

# COALING DREADNOUGHT WYOMING AT SEA IN THREE HOURS



Photograph Copyright by Enrique Muller, Jr.  
In a recent test it was demonstrated that it is possible in time of war to coal four or five battleships a day at sea in fair weather. In the above photograph is seen the U. S. Navy colliers Jason and Neros, on the starboard and port sides respectively, putting aboard the dreadnaught Wyoming more than 2,200 tons of coal in less than three hours.

## AMERICANS SHOULD ADOPT JAPAN'S NATIONAL GAME OF GO, SAYS L. F. HARTMAN

**Complex and Fascinating Pastime, Invented Many Centuries Ago, and Not Unlike Chess, Would Teach Us Concentration and Help Sharpen Our Wits, Author Believes**

"**I**f we Americans should adopt go, the national game of Japan, it might do us a lot of good," said Lee Foster Hartman to a reporter for THE SUN. "Go affords one of the best means of inculcating the acuity of intense and prolonged concentration, which most of us lack. Not that the player has to force his interest in the game; it simply fascinates him. Somewhat like chess, isn't it?" inquired the reporter.

"Oh, well, yes," Mr. Hartman reluctantly agreed. "That is, it is played on a board marked off into squares. But in essence it is quite different. Chess might be compared with the ancient style of battle, with the king and his nobles actually fighting in the field and the death of the king almost sure to cause defeat; whereas in go the pieces are all of equal value, the number is far greater and the struggle between an army of 180 men on one side and 181 on the other is much like warfare in its modern form."

"In chess victory or defeat is apparent from a very early stage of the struggle if loss has been incurred or the balance of the position greatly upset; in go the issue is uncertain to the very end. Indeed, there is a style of play called 'O! Otoshi,' which means literally robber's attack. It is resorted to when a group of men is apparently engulfed by the enemy, and the threatened player compels the enemy to abandon a part of his surrounding force in order to avoid a greater loss. The attack is so sudden and fierce that the Japanese liken it to the highwayman pouncing on his victim. I mention it only to show how interesting and startling the contest may be up to the very end."

"It is a bit of interesting collateral

evidence of the high intellectual development of the Japanese people that a game of such peculiar complexity and difficulty should be the national pastime, that is, the pastime of the cultured class. According to tradition go was invented by the Chinese Emperor Shun (2255 to 2206 B. C.) in order to strengthen the weak mind of his son, Shang Kuan. Like the Chinese religion and letters and art go was introduced into Japan. It spread slowly. For generations it was forbidden to play go anywhere else than at court.

"More than 300 years before William the Conqueror invaded England, Komushii, a noble of the Japanese court, drew his sword and killed Adsumabito, another noble, in a quarrel that grew out of the game. All three of the illustrious Japanese Generals Nobunaga, Hideyoshi and Ieyasu, were adepts at go.

"For centuries before the comparatively recent abolition of feudalism there was a national 'Go In' or Academy of Go, established and supported by the national Government. Not only is the game the art of war practised with stones on a board rather than with armed men in the field, but it is so full of surprises that the practice of it helps to confirm that poise of the soul which the samurai holds to be the perfection of all earthly wisdom and culture. To be able to meet the most astounding and nerve wracking onslaught with the calmness and assurance of perfect preparation is one of the highest attributes of the gentleman of Japan. The exigencies of the game of go afforded ample practice of eye and hand in emergency tactics.

"To engage in a game of go is the quickest way I know to enjoy the delights of foreign travel without leaving home. From the moment one sits down before the go ban he is plunged into the atmosphere of old Japan. The grain and color of the wood itself are exotic. Half consciously the mind drifts back to the days of Yoritomo, the first Shogun, when Kamakura, now a little town

noted only for its temples of Qua Non, Goddess of Mercy, and of Dai Butsu, the great Buddha, was a great and magnificent city. Once sees the Hon. Lord Sato Tadanobu at unarmed and at ease, sitting before the go ban in the twilight, engrossed in the intricacies of a complicated problem. He has sat motionless for hours except when he has adroitly picked up a stone between his first and second fingers and planted it in position with a faint ringing sound like the reverberation of a small and hidden silver bell.

