

PROPOSE NEW REVENUE AND TARIFF LAWS

WASHINGTON, Nov. 19.—Complete revision of the revenue and tariff laws, one of the most difficult problems ahead of Congress, probably will not be accomplished until several months after President Harding takes office, the majority of Congressmen who have returned to Washington believe.

The question of revenue and tariff laws is whether business depression calls for amendments to relieve some of the war tax burdens or whether something should be done until a complete tax revision can be made. A conference of the Senate Finance and the House Ways and Means Committees probably will be held during the first few days of the session to discuss the matter. Chairman of the Senate Finance Committee, has taken the position that no amendments should be made until the entire revenue and tariff systems are revised.

The demand for some amendatory action of the revenue laws is growing stronger, however. Otherwise, it is pointed out, little relief from some taxes that are considered burdensome could be had until next April or May.

Because of the present business conditions, finance leaders here are being asked for deferment of the income and excess profits tax payments due Dec. 15. These taxes are on large profits made during the calendar year 1919.

Another demand already appearing will be for repeal of the taxes on ice cream, soda, water and theater admissions, which probably affect a greater number of people directly than any other.

Simplification of the excess profits and income tax returns also will be asked. A suggestion advanced by Senator Hoke Smith, Georgia, is that the secretary of the Treasury determine what part of future tax payments are for redemption of Government bonds and then allow the taxpayers to pay that percentage of his tax in Liberty bonds at par.

An emergency tariff measure suggested by some returning Congressmen is an anti-dumping bill. The claim is made that with a tariff in prospect under the new Republican Administration the country would be flooded with the products of cheap foreign labor to the detriment of the hope that their value would rise when the new tariff becomes effective.

LOCAL MEN GET FRAT HONORS

SPECIAL TO THE TIMES.
LAFAYETTE, Ind., Nov. 19.—Indiana college young men who are students at Purdue University have come in for their share of honors in the fall elections of the honorary fraternities at the school, eight of them being selected.

Noah A. Percy, Clinton H. Hanna and Fred B. Finehaut, all electrical engineers, have been initiated into Eta Kappa Nu, the honorary electrical engineering fraternity. C. C. Furnas, Raymond T. Spikes and Evans E. Plummer, all chemical engineers, were selected for membership in Phi Lambda Upsilon, the honorary fraternity of their profession, and Russell E. Bille, civil engineering; Cecil G. Goodrich and John E. Lohman, mechanical engineering, have been elected to Tau Beta Pi, the highest honorary engineering fraternity on the Purdue campus. Percy, Finehaut and Hanna are juniors, while the remainder of the men are seniors. Cooley is a member of the varsity football team. He is also president of the senior class. Plummer, in addition to being prominent in other student affairs, is editor of the Exponent, the Purdue daily publication. Furnas is captain of the cross-country team and has distinguished himself throughout the Middle West as a long distance runner. All the Indianapolis men selected are connected in some way with various activities at the university.

Cost Him \$402
The last campaign cost Chalmers Schlosser, defeated Democratic candidate for the Circuit Court bench, \$402, according to his expense statement filed with the county clerk. Of that amount \$400 was contributed to the Marion County democratic committee.

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Woman in Business Can Achieve Success With Few Good Rules

Secretary of Trust Company Advises Cultivating Pleasing Personality.

"Cultivate a pleasing personality, if you want to have a chance at making a success in business," is the advice of Miss De Waver L. Payne, secretary of the Aetna Trust Company. Miss Payne modestly disclaims any ability on her part which gave her her position, although her rise in the two years she has been connected with the Trust Company has been remarkable.

Miss Payne came to the Aetna Trust Company, after six years' work in insurance business, as supervisor of the safety deposit department.

"I knew absolutely nothing about banking," she said, laughing, "not to imply that I know much now."

"I owe my advancement in a certain sense to chance. The secretary was sick and it happened that I was the one who seemed to know the next most about his job."

