

established as a self-governing people, Germany would come into the League of Nations, and there, in accordance with the covenant of its creation, every requirement of the Paris treaty which in calmer moods of the world might seem to be unjust or unreasonable would from time to time be modified.

Whether with reference to Germany or to any

other people, such modifications are assured. Every unjust or otherwise objectionable condition which this treaty may possibly contain can be readjusted by open, safe, and fair methods, without breach of the world's peace. Whatever defect the actual working of the treaty may reveal, it is deemed by the League of Nations Covenant which the treaty embodies.

## The Case For Korea

By Dr. Syngman Rhee

*Secretary of State under the Provisional Government of the Republic of Korea; Dr. Rhee is a native Korean educated in America (A.B. George Washington University; M.A. Harvard; Ph.D. Princeton).*

**K**OREA is the Belgium of Asia. Like Belgium it has been surrounded by powerful neighbors for centuries. It is a peninsular kingdom with a total area of over 80,000 square miles. It has a territory about as large as Kansas. Its population is about 18,500,000, equal to that of New York and Pennsylvania combined. It is fairly thickly populated, having about the same density of population as the State of New York. Its climate is ideal, its soil is fertile and its mineral resources exceedingly rich.

This beautiful country succeeded in maintaining its independence for over 4,000 years until 1910, when Japan, by force and treachery, made Korea a part of Japan. It is the hope and aspiration of every Korean to see all outside forces driven from his land and independence restored. We base our claims for self-determination on much the same grounds that other nations do.

There is much dispute as to the difference between a people and a nation. Korea is a country, a race, and a people. The two latter terms are not always synonymous. It has its own language, entirely different from both Chinese and Japanese. We have a perfect alphabet based on a pure phonetic system, while the Chinese have only ideograph characters. We have our own language, we have maintained ourselves as an independent political unit for over forty centuries, and we have never been governed by an alien race.

Korea has been the mother of art and industry in Asia. Japan copied her progressiveness from Korea. Those artistic productions of which Japan boasts today as her own are

Korean in origin. From Korea Japan learned the first improvements in silk manufacture and in printing. The ascendancy of Japan over Korea is not the ascendancy of culture or of innate ability. The Koreans believe themselves to be a race superior intellectually and morally to the Japanese. Many western students and those of oriental countries agree with them. It is not in these qualities that the Japanese have outstripped Korea. Their ascendancy is purely military.

Since Asia has been opened to intercourse with the western powers, Japan has sent her young men to them to be educated and acquire modern knowledge. She has always placed military power above everything else. Even before their country was opened to the West the Japanese were a fighting race and have always been militarists and expansionists. Like Germany, they believed the doctrine that the strong should impose upon the weak. After thirty years of western education they found themselves stronger from a military point of view than any other nation in Asia, and since that time have pursued a characteristically German policy.

Korea, on the other hand, has been guided by her own characteristic philosophy, and among the five divisions of occupation—the literary class, the agricultural class, the industrial class, the commercial class, and the soldiers—the soldier comes last. So when Korea was induced to throw open her doors to the western world she realized too late that she had neglected her own protection.

When Russia attempted to grab Korea, Korea tried to cooperate with Japan against

Russia. The queen, a lady of strong will power, refused to permit foreign interference, and as a result was murdered at the instance and with the active participation of the Japanese minister. The weak-minded emperor was confined in the royal palace, but escaped and found protection in the Russian legation. Finally, Korea entered into a treaty with Japan, permitting Japanese troops to come in and fight the Russians side by side with the Korean Army. When the war was over the Japanese troops occupied the entire kingdom like a conquered territory and compelled the Korean Government to disband its army. The Emperor of Korea refused at the risk of his own life to sign a treaty turning the country over to Japan. The Prime Minister was also asked to sign it. He, too, refused and was cast into prison. At last Japan bribed a hireling to sign it, and in 1907 an unsought and unwelcome protectorate was declared over Korea, followed in 1910 by outright annexation.

During the last ten years Japan's rule in Korea has been much the same as the German rule in Belgium. The supreme aim of the Japanese is territory. Japan declares she must have Korea for her surplus population. "What about the Koreans?" we ask. "Korea is also thickly populated." Their answer is, "We want an outlet and Korea is convenient." Korea may have the right, but Japan has the might. By means of heavy taxes on land they have dispossessed the Koreans and replaced them by Japanese. The Koreans have been driven to the factories; thousands of little children and women are working every day in the tobacco factories for trifling wages.

Japan is applying an educational policy which is a mixture of czarist Russia and Germany. No young Korean is allowed to go beyond the grammar school. There are no high schools. The youth are not permitted to go to Europe or America for higher education. No Korean is allowed to study any language except Japanese. Speaking the Korean language in schools and offices is a crime. All Korean literature and histories have been confiscated and burned. Even *Æsop's Fables* translated into the Korean language have been destroyed because they contain the story of a man who died for his country. The young men who have escaped to other countries to study cannot come

home again. Even the Bible has been legislated against. Two years ago a law was passed providing that at the end of ten years it might not be read at the missions.

It is impossible for the Koreans to fight. A revolution of violence is impossible. The Koreans do not believe in war and they hate the idea of killing. Furthermore, they are not allowed to own any weapons. They are without arms or means to purchase them. Even a fowling-piece is forbidden by the Government. The present revolutionary uprising is the most remarkable peaceful uprising in history. Korea is now under a great network of Japanese spies, a system copied from Germany. It is so thorough that there is a Japanese spy in almost every household—certainly in every hamlet. In spite of this the Korean Independent Union organized several million people and planned a Declaration of Independence. On the first of March the leaders of the independent movement in Seoul signed the Declaration of Independence in a hotel, called up the Japanese police and told them to come and arrest them. The same declaration was made in other cities and in other countries on the same date.

That proclamation states that the Koreans will employ no weapons. Private cable dispatches report that since the declaration 30,000 persons have been arrested and 10,000 killed. Churches have been destroyed, villages burned, people massacred, missionaries arrested, women raped. Yet the Japanese Ambassador says the revolution is only made up of a handful of students.

We believe that the imperialistic policy of Japan will ultimately be crushed in Asia, as its prototype has been crushed in Europe. We are told by Japanese propagandists that the Koreans are not fit for self-government. The answer is that we were fit enough to govern ourselves for over forty centuries, and maintained and organized a highly developed government while Japan was divided and subdivided into numerous petty states. If Japan itself is fit for self-government, Korea is even more fit. All we ask of Japan is that she let us alone, whether we are fit or unfit. We have found out that no other people can do our work for us better than we can. We ask the right of self-determination, which is the fundamental principle of world democracy.

