

FRENCH OUTLINE INDUSTRY NEEDS FOLLOWING WAR

Americans Must do Co-operative Selling for French Industrial Rebuilding.

(By Associated Press)

WASHINGTON, Sept. 13.—American manufacturers who plan to supply materials for the industrial reconstruction of northern France should prepare for co-operative selling, for a revolutionary change in French methods of buying is to follow the war.

A small number of central purchasing agencies, representing groups of French manufacturers engaged in related industries and assisted by the credit of the French government, will deal with those supplying the material.

Scattered American selling efforts will not be able to meet the requirements of the huge buying power of several thousand French consumers, in the opinion of Pierce C. Williams, American commercial attaché at Paris, who reports that unless American manufacturers prepare for co-operative selling that they will be laboring under a serious handicap.

The Central Bureau for Industrial Purchases for the Invaded region, a French stock company composed of many manufacturers, has emphasized in a report that the task of restoring the destroyed industries is too large for individual and competitive buying. Its directors are reported as equally certain that it will be out of the question for isolated American firms, no matter how large or well equipped, to meet the demand. It is with groups of American manufacturers—each group being able to supply a certain industry with all materials and special equipment for its restoration—that the Central Bureau wishes to establish relations.

Although the French manufacturer in the past has been regarded as most individualistic among business men, the size and complexity of the task of reconstruction has caused him to accept such a radical change in his business methods as collective buying. The industrial reconstruction in France alone is more than one nation can properly attend to, so the pooling of American interests involves solution of the question of whether American manufacturers will be able to hold their own in competition with other nations.

Industries Ruined.

Although the area occupied by the Germans in France the last four years is small as compared with corresponding regions in the United States, northern and eastern France with Belgium were in 1914 one of the busiest workshops in the world. Nearly 26,000 factories and industrial establishments were in the invaded parts of France, and their output was more than thirty per cent of all of France. These factories' output in proportion to the country's total production follows:

Iron ore, 90 per cent; pig iron, 83 per cent; steel, 75 per cent; coal, 70 per cent; combed wool, 94 per cent; linen threads, 90 per cent; sugar 65 per cent.

Owners of the factories of course have been shut off from normal communication with their properties, but workmen, engineers and others caught in north of France when the German army rolled through there have gradually worked their way to Paris as their reputation has been accomplished by the Allied arms. In many localities and in almost countless industries, long remains.

Coal mines have been flooded, and years will pass before coal will be hoisted from them again. Electric power stations and the transmission lines have in many places been dismantled, the machinery being carried off by the Germans, and the copper wire sold at auction. Practically all of the equipment in the metal-working plants, all the cotton, linen and wool spinning machinery, together with wool-combing and textile looms, have been systematically pillaged.

Repatriated workers report that machines have been skillfully taken apart and all the copper and alloys in the bearings sent into Germany for remaking. In many instances, after this was done, the iron frame was broken up and turned over to the German scrap iron dealers.

Steel structures have been taken down, and the sheet-iron roofs and steel columns and beams have either been sent back into Germany or used in the war zone. Sugar refineries and breweries are reported to have been completely destroyed. Machine shops

HEARD FROM OUR SOLDIERS AND SAILORS

"Have Been in Some Real Battles" Writes Milton Soldier From War Zone

"We are going back to a rest camp for a short time, and when we come up to the front again, the enemy will no doubt be on the other side of the Aisne," said Ralph Moore in a letter to his mother and father, Mr. and Mrs. Jesse Moore, of Milton. Moore is in the 120 Medical corps of the 32 Division in France. The letter follows:

"We are now out of the country in which we were first, and are on the real battle field of June and July. On our way here we slept in towns that the Germans had occupied the week before. The villages are complete ruins, not much left any more.

"We have been in real battles for over a week and know exactly what war means. Having been relieved now, we are going back a few miles to a rest camp for about a week. There are sights to see over here, and some of them I can never forget. You probably read what the Americans did the last week of August, so you can guess what I have been through. The 32d has surely done great work. Every one will tell you the same. I am sure

our casualties are far less than the enemy's.

"It is a very queer feeling to wake up in the middle of the night and have to put on your gas mask, but, of course, we always do it, even if the alarm is a false one. It is hard to tell, so when the klaxons are sounded, every one, no matter if he is miles away feels safer with a mask on.

"We are certainly glad to be released for this short rest, but we'll be ready to go in soon again."

WITH THOSE IN ARMY AND NAVY

This column, containing news of Richmond and Wayne county soldiers and sailors, will appear daily in the Palladium. Contributions will be welcomed.

