We want a man who can make things hum," Garrison told Galbraith. "I'll take a shot at it," said the Fighting Colonel. "Good, your salary is \$5,000 a year," Garrison replied.

Galbraith, as he had done everything

before, went at that job thoroughly. He had approximately 800 men to control and began by going on the outside and working his way in. After being in office approximately a year he made more through the sale of old junk lying around the place than the firm had profited by its business formerly.

Initiative was the first word in the Colonel's business primer, and along the lines of enterprise he continued as a success in his executive capacity. He kept everlastingly at it on the principle that a penny saved was a penny earned and success crowned his every effort at tightening the loose lines on which the company had been operated.

Became Superintendent.

After a year of plugging, the fighting Colonel was rewarded by being made general superintendent. They gave him another pay increase and the directors of the company told him that he had saved them \$100,000 a year without decreasing their production in the least. What had formerly been the bankrupt bulk of an industrial concern was through his efforts made a thriving, prosperous producer.

Though ousted from his position because of politics among the directors, the Colonel then married the daughter of a Judge of Turner Falls, Mass. They make lots of fine things in Turner Falls but Mrs. Galbraith was the masterpiece, Galbraith has told his friends.

In 1915 Galbraith took command of the first Ohio National Guard as Colonel. He took his regiment to Camp Sheridan in 1917. It was subsequently changed to the 147th United States Infantry. Colonel Galbraith was head of all affairs at Camp Sheridan, being particularly active in providing social recreation not only for his own regiment but for all units in training at Camp Sheridan. Under his direction a coliseum, the largest of any army building in the country, was constructed.

The regiment was rapidly moved to Camp Lee, then transported to Holston for final examination. Finally, the time came to "show off." The welcome order was given, and "Cincinnati's Own" slipped out of New York Harbor on the night of June 15, 1918. A record trip was made as the transport landed at Brest, France, on June 22, a seven day trip.

Intensive Training.
The regiment was then ordered to Bourmont for special training. The training was intensive, much more so than the training the regiment had done at Camp Sheridan. The intensive training was made necessary because of the change from trench to open warfare at this time. After three weeks' work the regiment was sent to the Baccarat defensive sector.

The 147th Infantry was incorporated as part of the Thirty-seventh Division while stationed at the Baccarat sector. Col. Galbraith continued in command of the 147th, however. After his baptism of fire in the defensive sector the Thirty-seventh Division was given a week's duty in the Argonne drive. It was engaged in that terrific and deciding "push" from September 16 until October 1. The regiment was taken out, and after a brief rest was sent to the St. Mihiel sector for one week.

Then followed a hurry trip to reinforce the Belgians in Northern Belgium. It remained there for one week and then was given two days' rest. Back into the fray went the regiment after the short rest. It crossed the Scheidt River and was immediately afterward halted by the armistice.

The regiment soon resumed its march toward Germany. It was switched to Dunkirk, France, however, and remained there for several weeks. They followed the welcome news to move to Brest and then a long wait at that port. The Thirty-seventh Division, including the 147th Infantry, arrived in this country in April, 1919, after ten months of service.

The division was given a rousing welcome in New York. But magnificent as it was, a few of the products obtained from the division extended the "Fighting First" and its colonel on their return to Cincinnati. A memorable parade was held, and Col. Galbraith, at the head, and was given a tremendous ovation all along the line of march.

**BIG PROFITS ARE SEEN
IN LUMBER PRODUCTS
60 Per Cent. of Cut Timber to
Be Utilized.**

CHICAGO, Ill., Oct. 2.—That the by-products of the sawmill will outvalue in the near future the finished lumber is the prediction of a Western timber authority.

"Only 40 per cent. of our cut timber is utilized; the rest is thrown away. This means that the unused 60 per cent. is in such shape that it would not pay to use it. The problem of utilizing waste material," says his authority, "is that of making the utilization profitable. The enhanced value of timber to-day is making profitable the conversion of waste into merchantable products. Alcohol, tanning extracts, turpentine, pine oils, fibre for rugs, carpets, bags and all sorts of fabrics, imitation leather, linoleums, insulating materials—these are a few of the products obtainable from sawmill waste which was formerly thrown away."

It has been predicted that the by-product distillates of wood are worth as much as the lumber itself. In fact, other sawmill products in value. Grain alcohol may be produced from any wood at relatively low cost and by a process that yields other products of value as well. This may become a substitute for oil and gasoline in the operation of engines for automobiles and automotive machinery.