# Lloyd George's Future

By Frank Dilot

*American Correspondent of The Daily Chronicle, London; author of "Lloyd George: the Man and His Story"; "The New America," etc.*

A GOOD deal has appeared in the newspapers both in America and Europe about what is likely to happen to Lloyd George now that Lord Northcliffe, the newspaper magnate, has quarreled with him, and there are many suggestions that his public career will be checked, possibly broken. The enormous influence of Lord Northcliffe through his ownership of scores of journals, including the most powerful in the country, and the dynamic and independent nature and temperament of their controller are given in evidence. Did not Lord Northcliffe make Mr. Lloyd George? is asked. Can he not unmake him as easily?

I know both men very well, and in my judgment it is quite certain that the newspaper proprietor will not permanently injure the Prime Minister, and that the latter while he has his health and strength will remain a dominant figure in English public life, which means of course that he will also remain a man of international influence.

In the first place, one has to take into account the personality of each of the men. Lord Northcliffe, a genius in business, not only has built up a huge organization by his quick intuitiveness, by his tenacity, by his force of will, but in spite of the sneers of the highbrows has made himself through his newspapers an electric force for all kinds of objective matters in public life. But all the same he is not a great man in the sense that Mr. Lloyd George is. He has no long-distance vision. He has not the constructive public mind. Courageous as he is, he lacks the tenacity in face of defeat which characterizes the Prime Minister. Journalists are apt to be prejudiced in favor of a fellow journalist, and I think their judgment about Lord Northcliffe's proving to be the eventual conqueror of Mr. Lloyd George is not only a fallacy but an absurd fallacy. Some of Lord Northcliffe's fiercest campaigns have been against Mr. Lloyd George and his projects, and in not one of the tremendous fights he has made has Mr. Lloyd George really failed and in nearly every one he has triumphed over Lord Northcliffe.

With the coming of the war Mr. Lloyd George burst into new prominence not merely as the fierce man of courage, but also as a man who could do things. I have no doubt that Lord Northcliffe was perfectly sincere in his support of Mr. Lloyd George as Prime Minister in the place of Mr. Asquith. Perhaps he hastened his accession to that office. I am quite sure Mr. Lloyd George would have been Prime Minister with or without that support.

Lord Northcliffe and Mr. Lloyd George are both men of mercurial temperament, but, whereas Lord Northcliffe has an immediacy of sight, Mr. Lloyd George is far visioned. He will quickly change his methods, but he will not change his objects. He may use one instrument today and another instrument tomorrow, but his eyes are always on what he has in ultimate prospect. Lord Northcliffe is a lesser man altogether, which can be said without attacking his sincerity.

I cannot help feeling that it was with a stinging sense of humor that Mr. Lloyd George utilized the newspaper proprietor for national purposes and turned his energy in a dozen useful directions. Those who know the British Prime Minister very well could certainly have no illusions as to the respective parts each of the two men was playing. Mr. Lloyd George even gave Lord Northcliffe a step in the peerage, a body which a few years ago he had robbed of its power.

There was a young lady of Khliva,  
Who went for a ride on a tiger;  
The tiger came back with the lady inside  
And a smile on the face of the tiger.

I have never had the slightest doubt which was the lady going out for a ride with the tiger.

What is going to be the upshot of the present quarrel? If Lord Northcliffe should push his newspaper power to an extreme degree and in a direction which might be considered as dangerously overriding national interest, well, then, the Prime Minister is just the man to impose legislative restrictions, whatever the precedents and whatever the feelings of those concerned. I do

not think it will come to that. Lord Northcliffe is after all a shrewd man of business.

Mr. Lloyd George while he is in power will continue to push ahead with his parliamentary plans, whether Lord Northcliffe likes them or not and whether he opposes them or not. Lord Northcliffe, on the other hand, will proceed to attack Mr. Lloyd George's policies, especially when they appear to be opposed to popular inclination. He will certainly lose no chance to weaken Mr. Lloyd George when an election comes. He may very well take away some of the votes from the present Prime Minister on some special issue. But his effectiveness is lessened by the fact that Mr. Lloyd George is now not merely a national figure, but an international figure, and by the fact that he has secured the admiration of hundreds of thousands in his own country who before the war were inclined to belittle him.

Mr. Lloyd George remains a man of the people, and as such he will continue with his measures on their behalf. He holds the popular imagination in a way no man has held it since the Reform Bill, nearly one hundred years ago—not even Gladstone himself. His association with the Conservatives for war purposes is, I

am convinced, but temporary. His recent consultation with labor leaders as cabled to the newspapers here is significant. I look to see some readjustment of parties in the House of Commons after the next election, which probably will not be very long delayed after the signing of peace. I make a general guess that Mr. Lloyd George will emerge as the leader of a party including leading Laborites and Liberals with a sweeping program of social reform to meet the case of the new England that has been made by the war. There will be measures for the making of country life more attractive, the provision of houses and small holdings for the man who wishes to cultivate a few acres of ground, and assistance at the same time to help him plant that ground and market its products. There will be an attempt probably to nationalize absolutely some of the great nation-wide industries, such as the coal mines and the railways. Such measures as these will strike the keynote of the program that I fully anticipate Mr. Lloyd George, at not too distant a date, will lay before the country. Finally, I should not be in the least surprised to see Lord Northcliffe supporting and helping forward some of those same measures.

## The Nonpartisan Champion

By Ray McKaig

*Field Secretary of the Nonpartisan League*

**I** REMEMBER when in North Dakota I first met A. C. Townley, the President of the Nonpartisan League. I was then State Master of the Grange. As he indignantly told me how the food pirates had beaten down the price of the grain just when he was ready to sell I became indignant too. He became bellicose as he told how they shoved the price up after cornering the market. I became bellicose too. Then came the appeal to "stick together." Would I "stick"? I was so "het up" by this time that I was looking around for a stick to hit a grain-pit rattler. Yes, we stuck, and we won. His promotive personality inspires confidence, and irresistibly makes one a crusader against economic wrongs.

A politician and a photographer are remotely related to the Siamese twins. But Townley will not pose for his photograph. So one must de-

pend on a mental picture. As a speaker I can best describe him. He is rather slow in action and exceedingly deliberate in the use of words. As he commences to talk he appears to be about "five foot ten"; when he finishes he seems to be about "ten foot five." Rather thin in appearance, he is yet strong in physical makeup. His eyes are set deep, but they match his sarcastic drawl. His hair is dark and his nose is rather prominent. You get the impression that if he had gray hair he would resemble an American eagle that longs for real freedom. That freedom is relief from the economic injustices of the day. He speaks slowly and enunciates clearly; his gestures go after you, reaching out to tear down your refusals to agree with his ideals. His voice is expressive, strong, and resonant. As irony, sarcasm, or sympathy is hurled at his crowd his voice betrays his mood

before his words articulate his thought. He is one of the great native orators of America.