In discussing her qualifications for her "job," Miss Payne declared that if a person comes to an institution like the Aetna Trust and just sits in his little box he will continue to sit there all his life.

"You've got to poke around and learn a little bit about everything if you ever want to advance," she said. "When I just could not bear to stay back there and not learn anything, I began to look around and see what this person and that was doing. I tried to learn more about the business of the bank and the duties of each of the employees. I studied the customers and figured out what seemed to me to be the best way of handling each. Indeed, the job of the secretary is one of coming in contact with people and smoothing over rough edges for them."

In discussing the success of women in any line Miss Payne emphasized the necessity of either having or cultivating a pleasing personality.

"You will find that by being pleasant you can often smooth over some error which otherwise might cost you not only criticism but also your job," she said.

In Miss Payne's code of success is another rule which she thinks should be adhered to by every person who seeks success; namely, never to think that you have gone as far as you can.

"There is always something ahead, and you have never reached the peak of your achievements," she declared. "If you will just look around you can be sure you will find plenty of things to learn."

IS PUPILS HURT BY AUTO.
CHICAGO, Nov. 19.—Fifteen children were injured Thursday when an automobile in which they were returning from kindergarten, was struck by an automobile driven by an unidentified woman.

WILL GIVE COAL DECISION LATER

No decision will be given in the case of the Ogle Coal Company of Indianapolis, the Vigo Mining Company and the Vigo Coal Products Company of Terre Haute, who were given a hearing Thursday before the Special Coal and Food Commission, to show cause why their licenses should not be revoked for reported violations of orders of the commission, until final arguments of attorneys for both sides have been presented.

It was charged by James W. Noel, attorney for the commission, that more than 100 violations of the price-fixing orders of the commission were committed by the three companies in one week. The full commission, consisting of Jesse E. Eschbach, chief examiner of the State Board of Accounts, and chairman of the Coal and Food Commission, and Governor James P. Goodrich, and Otto L. Klaus, auditor of State, sat at the court during the hearing.

Several clashes occurred between counsel for the commission and attorneys for the defendants, during the hearing, and it was necessary several times for the court to call order. When asked by Attorney Noel if the companies used reports to the coal trade bureau in fixing prices, a storm of protest arose from the respondents' attorneys.

After order had been restored by Chairman Eschbach, the witness replied he had nothing to do with the policy of the company, and could not answer the question. It was said attorneys for the three companies frequently attempted to answer questions for the witnesses.

In a sheet showing cost of operation of the Vigo Mining Company, submitted by Homer A. Wilson, auditor, it was found allowances for interest on bonds and funds for the sinking fund of the Menon Coal Company had been made.

Attorney Noel asked Mr. Wilson whether he would have included these items had he not been making the cost sheet under instructions.

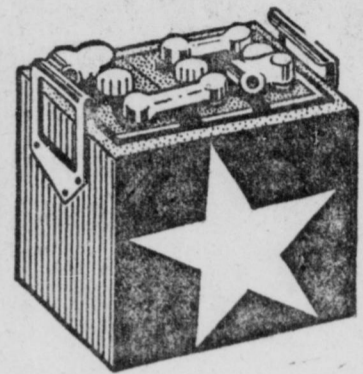
This question brought another storm of protest from the respondents' attorneys. "You seem to be getting on delicate ground now," said Mr. Eschbach, "and you don't want any publicity on these matters."

On instruction from Chairman Eschbach to answer the question, the witness admitted he would not have included these items in a cost sheet showing the actual cost of production.

The defendant companies declared that since their contracts were made before the price-fixing orders of the commission were issued, there had been no violation of the law by them.

It was intimated by the companies' attorneys that they would continue to sell coal at their contract price until the decision of the commission is given.

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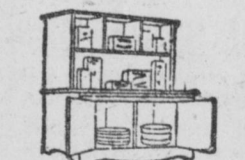


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