

**NEED OF FOREIGN MARKETS**

**New York Business Man Tells How in His Opinion America May Control Trade Matters.**

"If the United States expects to obtain its share of the world's commerce," a New York broker was overheard to say, "it must keep pace with other world powers with which it has to compete. Trained men are necessary in any line of business and foreign commerce is one line in which training is absolutely essential."

"I believe that the United States merchant marine is again to come into its own," continues the same broker in the Washington Post, "but the finest lot of merchandise on earth, coupled with the greatest fleet of merchant vessels ever known, is of no avail unless backed up by the selling ability and understanding of trained men who know how to place American goods in foreign markets."

"All the large mercantile firms are taking steps to train men specially for each country in which they expect to do business. The prospective salesman or manager for any particular country is educated in the language, history, traditions and peculiarities of that country, so that he can in a sense meet the people on their own ground. He knows just what to do under given conditions and is of vast value to the firm that employs him."

"The bureau of foreign and domestic commerce is doing a great deal of good in adding to the introduction of American goods abroad, but I think the government should go a step further and have a regular school for such experts, maintained on the same standing and in the same relation to commerce in general as West Point stands to the army or Annapolis to the navy. The students should be taught every possible fact regarding European, Asiatic and South American countries, so that they could step forth as experts, each on some particular country. Such a school would amply repay the government in the large increase in volume of foreign business which would be attained."

**SAVING DID HIM NO GOOD**

**Fate Had Laugh at Man Who Practiced Self-Denial in the Use of Tobacco.**

"Six years ago," said Smithson, "I made up my mind that I was smoking too much. It didn't seem to affect my health in the least, but I thought it a foolish waste of money, and I decided to give it up."

"A very sensible idea," remarked Brownlow.

"So I thought at the time, I reckoned up as closely as I could how much I had been spending each day on cigars and tobacco. That sum I set aside each morning, and started a banking account with it. I wanted to be able to show exactly how much I had saved by not smoking."

"And how did it work?" inquired Brownlow.

"At the end of six years I had \$150 in the bank."

"Good! Could you let me—"

"And a few days later," interrupted Smithson, "last Tuesday in fact—the bank failed. You haven't got a cigar about you, have you?"

She Objected at Last.

He had just gone into the grocery business and did nothing except talk "shop-shop-shop" when he went to see his best girl. At first she endured it because she did not wish to offend him; later merely because she could find no way to reprove him.

But her chance came. One night when he was at her house he picked up the telephone book and began idly to glance through it. His idleness became one of interest as he scanned one page. Then her wrath overcame her. "It's been bad enough to hear you talk about nothing else but that old store," she stormed, "but it's too much for you to come to my house and go through the telephone book hunting out prospective customers."

**Praise for High-Heeled Shoes.**

Women's high-heeled shoes, regarded by medical science for years as production of nervous troubles, paralysis and other ills, have at last come in for professional commendation. That high-heeled shoes may be regarded as a preventive of consumption was the declaration of Doctor Gautz before the Academy of Sciences.

Doctor Gautz, following experiments, found he declared that the action of standing or walking on the toes is conducive to chest breathing as opposed to abdominal breathing. Many cases of consumption, he pointed out, have their origin in the fact that the upper lungs of abdominal breathers become diseased through lack of complete use—a condition from which the wearers of high-heeled shoes seldom suffer.

**Tractor Which Walks.**

A new type of tractor that has recently been developed has a series of legs and walks like a horse. There are four crankshafts, each having a set of four legs, giving the tractor sixteen legs on which it walks. In addition there are four wheels automatically operated by the tractor engine, so that they can be lowered to the roadbed, thus converting the machine into a motor truck. The feet are shod to conform to the ground conditions.

It is said that the tractor may be used to plow, seed, cultivate, harrow, mow and harvest, rake, furnish power for other machinery as a tractor and power plant and also to act as a truck for road work and heavy hauling.

**LONDON MOURNS FOR ITS KIWI**

**Only Apteryx in England Is No More—Wingless Bird Is Believed Nearly Extinct.**

The total extinction in England of the kiwi (or apteryx) has become a reality. The London Daily Mail announces the death of the Regent's park zoo's only specimen. The species is nearly extinct in New Zealand now, but the British Zoological society has written to the New Zealand government asking if just one more kiwi can be spared from the island sanctuary.

Zoologists will mourn the loss of the dwarf wingless ostrich more than the zoo visitors, for not one in ten thousand ever saw it while it lived there more than nine years. The keeper would turn out this queerest of birds every now and then, but the long-billed bundle of upthrust and sleepiness scrambled back into its box as soon as released.

A curious point about the kiwi is the fact that its nostrils are at the tip of its long worm-hunting beak, and in the arbour of the chase it emits an unpleasant snuffling noise. Its mating call is a pig-like squeal.