As a stump speaker he knows his crowds and entices interrupters. Woe unto him who tries the heckling game. He excels in dry humor, which punctuates every other paragraph. Ridicule is his favorite weapon. I think that Townley and ex-Governor Lind of Minnesota are the best two stump speakers of prominence in the Northwest. By that I mean men that can convince out-of-door crowds and change the heckler into a buffoon. I heard Townley give his maiden League effort in Dakota, and have watched him grow till he delivered his midnight masterpiece on the capitol steps in Boise, Idaho, defying an organized mob of politicians. In those years of public speaking he had learned the art of singling out the leader of the opposition and placing around his neck a monkey collar. In Dakota it was Jerry Bacon and Thomas Parker Junkin that Townley made "immortal" as the agents of "Big Business."

So in his Boise speech it was natural that he should single out the mob leaders for ridicule. This time it was Jess Hawley, a lawyer representative of the famous Idaho Power Trust, that stirred up the mob to prevent Townley from speaking. After the mob had become toothless by the farmers pounding up the leaders, this agent of the power company was compelled to listen. Townley first fitted the monkey collar on him by comparing him to a spoiled child sitting on the dinner table. His mouth was full of sugar, his face was smeared with jam, his hands were full of butter, and his feet were in the gravy. "Don't blame the child, but censure the parents." Then he drove home the truth that the farmers were to blame that Jess Hawley was lawless, because the farmers let him think he could about run that State. "Organized, the power is yours," Townley declared; "but disorganized, the lawless lawyers can bully you around like a spoiled babe."

He hates the average newspaper for the inconstant garbling and distortion of his speeches, and their misrepresentation of the League. At the various meetings he flays the editors and their owners. "Gentlemen of the kept press," he burst out at a big ten thousand people convention at St. Paul, "while I am talking now you fifteen reporters are sending out fifteen different lies over your wires. You cannot help it.

It is your living. But you are prostituting your talents and you lie like hell." The hooting the crowd gave the reporters and the cheering for Townley was a sad commentary on the journalistic world of today.

When the federal court last fall through Judge Amidon declared that all the League funds were accounted for and there was no graft, Townley was asked what would be the line of the next attack. He quickly answered, "From the inside. We have beaten them on an open attack at every angle. They have accused us of being carpet-baggers, free-lovers, atheists, and rabid Socialists. After the war commenced we were called pro-German, spies, and even traitors, but they failed to shake our forces. The enemy will now honey, palaver, and seduce some of our leaders in the different States."

Townley's intuition is a gift. He has an uncanny way of running ahead of your thoughts in conversation and knowing what you are going to say. And many a move to checkmate clever enemies has been made because he can often out-guess the opposition. In gathering men around him who are loyal and who prefer the cause to political prestige, and of whom not one close adviser has sold out, he has seldom made a mistake in his choice of lieutenants. Quick to see through the average self-seeker, he is also as quick to size up a political situation when a snap judgment is necessary for success.

Reduced to poverty by the unscrupulous wheat pirates of the grain exchange in 1910, his sole ambition is to deal a death blow to their system of food gambling. Realizing the need of an industrial democracy, he inspires his audiences to that same need. Born of British Isles parentage, he dearly loves the fight to free the farmer from the false markets. With only a high school training, he yet has defeated some of the brainiest old-gang strategists of the grain States. A man of the people, he speaks their tongue, says what they wish, and demands what they ask for—a better land, a chance for all, no special privilege, and no corporate greed which breeds anarchy. A real America is Townley's ideal. He wants the Nonpartisan League to stand as a buffer between the perils of America—intrenched privilege on the one side, poverty and anarchy on the other. This is his vow that he has made publicly many a time before his League audiences. It is a pledge that

thrills his hearers, for they know he means it all: "I want to say to you this,—that in so far as I am able, in so far as I have intelligence, in so far as I have ability to guide me, as long as I am privileged and permitted to live among you, as long as there is any life in my body, as long as there is a live nerve, a drop of red blood or a breath of life in me, I pledge you that I will not betray this organization, and I will see to it that no man or group of men ever betrays the Nonpartisan League."

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## CURRENT THOUGHT

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### The Chase

I HUNTED Loveliness in eager chase  
 By streams that babbled of her merriment,  
 Thro' woods grown wistful, meadows full content,  
 Having but glimpsed the shining of her face;  
 But though I came on many a furtive trace  
 (A jasmine memory, a silvery glint  
 Thro' gossiping aspens, or some tremulous hint  
 In petaled showers, making every place  
 Her robe had sheltered dusk with dream of her),  
 I could not clasp her; always knew her gone  
 A thought beyond me, while the quivering whirr  
 Of swift-winged sandals seemed to lure me on  
 Till, in my home, by some sweet ruse beguiled,  
 I found her—nestled with my sleeping child.

—Margaret Cable Brewster, in the *Stratford Journal*.

### Back to the Land

THE whole back-to-the-land movement which has been well under way for some years has received a very real impetus by the returning thousands of young fighting men, seeking jobs. If we give a soldier a job, it usually means displacing the present holder of it. Except by opening up the land we cannot materially increase employment. The soldiers will not go back to unprofitable farming.—*Bolton Hall*.

### Incidence Misplaced

TAXATION is payment for social service. Honesty in taxation requires the community to charge for what it does for the citizen, but not to charge the citizen for what he does for himself. Our present system of taxation is simply confusion worse confounded. We rob the citizen of his private property when we tax labor products, and we rob society of social property when we fail to take for social use all land values.—*James R. Brown*.

### The Reason Why

GEORGE W. PERKINS comes home from his war relief work in Europe with the solemn conviction that "the time to have made peace with

Germany was the very first hour possible after the 11th of November." That has been the precise program, and the possible hour might have been arrived at earlier if there had not been so many George W. Perkinses in the United States, Great Britain, France, Italy, and Japan, all intent upon the old diplomacy of intrigue and the sword.—*New York World*.

### A Good Peace

HOW can Mr. Clemenceau dare to say that the peace made at Paris is "a good peace"? He must be speaking ignorantly, under the illusion that a peace satisfactory and salutary to France and to the rest of the free world is a "good peace." In this country there are specialists in prejudice who know better. They know that no negotiation, transaction, peace or war in which Mr. Wilson has had a hand can be good. Senator Reed, Senator Poindexter, and Senator Borah should appoint themselves a Committee of Three and correct Mr. Clemenceau's unhappy error.—*The New York Times*.

### Religion Up to Date

ORGANIZED religion must respond to the challenge of the new social conscience by freeing itself of the old accusation that it is a class institution. Religion of the future must deal with life in the world. It must appreciate that golden instincts cannot arise from leaden lives; that roses cannot grow from muckheaps; that men cannot be saved spiritually unless their environments makes it easier to be good and harder to be bad. The new religion demands that men of all religions forget the things that have divided them in the past, and that stress be placed upon the establishment of a genuine social justice. Religions may be many, but in this sense religion must be one.—*Rabbi Horace J. Wolf*.