Tanning extracts are made mostly from the bark of oak and hemlock. Turpentine comes from woods possessing necessary resinous content. In fact, practically every wood possesses important by-product possibilities that may be greatly increased by chemical experts. As chemical investigations advance and new uses are found for wood waste, the percentage of waste will be steadily cut down.

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ABRAHAM AND STRAUS Inc.

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—THE A. & S. CROSSWAY—

connects the down-town platform of the Hoyt St. subway station with the elevator in the East Building. Customers using the Nostrand Avenue and Eastern Parkway extension trains can thus enter The Store Accommodating direct without ascending to Fulton St. Customers

from Manhattan using the Lexington and Seventh Avenue subway can enter the Store direct through our Private Entrance at Hoyt St.

Weather To-morrow
Fair and Warm
Telephone Main 6100

Start-of-the-Season Styles at End-of-the-Season Prices

Whatever it is that you need for your fall wardrobe, you will find it both new and low priced in the A. & S. Apparel Shops, for Monday is a day that is to be devoted to effective fashions at low prices.



Women's Coats and Wraps \$44.95

Prices are certainly diminishing when coats like these are sold at prices like these! Each one of these several models is styled on the season's modish lines, every one the kind of garment for which you would expect to pay considerably more.

Two of the styles are illustrated and others have straight, simple lines or loose-back models that fit gracefully and some fitted models for larger women. Sizes vary in the different styles from bust 34 to 50 and from bust 39 to 53 in others.

The Colors Are:
Zanzibar
Malay
Nanking
Copenhagen
Navy

The Fabrics Are:
Silvertip Bolivia
Bolivia
Crystal Bolivia
Heather Cord
Green
Wool Velour
Frost Glow
Fancy Mixtures
Seal Plush
Silvertones

A. & S.—Second floor, Central.



New Satin Frocks for Well-Dressed Women \$36.50

Your early Fall wardrobe is simply not complete unless it includes a practical, becoming satin dress! This type of dress you can wear on almost every occasion and feel correctly dressed.

There are three models in this collection. Two illustrated, and they are all in excellent taste, with just the right amount of effective trimming to make them dainty, and the right amount of simplicity of line to make them suitable for street wear.

The colors are black, brown and navy, and the sizes 34 to 44.

A. & S.—Second floor, Central.



Fall Suits for Women \$44.95

Madame will be very smartly clad in one of these suits, even though the price is as low as \$44.95! There is a trim simplicity about the tailored models, and a little air about the more dressy styles that proclaim them at once as advance modes.

The belted model of velour (illustrated) has a convertible collar, and the new style long coat, while a man-tailored suit, is natty trimmed with braid and has smart pockets. A velour model (illustrated) is made effective with a fur collar, fine tucking and a narrow belt, and another velour model has self-colored stitching and a convertible collar. The colors are Oxford gray, brown, beaver, taupe, reindeer, navy and black.

A. & S.—Second floor, Central.

Velvet Chapeaux that are semi-ready to wear \$3.79

These are very effective little hats, the kind that have a saucy little turn-up brim or a new dip that gives it its air of smartness. They are of soft velvet, tucked, corded or draped, in the season's bright colors—red, cerise, taupe, Copenhagen and navy blue, brown, beaver, sand, negro and black.

A. & S.—Street floor, East.

Linens at Economy Prices

This list of linens includes items that every housekeeper has to buy sooner or later, and will solve many of the fall home shopping problems.

HUCK TOWELS, 85c.
Pure linen, hemstitched, with damask border and monogram space. 18x36 in.

HUCK TOWELS
24c., FROM 29c.
Of hemmed cotton.

TABLE CLOTHS, \$3.35
2 yards square, round centre design.

SANITAS LUNCHEON SETS \$1.49, FROM \$1.75—
13 pieces.

BATH MATS
\$3.49, FROM \$4.50
Extra heavy, in an assortment of designs.

TURKISH TOWELS, 44c.
With blue borders.

FANCY TURKISH TOWELS, 67c.

Slight mill imperfections account for the low price. In pink, blue and gold.

A. & S.—Street Floor, Central.

Fashionable SILKS at Price Advantages

From the rich A. & S. stocks of silks in greatest demand, and from manufacturers disposing of surplus stocks at low figures, come these extraordinarily attractive offerings for home dressmakers:

SATIN MESSALINE, \$1.49 YD.—35-inch; all-silk; in a fine range of colors and black.

