

Harding and Not Senate To Be Country's Leader

He Has Already Given Evidence of His Confidence In His Leadership and the So-called "Senatorial Oligarchy" Is Deferring to Him, Mark Sullivan Writing From Ohio

By MARK SULLIVAN
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MARION, O., Jan. 1.—At the time of Harding's nomination it was universally said that a group of his fellow senators had been the chief instrument in making it about. To a degree that was true. Harding's initial entry into the race was probably half due to the persuasions of some of the Republican senators; at several times during the pre-convention months when Harding rather wished he were out of the race these same senators were influential in pressing on him to stay in.

But the precise extent to which the senatorial group was potent in finally settling about Harding's nomination does not matter for the purposes of this article. Those confused events of the closing days of the Republican convention are too old for news and not old enough for history.

I allude to the senatorial group merely for its bearing on the thing we are trying to get at now, the question of what kind of a man Harding is. It is undoubtedly true that the public conception of Harding's personality, the picture that the public has of him, has been largely and consciously determined by that early association of a group of senators with his nomination.

A False Picture
That early and widespread association of the newspapers gave rise to the phrase "the senatorial oligarchy" and that phrase in turn became a constant reiterated campaign slogan of the opposition. The result of all this, with other factors, has been that to a degree the public has thought of Harding not as a leader in his own right, but as the representative of a group, a mouthpiece for the Republican senators.

The public has thought, and to a large extent still thinks, of Harding as the amiable, easy-going, rather pliant sort of man who would be contented and happy in that kind of role.

People have thought of him as having a neutral personality, even a negative personality, destined as President of the reflection in the white house of a group of stronger and more positive personalities in the senate. They have pictured the Republican senators running the country, with the white house registering their decisions.

That picture of Harding is as far from the facts as black is from white. Harding is the leader, knows he is the leader and will live up to that role. He will do it in a way different from the way Wilson did it and different from the way Roosevelt did it. But he will be the leader, knows he is the leader and will live up to that role. He will do it in a way different from the way Wilson did it and different from the way Roosevelt did it. But he will be the leader, knows he is the leader and will live up to that role.

Harding's Changing Standards
Of any group of alternatives that come before his mind, Harding selects the one that appeals to his conscience and judgment as best. That is not necessarily a complete guarantee of satisfaction, for everything depends on what are the chooser's standards of conscience and judgment. Harding is just now going through the process of changing standards in that respect. Harding's standards in the past have been exclusively determined by fidelity to the Republican party organization. On some occasions in the past he has acted according to the limit of the outlook of his position. But in the past those who were chiefly the standards that his responsibilities called for. Right now it is apparent to any intent observer that Harding is in the process of taking on the higher standards determined by his new relation to the world.

This, like every process of growth, is attended by some pain. It accounts for a perceptibly increasing austerity for a period, a new quality of concentration in his actions and mental processes.

had access to Harding has regarded that access as an opportunity for well meant importunity.

Excited advisers have wanted him to make a speech on this or a speech on that; to make certain appointments immediately; to endorse one piece of legislation or to oppose another. All these suggestions have just glided off his unpolished surface. A multitude of suggestions and prompts sink into him as into a quicksand and leave the surface unmoved; what appeals to him as called for, he does in his own way and in his own time. All this resistance to importunity, to advances to accomplish with perfectly good-natured severity. His lack of susceptibility to excitement around him is one of his most obvious characteristics and is the more remarkable considering that he has imagination and sensitiveness to a marked degree.

Harding Does Not "Blow Up"
Toward the end of the campaign when leader after leader showed signs of the nervous strain, and when not a few of them more or less "blew up," Harding himself, except in a few senescent speeches on the closing day, never showed any sign of emotional disturbance. During all the suppressed commotion that accompanied the subterranean scandal, and in the final explosion attending it, Harding was the least disturbed of all the campaign managers. He had the air of taking the position that there are some things a gentleman ignores, and assuming that a falsehood cannot in the end do harm to its victim.

It is almost too trite to even allude to the importance of the position that Harding will have during the year that begins today and in the era that follows. Harding's relation to the country, and the relation of our country to the rest of the world contains possibilities that are almost literally beyond an ordinary imagination. Any adequate observer, looking at Harding with the tenderness that his position invites, is likely to find justification for confident hopefulness that Harding has it in him to rise to the greatest of these possibilities, and live up to the opportunities.

I say "has it in him" to do so. The only doubt implied is whether the potentialities that are within him will flow out as abundantly as they might. Harding is not a person of great initiative. There are two types of executive. One keeps the outgoing telephone wires busy; the other occupies himself more actively with the incoming calls. One is active in starting things and putting them through. The other attends conscientiously to what is laid before him for decision and action.

Harding is of the latter type. Harding's Changing Standards
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It can be stated with confidence that Harding has the imagination to reach and grasp the highest standards. This is the judgment of men of great insight who have had much opportunity to observe him closely, of course. The same thing is frequently said by loose-minded Republican leaders who would say it under any circumstances. They do not matter. But I know it is believed by men whose judgments are other men do matter. They believe that Harding has imagination and taste in the degree that will enable him to live up to anything that fate may confer on him. With these men whose judgment of other men is most dependable believe that Harding has it in him to give the country an administration of historic elevation.

A Painful Choice
Being the sort of man who functions best in deciding among the things that are laid before him, it follows that much importance will be in the channels through which things will come up to Harding, in the persons who will have access to him. That is one reason why the choice of his cabinet is important.

made up of old political friends and associates and one made up of men of high character and proved ability regardless of whether or not they are sympathetic and comfortable to his personality. He sees that he can pick men who specially will seem to promise the ease and comfort of an old shoe; or he can pick men who at first may press upon him painfully but in the end will carry him further, last him longer, and give him a distinguished administration. In that choice Harding's destiny lies.

