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TELEGRAPHIC SERVICE

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MILLIONS OF DOLLARS TO OTHER COUNTRIES BECAUSE OF AMERICA'S IGNORANCE

(By Associated Press)
Riga, Latvia, June 21.—Millions of dollars in ready cash are going to English, German and Dutch firms from the Baltic states because of the almost unbelievable unfamiliarity of even the largest American firms with foreign trading conditions, and even geography, say Americans here.

Dozens of big orders for which cash was actually in the banks in New York have been lost to America because of what American representatives in the Baltic states term absolute stupidity.

"It is time," said one of these Americans in Riga who has had to place many orders in Germany and in England when America could have had them, "that the heads of American firms realize what the subordinates in charge of their foreign trading departments are doing to them."

Most of them, brought up on so-called American efficiency systems that may work well at home but are absolutely hopeless abroad, try to do business in Europe according to "form 22" or "form 24" or whatever form they would apply to similar deals in America.

"To illustrate, not long ago I had an urgent cash order for \$40,000 suits of underclothing for a Baltic state. I telegraphed to a big American firm. 'What your price 40,000 suits heavy underwear cash against documents New York.'

"Two or three days later, when some bright young credit man had tried to digest this telegram, I received a cable saying: 'Wire your credit rating and references.'"

"Now, I suppose his 'form 22' required him to do that, but I wired back: 'My credit references are cash in New York bank. What are your prices?'

"Some days later I received a telegram saying: 'Price dollar twenty or something like that.'

"More valuable time was lost in an exchange of telegrams asking what they meant, per garment or per suit.

The result is that I wired an English firm. My answer from it was complete, just what I wanted. The telegram gave the price per suit, weight of shipment, probable date of delivery and everything that I wanted to know. The English firm got the order and took the cash in the New York bank.

"When I write American firms for catalogues, I get catalogues without prices. I suppose they think it is undignified to print them. Then I write for price lists and get price lists without catalogues.

"German or British firms print complete catalogues, giving just what one wants to know. They save valuable weeks of mail correspondence and get the orders."

Another American in trade in Riga showed the correspondent a cablegram from one of the biggest oil companies in America, in reply to his telegram which said: "Quote me price refined coal oil delivered Riga." The answer read: "Crude oil has gone up 20 cents a barrel."

"Now," said this American dealer, "I didn't want to know about crude oil and I haven't time to figure out what effect a rise in its price would have on coal oil that was badly wanted by my buyer."

In many of such ridiculous cases I have telegraphed directly to the heads of firms in America explaining the situation and have received prompt satisfaction. But I haven't the time to write all of them. So the Germans and English get the orders."

Incidentally, perhaps half of the orders sent by American firms to the Baltic states bear only two cent pos-

INVESTIGATION OF RESERVE BOARD DISCOUNT RATE

(By Associated Press)
Washington, June 21.—Senator Smith, of South Carolina, urged an investigation of the Federal Reserve Board's regulation of the rediscount rate. "The people of the country are going bankrupt and are starving," he said.

WORLD WIDE SEARCH FOR MISSING CREW

(By Associated Press)
Washington, June 21.—The State Department has started a worldwide search for the missing crew of the schooner, Carroll A. Deering, which piled up on the North Carolina beach last January with all sails set, but no living soul abroad. The departments of Justice and Commerce are also investigating the disappearance of the Deering and the freighter Hewitt, which disappeared about the same time.

WEATHER REPORT

For North Carolina: Fair tonight and Wednesday. Not much change in temperature. Moderate east winds.

Copper Smelting And Refining

(By U. S. Press)
Washington, June 21.—A preliminary statement of the 1920 census of manufactures with respect to the copper smelting and refining industry during the year 1919 has been prepared by the Bureau of the Census. The figures are based on returns from 33 establishments with products valued at \$632,897,000. At the census of 1914 there were 37 establishments with products valued at \$444,022,000, an increase of \$188,875,000 or 42.5 per cent.

Arizona is the leading state in copper smelting, with products valued at \$94,184,000 compared with \$53,438,000 in 1914, an increase of 76 per cent; and New Jersey in copper refining, with products amounting to \$244,269,000, compared with \$159,199,000 in 1914, an increase of 53.4 per cent.

Quantity of copper produced at smelters, as compiled by the Geological Survey, aggregated 1,310,972,580 pounds in 1919, compared with 1,150,137,192 in 1914. Arizona leads with 536,515,368 pounds, or over 40 per cent of the total, followed in order of rank, by Michigan, Montana, Utah, New Mexico, Alaska, California, Tennessee, Colorado, Idaho, and Oregon.

Primary copper of domestic origin produced at refineries was 1,444,640,000 pounds in 1919, compared with 2,210,423,000 in 1914; while total refined copper, primary and secondary, of both domestic and foreign origin, is reported at 1,863,580,000 pounds for 1919, compared with 1,565,708,000 pounds, or 19 per cent.

