

THE RICHMOND PALLADIUM AND SUN-TELEGRAM

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Learning a Language for \$7.50.

Recently a circular came to our hands advising us that for the investment of \$7.50 we could learn German. The tuition was cheap enough, for if the beauties of German literature and the depths of German thought could be unlocked for \$7.50, the investment was worth a trial. But we wondered how German, or any language could be mastered in thirty lessons at a cost of \$7.50. Goethe mastered the German language, but we know it took more than thirty lessons before he wrote "Faust." We received considerably more than thirty lessons in English, and are honest enough to confess that we have not yet mastered a language, said to be the easiest to learn of all the languages.

Dead Men in the Trenches.

The bodies of thousands of brave men are choking the trenches of Europe's battle lines. Neither the Entente Allies nor the Central Powers glory in the number of men slaughtered and butchered. Both sides have regrets for the human sacrifice. There is no war in the United States, no wholesale murder of the young and old. And yet there are thousands in our country who are as dead as the brave men in the trenches. As far as the life of our country is concerned, every political crook, professional shyster, quack, criminal, drunkard, libertine, cheater, swindler and deceiver is worse than the dead men on Europe's battlefields. These living scoundrels are morally and socially dead. They are living dead men, spreading a scourge more terrible than the pestilence that might be spread by the dead in the trenches.

Even Father Is Working.

A municipal lodging house of Chicago was empty several days last week, an unprecedented occurrence for that city. Chicago has a large floating population. In former years the municipal lodging house was crowded to capacity by the middle of November. This year it has no occupants. Why? Because men are at work. Owners of cheap lodging houses are complaining that

while ordinarily they turn men away at this season, less than half their beds are being occupied now. The great demand for labor has given jobs to men who want to work.

Rural School Teachers.

If there is any one branch of our public school system that should be operating at the highest state of efficiency it is the rural school. Children of farmers have limited opportunities of attending school, usually the term is short, and bad weather often cuts down the number of days a pupil can attend. The limitation is aggravated when the teacher is poorly qualified for the important task of teaching.

J. L. McBrien, school extension agent of the United States Bureau of Education, reports that the rural schools are in sore need of better qualified teachers. At least one-third of the rural teachers of the country at large have no professional training. The average scholarship of this class of teachers is little more than an eighth grade education. He estimates that there are 70,000 rural teachers in this country with only elementary education and no professional training. One state in the Union has 4,000 teachers with only a seventh grade education and no professional training.

Here is a problem that demands the earnest consideration of the state governments. The rural schools, because of their isolation, really demand a higher class of teachers than the cities, for mediocre teachers by daily contact with the better teachers in the urban systems have opportunity to learn from observation and discussion. The boys and girls on the farm must be given educational facilities fully equal to those offered in any city of the state, and if the educational system falls below this standard, it should be improved or thrown into the discard.

Teachers with adequate training can be obtained only if the pay is high enough to attract the attention of capable men and women. We cannot expect a man to devote his life to elementary education if that branch will not pay him a salary worth his time and attention. Too many young men and women enter the profession of teaching not to make it a life's work, but merely to serve as a means of making a living until the women are wooed and won and the men are able to save enough money to enter a vocation that pays more money.

The whole problem of qualified teachers, it seems to us, hinges on the question of adequate compensation. Make the pay right and we will get the right teachers.

EATON MAN SUES ROAD FOR \$1,000

EATON, O., Nov. 27. — Seeking damages in the sum of \$1,000 for injuries he alleges he received when he fell from an interurban car, David R. Borer has filed suit in common pleas court against the Ohio Electric Railway Company. Borer fell from a car during last August just as it was nearing the local ticket agent. The suit was filed by Attorney A. R. Griffin. The body of Robert A. Borer, 81, a former resident of Preble county, was buried in Mound Hill cemetery Monday. Short funeral services were held at the cemetery chapel by Rev. McD. Howards of the First Christian church. Congressmen Card has announced locally that the Third congressional district is entitled to one additional cadet at West Point Military Academy and that an examination will be held soon at Dayton to select an eligible for appointment. All applicants must be between 17 and 22 years old. Opening the second week of union meetings being held by five of the city's churches, Reverend Charles A. Hunter, of the First Presbyterian church, preached a strong sermon Sunday night in First United Brethren church. The church was filled to overflowing.