England is responsible for the virtual extinction of this rare bird. British ships brought rats to New Zealand, so weasels were sent to exterminate the rats. When they had nearly wiped out the kiwi, the New Zealand government found a ratless island and consecrated it to the poor bird. But the problem of saving an idiot bird that puts all its eggs into one shell, so to speak, was a difficult one. The kiwi laid one egg a season, nearly as big as itself. Exceptional mothers would lay two eggs and then find it almost impossible to hatch both, as the ends would project out beyond their feathers as they sat on them.

**FEW IDEAS OF REAL VALUE**

**Wireless Telegraphy and Telephony Are Still Comparatively in the Stages of Infancy.**

"As every one knows, it is a comparatively simple thing to get a patent on anything, so long as you have a good patent attorney and are able to incorporate a few new knickknacks in your device. But such a thing as a really new idea, not to speak of a basic one, is scarcer than the proverbial hen's teeth."

Thus H. Gernsbach, in the Radio Amateur News, comments on the rarity of anything new in wireless telegraphy or telephony. Inventors, he says, content themselves with making improvements in existing devices. These are good, but inventors should not get the idea that the last word has been said in basic principles. He says some one will probably discover a more sensitive detector than the vacuum tube; some one will devise a better transmitter; some one will invent a receiver that makes use of the eyes instead of the ears. "Get off the beaten path," he says.

**To Give China a Bible.**

Americans have spent \$132,000 so far to give China a Bible in its own language, the Mandarin. And just now they are agreeing to spend \$31,000 more to put the Bible into type and plates and to print and bind an edition. However, it is expected that copies will be sold to sufficient value to pay the printing bill, and it is further explained that these sums for expenditures are Mexican, which money is the standard of China at this time. It has been found by American scholars that the Chinese Mandarin is a wonderfully flexible language, capable of expressing almost every shade of meaning. More than twenty-five years has been the period of preparation, and foremost American and Chinese scholars have had part. The aim has been not only to give the Chinese people a Bible but to give them one that is pure in language and will set the standard for the republic that English translations set for the English-speaking world. This new Bible is for people who number more than a fourth of the world population.

**Palestine to Have Stamps.**

Palestine is the only country which has no postage stamp of its own. But representatives of the Zionist government have informed London philatelists that this anomaly promises soon to be rectified, for with the establishment of Palestine as the national home of the Jewish nation, it is believed little time will be lost in circulating the examples of other small nations called into being by mandates of the peace conference by the issuance of distinctive stamps. Stamps sold by British army post offices in ancient former enemy territory are being utilized by overprinting with the word "Palestine."

**Material for Bridges.**

Bridges now needed in national parks and forest reserves are to be built of the steel girders and trusses, and other bridge material, which was ready to be shipped to France, for the use of the American army, when the war ended. There is a vast amount of this material on hand, ready drilled and quite portable, 2,556 pounds being the maximum weight of any part.—Popular Mechanics Magazine.

**Burden of Public Debts.**

The annual interest on the debt of Great Britain is 12.92 per cent of her income, that of France 32.17 per cent, that of Italy 14.43 per cent, that of the United States 2.53 per cent, that of Germany 20.93 per cent, that of Austria 25.92 per cent, that of Hungary 24.78 per cent, that of Bulgaria 21.80 per cent, and that of Turkey 17.60 per cent.

**Five Minute Chats on Our Presidents**

**By JAMES MORGAN**

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**WILSON AND THE WAR**

1917—Feb. 3, President Wilson broke off diplomatic relations with Germany on her renewal of ruthless submarine.

April 2, read his war message to congress.

1918—Jan. 18, laid before the senate his 14 points.

Nov. 11, the armistice signed with the German revolutionary government.

AS he stood at the clerk's desk in the hall of the house of representatives on the evening of April 2, 1917, President Wilson was the central figure in one of the great moments of world history. Not only his own people but mankind stopped to listen.

The president had been re-elected only five months before because "he kept us out of the war." Alas, the war would not keep out of the United States.

The war took on new fury, with the resumption of ruthless submarine, which Germany had modified the year before at our demand. The president thereupon handed the German ambassador his passports, and next he proposed that we should arm our merchant ships. The filibustering senator falling to give him this authority, he proceeded himself to arm them. But shipping vanished from the sea, with its hidden terror, and at last he called the newly elected congress in extraordinary session to "receive a communication—concerning grave matters of national policy."

No other president in the whole course of his service has had to make so many momentous decisions as Woodrow Wilson has had to make in



Wilson and His First Grandchild.

the solitude of his study at the White House in those anxious days before the assembling of congress. He could not divide the burden of such a heavy responsibility; he had to bear it alone and without a precedent to guide him.

Should we give a further trial to armed neutrality? Or should we enter upon an independent naval warfare against the submarine menace to our shipping? Or should we back the allies with money and supplies, but leave them to do the fighting? Or should we join forces with them unreservedly, contrary to the historic policy of America to go it alone?

Those alternatives were in every mind in that bewildering period, and the president had to choose between them in framing the policy to be submitted to congress. He made the bolder choice of going into full partnership with the entente allies, pooling with them all our resources, our man power, our money power and our producing power.

