

SCHOOL TICKET IS ENDORSED

White, Mayfield and Worthington Approved By the Democratic Club.

Endorsement of the candidacy of Scott C. White, J. C. Worthington and W. D. Mayfield as members of the school board to succeed R. I. Holliday, Dr. J. A. Pickett and Crawford Harvis was given by the El Paso County and City Democratic club at its meeting Friday night.

In bringing the matter before the club president W. R. Ware stated that the names of Mr. White, Mr. Worthington and Mr. Mayfield had been proposed by a number of citizens. "These candidates are not members of the club," he stated, "but I was asked if they were acceptable to the club. I told them I could only speak for myself and that I was favorable to them. Now, while we have striven to keep the schools out of politics, I feel that it is generally proper for a political club to endorse candidates for places on the school board."

When the motion was put it carried unanimously. A motion was made that the candidates receive the endorsement of the club. During the discussion R. M. Dudley reiterated what Mr. Ware had said with regard to the propriety of the club giving its endorsement to school trustees.

"We not only have a right to endorse them," he declared, "but it is our duty to endorse them, and then to get out and vote for them."

When the motion was put it carried unanimously.

Schools Out of Politics. A few minutes afterwards E. J. Freudenthal, a school trustee, entered the hall. "I have been informed," he said, "that the club has just endorsed the candidacy of Messrs. White, Worthington and Mayfield. I simply want to add my endorsement, and to urge that you get out and support them. I may add that the schools of this city are now out of politics."

At the opening of the meeting Mr. Ware announced that 60 members had been added to the club. He then stated that there is apparently little opposition to the county ticket put out by the club.

"We have reason to believe, at least I do, that the ticket we put out earlier in the year will be elected," he said. "There was some talk of opposition, but I believe that it has crumbled away."

Homecoming of El Paso. Will find preparing and serving of the daily meals a pleasure, if they select their menus from Mrs. Edna J. Evans' cook book. These may now be purchased at The Herald, for 25c each. Out of town customers send 3c extra to cover postage.—Adv.

El Paso Seed Co. Open Evenings—513 San Antonio. Opp. Court House.—Adv.

Globe A-One Egg Mash

Guaranteed Analysis Protein not less than 19.56% Fat not less than 6.11% Nitrogen-free extract not less than 50.34% Crude fiber not more than 7.14%

Ask Your Grocer or Write to GLOBE MILLS EL PASO, TEXAS.

The Ford Specialists

DRS. MARKER AND YONGE Will Move to their new building, 620-622 Texas street, about April 1st.

JAPAN THINKS OPPOSITION TO TEAN WILL CONTINUE

Tokyo, Japan, March 25.—The abandonment by president Yuan Shi Kai of the project for restoration of the monarchy in China has aroused much interest here. The opinion is expressed that the measure will not end the opposition to the president.

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THE JEWEL SHOP THE J.A. FOSTER CO. Props EL PASO, TEXAS

You Can Stand on This Folding Ironing Board

While they last they are Free With each Electric Iron purchased American Beauty Iron \$5.00 Hotpoint Iron \$3.50 "Yours for Service," El Paso Electric Railway Co.

BACK FROM TRIP TO BIG FACTORY

Cash Register Man Meets With His Chief and Other Salesmen.

A. J. Strayer, sales agent of the National Cash Register company, with offices in this city, has just returned from a six day convention of salesmen in Dayton, Ohio. More than 400 were there, representing the company's sales force in the states east of the Rockies.

The convention was significant in the fact that a new and distinct selling policy was outlined by John H. Patterson, president of the company. Speaking of this, Mr. Strayer said:

"Until recent years it was comparatively easy to keep pace with the manufacturing end of our business. As improvements were made in our registers, from time to time, we salesmen simply modified our selling arguments to fit the case."

"Now, however, the cash register has been brought up to such a high degree of service, as shown by our 1916 models, that it is not possible to sell it as we sold the cash registers of 10 or 15 years ago."

"We must now study all the troubles of a storekeeper and be in a position to show how these up to date cash registers will remove his troubles."

"When John H. Patterson organized the cash register business, his ideal was something more than a machine to register sales. One of the most important features at which he aimed was the printed receipt. He has been a believer in the use of receipts all his life, and long before he entered into the business of making cash registers he advocated the use of receipts in various lines of business. The receipt idea in National cash registers has been followed by other essential details, until this machine today signifies system and service rather than a commodity."