GEORGETTE CREPE, \$1.49 YD.—39-inch; superior quality; black; also new and standard colors.

SATIN CHARMEUSE, \$2.79 YD.—40-inch; in black, navy, brown and other desirable shades; an unusual offering.

WHITE SATIN HABUTAL, 98c. YD.—36-inch; from Japan; all-silk; especially good for lingerie.

BLACK DUCHESSE SATIN, \$1.49 YD.—35-inch.

BLACK DRESS TAFFETA, \$1.49 YD.—35-inch.

BLACK COSTUME SATIN, \$2.88 YD.—35-inch.

BLACK SATIN MESSALINE, \$1.49 YD.—35-inch.

FINE TRICOLETTE, \$2.45 YD.—Of knitted fibre silk, plain and fancy weave; a splendid range of colors; for suits, blouses, etc.

A. & S.—Street floor, West.

Our Large New Stocks Present

Sale of Oriental Rugs

at reductions of 15 to 25%

SENTIMENT has no place in the price of Oriental Rugs, though rich stores of it may be woven into the fabric of the rugs themselves, with their traditions, their legends, their histories.

We mark all our Oriental Rugs on the same close, commonsense basis as our other floor-coverings. The result is that, large and beautiful as our stock of them is—and we now have over \$200,000 worth of splendid Rugs on hand—they are all priced regularly from 10% to 15% less than rugs of equal size, beauty and quality are offered for elsewhere.

And it is these same low prices that we reduce, for the purpose of this sale, still further.

Small and Medium Size "Scatter" Rugs

ZARONIN, HAMADAN and NAMAZI RUGS, heavy pieces of unusual beauty, averaging 3x5 ft., reduced from \$110.00 and \$125.00 to
\$85.00 and \$95.00

MOSUL and BELUCHISTAN RUGS, silky specimens for floor, table or piano bench; averaging 3x6 1/4 ft., reduced from \$65.00 and \$75.00 to
\$59.50

Other Beluchistans at \$45.00 to \$97.00
Mosul Rugs, large and heavy, \$85.00 and \$97.00
Kurdistan Rugs, 3 1/2 x 6 3/4 feet, at \$117.00

HEAVY DOZAR RUGS, averaging 5x6 1/4 ft., a heavy quality in soft colors, reduced from \$165.00
\$139.00

ANATOLIAN SILK and GHORDES RUGS, beautiful prayer rugs, in gold, light blue, soft red, tan, etc.; reduced from \$125.00 and \$150.00 to
\$98.00 and \$129.00

And This Splendid Group of LARGE RUGS

While the actual price reductions are not listed, the reductions run from 15% to 20%—all on heavy, selected specimens in desirable colorings.

Reduced to	Reduced
MAHAL, 8 ft. 6 in. x 6 ft. 8 in.	\$197.00
MAHAL, 8 ft. 9 in. x 7 ft. 3 in.	269.00
MAHAL, 10 ft. x 7 ft.	289.00
MAHAL, 10 ft. 2 in. x 6 ft. 10 in.	296.00
MAHAL, 12 ft. 2 in. x 8 ft. 11 in.	498.00
ARAK, 12 ft. x 8 ft. 9 in.	648.00
ARAK, 12 ft. x 9 ft.	744.00
MAHAL, 12 ft. 1 in. x 10 ft.	455.00
MAHAL, 11 ft. 6 in. x 9 ft.	451.00
BELUCHISTAN, 13 ft. 2 in. x 6 ft. 8 in.	\$450.00
GOROVAN, 12 ft. 10 in. x 10 ft. 2 in.	597.00
BULUK, 11 ft. 8 in. x 9 ft.	498.00
MAHAL, 12 ft. 6 in. x 9 ft. 2 in.	348.00
MAHAL, 8 ft. 6 in. x 7 ft. 1 in.	198.00
GOROVAN, 10 ft. 7 in. x 5 ft. 7 in.	275.00
BELUCHISTAN, 12 ft. 9 in. x 6 ft. 10 in.	485.00
SAROUK, 10 ft. 3 in. x 7 ft. 1 in.	595.00
SAROUK, 10 ft. 9 in. x 7 ft.	610.00

A. & S.—Third Floor, East.