

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 dreadnought 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

"If 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 faculty 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 'Oi Ootshi,' 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.

"The game is played on a board, called 'go ban,' about 16 by 17 1/2 inches and 4 or 5 inches thick. It stands on four legs, which raise it a few inches above the floor. The wood is a species of yew, or ginkgo, or cedar, all of which are so resonant as to yield a pleasant ringing sound when a stone is placed in position. There is cut into the lower surface of the board a square depression which adds to the resonance, although ancient tales of Japan have it that this space is to contain the blood of the vanquished in case the players fall to fighting over their game. Possibly this is true, though there is no record of a fatal clash in the last few centuries.

"Nineteen lines equally far apart are drawn from top to bottom of the board and these are crossed at right angles by nineteen similar lines running from side to side. The men are played upon the 361 points of intersection of these lines.

"In chess the pieces are moved from square to square. In go the game begins with the board empty, and each piece is set down in its place and stays there. The combinations are literally unlimited, and a player must fall back on that intangible thing known as position judgment, which is really the subconscious experience of innumerable past games. In the twelve centuries during which go has been played in Japan, thousands of books have been published about it, and the literature is still growing. In chess ability to see five or six moves ahead places a man almost among the masters; whereas a professional go player must be able to see from twenty-five to fifty moves ahead if he expects to have any success.

"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 Kiun. 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, Komushi, 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 Iyeyasu, 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 practiced 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 ancient 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. One sees the Hon. Lord Sato Tadanobu, all 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

uguisu nearer and nearer. In another instant the assassin will be upon him—when up leaps the Hon. Lord Sato brandishing the go ban, and before the astonished cutthroat can gasp in surprise he is stricken dead with one blow of the heavy board. Oh, yes; in old Japan war—even private war—had his victories no less than peace.

"Incidentally Lord Sato's act displayed his proficiency in applying the prime rule of the game: 'Never let the enemy surprise you so much that you can't surprise him still more.' The authenticity of the episode is vouched for by contemporary historians. Besides the historic happenings connected with the ancient game there is a wealth of tradition.

"There was Honinbo Sanyetsu, a player of almost the highest rank, who was going to play Yasui Sanchi for the championship in the presence of the mighty Shogun Tokugawa Iyemitsu and felt so sure of beating him that he declined to accept the handicap of one stone to which he was entitled. The Hon. Prince Matsudaira of Higo observing 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 freezing 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-

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

tle, 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 profusey, and barely persuaded him to resume the game. And to make things worse for the Prince, Honinbo won the championship. His name is revered to this day—and his rule of silence is faithfully observed, too.

"It is recorded that the Lord of Kameyama was so great a go strategist that no one in his province could make him play half so well as he could. The legend runs, 'His skill made the gods full of gossip and open mouths.' One day a mendicant pilgrim called and politely challenged. The lord consented, and casually remarked that he would stake his summer castle of Kameyama on the result.

"The pilgrim smiled and said that all he could pledge against it was one of his straw sandals (worth about half a penny). Agreed. After three days and

four nights of continuous struggle the mendicant pilgrim won. The lord, obviously 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 set upon Liau-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 go 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."

Ideas That Sell Goods

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

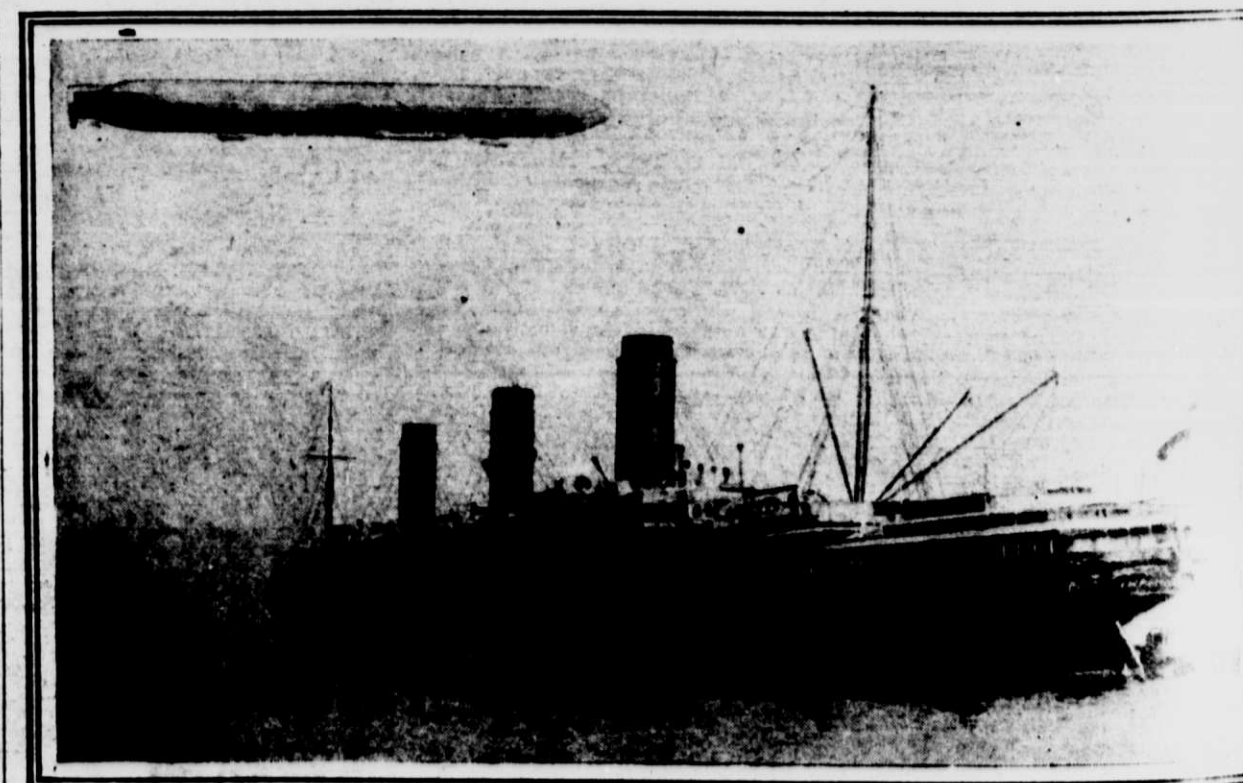
He advertised a "men only" week of sales and employed salesmen to take the place of the salesgirls, who were given a week's vacation on pay. The windows were filled with articles to attract the attention of men. The prices were sufficiently low to induce purchasers to come inside the store. One week 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, etc. 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, bolonza 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.

Two of Seven Wonders of the Modern World



Giants of the air and sea.

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 it was decided, was the dirigible airship; next in order the flying machine, radium, the cinematograph and the steamship Imperator.

An extraordinary photograph is reproduced herewith which shows two of the seven wonders of the modern world

in close proximity. By a fortunate chance the photographer has caught the dirigible airship Hansa and the steamship Imperator on the same plate. It is surprising to find that the airship is so large in comparison with the steamship. The Imperator is 450 feet in length, or nearly the length of the Hansa.



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