This is the judgment of the same men who believe that Harding has in him lately the possibility of rising to any heights that may be adequately demanded of him.

The men who express this belief and hope frequently add: "If he will surround himself with the right men, if, in choosing his cabinet, Harding has the good fortune to see the alternative in a clear light, he can be depended on infallibly to choose the higher one."

One Virtue That Could Be Fatal
One of Harding's most appealing virtues as a human being could readily become a fatal fault in the President of the United States.

It is not yet certain that Harding has risen above that school of politics which regards "the organization" as a band of brothers, a sort of sworn fraternity of one for all and all for one. In that school loyalty is the highest virtue, and to be "an ingrate" is the deadliest sin.

Whether Harding is to achieve the position that a distressed world is beckoning him to do, and which he has the innate qualities to fill, depends largely on whether he can see, on enough, that in those more exalted heights loyalty to person becomes inferior to loyalty to colder ideals of service.

Harmon Dusenbury and Jennings Thompson, of the University of South Carolina, are spending the holidays here.

Miss Helen Bahret, of Poughkeepsie, N. Y., spent last week-end here with Miss Essie Elliott. Miss Bahret left Tuesday to visit friends at Florence and Darlington before returning home.

W. R. Salmon and Charles W. Adams spent last week-end with friends in North Carolina.

1921

The past three years of unprecedented high prices were bound to be met with a readjustment. Every sane business man and manufacturer expected it. It has come. Some say that it is over. Others say that prices will go still lower, while others predict that it will last from sixty to ninety days longer. One man's guess is as good as another. The fact that stands out head and shoulders above all others is that "the U. S. A. is the strongest, wealthiest nation on earth and that business is coming back in 1921 stronger than before the war."

A pessimist never won a battle or achieved a business success. Pessimism will not develop or expand present-day business any more than a closed factory will furnish a payroll to buy merchandise. "OLD MAN GLOOM" never lights his store with a 3,000-watt incandescent electric light.

If you think gloom you will see gloom. The greatest tax on present-day business comes from the pessimist who says "That business is going to the eternal bow-wow." If these pessimists, who are doing this calamity howling would go to work they would find that there is more business than they can take care of.

The present-day successful business man is the one who is taking his losses cheerfully, looking into the future and pushing plans to completion for a greatly enlarged business. He has no time to listen to false theories or deductions. He does his own thinking and acts on his own judgment. He is using the present day to perfect his advertising and sales organizations to meet, shake hands with and take care of the increased business that is just around the corner.

There is no evidence of gloom among those advertisers who have learned from past experience that judicious advertising pays. Easy profits made in the years of inflation, high wages and increasing prices have not erased from their minds the fact that advertising must be depended upon to produce the necessary results in the changing conditions of present-day trade and industry.

The assurance of success and ample profits is found only in the speedy distribution of goods. This calls for ADVERTISING.

It is the frequency of turnover, not the amount of profit earned, that builds, maintains, and makes profitable the business of manufacturing and merchandising. To get this frequency of turnover requires ADVERTISING.

A period of deflation, like the present, through which all lines of business has or is passing, does not spell disaster to the aggressive ADVERTISER, though it does mean disaster to the faint-hearted, non-advertiser.

Many of the largest business interests in the United States today are those that were built through ADVERTISING during the business depressions of 1893, 1907 and 1914. The same opportunity exists today for those who are far-sighted enough to do and dare. Printer's ink, judiciously used in ADVERTISING, will accomplish the results.

The most important step now, is the planning of your ADVERTISING for the future and the forming of connections with the proper advertising agency—the agency which through experience and organization is best equipped to render the most practical service.

WE OFFER YOU THIS EXPERIENCE AND SERVICE
CONSULTATION WITHOUT OBLIGATION

Walton Advertising Agency

ADVERTISING -- MERCHANDISING -- SALES
Charlotte, North Carolina

Comparison of Quality and Price Reveals the NASH SIX to Be the Leading Value In the Car Field

WE invite you to become thoroughly acquainted with the many fine features of this handsome automobile and to make a careful comparison with other cars. Compare its every detail of performance, construction and finish with cars selling from \$300 to \$600 higher. Its Nash Perfected Valve-in-Head Motor makes it unusually powerful—gives it the same instant acceleration as the touring car.

The luxury of its every fitting and appointment, its roominess, and comfort, and its really exceptional beauty will impress you. You will agree with its many owners that the Nash Six, at its price of \$1695 with cord tires, f. o. b. Kenosha, represents the soundest value now available to buyers.

5-Passenger Touring Car\$1695 with cord tires
2-Passenger Roadster1695 with cord tires
4-Passenger Sport Model1850 with cord tires
7-Passenger Touring car1875 with cord tires
4-Passenger Coupe2650 with cord tires
7-Passenger Sedan2895 with cord tires

(Prices F. O. B. Kenosha).

Johnson Motors Company

No. 5 North Third Street Telephone No. 508

YOUR Accessory Store, 111 Chesnut street

Auto Robes and Hansen Gloves

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H. L. FENNELL
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BATTERIES TESTED FREE
All Batteries 25 Per Cent Off

DRUGS CANDIES CIGARS

**J. HICKS BUNTING
DRUG COMPANY**
Second and Princess Sts.

EXECUTRIX'S NOTICE
Having this day qualified as executrix of the last will and testament of Henry J. MacMillan, I hereby notify all persons having claims against the said testator to present the same to me for payment on or before December 4, 1921, or this notice will be pleaded in bar of their recovery.

**W. L. DOUGLAS
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