"From the first cash register to the 1916 models is a long cry. The progress made will be better understood, perhaps, when it is realized that the up to date cash register represents an actual expenditure of more than \$1,000,000. In other words, this vast amount was spent in making experiments, in trying out proposed improvements, in building new designs, to test certain principles, before the up to date cash register became a fact. Today we have a cash register which means better storekeeping in every sense. It benefits the merchant, his clerks and his customers. It protects the wholesaler from whom he buys and the banker from whom he loans and the banker Educating the Salesmen."

"President Patterson saw at once the necessity of educating our sales force up to the great public value of the new cash registers. In a corridor of one of the Dayton buildings you will find an inscription, 'Here you can learn something else, you must know it yourself.' That's the president's thought about salesmen—before they go out to sell these 1916 models they must know all about their great value to modern storekeeping."

"So he had the salesmen from every state east of the Rockies come to Dayton and with chalk talks, motion pictures, thousands of stereoscopic slides and a playlet which demonstrated the troubles of a storekeeper, and how up to date cash registers will remove these troubles, he has taught us many new things in the selling of cash registers. At each of the meetings of our convention, president Patterson had something to say upon the line of modern salesmanship. He not only pointed out what a big factor the cash register is in modern storekeeping, but he forcibly illustrated the methods of modern salesmanship. In so doing he explained how the cash register gives to the merchant all his legitimate profits and in doing this benefits the wholesaler, the banker and others with whom the merchant does business."

BOWLING

Table with bowling scores for various teams and individuals, including Tri-State Motor Co., E. L. Clark, and others.

TO TEAN WILL CONTINUE

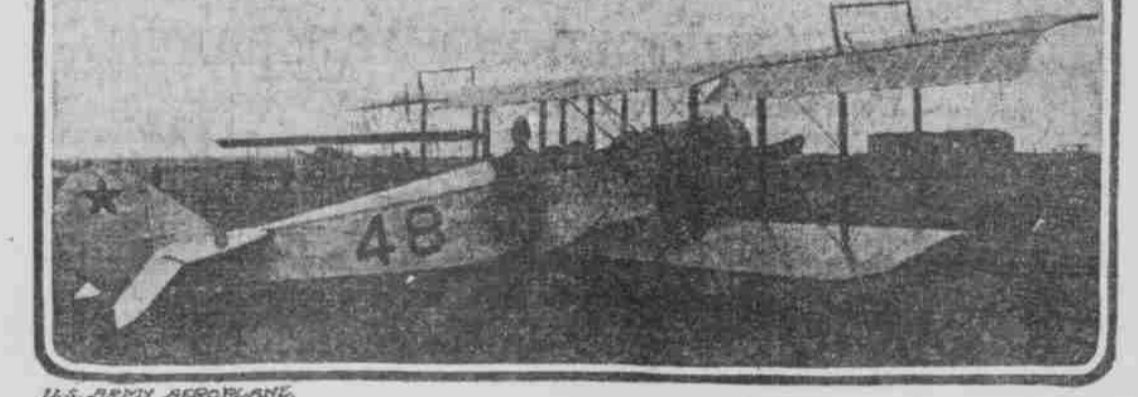
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AVIATORS WITH PERSHING FORCE



Lieut. Bowen fell on Monday last and broke his nose and sustained other injuries.



U.S. ARMY AIRCRAFT. Lieut. Bowen fell on Monday last and broke his nose and sustained other injuries.

PAVING IMPORTANT IN SANITARY CONQUEST OF CANAL ZONE



LAYING BRICK STREET IN CITY OF PANAMA.

Panama and Colon now have modern pavements on every important thoroughfare, laid by United States engineers. The question of material gave some concern, as the surface must withstand extremes of temperature and must never be soft enough to permit the adhesion of filth. Sanitary conditions must, above everything else, be maintained. Choice in most cases fell upon vitrified brick, laid on a concrete base with a cement grout filler. An entirely new view of the potentialities of the tropics has been afforded by the success of Surgeon General William C. Gorgas in making Panama a healthy place to live. There is no reason, he says, why the Congo and Amazon valleys must remain comparatively unused by civilized men. It is a simple matter of money and energy to make both of these trackless regions perfectly safe for human habitation and the results would immensely more than repay the outlay. From these two regions, says Dr. Gorgas, more foodstuff could be secured than is now produced in the entire world and with less effort.