can call it a science) as we know it in this country today, is a dead science, and it has been emphasized more in recent years by reason of the great advance that has been made in the Science of Education, Production, (in which is included Industry and Agriculture) Chemistry, Transportation and Banking, not only in this country, but in America and Germany. I have placed the sciences in what I think is the order of importance.

"It is quite clear, for instance, that of recent years Germany has given far more attention to the housing of her working classes than we have in Great Britain. We are, of course, aware that the movement for housing reform had its rise in these islands. But the fact remains that, while Germany has during the past twenty years devoted a considerable amount of time and attention, to say nothing of money, to the improvement of the housing of her people, we here in Great Britain have failed to keep up the pace we set. Now this is very lamentable from many points of view, but from none more than the severely business standpoint. Which regards the workman simply and solely as an instrument to produce profit. It is quite obvious that a man, living as many of our workmen do live, under debilitating, not to say deplorable, conditions, cannot produce so much dur-

ing a given period as one who has enjoyed the benefits of fresh and comfortable surroundings. If, therefore, we are going to enter upon the trade war with any sincerity and conviction, we must regard money expended upon housing as a capital investment designed to increase the productivity of our wealth, and we shall no more begrudge the expenditure than we ought to begrudge the purchase of new and more efficient machinery or the erection of more suitable premises. We may be told that at present the average manufacturer thinks twice and again before he scraps machinery that has served his purpose or enters into possession of more commodious premises. That, we believe, is unfortunately true; but our answer is that in Germany, to say nothing of America, where the contrary practice is observed, the expansion of trade has more than justified the additional capital expenditure involved. It is quite clear that if we are to prove not merely victorious in the struggle that lies before us, if we are even to exist as serious competitors with the United States and with Germany, then it is essential that our ideas about these things must be thoroughly revised."

ILIFF'S COMMENTARY
The above extracts from this book of confession of national weakness recalls the speech of David Lloyd George in 1909 upon the presentation of the English Budget. He reviewed English conditions, and stated that the poverty of the working classes, due to absolute neglect in housing and general comforts, was more to be feared than a German war. "No nation," he said, "can be called great which permits its old men and women, after a life of honest toil, to fall into pauperism with its attendant misery and disgrace."
Germany for twenty years has been looking toward comfortable housing and the general welfare of her people. The result is that she is strong and vigorous in this great war for business. This war is a Commercial War.

ARCH HINDMAN DEAD

Many friends from Richmond will attend the funeral of Arch Hindman, 69 years old, at the Christian church in Hagerstown tomorrow afternoon. Mr. Hindman was a widely known

stock buyer and died Saturday night. Mr. Hindman is survived by his widow, three sons and a daughter. His mother, who is 87 years old, lives in Cambridge City. Two sisters, Mrs. Frank Parsons of Richmond, and Mrs. Laura Richey of Cambridge City, and a brother Frank, of Toledo, also survive Mr. Hindman.

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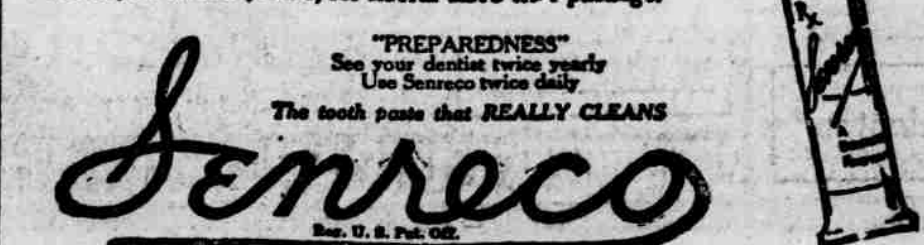
624



Examine Your TEETH Tonight

—after you clean them.
You will find, in all probability, an accumulation of tartar on the enamel and bits of food deposit hiding between the crevices. YOUR DENTIFRICE does not FULLY CLEAN! Loss of teeth is caused usually by one of two conditions—Pyorrhea or decay, both of which develop, as a rule, only in the mouth where germ-laden tartar is present.