The broad plan which he unfolded and which congress quickly approved assured in advance the success of the great, unparalleled undertaking, and he pushed it through to victory with grim, unrelenting persistence. Americans generally assumed at the start, and the British government agreed with them, that we should not have to send a great army to Europe, if indeed any at all. But when it became an imperative necessity to go at double quick to the relief of the broken line in France, the foundation was so well laid that we rose to the unforeseen emergency, building up in a year and a half an army of 4,000,000 and ferrying 2,000,000 soldiers across the Atlantic.

The brains of the country, all the talents, were mobilized for the war—merchants and scientists, bankers and railroad men, labor leaders and clergymen, each being charged with the task for which his training fitted him. "It is a race between Wilson and Hindenburg," said Lloyd George, when the big German drive surprised the entente and smashed through its front in the spring of 1918. Well, whoever won the war, Hindenburg lost that race.

The rest—the president's journeys to Europe, the treaty and the battle over it, are history still in the making. Many years must pass before that extraordinary chapter in the story of the presidency will be finished and may be told in the spirit of historical impartiality.

**FISHING IN BOYHOOD DAYS**

**Glorious Time When Mother Kept Supper and Praised the Five Little Sunfish.**

The city man who was the country boy of yesterday closes his eyes a few minutes and lives over again a summer afternoon of long ago, notes the Milwaukee Journal. A day when his little crowd, equipped with enough worms to feed a school of fish, betook itself to the pool where it was annually reported and fervently believed the big bass were hiding.

They didn't get big bass. Bites came slowly, and those they landed were little sunfish. Is there anywhere in any lake a muskie big enough to give him as great a thrill as those little sunfish? He was late to supper, but there was supper kept for him. And mother didn't scold. She was pleased as punch, and told him to hurry and clean the fish, and she would cook them, and she did.

No other grown person praised his catch. In all the world he and mother alone recognized how worth while those five little sunfish were. And yet it didn't seem wonderful that she didn't ask him where the bass were. That was what other people did.

It was a wonderful day, but as he looks back on it, he sees that the wonderful thing was not the little string of "boy's fish," but the mother who was so pleased that she stood over a hot stove cooking them. How glad she was to do it. How happy she would be if she could do it again, today. But she lives too far away now.

We wonder if he remembers to write and tell her of his discovery—his discovery that mother's heart was big enough to make his little fish a splendid catch.

**FOREST ON DRIFTING SANDS**

**Frenchman's Ingenuity Has Made of Waste Place a Region of Fertility and Usefulness.**

In the southwest corner of France, between the rivers Adour and Garonne, are long stretches of pine woods, green and cool. Where these pines now stand was a barren waste in the middle of the eighteenth century. Sun and wind vied with each other in making the land drier and dustier. Over the stormy bay of Biscay came winds, that set up great sand storms and sometimes buried whole villages. But at last there came along a man who acknowledged fate only as something to be overcome. His name was Bremondier and he was an inspector of roads. He began fencing in the desert. He built a fence and behind it planted a handful of broom seeds. Behind the broom seeds he put seeds of the pine. The fence protected the broom seeds and the broom grew. Then the broom in its turn afforded shelter to the delicate pine shoots. Soon the pines spread and their tough roots bound this sandy soil together. The first step was accomplished. Then canals were made to drain the wet parts and carry water to the dry.

**Ammonia From the Air.**

A syndicate has been formed to establish a nitrogen factory for the manufacture of ammonia synthetically from the nitrogen of the air, says the American Chamber of Commerce in London. The syndicate has purchased the extensive site in County Durham which the British government acquired more than two years ago for the purpose of building a factory. The capital required will be \$25,000,000. The process to be adopted, says the American chamber, will be on the principle of the German chemist, Haber. Nitrogen and hydrogen will be combined into ammonia under pressure at a high temperature, the ammonia then being converted into nitric acid or other nitrates as may be required either for the manufacture of explosives or for use as fertilizers.

**Must Not Disturb Swans.**

Even the highest in the French Republic must bow before the edicts of the French protocol, as Mme. Deschanel, wife of the president, learned when she objected to the presence of five white swans in the Elysee palace ponds. The swans, Mme. Deschanel admitted, were very beautiful, but nearly every morning early they disturbed the rest of the president's household, and therefore she inquired whether they could not be removed. The chief of the protocol found that not less than five swans must be kept in the Elysee palace grounds, for the feeding of which the keeper of the presidential gardens was responsible.

**Had Identity Many Months.**

Miss Genevieve Farrar, who inherited a fortune of several million dollars from her father, Sir George Farrar, the Rand millionaire, who was one of those sentenced to death by Boers for taking part in the Jameson raid, is a young woman who can keep a secret. For more than a year Miss Farrar has been appearing on the London stage, and only recently was her identity discovered by accident.

**Canada's Soldier Police.**

The Canadian Northwest mounted police is one of the most noted organizations of the character in the world because of the efficiency of its service, which was established nearly 50 years ago. Recently the headquarters of the organization have been changed to Ottawa and the size of the organization enlarged and the territory covered by the scarlet-coated officials has been greatly increased.

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