MORE Truth Than Poetry

Contributing Factor. The Guardian who gives credit for the increased prosperity to mining conditions Southness includes the mining of the waters in the year since, which certainly has boosted the munition trade. He Still Seems to Have Three Chances. Villa is hemmed in on all four sides, but three of the sides are composed of Mexican troops. Almost Conquered. A few vigorous offensives in congress just now would break down the last remnant of the anti-preparedness army. Without a Struggle. The Mexicans, like the British, when compelled to give up luxuries put toilet soap first on the list of things to be dispensed with. Of First Importance. A movement to limit the height of gasoline tanks and a lot more favor than the scheme to limit the height of buildings. In the Interests of Peace. King George has forbidden his subjects to import any musical instruments—which includes, of course, accordions, street pianos and slide trombones. War has certain compensations. But He Won't. Maybe Josephus would stand higher with the country if he let some of the admirals write his letters for him. Preserving Both Peace and Honor. Portugal is in the war, but in a purely honorary capacity. Which Helps a Lot. One excellent thing about the present Mexican campaign is the inability of secretary Daniels to leave any part of it. Receipt. Mix every kind of storm there is beneath the Heaven's arch. And wind and hail and sleet and snow. Serve gold; and call it March. Just as Good. The electric chair, like the witness chair, also obliterates memory, but it works a little too fast to suit the average malefactor. An Absolute Zealot. Even the most enthusiastic anti-preparedness congress has to yield to Villa in their disbelief in American preparedness. Reporting Progress. We need 20,000 men and 167 have been recruited. At this rate we will be able to fight Mexico about 2000 A. D. Cecil Rhodes, the famous South African capitalist, died this afternoon in Capetown, according to a special dispatch received in El Paso. At the time of his death, Rhodes was 47 years of age and was one of the largest diamond mine owners in Africa, his estate being estimated at from \$10,000,000 to \$100,000,000. A price of \$100,000 was put on Rhodes's head by president Don Paul Kruger, of the Boers, in the recent war. Charles Robinson left for Casas Grandes, Chihuahua, on business. A. Reed left for the Jarilla mountains in New Mexico, to look after his mining interests there. W. J. Ten Eyck returned from the Don Cabañas mine, where he has been employed for the last few months. President C. R. Eddy, of the El Paso and Rock Island railway, and Henry W. Davis left on a special train for Alamogordo. Mrs. Brown who has been the guest of Mrs. J. H. Russell, of this city, for some time, left for her home in Kansas City. Miss Lila Porter, who has been

U. S. ARMY SUPPLY WAGON



LOADING SUPPLIES FOR THE FRONT.

spending the winter in Alabama and North Carolina, visiting relatives, has returned home. The first damage suit to be filed against the El Paso Electric Railway company was recorded today in the district clerk's office by Beall and Kemp, representing H. A. Galliter, who asks \$500 for bodily and mental anguish he sustained since February 14, when he was thrown to the street from the platform of a car. The Benevolent and Protective Order of Elks held their annual election last night, the following officers being elected: J. H. Adams, exalted ruler; H. C. Burdon, esteemed leading knight; W. C. McClellan, esteemed loyal knight; M. Bartlett, esteemed lecturing knight. Reports of committees showed the affairs of the order to be in a prosperous condition. Mrs. M. O. Wright gave an unique heart party at her home last Saturday in honor of her guest, Miss Marietta Kirk. Among those present were: Messames W. D. Howe, Richard Burges, W. T. Hixson, Dan White, W. H. Burgess and E. R. Bailey; Misses Isabel Falvey, Alice Brady, Allen, White, Durrell, Margaret Maule, Shelton, Anna Shelton, Mamie Sexton, Wilcox, Haggart, Wise and Nell Pollard.

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MORNING SIDE HEIGHTS CHILDREN! There would be no future if there were no children. In considering a place for a home, take the children into consideration. Morning Side Heights. This home section is an ideal place for children. The pure air, wide spaces, pure water and elevation all combine to give the youngsters a sturdy constitution. In this same connection we remind you that the new \$20,000 school house in this locality is another asset not to be overlooked when you consider Morning Side Heights. Lots Are Sold at Low Prices on Easy Terms. NEWMAN INVESTMENT CO. Phone 500. 100 San Antonio St.

HARTFORD TIRES MEAN TIRE INSURANCE They will insure your satisfaction. More—so scientifically are Hartford Tires made that they insure full value for your money. Efficient anti-skid tires, good to look at as well, Hartford 'H' Treads cost only a little more than ordinary plain tread casings. Let your next tire be a Hartford 'H' Tread. A complete stock of Hartford Tires carried by BOSS RUBBER COMPANY Phone 274 Day and Night Road Service. 322 Texas St.