"Sato hears the tiny squeak of the uguisu (nightingale) floor, whose boards are so matched that they will cry a warning under the lightest footstep. But Sato remains motionless, immersed in his problem, only his eyes glittering as he hears the faint cheeping of the

### Ideas That Sell Goods

**O**RIGINAL merchandising ideas, properly hitched up to the general sales scheme, bring results.

The manager of a 10 cent store in the South saw that the majority of his customers were women. Women are good buyers, but he knew that the store's business could be increased if the men could be induced to come in and look around. He was convinced, too, that there was a general belief that a 10 cent store is essentially a woman's store.

The manager made it his prime object to overcome this notion.

He advertised a "men only" week of sales and employed salesmen to take the place of the salesgirls, who were given a week's vacation on pay. The windows were filled with articles to attract the attention of men. The prices were sufficiently low to induce purchasers to come inside the store. One week served to popularize the store with the men. There were hundreds of new customers who remained even after the old routine was adopted.

A shoe dealer in a small Illinois city believes that the confidence of the buying public is the best possible asset for a retail business. He has adopted a successful plan to gain this confidence.

Twice yearly he publishes in the advertising columns of the city's newspapers what he calls his confidential report. He cites in this statement the total amount of sales for the period covered, the cost of the goods sold, the carrying expense, the selling cost, the loss through bad accounts, &c. In short, the statement is a thorough analysis of the business from an inside point of view. The statements prove surprising to the average reader because of the low percentage of net profit the dealer makes, considering his investment. The statements, coupled with a general frankness of treatment from the dealer's employees, wins many customers for the store—a point the merchant makes plain in his confidential statements.

A Detroit restaurant keeper came to know that many of his regular customers were formerly country boys. In order to take them back to their boyhood days he prepared a "country store" lunch. The bill of fare included canned oysters, sardines, cheese and crackers, bologna sausage, canned peaches, mixed pickles, baked beans and many of the other foods served across country store counters. The idea proved so popular with his regular customers that it was made a weekly feature and advertised in the newspapers. He is compelled to turn patronage away on country store day.

**Played on Board Raised Few Inches From Floor, With 180 Men on One Side Against 181 on the Other, Game Is Much Like Modern Warfare**

**tie, staking our lives, if necessary, to decide the contest. While we are doing this we do not allow interference or comment from any one, no matter how high may be his rank.'**

"Prince Matsudaira of Higo, notwithstanding his exalted rank, kowtowed most humbly to Honinbo, apologized profusely, and barely persuaded him to resume the game. And to make things worse for the Prince, Honinbo observed the progress of the game casually remarked 'Oh, Honinbo will surely be defeated.'

"Honinbo let fall into the tsubo the stone he was about to play. With freezingly dignity he said: 'I am serving my lord the Shogun with the art of go. When we masters of go enter upon a contest it is in the same spirit in which warriors engage upon the field of bat-

