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WE CAN TELL YOU WHAT IT COSTS TO INSTALL AND OPERATE.

CHINA STAKES LIFE ON POLICY OF OPEN DOOR

Recognizes Enforcement of Hay Policy As Vital To Her Existence.

CRITICAL PERIOD RECURS

Sims Sees Situation Same As in 1900, But More Intensified.

BY WM. PHILIP SIMMS.
(Copyright, by The London Advertiser and N. E. A. Service.)

WASHINGTON, Oct. 23.—China will stake her very existence on the doctrine of the "open door" being made really effective by the great powers at the Pacific conference.

Unable to defend herself against foreign aggression, China is beginning to realize that unless the United States, Great Britain and Japan not only agree among themselves to live up to the letter and spirit of this doctrine, but enter into some kind of a pact as well to guarantee it, the "open door" policy can China be saved now.

Only by the strict application of the "open door" policy can China be saved now.

The spirit of the "open door" doctrine, to which all the great powers subscribed at the beginning, has been flagrantly violated by every one of these powers save the United States. Germany, Russia and Japan were the principal offenders.

But these violations came before, or during the great war, when little attention was being paid to what was going on in China.

Now it is different. Europe has ceased to be a market for the surplus goods of the world. The war has killed trade there for years to come. Asia has become the new battleground of commerce, and any power which tries to hog this trade by any of the old-time tricks will do so at the price of blood.

U. S. Made Objection.

Now China is convinced that America's policy at the Pacific conference will be what it was when Secretary Hay announced it in 1900—to "safeguard for the world the principle of equal and impartial trade with all

parts of the Chinese Empire."

Believing this, China stands prepared to go to the mat with the other powers on this issue, and to live or die by the outcome.

Furthermore, China expects the United States at the conference to tell the other powers there assembled what it told Russia in 1902, when Russia was about to obtain from China exclusive rights and privileges in Manchuria.

Such arrangement, the note stated, "could but be viewed with the gravest concern by the United States. It constitutes a monopoly, which is a distinct breach of the stipulations of treaties concluded between China and foreign powers, and thereby seriously affects the rights of American citizens."

"It restricts their rightful trade and exposes it to be discriminated against, interfered with, otherwise jeopardized, and strongly tends towards permanently impairing the sovereign rights of China."

Japan Replaces Russia.

The only difference in the Manchurian situation now from what it was when America gave Russia this rap over the knuckles is that Japan occupies the place of Russia, and the stakes are more important.

Dr. Sun Yat-sen and other well-informed Chinese maintain there is no "open door" in China today. They say Japan, principally, has closed it, "sphere of influence" on the Yangtze, and will open it and nail it open as it must be if the peace of the world is to be preserved.

Pessimists in the Far East say not only Japan, but Great Britain as well, will oppose a practical, effective wide-open door in China.

They claim the United States, given a fair field and no favors, can run England and Japan in a race for trade in the Orient. There is not enough trade to go around, and if America succeeds, Japan and England must fail.

This being true, they argue, Japan will demand recognition of her "special rights" in Manchuria, Mongolia and Siberia, and Great Britain will make no great outcry against her. Britain, they say, will work her own "sphere of influence" on the Yangtze.

China Sees Differently.

The Chinese view is exactly opposite to this.

"Supposing a prosperous city is suddenly swept by a great fire," Dr. Quo of Canton said to me. "For a time the merchants of that city would suffer because the purchasing power of the population, ruined by the conflagration, would be greatly reduced."

"Theoretically, two alternatives would be presented to the merchants: Either the big merchants could burn out all the other merchants, thus forcing all the trade into their own hands, or they might call a meeting and agree to share what trade there was, meantime trimming expenses wherever possible and helping all they could to get the community on its feet again."

Dr. Quo compared the Washington conference to this meeting of the merchants.

"It remains to be seen," he said, "whether they will go ahead, trim expenses by reducing international armament and turn to putting the war-stricken world back on its feet—thereby restoring trade to normal—or whether they will break up in a misunderstanding and set about to burn each other out to capture the little trade that's left."

China, at the conference, will pin her faith to the "open door." She must. Without it she must become the new cockpit of a new fight among the powers—the loser no matter who wins.

