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## CONFIDENCE

The results of true success in life and in business are expressed in the word Confidence, without it our personal life becomes a dreary waste, our family life a bedlam, and our civic and national life a dismantled ship at the mercy of the winds and tides.

The confidence of our fellow men, and particularly those with whom we do business, should mean more to us than any other thing in the world.

What a goal to strive for and what a prize when once attained!

There is but one way to reach it, and that is by not deviating one hair's breadth from the line of absolute honesty. We can reach it only through our own efforts.

To never offer goods that are not the best-to never misrepresent their quality-to never overcharge one penny-to never break a promise-to be courteous and considerate-to be just, as we expect to receive justice-to have our store truthfully represent our personality in its cleanliness and management; these are the keys that admit us into the circle of perfect confidence, for which many men strive but all do not reach.

Confidence is the very breath of our social and business life.

## **Claude Kitchin's Statement on the** Nation's Preparedness---He Gives Facts 5 Good Reasons

Mr. Editor: is obsolete, and not listed by our | President declared both in his mes-The SEVEN SEAS MAGAZINE. Navy Year-Book (the Indiana and sage to Congress December last and the organ of the Navy League (the Massachusetts not listed also) in in his recent Manhattan Club speech, organization which has created, by deception and misrepresentation, the apparently big sentiment for the militarism and navalism now pro-stampeded many patriotic, and us-tually levelheaded people) declared the German ships listed by our Year-in its October issue that I had the Book as dreadnaughts are in reality in the stronger ship) in this recent Manhattan Club speech, with the stronger ship is far superior to apparently big sentiment for the stronger ship) is far superior to MO QUARTER," the proposed "Pre-paredness" program at one bound-one year-INCREASES our already immensely large naval appropria-tions MORE THAN OUR TOTAL INCREASE FOR THE LAST FOURin its October issue that I had the Book as dreadnaughts are in reality TEEN YEARS; more than the IN right "to vote for or against" the not dreadnaughts, and are shown CREASE BY GERMANY THI preparedness measure, but that I by one of the highest naval author- WHOLE FIFTEEN YEARS PRE had "neither the right nor should ities in the world (Jane's Fighting he (I) be allowed even to discuss it Ships) to be DEFECTIVE, UNSUC-in the House," etc. I trust, how- CESSFUL SHIPS, and so known to ever, that the press of my State, be by every student of naval af-though most of it differ widely with fairs. The last five dreadnaughts (I) NET THE ELN TEARS FRE-CEDING THE EUROPEAN WAR, AND MORE THAN THE COMBIN-ED INCREASE OF ALL THE NA-UNSUC-ED INCREASE OF ALL THE NA-TIONS IN THE WORLD IN ANY ONE YEAR IN THEIR HISTORY me, will not refuse the privilege authorized by Congress are superior (in times of peace!) which I ask, to express through it to any six dreadnaughts Germany The five - year program IN to the people some of the reasons has, built or building. Our ships for my position and give SOME OF are better, larger, stronger and PRIATION OVER FORTY TIMES THE FACTS with respect to the more heavily armored. Our guns MORE THAN THE INCREASE BY question which has been withheld are 'arger, stronger and more ef-from, or certainly not given to the fective. Of the big guns of the ships, CEDING THE EUROPEAN WAR: public. I ask this privilege, with twelve inches and over, we have 284, and \$200,000,000 MORE THAN THE confidence that it will be granted, while Germany has only 194 (built COMBINED INCREASE OF ALL especially in view of the fact that and building.) many of the State papers have se? If the Navy of Great Britain is to FOR THE FIVE YEARS PRECED verely criticized me, some going to be eliminated in the "Preparedness" ING THE EUROPEAN WAR; and verely criticized me, some going to the extent of bitterly denouncing me. I have no criticism to make of the press and the people in the State who differ with me. Having heard only one side, and owing to the tons of literature of deception and mis-representation on the subject, being poured out daily to the people by the metropolitian press and mag-

the metropolitian press and mag- lous increase of our naval appropriand by the so-called "Patriotic So-cieties," of which the Navy League WE ARE PREPARED