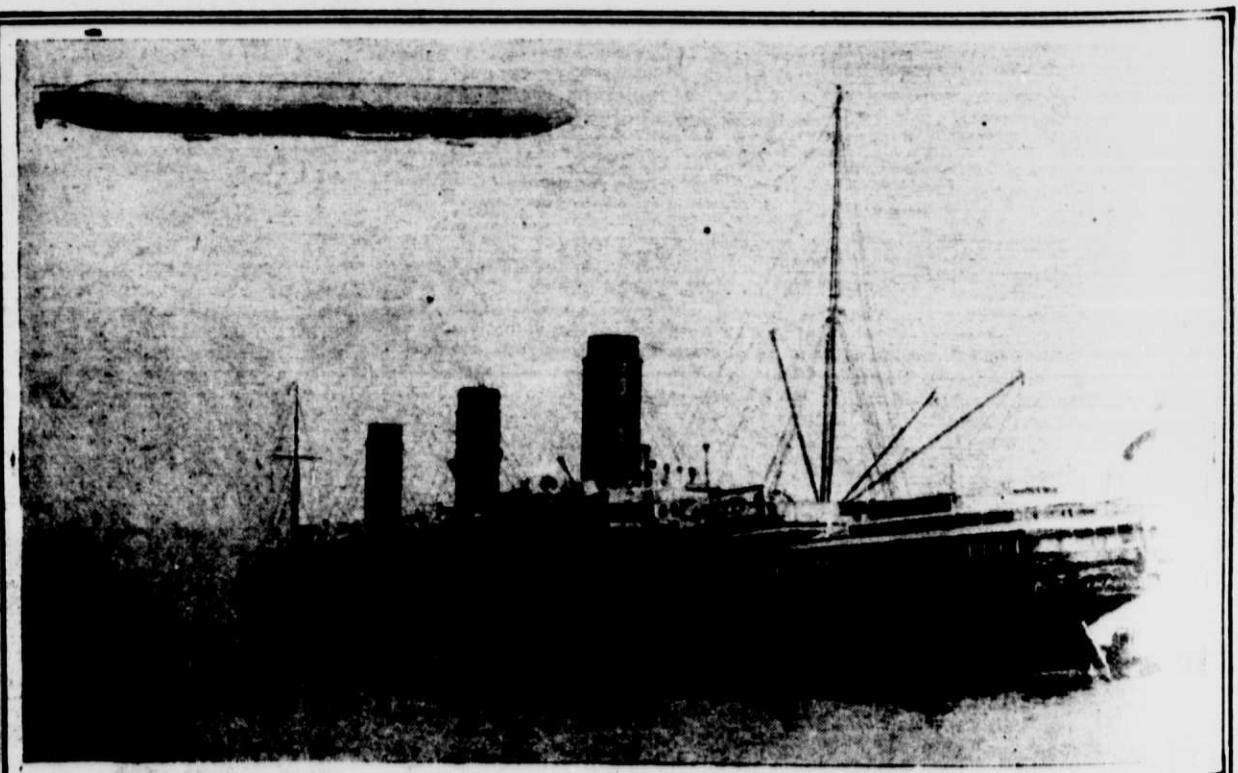
four nights of continuous struggle the mendicant pilgrim won. The lord joyously tendered the castle to him, but the pilgrim smiled again, declined the offer that would have meant a life of ease under the protection of the nobleman and went his way. Go is especially the pastime of noble minds.'

"Has the game a practical value?" the reporter asked Mr. Hartman.

"Some experts think so," he replied. "In the war with Russia the strategy employed by the Japanese commanders suggested the methods used in go. Marshal Oyama had three stones well placed at Liu-Yang, but the Russians escaped before he could move in his fourth. At Mukden, however, the complete enveloping movement was carried out."

"But far be it from me to suggest that proficiency in the strategy of games is a real help in practical affairs. One of the saddest stories I ever heard was the complaint of a great master of chess that he had not the means to publish his great book, which would teach captains of industry how to attain the highest efficiency by following the methods he used in chess."

## Two of Seven Wonders of the Modern World



Giants of the air and sea.

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A spirited voting contest has just been concluded in Germany to decide what constitutes the seven chief wonders of the twentieth century. After the enormous volume of votes cast were counted it was found that the majority had placed wireless telegraphy at the head of the list, as might be expected, and the Panama Canal second. It is gratifying to find that popular

opinion on the Continent should so generally recognize this American achievement. The third of the seven wonders, the dirigible airship Hansa and the fourth, both of the Hamburg-American, are on the same plate. It is interesting to find that the airship is large in comparison with the steamer. The Imperator measures 91 feet in length, or nearly twice

the Hansa.



Lee Foster Hartman playing go, the national game of Japan.