Postage stamps, causing indignant prospective buyers to dig down in their pockets to pay postage due in rubles or marks of whatever the unit happens to be.

Some of them bear fantastic addresses, such as "Riga, Russia, via the Pacific. One letter in reply to request to ship for cash a big consignment of goods from New York to Riga said the firm was sorry "but had no shipping facilities on the Pacific."

SOLDIERS' BONUS BILL FAVORABLY REPORTED

Washington, June 21.—The senate finance committee voted today to make a favorable report to the senate on the veterans' adjusted compensation bill, formerly known as the soldiers' bonus bill.

The measure will be reported with the five-fold benefit plan as passed by the house in the last session of congress.

Water Power Conference of Manufacturers

(By Associated Press)
New York, June 21.—Manufacturers interested in the subject of water-power, from the standpoint of the consumer, assembled here today for a conference called by the Water Power League of America to discuss the questions of power, power shortage, cost of fuel and amendments to be asked to the Federal Power Act. The League hopes to induce private capital to invest in the enterprises of water-power development to relieve power shortage and reduce the cost of power to the consumer.

The Water Power League assails the workings of the Federal Power Act as "detrimental to water-power development and asserts that the act has made it practically impossible for private enterprises to engage in these undertakings." The League also asserts that the Federal act has taken from the several states all their rights to intrastate streams within their borders and places them in charge of the Federal Power Commission, which is composed of the Secretary of War as chairman, the Secretary of the Interior, and the Secretary of Agriculture. Also it is asserted that the act takes from Congress the powers it has exercised and also takes from the War Department the authority vested in it by the Constitution and relegates these powers to the commission.

Officials of the Water Power League assert that there are on file at Washington today more than 200 applications for permits and licenses to develop water-powers. The total horsepower of these projects is estimated at more than 20,000,000 and if they were carried to completion it would require several billion dollars to finance them. League officials say, that without exception, all these projects have been halted by rules and regulations promulgated by the Power Commission which passed out of existence March 4 with the change of administration.

The League declares that "American financiers refuse to consider the investment of hundreds of millions of dollars in projects which are made uncertain by the vagaries of a body of men subject to the changes which occur in American politics every four years." It is to discuss these features that the Water-power League has called the conference.

A statement from the League urges Congress to "pass the Power Act to create a body which would be able to grant licenses to prospective power developers and relieve them of the tedious delays incident to getting a bill through Congress for each proposed development."

The League announces its determination to make an effort to break the deadlock in water-power development in this country and bring about an immediate and general movement in the development of every ounce of hydro-electric energy in the country to the end that waning fuel supplies may be conserved.

United States Senator Theodore E.

Scores Of Airships Sweep Out To Sea

(By Associated Press)
Old Point Comfort, Va., June 21.—Like a swarm of mosquitoes bearing death dealing stings, scores of aircraft swept by here out to sea to seek and bomb former German submarines, in the first of a series of tests to prove or disprove the claims of the air service experts that the development of military aircraft has spelled the doom of surface warcraft.

Washington, June 21.—The Superdreadnaught Maryland, said to be the most powerful fighting machine afloat put to sea from Newport News, to begin a series of tests preliminary to being turned over to Navy department.

Washington, June 21.—The former German submarine was sunk off Cape Charles by the first squadron of Naval seaplanes which bombed it, according to reports received at the Navy department.

Newport News, Va., June 21.—One member of crew of ten was injured, when the naval seaplane N C 7, carrying bombs, was wrecked and burned in Hampton Roads. Radio operator was injured by burning was on the water. The other nine escaped unscathed. The airmen released the bombs when they found a forced landing was necessary when machine caught fire.

News From State Capitol

(By Maxwell Gorman)
Raleigh, June 21.—Before returning to Raleigh this week Governor Morrison spent two days in company with the highway committee and others on a tour of inspection of mountain highways. Leaving Charlotte Monday morning Governor Morrison and W. A. Hart, of Tarboro, State Highway Commissioner for the first district, Heriot Clarkson, one of the most enthusiastic and hardest workers of the hard-surface highway advocates, Wade Harris of the Charlotte Observer, Francis O. Clarkson of Charlotte, and some others, went to Lenoir, where the party was joined by Chairman Page of the Highway Commission, and commissioners for the fifth, sixth, seventh and eighth highway districts, Messrs. Wilkinson, Cox, Doughton and McBee.

The party then inspected the Blowing Rock Turnpike from Lenoir to Blowing Rock, thence to Spruce Pine, Yonahlessee highway being followed. Along the route the committee of inspection was met by delegations of citizens. This committee of commissioners have been appointed by the State commission to inspect western toll roads with the view of making appraisal of values, in order that the State Highway Commission may be guided thereby in taking over the roads in making them public thoroughfares and parts of the great State hard-surfaced highways system.