WE ARE PREPARED. is the head, it is but natural that a Instead of "our Navy growing large majority of the people should oppose my position. With your pre-mission, I shall now proceed to give the "Patriotic Societies" and the oppose my position. With your pre-mission, I shall now proceed to give some of the facts and reasons which impel me to oppose the big military and neval program which will be proposed to Congress. weaker, "as the metropolitian press, the "Patriotic Societies" and the jungoes and war traffickers would have the people believe, it is GROW-ING BIGGER. STRONGER, MORE EFFICIENT AND BETTER EQUIP-THAN GER MANY OR ANY

THE NATIONS IN THE WORLD

the beginning of the European War we were expending annually on our Navy from \$20,000.000 to \$30,000,000 MORE THAN GERMANY OR ANY OTHER NATION (except Great Britain) was expending on its Navy.

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est active officer in the Navy, Com-

and neval program which will be involution in the inval program which will be involution in the inval program which will be involution in the involution in the inval program authorized is TWICEAS LARGE AND COSTLY
All the talk and writings by the sere involution of our Navy.
All the talk and writings by the sere involution of our never of the involution of the involut This was so testified by the Secre-tary of the Navy, Admiral Fletcher, and other naval experts, and even by Hobson, in the hearings before the Navy Committee at the last while the first second at the secre-tary of the Navy, Admiral Fletcher, and other naval experts, and even by Hobson, in the hearings before the Navy Committee at the last second at the secre-tary of the Navy Admiral Fletcher, and other naval experts, and even by Hobson, in the hearings before the Navy Committee at the last second at the secre-tary of the Navy Admiral Fletcher, and other naval experts, and even by Hobson, in the hearings before the Navy Committee at the last second at the secre-the nave and other naval experts and even by Hobson, in the hearings before

by Hobson, in the hearings before the Naval Committee at the last Session of Congress, all declaring that we do not need or desire a Navy as strong as hers. Not sithstanding the metropolitan press, magazine writers and the "Patriotic Sciencies" and our Navy Year-Book (which was exposed in the last Congress, and will be so exposed in the next as we have not to pedoes, mines, mine layers, powder and other munitions than we had on the 1st. day of March, 1913, and steadily increasing them. We have under Mr. Wilson's and Mr. Daniels' Administration, FOR THE FIRST TIME IN YEARS, THE Sciences'' and our Navy Year-Book (which was exposed in the last Congress, and will be so exposed in the next as

exposed in the last Congress, and will be so exposed in the next, as unreliable and misleading.) THE FACT IS, that we have, built and building, THE STRONGEST AND MOST FOWERFUL NAVY IN THE WORLD, except that of Great "ritain (which is eliminated as a-bove stated.) OUR NAVY IS STRONGER THAN THAT OF GER-MANY, FAR SUPERIOR TO THAT OF FRANCE, MORE THAN TWICE

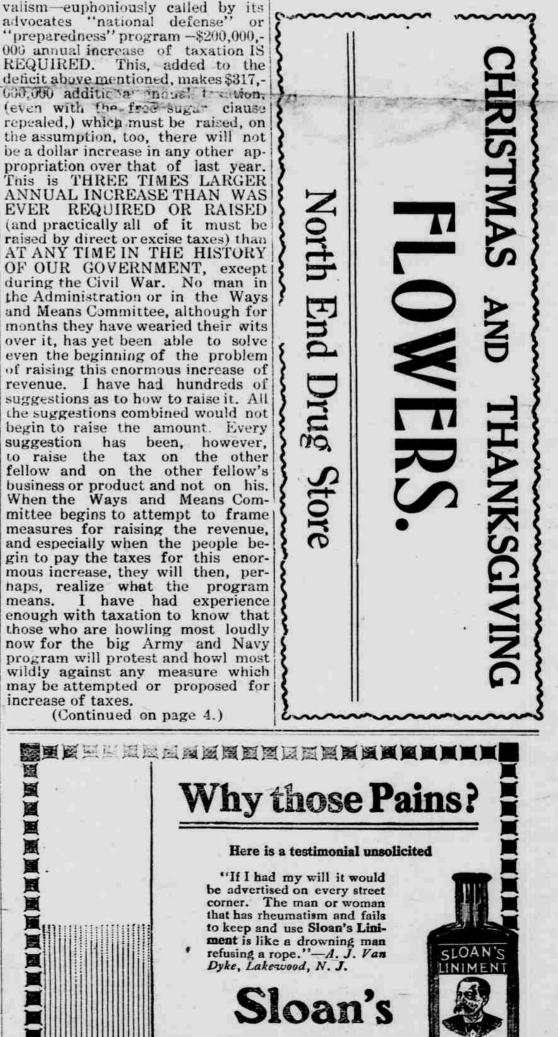
what it is:

mander of the Atlantic Fleet, the man who will have to do the fighting if any is to be done, (whose judg-ment on naval subjects the Secretary ment on naval subjects the Secretary of the Navy, before the Naval Com-mittee, declared he had sooner take than that ef any man in the world) where the stand the term ber, 1914, said (and he was but than that ef any man in the world) where the term ber term ber the term ber term ber the term ber ter mittee, deciared ne had sooner take than that of any man in the world capter say declared, at the naval bearings during the last session of congress, that we had a Navy, "SU-bearings during the last session of congress, that we had a Navy, "SU-the German Reichstag, the French Or ANY OTHER NATION, EX-swer to the question, "If in a war spectry could OUR NAVY eral years). "The naval appropri-the forman weichstag, the french substantiatives of their re-with German, could OUR NAVY is SUCCESSFULLY RESIST THAT OF GERMANY?" he answered of or raval expert, test field: "YES" Captain Winterhalter, an-other raval expert, test field: "YEOR TO THAT OUR NAVY IS SUPERIOR TO THAT OUR NAVY IS NAD RIVALRY IN CONSTRUC-SULCESSFULLY RESIST THAT of the Atlantic Field (a mether of the general Board of the Navy) declared that no one had ever heard him say that "Germany had a superior Navy to ours." "The format day end the tasks had of the naval optic the termation of makes an efficient Navy gives to ours." "The format day perform of the tasks had of the tasks are the day from makes an efficient Navy gives to ours."

PENSE commands national and in-

The facts of record, the tests laid down by naval experts here and abroad, and the naval authorities of the world (all of which I have before me as I write) confirm the truth of me as I write) confirm the truth of this testimony. The armored fleet of Germany, consisting of battleships, dread-

OF FRANCE, MORE THAN TWICE AS STRONG AS THAT OF JAPAN OR OF ANY OF THE OTHER NA-IONS Admiral Fietcher, the high-what it is: NAVY AND ARMY MORE THAN ANY NATION IN THE WORLD in TIMES OF PEACE EVER EXPEND-ED ON ITS ARMY AND NAVY; NAVY AND ARMY MORE THAN the proposed program --- ED ON ITS ARMY AND NAVY; to raise the tax on the other more than England, with her naval- fellow and on the other fellow's





consisting of battleships, dread-naughts and predreadnaughts, ar-mored cruisers and battle-cruisers (built and building) in number is 52 (to say nothing of the vessels lost since January 1, 1915) The fleet of the United States of the served the nerves since January 1, 1915) The neet if it is not nastened by appears for the Government to get sufficient of the United States, of the same vessels, is in number fifty-six, with ver 40,000 more tonrage. (Number and tonnage, however, are not the criterion of superiority). Of twenty of Germany's battleships listed by our Navy Year-Book sixteen are not we will be faced with deficits for the our Navy Year-Book, sixteen are not HALT." able to go more than 1,000 miles from base to engage in naval war-truth recited by the Secretary; in the This is upon the assumption that not fare Not one of the sixteen carry face of the fact that we have a Navy a dollar of increased appropriation fare Not one of the sixteen carry coal enough to go from Hamburg or Bremen to within five hundred miles of the fact that of Germany or any other nation, except that of Great over the last year's appropriation Britain; in the face of the fact that we have a Navy will be made for any purpose over the last year's appropriation yet I understand that there will be from \$30,000,000 to \$40,000,000 in-rease asked other than the Army and Navy in-