### Newspaper Criticism!

THE President succeeded on this occasion because he acted without sense and without constraint in a panorama that was gotten up more for the benefit of his party than for the glory of the nation and the honor of the dead. . . . We pass over the silly remarks of the President; for the credit of the nation we are willing that the veil of oblivion shall be dropped over them and that they shall no more be repeated or thought of.

This is not an extract from an editorial in the *New York Sun* or the *New York Tribune*. Nor were the sentiments quoted above taken from any of the public utterances of Senator Poindexter or Senator Sherman or Senator McCormick. They are from an editorial that was printed in the *Harrisburg Patriot and Union* on November 24, 1863, and have no reference to Woodrow Wilson. The President in question was Abraham Lincoln. The "silly remarks" were the Gettysburg speech.—*New York World*.

## BOOKS

## A Dramatic Critic on Living Drama

*The Peace President: a Brief Appreciation.* By William Archer. New York: Henry Holt and Company. 1919.

LORD BACON was satisfied to intrust his fame to posterity and to foreign opinion, which he conceived to be a sort of contemporary posterity. Mr. Wilson has been fortunate in one of his interpreters to the ears of this contemporaneous, dissociated, and dispassionate public which will not deny itself an interest in every character of international significance, whether the particular prophet is or is not without honor in his own country.

Those of us who had a keen interest in Mr. Archer when he was translating, interpreting, and even staging for London audiences the productions of Henrik Ibsen, the greatest of modern dramatic students of the social facts of life, cannot but feel a peculiar sympathy with this attempt to portray on the rational sensory of his countrymen the essential lineaments of the greatest workman in the modern field of political progress and moral reform.

In eight brief chapters this consummate craftsman in letters tells the story of Woodrow Wilson's life, education, conflicts, and achievements down to the beginning of his labors in Paris in a manner that is charming and inspiring. The brief touches that show the quality of the boy's mind and the young man's attitude toward books and life are refreshingly appropriate. The author's lingering on the felicities and wholesomeness of his contributions to American literature emphasize an essential part in the President's preparedness for his work. The depiction of his efforts and successes as a reformer and executive in the field of education deepen the reader's sense of Mr. Wilson's broad endowments for great office. His picture of the Governor of New Jersey squelching the ambitions and machinations of the political grafters who had failed to understand his purpose and ability is a wholesome sermon for the times. These and other features of detail make Mr. Archer's book one that should not only interest every intelligent Briton, but which should make it profitable reading for every patriotic American.

But what pleases us most in the volume is its author's sympathetic insight into the movements of the American Government after the fateful August of 1914. 'Tis Carlyle who asserts that sympathy gives insight, and perhaps the fine fiber and cultivated critical faculty of Mr. Archer's mentality is responsible for the superiority of his judgment to that of many of the newspaper and magazine scribes in Washington and New York who all along have persisted in scanning world ethics with the economic vision of the peanut vender. Disclaiming any attempt at relating, let alone discussing, the

details of the President's course through the years of neutrality, he recalls the salient facts between the assault on Belgium and America's decision for war, and concludes for several sound and logical reasons that the course pursued was the only right one. "He declared for war, and the country rose at his summons. He had throughout played the part of a resolute, far-seeing, plain-speaking, democratic statesman; in the final moment of decision he proved himself a great leader of men."

Mr. Archer is so intent on the broad lines of justification of the important facts that he trips up precisely where we should expect so acute an observer and so discerning a critic to set his countrymen right. We might expect London music halls and British recruiting sergeants to find an easy joke in the "too proud to fight" phrase, and perhaps we had no quarrel with the overworked abuse in the Presidential campaign in 1916; but a scholar and a critic like Mr. Archer should have escaped using terms like "certainly unfortunate" and "expressing nothing of great importance" in reference to a paraphrase of a classic Latin axiom that had been quoted on a memorable occasion by the greatest statesman of his times in the Parliament of Great Britain. At the moment the President used it, it expressed precisely the attitude of the best minds in America in the presence of a brutal, stupid, drunken outrage.

## Who Owns the Machine?

*The Human Machine and Industrial Efficiency.* By Frederick S. Lee, Ph.D., LL.D. Longmans, Green & Co. 1918.

THIS little book of 104 pages, which the writer tells us is made up in substance of two lectures on "Industrial Efficiency and the War" that he delivered in April, 1918, at the Harvard Medical School, possesses an interest for others far beyond the circle of physiologists and industrial leaders to whom it is primarily addressed,—an interest entirely apart from that of the promotion of industrial efficiency by which it was inspired. One feels that Dr. Lee has made a distinct advance on "Taylorism" or Scientific Management in adopting the viewpoint of the individual worker as a living machine, or a physiological mechanism, rather than that taken by the industrial engineer in the so-called scientific organization of industrial work. In contrasting the living with the non-living machine we come directly upon the conditions of efficiency,—the adaptability or physical fitness of the human machine for the particular process (the individual's qualification for the work at which he is set); its capacity; its susceptibility to fatigue, primary and secondary, and the environmental contributing causes thereof; the antidotes to fatigue; the impairment of this human machine by accident or disease and the consequent necessity for repairs and replacement. All this, with comparisons of the efficiency of women with men as workers, and of

night work with day work, and considerations of welfare work among workers, makes up a volume of throbbing human interest. The author has quite adequately reviewed his own book in his closing chapter entitled "Summary," which might well be set out here were it not rather the object of this particular reviewer to stimulate the reading of the book itself in the full confidence that the reader will be amply repaid.

And yet, after all, whether from the standpoint of the efficiency engineer or that of the industrial physiologist, the general reader feels that a further advance along the lines of industrial efficiency must come. A system based on the management and control of the worker with the idea of getting the most out of him in the way of productivity cannot be final. Must not the worker learn to view himself physically as an instrument exquisitely adapted for the performance of useful functions, which instrument he himself handles and controls consciously, rationally, and joyfully, in coöperation with others or alone, but always as master of himself? The viewpoint of Dr. Lee of the human being as an industrial machine is a valid and eminently practical one, but who, we are tempted to ask, is the legitimate operator of the machine?

PERCY WERNER.

### A Social Ill

*The I. W. W.: A Study of American Syndicalism.*

By Paul F. Brissenden. New York: Longmans, Green & Co. 1919.

IF, after having been assured by a drug store clerk that a queer but persisting kind of abrasion below your tongue was a mere pimple, you were later gravely informed by a specialist that you had a well developed case of cancer, what would you do? Or, suppose the chronic little cough that you hoped to throw off when warm weather came was diagnosed as pulmonary tuberculosis, what would be your sensations? As an intelligent being, you would certainly not treat the matter lightly. Rather would you take serious steps to make the restoration of your physical well-being a business. Much study would assuredly be given to methods of staying the disease, or, if possible, of removing the cause, and at least there would be care taken to avoid all that might exacerbate the trouble.