SENRECO, the recently discovered formula of a dental specialist, is two-fold in its action. First, it REALLY CLEANS, embodying specially prepared, soluble granules unusually effective in cleaning away food deposits. Second, it is particularly destructive to the germ of Pyorrhea. Yet it is perfectly safe, containing neither injurious chemicals nor hard grit. Avoid Pyorrhea and decay. Get Senreco from your dealer today. In large tubes, 25¢. Send 4c to Senreco, 304 Walnut Street, Cincinnati, Ohio, for liberal-sized trial package.



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"This Is a Trade War, Says Iliff"

British publicists admit deplorable weaknesses of the Empire and give Germany and the United States credit for farsighted views on commerce and industry. Point out how Germany for twenty years has looked toward comfortable housing and general welfare of her people. "This war is a commercial war."

Edgar Iliff presents to Palladium readers extracts from a new book entitled "The Coming Trade War" by Thomas Farlow and J. Walter Crotch, two well-known British authors. The excerpts come first, then Mr. Iliff's commentary:

THE TASK BEFORE US
"It is high time, therefore, that we appreciate the grim facts of the situation and enquire of ourselves how best we can realize the ideal we pursue, the ideal of wresting from the German his supremacy in certain essential trades."

"Let us suppose that there had been no war at all between ourselves and Germany. It would still have been necessary, perhaps more necessary than ever, that we should have entered into the enquiry that we are now proposing: the enquiry as to how and by what means we can wrest from the Germans the unnatural industrial predominance which they have succeeded in acquiring."

THE DANGER OF DRIFT
"A few firms of British manufacturers, it is true, had the hardihood to send representatives to Petrograd, who by and by returned in despair, repeating the time-worn shibboleth that the German had so established himself that to attempt to compete with him was labour in vain. They had forgotten the adage that no way is impassable to courage. The German had won his position by infinite tact and uncompromising patience; we are losing whatever we might have had by infinite complacency and fatuous neglect."

"But the Russian market is not the only opportunity that the war has created for British trade and commerce. We have a graver reproach at hand in Italy!"

"It cannot be denied that by important developments in electrical engineering, in ship-building, in automobile construction, Italy gives evidence of high rank in enterprise and design. But then again, the British manufacturer must recognize that the sinister pressure of the German, with his subtle encroachments on the Continental markets, in the case of Italy demands serious consideration."

"So much for Italy and Russia. They do not stand alone. There is a third, and perhaps an even greater market, over which the Germans held almost complete supremacy until the war destroyed her Far Eastern trade—a trade that, be it noted, we developed long before the Fatherland had dreamt of a fleet. China, with her countless, teeming millions was first traded with by the Englishmen. Now that Germany has temporarily gone out of business, and while America is busy counting gold out of the blood of Europe, China has no one to trade with her."

THE GATEWAY OF THE EAST
In chemical products, in colors and dyes, in steel, in metal, in hides, skins, and furs, in almost every trade, in practically every industry, we have been ignominiously routed by our ubiquitous enemy, who has contrived to defeat us even in those branches of manufacture where our supremacy had hitherto been unchallenged. One of

the most impressive lessons taught by this war is the world supremacy of Germany in chemical industry and British laxity."

"To defeat Germany in the Trade War and to reduce her to a position of economic subordination, or, at least, economic equality, should be the highest object of patriotism."

