

Washington Observations—By Frederic W. Wile

It is undeniable that statesmen and lesser mortals in Washington are "watching their step" these days. Nervous anxiety, bearing a cousinly resemblance to cold feet, is in the air. Nobody is quite sure where the lightning will strike next, or what, or whom. On Capitol Hill there is a refreshing taciturnity. It will pass and Washington soon again will lapse back into loquacious normalcy. Meantime oil has unmistakably calmed the waters of loose talk. Where there is not uncommunicativeness, there is an uncommon preciseness of statement. The "they-say" fraternity is in retreat. If it remains scared Teapot Dome will not have boiled over altogether in vain.

Any number of United States senators will be up for re-election this year. Some of them who voted against the Denby ouster are wondering if their action will come home to roost in November, as pro-Newberry votes did, in 1922, in the case of several prominent Republicans who now write "ex" before their names. There are two or three quaint points of personal resemblance in the cases of Secretary Deby and former Senator Newberry. They are both Detroiters. Newberry was secretary of the Navy (in the closing months of the Roosevelt administration) and Denby occupies that portfolio now. Both Newberry and Denby are Spanish-American war veterans. They served in the same warship. Newberry was Denby's superior officer—a junior-grade lieutenant aboard U. S. S. Yosemite, on which Denby served as a gunner's mate. Newberry recounts their experiences in a book called "The Log of the Yosemite."

Dr. Hjalmar Schacht, president of the German Reichsbank, who is now in daily contact with General Dawes and the other American reparation commissioners at Berlin, has an American background. For many years Schacht's father was the "procurator," or general agent, of the Equitable Life Assurance Society of the United States at Berlin. As a young man, the present Reichsbank head was employed in the Equitable offices in Germany and cooperated with his father in the construction of the company's fine office building in the Friedrichstrasse at the end of the nineteenth century. It was Berlin's first skyscraper—six stories high.

When the Senate was debating the Robinson resolution calling for Secretary Denby's retirement, a celebrated Republican irreconcilable set the cloakrooms into peals of merriment by an ironic quip about the junior senator from Alabama. "Why, Coolidge," he said, "is entitled to tell us to go to the other place, just as we should extend to him the same kind of an invitation if he'd ask the Senate to unseat

Tom Heflin!" Harry S. New, of Indiana, postmaster-general, seems to have the knack of remaining the confidante of presidents. No one in Washington was closer to Harding than the Hoosier republican and now he ranks as one of the powers behind the Coolidge throne. Politicians were quick to note that no other member of the cabinet was invited by the President to accompany him to New York for the Lincoln Day speech at the National Republican Club. The friendship between the Coolidges and the News dates back to Senate days, when the President was employed on Capitol Hill. What New doesn't know about politics isn't worth the trouble to learn. These are the times in which Calvin Coolidge has use for hard-headedness of the New brand.

Talking of political knowledge, Boies Penrose was once told by a sycophantic admirer: "Senator, I guess all that (a well-known Pennsylvania G. O. P. leader) knows, you taught him." Penrose soliloquized a moment, then said: "I may have taught him all he knows, but I didn't teach him all I know."

Eminent New Englanders in Washington, a goodly company, are quietly amused over the project of Henry Ford to re-establish Longfellow's Wayside Inn at Sudbury, Mass., and turn it into a shrine of "comparative American history." Quite evidently, they say, Uncle Henry no longer thinks "history is bunk." The Cabots and the Lowells are said to be conservatively chagrined over the spectacle of a mere Middle Westerner invading the Pilgrim country for the purpose of reviving its languished interest in American history. Ford was born in Michigan and had no known forbears aboard the Mayflower.

Senator Copeland is not the only M. D., who basks in the sunshine of a Democratic presidential boom. Dr. William J. Mayo, world-famed surgeon of Rochester, Minn., is the latest medical favorite son. Minnesota isn't exactly the camping-ground of the democratic party, which has practically been blotted out in the State by the Farmer-Labor upheaval. But Dr. Mayo's friends appear to think his candidacy could easily be galvanized into a nation-wide movement because of the enormous acquaintance his practice has given him and his brother, Dr. William Mayo is approaching the age of sixty-three, being four years the senior of his brother. He has never held political office. Medical and surgical societies throughout the world have showered the Mayos with honors. In 1915 they established a \$2,000,000 foundation for medical education and research at Rochester.

Habit of Looking To Artificial Help Weakens Americans In Foreign Trade

From the Christian Science Monitor. American manufacturers in the long years of competition with the British and Germans before the war failed, to a degree that kept down their profits, to show proverbial Yankee keenness, alertness and ingenuity in going after foreign customers. There were many reasons for this, perhaps the strongest and most obvious being the high American protective tariffs on which they grew accustomed to rely for easy retention of the vast and profitable markets of their own country. Lacking the spur of serious competition in this great field, their energy and astuteness, so far as foreign markets were concerned, lay dormant.