In the case of the body politic we are not so wise. We have a cancer sore in the existence of the I. W. W., but willfully turn our eyes from the imminent danger. Our press, the author points out, has deliberately, viciously misconstrued the negative items in the I. W. W. program and as deliberately hidden the fact that there are immense possibilities of a constructive sort in the theoretic basis of that organization. Consequently, the popular attitude has been one of unreasoning hatred, and I. W. W. members have been represented as archfiends actuated by an insane desire to destroy. Meanwhile, the causes that gave birth

to the I. W. W. cancer have been sedulously disregarded.

The present volume is a serious study of the movement, an attempt to analyze and interpret the I. W. W. The revolt against the A. F. of L. that led to the formation of the I. W. W., the later bifurcation of that body, the story of the Anarcho-Syndicalists versus the Parliamentarians that led to direct action, the growth of the body through martyrdom, is dispassionately told, and the story is interesting and enlightening.

The I. W. W. membership waxes and wanes in direct ratio with field activity. In 1912 after the Lawrence strike, it numbered 19,000 members. In 1913 Professor Hoxie credited the organization with a nominal non-dues paying enrollment of from 50,000 to 60,000. The *Journal of Political Economy* for November, 1913, estimated that 100,000 or more men have had I. W. W. dues cards in their possession during the past five years. One gathers, therefore, that one in two thousand of American wage workers is an active I. W. W. member. That is the heaven, then, Shall we disregard it? Shall we poohpooh it? Or shall we give the matter serious attention with determination to eradicate the cause of the trouble? It would seem that we should if we value the well-being of the body social. If so, the work of Professor Brissenden is of high value.

CHAS. J. FINGER.

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## NEWS

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### Public Order

—Delegates attending the National I. W. W. convention at Chicago prepared a protest on the 6th against the resolution adopted by the Common Council to halt the ten-day meeting in its second day.

—Martin B. Heisler, organizer of the Socialist Party in Buffalo, was sentenced to one year in jail for the use of profane language in reference to Mayor Buck and to American soldiers who had gone to France.

—Within the next few days, it was reported on the 9th, 300 Anarchistic agitators, seventeen of them women, will be deported, most of them Russians and Italians. It is expected soon to have 400 more ready for deportation.

—Federal Judge Wolverton, of Portland, Oregon, on the 8th, sentenced one Reivo, editor and manager of *Toveri*, the Finnish Socialist daily published at Astoria in that State, to two years in the State prison for alleged violation of the Espionage act.

—The American confidence men reaped a harvest of more than \$10,000,000 last year, according to figures compiled by Chicago authorities. This is the approximate amount actually collected from

the credulous public by professional confidence operators and does not include the millions gathered in annually by various stock-jobbing schemes.

—The first real indication, according to the *New York World*, that landlords are getting into a frame of mind where they will compromise with tenants ousted because they cannot meet rent raises came on the 9th at a meeting between the Mayor's 'ommittee on Rent Profiteering and the Landlords' roective Association of Brownsville. As a result he committee will act as arbitrator wherever complaints are made against any of the association's 300 members.

### Local Government

—Illinois has a State-wide optional city-manager act which has passed the Senate and is on second reading in the House. Rock Island is waiting to take advantage of the act.

—Recently Wisconsin and North Dakota have passed general option laws permitting and encouraging all cities in these States to adopt the city manager plan of municipal government by a simple petition-and-referendum procedure. This makes thirteen States that thus facilitate the spread of the plan.

—Idaho has passed a comprehensive act consolidating forty-eight bureaus, boards and commissions into an orderly group of nine departments under cabinet heads appointed by the Governor. Such reorganizations make more conspicuous the anomaly of having several of the minor State offices separately elective and independent of the executive establishment.

—Wichita, Kans., after two years' trial of the commission plan of government, re-elected the commission. Manager Ash's annual report gave circumstantial evidence of many radical improvements. Organized vice, for example, had been cleaned out and the City Manager was congratulated by the War Department as a result of the latter's confidential report on local conditions.

—Says the *Kalamazoo (Mich.) Gazette*: "The commission-manager form of government has made a splendid beginning; it promises all we have hoped of it. The present commission has proved itself able and devoted to the public welfare. The manner in which it has handled the problems of public health, street-car fares, war measures, budget appropriations, the reconstruction of the police and fire departments, in personnel and equipment, and scores of other matters has justly won the highest approval. The wisdom and the swift, direct action marking the decisions of the commission have been a welcome relief."

### Co-operation

—At a meeting of the Coöperative Wholesale Society at Manchester, Mr. Thorpe, director, said

the society was setting up piggeries in various parts of the country to supply British hams and bacon.

—The Governments of India, New Zealand, Italy, and France subsidize coöperative societies by making loans. This policy has the advantage that it makes it easier for societies to start and expand, it is said, and the disadvantage that it creates a spirit of dependency upon the political state.

—A coöperative society of the Belgian spinning mills of flax, hemp, and jute has just been founded at Ghent, Belgium, for the purpose of the buying and selling of flax, tow, hemp, and jute, and everything in general, necessary or useful for the supplying of material and for the operation of the affiliated spinning mills. This society is also founded for the protection of the common interests of these industries in Belgium.

*Commerce Reports* publishes a statement that the coöperative movement in Canada applies chiefly to retail establishments, though some of the large coöperative stores, such as those in the mining districts of Nova Scotia, purchase farm products in carload lots but do not sell wholesale. The coöperative wholesale movement as it is known in Great Britain has not yet been developed in Canada. One of the difficulties affecting the movement has been the inclination of wholesale merchants to refuse to supply goods to coöperative stores owing to the opposition to retail merchants.

### Public Health

—The United States Public Health Service is launching an active campaign in 730 cities in America with a population of 8,000 and over, with an idea of intensifying the fight against venereal diseases and getting the most suitable organization in each city to coöperate.

—Nine States have adopted far-reaching legislation which prohibits persons getting married who are affected with a venereal disease. The States are Maine, New Jersey, New York, Oklahoma, Oregon, Vermont, Michigan, and Texas. In some of the States certificates from reputable physicians are required before a marriage license can be issued.

—How best to combat influenza, which is expected to recur in epidemic form this Fall, was discussed at the annual meeting of the Association of Railway Chief Surgeons, which was held in New York recently. Dr. C. W. Hopkins, of the Chicago & Northwestern Railway, was elected president of the association, Dr. Duncan Evans, of the St. Louis, Chattanooga & Tennessee Railway, vice-president, and Dr. Louis J. Mitchell, secretary and treasurer. The surgeons visited the Army Base Hospital No. 4 on Staten Island.