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Nov. 12, Dec. 26 Algeria
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Oct. 26 Pannonia
Nov. 3, Dec. 10 Albania
NEW YORK-CHERBOURG, SOUTH-AMPTON.
Oct. 25, Nov. 15, Dec. 13 Aquitania
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Oct. 29, Dec. 8, Jan. 21 Saxonia
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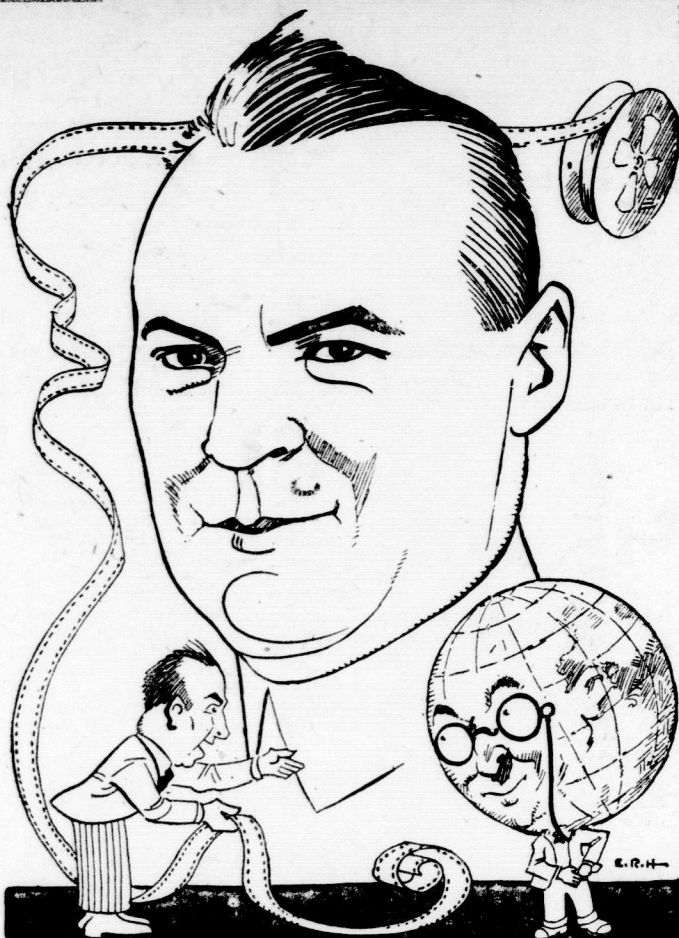
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WE CAN TELL YOU WHAT IT COSTS TO INSTALL AND OPERATE.

A MESSAGE TO UNEMPLOYED BY BUSINESS STAR OF MOVIES



SIDNEY R. KENT. As general manager of the Paramount Corporation he sells films to the world. "Forget salary if you want work," is his advice to the unemployed.

BY JAMES W. DEAN.

NEW YORK, Oct. 23.—Boy, run into the Hall of Immortals and page Horatio Alger, Jr. We would have him write the story of Sidney R. Kent.

Kent was looking for a job four years ago. He was hired without salary by Adolph Zukor. Now, at 35, Kent is general manager of the Famous Players-Lasky Corporation, such a big concern that the Federal Trade Commission has charged it with being too big.

Kent is also a member of the board of directors, the only one in that body of millionaires who has risen from the ranks or the company.

His rapid climb to success would have been an ideal plot for one of those inspiring Alger tales for boys.

I went to ask him if he had a message for the great number of unemployed of today.

"Forget compensation—that's the first word of advice I would have for the man hunting a job," Kent told me. "The employer who has let out a lot of good men in the past year isn't the slightest bit interested in the man who comes to him with \$25 or \$75 a week in mind."

"Make certain you want to go with the concern you approach. Be sure you are suited to its work. Let salary alone. It will take care of itself."

"When I came to Famous Players four years ago, Mr. Zukor told me he didn't have a job for me. I was willing to give him a demonstration of my ability and talk salary later. I was accepted on that basis. In eight months I was making \$250 a week."

"Results did the talking. Mr. Zukor couldn't understand any other language."

"The man who seeks a job is always at a disadvantage, no matter what compensation he asked. Then why add to the obstacles by emphasizing pay?"

"If you land a job give it every ounce of enthusiasm and work you have. I never in my life got anything except by working like hell."

"The successful men I know all seem to work twelve hours a day, the failure of the industry's rapid rise. There are approximately 15,000 theatres in Canada and United States exhibiting photoplays. Photoplays sold by Kent's selling force are shown in 12,202 of them. About 5,000,000 people go to the movies every night. Of that number 5,000,000 see pictures sold by Kent's force."

Kent's advice and his experience should profitably serve the young fellow who is starting out to blaze his trail of fame and wealth. However, the man with several mouths to feed probably will laugh sardonically at the advice to accept a job without thought of compensation.

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NATURAL GAS INQUIRY OPENS IN ST. THOMAS

ST. THOMAS, Oct. 23.—G. A. Henderson, gas referee, will hear representatives interested in the gas situation at the county building here tomorrow, and may if the testimony warrants it, finally dispose of the matter. Mr. Henderson goes to Aylmer on Tuesday and returns to St. Thomas on Wednesday, when he may render a decision. The Elgin municipalities affected will be represented by C. St. Clair Leitch and W. K. Cameron.

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