When they finally did seek to dispose of their surplus beyond their own borders, they were slow to realize the necessity of close study of details as to the wants and peculiarities of foreign customers. The atrophy that was traceable to the numbing effects of continued "protection to infant industries" clung to them for a long time and dulled their native genius for trade. The inevitable result was that their British and German rivals retained the mastery in many foreign markets from which the Americans ought to have ousted them with comparative ease. This was strikingly true of the rich markets of South America lying right at the doors of the United States. The North Americans were slow to adopt methods of banking and credit to which the people of the southern continent were accustomed. In matters of salesmanship, packing of goods, and transportation they did not bother to learn local desires and customs.

Before the war there was some improvement in these respects, and trade of the United States with the southern continent was gradually picking up. Conditions due to war made it easier for the North Americans to increase their southern commerce greatly. But European competition is reviving and is bound to grow. If the manufacturers of the United States want to keep some of the advantages they have gained in recent years, they must go at it more keenly and with closer attention to a thousand and one little details. There are plentiful signs that this is realized now more than formerly. The study of Spanish in the United States has grown with leaps and bounds, and much more attention is given to South America peculiarities than was once the case.

But there is still room for improvement. A vivid and humorous proof of this was revealed recently in a report of the United States Department of Commerce. Some Spanish translations of advertisements made by employees of American exporters were quoted, and they told the whole story. There were single-horse buggy harnesses to be pushed for sale. They were referred to as "harness full of bugs for a bachelor horse." One maker had vacuum cleaners to sell. The translator said they were "cleaners of emptiness." "Monkey wrenches" became "wrenches for monkeys." Iron washers were transmuted into "washers of iron."

These are little things and sound funny, but the United States exporters must learn how to avoid just such errors all through the complicated routine of trade, if they hope seriously to meet the competition of their more methodical and seasoned German and British rivals in the vastly rich markets of the world.

Vengeance.

From the Progressive Grocer. "When I'm a married man—" began Bobbie after a stormy interview with his father. "What will you do?" asked his mother. "I'll name my boy after papa—and oh! how I'll spank him!"

Brickmaking was one of man's earliest pursuits. Babylon was acquainted with the art, and it is recorded that the Israelites baked bricks from clay mixed with chopped straw, much in the same manner that has come down to the present day.

Valuable markets for Pacific coast products exist in Belgium now, according to A. S. Beakney, Canadian Trade Commissioner in Brussels, who arrived here recently to investigate business conditions in Western Canada. Doors and salmon produced on the Pacific coast are in demand in Belgium, he stated, and frozen as well as canned salmon finds ready market. Soft wood flooring also can be sold readily in Belgium, he adds.

Something Wrong.

Proud Father—Well, Tommy, what do you think of your new bouncing brother? Tommy—Something's the matter with him, paw. I dropped him as hard as I could on the floor but he wouldn't bounce.

Swedish politicians are busily engaged in the solution of the problem of national defense, which is the weightiest before the country. The Socialist and Liberal parties advocate curtailing the period of training. The Socialists asking a reduction from 260 to 150 days, and the Liberals to 200 days. The cabinet recently decided upon a new uniform for the army of an olive drab color, in place of the present gray, and cut somewhat after the American army uniform.

Fujiyama, the volcano famous in Japanese art, had its top changed by recent disturbances with the flattening of Kengamine peak, formerly the highest point, and the formation of a new peak, reports from Osaka say.

WRIGLEYS
Chew it after every meal
It stimulates appetite and aids digestion. It makes your food do you more good. Note how it relieves that stuffy feeling after hearty eating.

Whitens teeth, sweetens breath and keeps the body that's-a-leet.

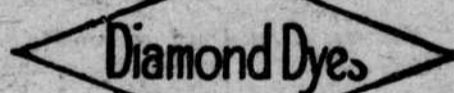
SEALED in its Purity Package

WRIGLEYS DOUBLEMINT CHAWING GUM

Dumb
"I must congratulate you," declared the editor. "This is a remarkable story you have written about a skirmish in the bush."
"Thank you, kind sir," responded the budding author. "May I ask you what you find so remarkable about it?"
"You say nothing about the whine of bullets."
"These were dum-dum bullets."

WOMEN! DON'T BE IMPOSED UPON

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Always ask for "Diamond Dyes" and if you don't see the name "Diamond Dyes" on the package—refuse it—hand it back!

Each 15-cent package of "Diamond Dyes" contains directions so simple any woman can dye or tint skirts, dresses, waists, sweaters, stockings, kimonos, coats, draperies, coverings—everything new, even if she has never dyed before. Choose any color at drug store. Refuse substitutes!