—An investigation near one of the Army camps in Texas reveals for the first time an interesting aftermath of the closing of the "red light" and the fate of the confirmed prostitute. Because of a

continued prevalence of venereal diseases, officials doubted very much that the women had decided to go to work to earn an honest living. Accurate information was procured on every former inmate of the district. It developed that 62 per cent. had married soldiers in uniform; 1.4 per cent. had accumulated sufficient funds to retire from business; 22 per cent. had changed their location and were attempting to deceive the authorities into believing that they were living decently, although unemployed; 2 per cent. were in the isolation quarantine hospital. Of the 62 per cent. who married soldiers 20 per cent. were sincere in their matrimonial vows, were endeavoring to hide the past and live decent lives; 40 per cent. were living on soldiers' allotments and when the soldiers went away moved into camp boarding houses and resumed their former occupation and 2 per cent. resumed their former calling while their husbands were still in camp.

### Land

—With regard to the reclaiming of swamp land in Spain for the raising of cotton, a movement is on foot under Government control and support to drain the land on the left bank of the Guadalquivir River, near its mouth, thereby reclaiming some 37,000 hectares (91,429 acres).

—The Private Soldiers and Sailors' Legion has been incorporated and headquarters opened at Washington. Only privates and non-commissioned officers in the army, navy, or marine service are eligible for membership. Congress is asked to open up the unused land and natural resources of the country for soldier and sailor settlement.

—At Albany Governor Smith listened for more than an hour on the 8th to arguments for and against the Donohue Land Shark Bill before him for signature. This provides a prison sentence for land operators with offices in New York City who sell lots on the installment plan and then fail to deliver them to the purchasers. The measure was drawn in District Attorney Swann's office following exposures by the *New York World* and investigations by the Mayor's Committee on Taxation in New York. The opponents were all members of the Real Estate Exchange of Long Island.

—In the annual report of the Master Builders' Association of New South Wales it is stated that the building activity of the year 1918 is much on a par with that of 1917, which was the worst of the war years for the building trade. The tendency of large investors has been to steer clear of placing money in large properties. In the suburban districts of the metropolitan area the chief activity was in residential work, such as cottages and blocks of flats. There has been practically no building of cottages for letting purposes—a result not only of the causes mentioned but also of the operations of the Fair Rents Court.

### Transportation

—The first Chinese steamship carrying the flag of the Chinese Republic to appear on Pacific waters arrived in Seattle January 1. It was the *Hwa Hwu*, carrying from 500 to 700 tons of general merchandise from the Straits Settlements and Hongkong.

—The electric railway system of Mexico City and its suburbs has been returned to its original owners, a company composed of English and Canadian capitalists, under instructions of President Carranza. The system and the Secretary of the Treasury have been instructed to make proper reimbursements in accordance with the business transacted.

—Walker D. Hines, as Director General of Railroads, issued a statement on the 6th in which he asserted that the aggregate deficit incurred during the first three months of 1919, after deducting the rental due the railroad companies for that period, was \$192,000,000. The increase in expenses is at the rate of about \$1,850,000,000 a year, while the increase in revenues is at the rate of about \$1,250,000,000 a year, an indicated loss of \$600,000,000 a year.

—The announcement of the resumption of the Paris-Constantinople service by the International Sleeping Car Company is supplemented by the statement that the reestablishment of the Orient Express between Paris and Bucharest is a foretaste of the facilities for reaching all parts of the Near East that will be provided in due course of time by the International Sleeping Car Company. At present the trains are running twice weekly and direct connections with Warsaw and Prague have been made.

### Education

—Simultaneous with the Korean uprising, all the Korean students who had been enrolled in colleges and universities of Japan abandoned their relationship with the institutions.

—Yale University sent over eight thousand men into the service. Those men who are alumni and who are in search of employment are to be aided by a University Employment Bureau especially created for the purpose.

—The Council of Church Boards of Education, coöperating with the commission on Christian Education of the Federal Council of Churches, has appointed a commission on "Standardization of Courses in Church-schools."

—Public school teachers of Houston, Tex., are organizing and will affiliate with the trade union movement. Unions of this calling now exist in Austin, Galveston, and Denison, and Dallas and San Antonio teachers are discussing organization.

—In harmony with the general democratic movement of the times, the students of Japan have rallied together in a union and organized a

"Students' Universal Suffrage Movement." With the backing of thousands of students, the representatives of this organization wrought out a tremendous demonstration recently when the thirtieth anniversary of the promulgation of the Imperial Constitution of Japan was observed.

—The college started in Boston by the central labor union opened its doors with more than 150 enrolled students. The purpose of the college is to provide higher education for the workers. The students include both sexes and all ages. In one instance a father and daughter sat together. Among the first lessons are: "How to Write English," "Shop Committees and Collective Bargaining," "Master Pieces of Literature," and "The Distribution of Wealth."

—Dr. Henry Glassberg, teacher of history in the Brooklyn Commercial High School, accused of having defended Bolshevism before his pupils, while admitting to members of the Board of Education who tried him on the 9th that he was a Socialist, said: "I claim the right to hold whatever views of a religious or political nature I wish so long as I do not use force in making them known or, as a teacher, talk them to the pupils of my class. I do not encourage my boys to discuss views antagonistic to the Government."

—The American Defense Society on the 5th made public a letter to Associate Superintendent of Schools Dr. Tildsley, declaring that it would support him to the utmost in his efforts to see that no teacher was placed upon the faculty of the New York public schools who possessed the wrong kind of economic views. The letter declares: "It is the bounden duty of all American educators to refuse, openly and boldly, to employ as a teacher any man or woman who is an apostle of discontent, and to eliminate from our schools all disloyal propaganda. From Bolshevik teachers our schools already have suffered quite enough."

### Color Line

—The Tennessee Legislature has passed a cosack bill, despite opposition by organized labor. The Manufacturers' Association secured the support of the colored people for this sinister measure by claiming that it would prevent lynching.

—A fund of \$7,000 was raised on the 6th, at the closing session of the First National Conference on Lynching. This fund will be devoted to furthering the propaganda to erase from the history of the United States the crime of mob violence and lynching.

—Among the facts contained in a recent report on lynching the following figures are cited: For the thirty years' period from 1889 through 1918 the North had 219 victims, the South 2,834, the West 156 and Alaska and other localities 15. Georgia leads in this ascendancy with 386 victims, followed closely by Mississippi, with 378 victims,

Texas with 335, Louisiana with 313, Alabama with 276, Arkansas with 214, Tennessee with 196, Florida with 178, and Kentucky with 169. Fifty colored women and eleven white women were lynched in fourteen states. Thirteen of the fourteen States in which women fell victims to mobs were Southern States, Nebraska being the only State outside the South which lynched women. The North and West together have lynched 21 persons during the last five years' period, whereas during the same time 304 persons were lynched in the South.

### Labor

—Portugal is the latest country to adopt the eight-hour day by law. The law becomes effective June 1.

—Further victories for candidates of the new Labor Party are reported from various Illinois towns including Auburn, Roodhouse, Murphysboro, Thayer, Mattoon, and Knoxville. One Alderman was elected at Quincy, Ill.