Elmer Vinton has written to his father, C. E. Vinton, of 305 Chestnut street, saying: "We have been hitting those Huns some pretty hard cracks these last few days; some I hope they will never get over. I am still alive and knocking around as usual."

"I have seen quite a few of my pals fall on the field of battle. That is one thing that makes a fellow's blood boil and makes him fight all the harder. I got through without a scratch but I had some pretty close calls which made my hair stand straight."

"One does not mind things so while they are happening but after it is over, and there is time to think of what has happened—then it makes one's knees knock together."

"Every one here has some kind of a souvenir from Germany. I got two German canteens. I gave one to the lieutenant of our company and the other I lost in the last scrap we had. All I have now is a few pieces of German money."

Glen Wagner is wounded in the hip by a machine gun bullet, but I think he will be back on duty soon.

"I have not learned how Frank Kilkus made out. Harry Wagner is O. K. "Well, they are yelling for me to come and get it, and that means that chow is ready."

"Be sure to write soon."

Vinton enlisted in the regular army soon after war was declared. He has been serving in France for some time.

Word has been received by Wayne Smith from his brother Private Raymond Smith, of Company F, 22 engineers, now in France. Private Smith says that he has not seen a stalk of corn since his arrival in France. He

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If your ambition has left you, your happiness has gone forever unless you take advantage of Leo Fife, A. G. Lukens & Co., Clem Thistleton & Conkey Drug Co.'s magnificent offer to refund your money on the first box purchased if Wendell's Ambition Pills do not put your entire system in fine condition and give you the energy and vigor you have lost.

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Wendell's Ambition Pills, the great nerve tonic, are splendid for that tired feeling, nervous troubles, poor blood, headaches, neuralgia, restlessness, trembling, nervous prostration, mental depression, loss of appetite and kidney or liver complaints.

You take them with this understanding that: In two days you will feel better. In a week you will feel fine, and after taking one box you will have your old-time confidence and ambition or the druggist will refund the price of the box.

Be sure and get a 50 cent box today and get out of the rut. Remember Leo Fife, A. G. Lukens & Co., Clem Thistleton & Conkey Drug Co., and dealers everywhere are authorized to guarantee them.—Adv.

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presumes that they are too far north for it. "The weather," he said "reminds me of our September and October weather at home." The letter was written on August 15.

Mr. and Mrs. W. H. Behr of Pershing, have received a letter telling of the safe arrival overseas of their son, Hobart, who is with an engineer's company. He was stationed at Ft. Benjamin Harrison while in the States.

Leslie L. Williams, who is now stationed at Say Brook, Conn., writes of his experience at Camp Hancock, Ga., where he was a bugler there. He writes: "They put me on blowing a bugle down there and all I knew was the mess call. The company thought it was having a picnic, for we had about six meals the first day. The next day they let me shovel sand in the roads but since that time I have learned some other calls."

Alphonse Toney has written his cousin, Mrs. James Lee of this city, that he is now in France, following a very interesting voyage over. He is well, the letter stated.

Lieutenant and Mrs. J. C. Conner, of Washington, D. C. are home for a few days' visit with friends. They were formerly residents of this city. Lieutenant Conner is now in the Naval aviation corps.

Carlos Kramer, who is a member of the Mt. Pleasant S. C. Rifle Range, has been selected to represent this Range at the National Rifle matches to be held at Camp Perry, Ohio. His parents and Miss Elsie and Mr. Ralph Kramer will spend the coming week end with him.

Mrs. Perry Moss, 801 North Eighth street, received a letter from her husband dated August 12, in which he spoke of going over the top three times. He said the men had been brought back for a rest and that he was in the best of health.

Robert D. Phillips, who is in training at the Great Lakes Naval training station, has been transferred from the yeoman school at Camp Perry to the office of the provost marshal at the main camp.

John Conner of Camp Sevier, S. C., is spending a ten days' furlough with his parents, Mr. and Mrs. J. C. Conner.

Mrs. R. A. Tomlinson of South Eleventh street, has received word that her son, Robert M. Tomlinson has arrived safely overseas.

"I'd rather settle down in the good old U. S. A., but I'm not ready to come

back until I get a shot at 'Old Jerry,' said Huber Ferris in a recent letter to his sister, Mrs. Howard Weist. Ferris is with an aero squadron overseas, having sailed in November, 1917. He is just out of a hospital but is feeling very well again.

Mrs. Lulu Channess, 16 North Eighteenth street, has received the following letter from her son, who is stationed at the U. S. Naval Training Camp at Puget Sound, Wash.

"This surely is some camp. We had chicken for dinner and supper today. The other night the whole company went to a movie. The Y. M. C. A. frequently gives one for us.

"The Navy team played the Marine team a game of ball today and our

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