COTTON MARKET

July	10.89
October	11.72
December	12.25
January	12.35
March	12.75

Burton, for years chairman of the Rivers and Harbors Committee of Congress, is head of the advisory council of the Water-power League.

The officers of the League are Charles H. Ingersoll, president; Charles T. Root, first vice-president; John H. Allen, second vice-president; and Frederick L. Long, Secretary.

PULLMAN COMPANY LOSES OPEN SHOP FIGHT

(By Associated Press)
Chicago, Ill., June 21.—The Pullman Company has lost the open shop fight before the Railroad Labor Board when the Board upheld the contention of the Labor Union leaders that the Company had not obeyed "the letter and spirit" of the transportation act when it conferred with employees in a mass meeting. The Board threw out the Company's petition for a cut in wages of its employees and instructed the company to go back and meet the only elected representatives of the employees.

What About The Woman Member

(By Maxwell Gorman)
Washington, Raleigh 21.—Since the legislature adjourned last March the one woman member, Miss Clements, of Buncombe, has married and changed her name. The question arises as to how this fact will affect the representative from Buncombe county. Legally, there is no such person as Miss Clements, and what we want to know is what Alex Lassiter, principal clerk of the House, is going to do about it when he makes up the roll. He can't really expect an eye response if he calls "Miss Clements," and by what authority is he to become able to call her Mrs. Nawname (which escapes us for the moment) and be sure of the validity of he "act?"

But Clerk Lassiter is a gentleman of resources and has been serving in one capacity and another in the House since Horace Greeley ran for president. If the female representative from Buncombe attends the extra session, Colonel Lassiter can probably be depended on to get her legal cognomen adjusted so as to appear on the House roll of members, but de facto de jure.

POLISH GOVERNMENT NEGOTIATES WITH THE JEWS

(By Associated Press)

Warsaw, June 21.—Negotiations between the Polish government and a commission of representative Jews in the new republic were broken off recently, it was announced, after a series of meetings had been held at intervals during several months.

Since the negotiations began, according to Jewish members of the commission, conditions generally so far as the Jewish population is concerned, have become worse with little prospect of improvement. The Jews contended that further meetings with the Polish committee were useless at that time.

The government committee included Prince Sapieha, then Minister of Foreign Affairs; M. Steczkowski, Minister of Finance; and other cabinet members. The Jews were represented by several of the best-known Jewish members of the Diet and others prominent in looking after the Jewish interests of the state.

Poland has a total population of about 30,000,000 of whom, approximately 4,000,000 are Jews.

CHILD BADLY INJURED FROM EXPLOSION OF DYNAMITE CAP

Early this morning Irma, daughter of Mr. and Mrs. Arthur Price, living about five miles in the country, was seriously injured by the explosion of what was supposedly a dynamite cap.

It seems that the child was playing with the cartridge, picking it with a pin, when a loud explosion occurred, the child screamed and her mother ran out of the house and found her bleeding from the face, arms and both hands. Upon examination it was found that the thumb and two fingers of the left hand were torn off at the first joint, and numerous cuts on the arms and face.

She was put into a car and rushed to the office of Dr. O. F. Smith, who immediately operated upon her hand and dressed the other wounds. Though there were scars close around the eyes her eyesight was apparently unaffected. Mrs. Price was prostrated over the accident and the suffering of the child.

Sentenced Three Times to be Shot

(By Associated Press)

Warsaw, June 21.—Three different times Captain Merion Cooper, of Jacksonville, Fla., while in a Bolshevik prisoners' camp in Russia for nine months, was notified that he was to be shot at sunrise. Then, for hours preceding the time set for the supposed execution, Cooper was grilled by Soviet authorities who pretended to believe that he was a representative of the American government. When the hour of execution came round no Bolshevik appeared but Cooper was never notified otherwise, being left in suspense day after day until he escaped.

SPECIAL SESSION OF LEGISLATURE

(By Maxwell Gorman)

Raleigh, June 21.—The chances are that the Governor will call an extra session of the legislature. It may be announced within the next few days.

Convening the lawmakers in extra session, especially at this time of the year, will be much against the wishes of the Governor, personally as well as against the desire of the legislators. But the representatives of the State Association of Municipalities have presented such a strong case on the part of a number of cities to function their financial management in no other way, that the Governor is understood to have come around to their way of thinking.

Of course, the chief purpose of the session will be to validate the municipal act, which has been declared invalid, by the Supreme Court, because of the failure of the Senate journal clerk to properly record its passage on the Senate Journal, but once assembled the Legislature will not confine itself to that duty.

The chances are that, like the "Extra" of last August, it will go the limit of twenty days session before it adjourns. The date for assembling the legislators in extra session is expected to be sometime during July or August.

The governor would defer it till fall if some of the cities were not crying out that they can not wait till then.