—A cablegram from Tokyo states that a Government bill which proposes to permit Chinese labor to enter Japan and also to grant the privilege of mining and property rights to foreigners, has been introduced into the Parliament.

—Express shipments in New York City were completely tied up on the 9th as the result of the express handlers' strike, which the labor leaders said would be extended to include Newark, Paterson, Mount Vernon, and Yonkers.

—There were 88,972 men trained in various trades and occupations in the army according to a report of the War Department. The total includes 71 business trades and occupations. Out of the total receiving special training only 3,712 were Negroes.

—An influx of oriental labor, as predicted by Abraham Bowers, immigration secretary of the Y. M. C. A., in an address before the Illinois State Americanization Committee in Chicago recently, cannot take place, it is stated at the Department of Labor, unless Congress should repeal present restrictive laws.

—The validity of the new North Dakota law establishing the eight-hour day for coal miners in that State has been upheld by Judge Charles F. Amidon of the Federal Court. The decision was rendered in denying an application for an injunction filed by a coal mining company to restrain enforcement of the law.

—A comparison of the wages paid on American and foreign ships appearing in the report of the marine and dock industrial relations division of the Shipping Board shows that virtually all the leading European maritime powers operating vessels in the transatlantic trade pay substantially the same wages as those awarded by the Shipping Board to American seamen.

—During the year 1918 nearly 2,000 Mexican laborers left the San Luis Potosi consular district and adjacent States, seeking permanent residence in the United States. The majority were from the States of San Luis Potosi, Guanajuato, and Michoacan. They were mainly agricultural laborers, and a large proportion of them had never before been away from their country homes. The cause was generally fear of bandits.

—After a conference between English trade unions and the North London Manufacturers' Association, a committee of equal numbers of employers and employes has been appointed to work out the details of a practical scheme for industrial partnership. The preliminary agreement provides for the payment of a living wage to labor, a guaranteed rate of interest for capital, and an equal division of the net profits thereafter.

—The London press of April 9 announces that spinners of American cotton yarns in Lancashire, being unable to dispose of their output, have shut down all their mills from April 10 to April 28. This stoppage will be equal to 14 working days, and it is estimated that 100,000 operatives will be thrown out of work and about 40,000,000 spindles will stand idle for a fortnight. The action will make the operatives eligible for the Government unemployment donation for the period.

### Foreign

—It is expected that the American exhibition to be held in Christiania, Norway, this Autumn promises to be a great success. Space has been reserved by 120 Norwegian importers who distribute goods from 300 American firms.

—With fixed bayonets, British troops broke up a meeting at Athlone, Ireland, recently, charging the crowd and wounding many. The meeting was one of the "forbidden" kind, and Laurence Ginnell, member of Parliament from Westmeath, attempted to speak.

—The military authorities in Dublin have taken possession of the Mansion House, the official residence of the Lord Mayor. The Lord Mayor of Dublin is Laurence O'Neill, who has been prominent in the leadership of the Sinn Fein movement. The Mansion House has been used as a meeting place for the Sinn Fein.

—The anti-American campaign in the Japanese press continues with renewed force. Up to the present no serious overt acts have been committed against Americans or American property. Evidence exists, however, that the newspaper agitation, which has spread to virtually all the leading journals of the empire, is inciting popular feeling against America and thus paving the way to possible open demonstrations.

—The former German Crown Prince has gone into the pottery business, according to official dispatches from Holland. A new company just or-

ganized to use the calcareous sands on the island of Weiringen, in the North Sea, "has named Mr. Frederick William Hohenzollern as the director-manager." It was said he was a large investor in the enterprise.

—To a correspondent of the New York *World*, on the 9th, President Carranza explained in an exclusive interview why his Government is opposed to the Monroe Doctrine in principle and practice, and asserted that the recent declaration of the Mexican Foreign Office, in reply to interrogation from various friendly Governments as to Mexico's attitude toward the Monroe Doctrine, that "Mexico never has recognized or never will recognize this or any other doctrine which attacks the sovereignty or independence of Mexico," exactly defined the position and may be taken as the official proclamation of the fixed and unalterable policy of the Mexican Government.

### Reconstruction

—To encourage building operations in Wisconsin a bill has been introduced in the Legislature providing for the exemption from taxation of all buildings erected this year for a period of five years.

—A plan for converting the arctic and subarctic regions of Canada into a great wood, milk, and meat producing area was presented to the Senate and House of Commons on the 6th by Vilhjalms Stefansson, the arctic explorer.

—Dr. Clarence J. Owens, Director General of the Southern Commercial Congress, left New York on the 7th with a staff of six men on the United Fruit steamer Santa Marta for Colon to conduct an economic survey of Panama and formulate a plan for the economic reconstruction of the republic.

—Julius H. Barnes, National Grain Administrator, said in an address on the 6th to members of the Chicago Board of Trade that the act establishing the Food Administration gave authority to control trading in foodstuffs on Exchanges to the extent of prohibiting future trading altogether. He said the act was still in effect, and that his duty was imperative if demonstrated abuse should arise.

—Secretary Lansing has announced that the United States had recognized the *de facto* Government of Finland. The statement said: "In view of the fact that the people of Finland have established a representative Government, the Government of the United States of America declares that it recognizes the Government so constituted as the *de facto* Government of an independent Finland."

—Formal announcement was made on the 6th by the State Department at Washington that it had not recognized L. A. Martens, now at New York, as a representative of the Russian Socialist Federal Soviet Republic. The Russian Embassy was notified by cable that Prince Lvoff and other mem-

bers of the Russian delegation at Paris had issued an announcement that the national authorities of non-Bolshevist Russia would not recognize any concessions granted to foreigners by the Bolshevist leaders. The announcement is signed by Prince Lvoff, Sazonoff, Tschaikovsky, and Maklakoff.

### League of Nations

—Tentative arrangements are being made to begin the withdrawal of American troops from Archangel early in June.

—The Chinese delegation has received cabled instructions from Peking not to sign the Treaty of Peace, because of the Kiau-Chau-Shantung settlement.

—Dispatches from Paris received at the White House on the 10th said the President would personally address Congress and "discuss the whole subject matter" of the Paris negotiations immediately after his return to the United States. It is understood that he is being urged by his advisers to make a speaking tour over the country after he addresses Congress.

—The National Board of Farmers organization, which sent a delegate to Paris in February, has had a report from its representative indicating that President Wilson, Mr. Lloyd George, and M. Clemenceau, the French Premier, have all given favorable consideration to the petition of the farmers of the United States that the League protect them as well as laborers.

—Charles H. Grasty, in the *New York Times*, says that the opportunity of giving the world an account of the delivery of the peace terms to the German delegates at Versailles was secured by the persistent interest of President Wilson. Premiers Clemenceau and Lloyd George had felt that it would be undignified, and that it was objectionable on the score that there was not sufficient room to accommodate both delegates and press.