Need Trade Ambassadors
"We ought to despatch, at the earliest possible moment, competent and accredited representatives, 'Ambassadors of Trade' whose business it should be to inquire carefully, and on the spot, into the conditions, views, sympathies and requirements of the Russian, Italian and Chinese purchasers. We may be told—and we fear that it is a deplorable fact—that there are but few business men in England, who are competent to discuss details such as are required in any language but their own. That objection we answer plump and plain by saying that the sooner such men as we have in mind make it their business to achieve a mastery over the languages required, the better it will be, not only for them, but for the future of British Trade. We are not sure, indeed, that it is not largely this neglect of a simple precaution that has enabled the German to progress so vigorously in the industrial race."

"German firms have made a specialty of advertising in Russia, and as this has hardly been resorted to by British firms, the idea has gained ground here that British firms have been outstripped in all modern branches of production."

"Could there be a more damning indictment of the sloth, inertia and indifference which has caused the trade of our Allies to pass into the German hands?"

SOME ESSENTIAL REFORMS
"It is one of the supreme ironies with which the war has confronted us, that Germany has succeeded in being credited, not only with vices that are her own, but with the excellencies and achievements that she has with great discrimination adopted from other nations."

"We are forced to the conclusion that we English are now much in the same retrograde position as regards financial facilities as the German manufacturers were forty years ago."

THE NEW BANKING
"We must form a bank whose function it should be to so finance our home firms as would enable them to hold their own against the HUN in this vital matter of extended credit."

"Incidentally it may be noticed that Sir Edward Holden pointed out that Germany had already been enabled by her highly organized banking system to increase her gold reserve by fabulous amounts. She had announced her intention previously of doing so. And British experts had declared that she must fall in those designs. But at any rate Germany accomplished America's Attitude."

"America, swift to realize how momentous a gain might accrue to her, entered on the course as we are just now considering within two months of the commencement of hostilities! So long ago as November, 1914, there

passed into law an act known as the Federal Reserve Act designed expressly for the purpose we are advocating, and hailed by Dr. Ewing Pratt, Chief of the Bureau of Foreign and Domestic Commerce, as opening a new chapter in the triumphant progress of that Leviathan state. What has been the result? That on November 24th last the National City Bank of New York organized a great financial corporation of no less than \$50,000,000 for the express purpose of the development of that foreign trade, upon the capture of which depends in a large part the destiny of the people during the next half century."

"Clearly if the shrewd financiers and most capable Captains of Industry, who have raised the U. S. A. to such a pinnacle of commercial and industrial eminence, find this step necessary, much more must we, who will presently discover that much of our strength has been wasted by wars and expended in avenues that are unlikely to bring us any immediate return."

"Mr. Pennofer, M.P., states that before the war out of 653 of our unsalaried Consular Representatives abroad no fewer than 268 or 45 per cent. were of foreign nationality, and of these 44 were Germans or Austrians. In 1913, only eight of our 37 unsalaried Consular officers in Germany were British and 29 were of German nationality. Well may he ask 'How can we expect that these men were going to push British interests as against German interests? It is incredible!'"

WANTED, NATIONAL ECONOMICS
"Now, what has enabled the German to produce cheaply? There can be no question whatever about it that it is largely because he has recognized the enormous, the supreme importance of the part which the chemist has played in modern manufacturing production. There is not one single firm in Germany today, there is hardly one private trader, certainly there is not one capitalist worthy the name who has not realized the preeminence of the chemist in modern business life."

"To determine this fact the analytical chemist is necessary, and the chemist, unknown to the majority of British manufacturers, is fully established in nearly every German factory, in nearly every German firm, and in nearly every German business that the war has not ruined. It is the function of the chemist to examine the waste from the factories, to analyze, test and turn over all the innumerable by-products, all the 'throw aways' that a factory daily discards in its efforts to produce a given quantity of certain goods. From these by-products, it is notorious, Germany has built up most successful industries. Out of them she has made literally millions. She has extracted gold from dirt, wealth from refuse. In almost innumerable cases the chemist in Germany has turned a bankrupt business into a thriving concern."

Quotes Mr. Peddie
"As Mr. Peddie has remarked: 'I think we are all agreed that the Science of Political Economy (if we