Playing Safe

A Frenchman was courting an English girl. Her mother said, mischievously: "Now, monsieur, if my daughter and I were both drowning, which would you save first?" With great presence of mind he replied: "I would save madame, and I would perish with mademoiselle!"

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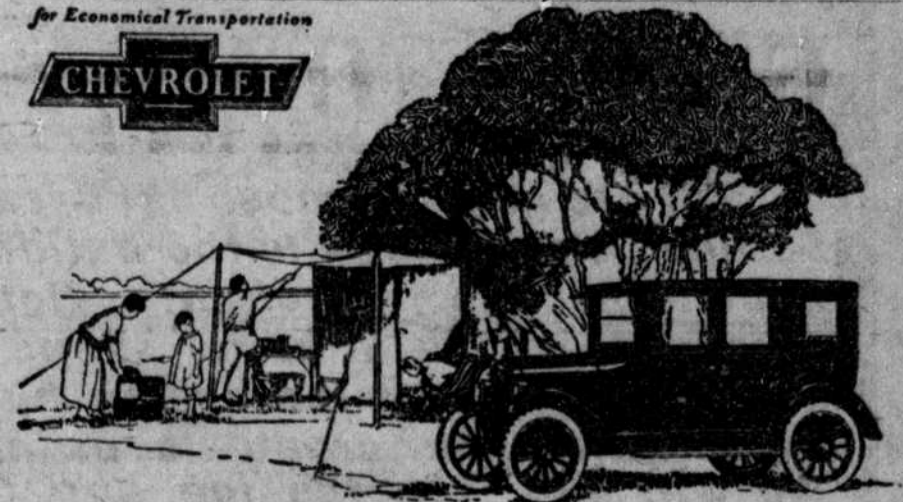
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If yours is one of the few remaining families lacking an automobile, no doubt you have finally decided to get one within the next four months.

A low-priced modern automobile like the Chevrolet has become indispensable to the family of ordinary income. A million other families can easily prove to you that the better way is with Chevrolet. The beauties of nature, the interesting and educational features of other places and ways of living, remain things to read about or see dimly in cold photographs until you are free to get to them at your convenience and pleasure.

But, suppose you have definitely decided to buy a Chevrolet this spring. This does not necessarily mean you are going to get it. Anyone posted on conditions in the automobile business will tell you that thousands of families are going to be unable to get cars this spring. This has been true almost every spring for the last ten years. There are just two ways of making sure of getting your Chevrolet for use when the flowers and balmy breezes of spring lure you to the country roads—buy it now or order it now.

If you do not want to pay for it in full at this time, any Chevrolet dealer will arrange terms to suit your convenience. You will be surprised to learn how easy it is to pay for a Chevrolet and use it while you are paying for it.

Please realize these statements are made by us in good faith and we mean just what we say about the possible difficulties of getting a car delivered to you this spring if you wait until then to order it. The only way to be sure of a Chevrolet this Spring is to order it NOW.

Prices f. o. b. Flint, Michigan

Superior Roadster . . . \$490	Superior Sedan . . . \$795
Superior Touring . . . 495	Superior Commercial Coach . . . 395
Superior Utility Coupe . . . 540	Superior Light Delivery . . . 495
Superior 4-Door Coupe . . . 725	Utility Express Truck Coach . . . 550

Flint, Mich. on all Closed Models

Chevrolet Motor Company, Detroit, Michigan
Division of General Motors Corporation

Her Favorite

Tactless Lady Friend (to hostess)—By the way, what birthday is this we are celebrating?
Hostess—My thirty-fifth.
Lady Friend—But have we not celebrated that before?
Hostess—Oh, yes; it is one of my favorite birthdays.—Stray Stories.

Always Keep Alcock's Plasters in your home. Invaluable for all local aches and pains. Inexpensive, absolutely pure, safe and effective.—Adv.

Easiest to Make

Fair Caller (at the tax office in Paris)—A declaration is obligatory?
Clerk—Absolutely.
Fair Caller—All right; then I adore you!—Boston Transcript.

No man ever lives to be as old as he feels at twenty-one.

Embarrassing Moment

A shy young hostess, in an effort to be genial, led aside the comparative stranger, whose name somehow eluded her.

"Look," she said, "I've paired you off with that lady in the corner. Will you take her in to dinner? My husband, naughty man, says she's a bit of an old frump, but she's got lots of money, and one of his clever friends has just married her for it, so we must be nice to her."

"I am sorry, madam," said the guest, "but I am the clever friend in question."

Worth Trying

Brown—Halloo, old chap! Nice melon you've got there!
Green—Yes, there's for my mother-in-law. She said she would give half her life for a good melon, so I've bought a couple.—Stray Stories.

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