—In response to an inquiry from Secretary Tumulty, President Wilson cabled on the 9th that he had promised France to propose to the Senate in connection with the peace treaty a supplement in which we shall agree, subject to the approval of the Council of the League of Nations, to come immediately to the assistance of France in case of unprovoked attack by Germany—thus merely hastening the action to which we should be bound by the covenant of the League of Nations.

—The United States and Great Britain will not maintain any part of the armies of occupation which by the terms of the treaty handed to the Germans on the 7th will remain on the Rhine for at least fifteen years. The occupation of the left bank of the Rhine will be maintained by French and Belgian troops, the great majority, of course, being French. These two nations receive virtually all of the indemnity for the collection of which Allied troops are to be retained on German territory.

—Approximately 15,000,000 persons bought Victory Liberty notes in the campaign which closed Saturday night, according to estimates received by the Treasury Department from the Federal Reserve Banks on the 11th. This total compares with approximately 21,000,000 purchasers in the fourth loan; 17,000,000 in the third loan; 9,400,000 in the second loan, and 4,000,000 in the first loan. It is estimated by the Treasury authorities that the loan amounts to \$6,000,000,000. Final figures will not be known exactly before May 24.

### MERRIEWOLD PARK CAMP

MRS. HENRY GEORGE, JR., announces the opening of her summer home in Merriewold Park, Sullivan Co., N. Y., as a small camp for a limited number of girls and boys between the ages of 10 and 15 years.

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Children under the personal supervision and direction of Mrs. George and assistants who will assure the children entrusted to their care every comfort and safety of home life.

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# The Secret of Being a Convincing Talker

## How I Learned It in One Evening

By George Raymond

"HAVE you heard the news about Frank Jordan?"

This question quickly brought me to the little group which had gathered in the center of the office. Jordan and I had started with the Great Eastern Machinery Co., within a month of each other, four years ago. A year ago, Jordan was taken into the accounting division and I was sent out as salesman. Neither of us was blessed with an unusual amount of brilliancy, but we "got by" in our new jobs well enough to hold them. Imagine my amazement then, when I heard:

"Jordan's just been made Treasurer of the Company!"

I could hardly believe my ears. But there was the "Notice to Employees" on the bulletin board telling about Jordan's good fortune.

Now I knew that Jordan was a capable fellow, quiet, and unassuming, but I never would have picked him for any such sudden rise. I knew, too, that the Treasurer of the Great Eastern had to be a big man, and I wondered how in the world Jordan landed the place.

The first chance I got, I walked into Jordan's new office, and after congratulating him warmly, I asked him to let me "in" on the details of how he jumped ahead so quickly. His story is so intensely interesting that I am going to repeat it as closely as I remember.

"I'll tell you just how it happened, George, because you may pick up a pointer or two that will help you.

"You remember how scared I used to be whenever I had to talk to the chief? You remember how you used to tell me that every time I opened my mouth I put my foot into it, meaning of course that every time I spoke I got into trouble? You remember when Ralph Sinton left to take charge of the Western office and I was asked to present him with the loving cup the boys gave him, how flustered I was and how I couldn't say a word because there were people around? You remember how confused I used to be every time I met new people? I couldn't say what I wanted to say when I wanted to say it; and I determined that if there was any possible chance to learn how to talk I was going to do it.

"The first thing I did was to buy a number of books on public speaking, but they seemed to be meant for those who wanted to become orators, whereas what I wanted to learn was not only how to speak in public but how to speak to individuals under various conditions in business and social life.

"A few weeks later, just as I was about to give up hope of ever learning how to talk interestingly, I read an announcement stating that Dr. Frederick Houk Law of New York University had just completed a new course in business talking and

public speaking entitled 'Mastery of Speech.' The course was offered on approval without money in advance, so since I had nothing whatever to lose by examining the lessons, I sent for them and in a few days they arrived. I glanced through the entire eight lessons, reading the headings and a few paragraphs here and there, and in about an hour the whole secret of effective speaking was opened to me.

"For example, I learned why I had always lacked confidence, why talking had always seemed something to be dreaded whereas it is really the simplest thing in the world to 'get up and talk.' I learned how to secure complete attention to what I was saying and how to make everything I said interesting, forceful and convincing. I learned the art of listening, the value of silence, and the power of brevity. Instead of being funny at the wrong time, I learned how and when to use humor with telling effect.

"But perhaps the most wonderful thing about the lessons were the actual examples of what things to say and when to say them to meet every condition. I found that there was a knack in making oral reports to my superiors. I found that there was a right way and a wrong way to present complaints, to give estimates, and to issue orders.

"I picked up some wonderful pointers about how to give my opinions, about how to answer complaints, about how to ask the bank for a loan, about how to ask for extensions. Another thing that struck me forcibly was that instead of antagonizing people when I didn't agree with them, I learned how to bring them around to my way of thinking in the most pleasant sort of way. Then, of course, along with those lessons there were chapters on speaking before large audiences, how to find material for talking and speaking, how to talk to friends, how to talk to servants, and how to talk to children.

"Why, I got the secret the very first evening and it was only a short time before I was able to apply all of the principles and found that my words were beginning to have an almost magical effect upon everybody to whom I spoke. It seemed that I got things done instantly, where formerly, as you know, what I said 'went in one ear and out the other.' I began to acquire an executive ability that surprised me. I smoothed out difficulties like a true diplomat. In my talks with the chief I spoke clearly, simply, convincingly. Then came my first promotion since I entered the accounting department. I was given the job of answering complaints, and I made good. From that I was given the job of making collections. When Mr. Buckley joined the Officers' Training Camp, I was made Treasurer. Between you and me, George, my salary is now \$7,500 dollars a year and I expect it will be more from the first of the year.

"And I want to tell you sincerely,

that I attribute my success solely to the fact that I learned how to talk to people."

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When Jordan finished, I asked him for the address of the publishers of Dr. Law's course, and he gave it to me. I sent for it and found it to be exactly as he had stated. After studying the eight simple lessons I began to sell to people who had previously refused to listen to me at all. After four months of record breaking sales during the dull season of the year, I received a wire from the chief asking me to return to the home office. We had quite a long talk in which I explained how I was able to break sales records—and I was appointed Sales Manager at almost twice my former salary. I know that there was nothing in me that had changed except that I had acquired the ability to talk where formerly I simply used "words without reason." I can never thank Jordan enough for telling me about Dr. Law's Course in Business Talking and Public Speaking. Jordan and I are both spending all our spare time making public speeches on war subjects and Jordan is being talked about now as Mayor of our little Town.

So confident is the Independent Corporation, publishers of "Mastery of Speech," Dr. Law's Course in Business Talking and Public Speaking, that once you have an opportunity to see in your own home how you can, in one hour, learn the secret of speaking and how you can apply the principles of effective speech under all conditions, that they are willing to send you the Course on free examination.

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