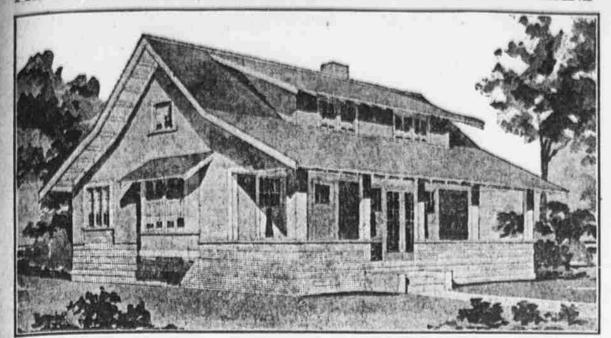
EVENING LEDGER-PHILADELPHIA, THURSDAY, MARCH 16, 1916.

PRACTICAL HOMES FOR THE MAN OF MODERATE MEANS



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A LOW-ROOFED COTTAGE

10-6-6-14

DEATHS

and friends are invited to attend funeral services. Saturday, at 2 p. m., at her late residence. 22 W. Orayer's lane, Chestnut Hill. Interment private.

Hill. Interment private.
CALLAN.—On March 14, 1916. ANNA E., wife of James H. Callan and databler of Sarah and the late William Brown, aged 31 years. Relatives and friends, also Lalles' Auxiliary of the American Star Ledge, No. 405, L O. O. F. and members of Pitman M. E. Church, are invited to attend the funeral services, on Saturday, at 2 p. m., at her late residence, 2605 Dickinson st. In-terment at Mount Moriah Cemetry. Re-mains may be viewed Friday, 7 to 0 p. m.

CAPERN.-Suddenly, on March 13, 1996, BUN, JAMIN F. CAPERN, ared 29 years. Rela-tives and triends, also Independent Order of Odd Fellows. No. 93, are invited to attend the funeral services, on Friday, at 2 D. M., at the residence of his father, 40 Trueman

CAUFFMAN.-Suddenly, on March 14, 1916, HENRY HOWARD CAUFFMAN. In his

7 to 0 p. m. DEACON.—On March 13, 1916. EDWIN L., husband of late Annie M. Deacon, in his 64th year. Relatives and Friends, also Exstern Star Lodge, No. 186, F. & A. M. and em-pind at L. Co. 189, F. & A. M. and provide the start of the start of the start provide and the start of the start of the start provide and the start of the start of the start provide and the start of the start of the start provide and the start of the start of the start services, on Friday, at 2 p. m., at North Tenth Street Presbyterian Church, 10th st.-below Girara ave. Remains may be viewed on Thursday, at 1250 North Starts

th Street Presbyterian Church w Girara ave. Remains may Thursday, at 1250 North Sa r 8 p. m. Interment at Mo setery. Auto service.

DELAP — DUNLAP, — On March 15, 1916, ELLENOR DELAP (Ellen Dunlap), at her residence, 1923 Callowhill street. Due no-tice of the funeral will be given from the Oliver II. Ball Bullding, 1820 Chestnut

funeral services, are invited to attend to attend to attend the late residence, 1941 Haverford, Inferment private at Fernwood Ceme-Remains may be viewed Friday, from 9 p. m.

With year. Relatives and friends, also bers of West Hope Bible Class. H. C. Men's Fellowship and employes of the Publishing Company, are invited to a be functal services on Saturday

DEACON.

THIS cottage design is 34 feet square, cluding the front plazza, which is sight feet wide and comes under the main roof extension. The roof is low and spreading with wide projected eaves and has a very inviting and home-like appearance. The living room across the front is extra large and is planned to be used at the left end for dining room in connection with the kitchen at the rear on the left. There is a central chimney with wide fireplace and flue for heating apparatus. There is one bedroom on the first floor. with a convenient toilet room, the main hathroom being on the second floor.

The basement is full under the main part and has a good laundry and furnace and fuel rooms. The cottage is of frame

enstruction with wide drop siding up to the first-story window sill, and above this point the walls are either finished with narrow siding or shingles. The finish of the first-story window sill, and above this with linoleum in the kitchen. The roof is shingled and stained and all outside trimmings either painted white or heating and plumbing, will be from \$2800 the first floor is in oak, with mission stain, a light cream color. There are two good to \$3500.

HOW ENTHUSIASM AFFECTS YOU AND MAKES FOR GREATER SUCCESS

Its Effect Upon You .- You always find that enthusiasm is closely associated with optimism. Optimism is always and that entitusiasm is closely associated with optimism. Optimism is always safe and same when it is supported by the best of reasons. Its opposite, pessimism, is the darkened vision of the good that is in sight to optimism. Pessimism is illogical, while optimism is the result of good logic. Enthusiasm is generated out of constructive thought, and helps to reach to greater excellence and perfection. You must be filled with imagination, faith and hope in order to be a good enthusiast. It gives to you the upcast glance to supplant what otherwise would be the downcast and gloomy view of things. Base your enthusiasm upon your knowledge of the truth.

Its Effect Upon Your Customers.—Humanity is all the same. Your customers are affected by your optimism, plus your enthusiasm, for these go together. You cannot fit yourself for satisfying your customers in any better way than by getting the right view of things. Your optimistic enthusiasm is filled with persuasive qualities. Your good "reasons why" support your beliefs, and your customers will soon think as you think.

Its Effect Upon Your Associates .- Enthusiasm is contagious, and you

Its Effect Upon Your Associates.—Enthusiasm is contagious, and you will not remain long alone in your uplifting moods. Your els tic step, hopeful manner and enthusiastic action will give new courage to work with you. The sunshine of hope will burst forth in the ______ of all. Its Effect Upon Your Production.—Sober indifference does not produce business, but overflowing enthusiasm does. Your real generating power is set into action by releasing your enthusiasm. The real measurement of your producing power as a salesman is determined by the quality of the enthusiasm controlling you. enthusiasm controlling you.

Its Effect Upon Your Other Mental Qualities .- All life is enlarged by action. Your enthusiasm spurs you on to increased effort, and your wits and your wisdom are improved. Your mind becomes clearer and your reasoning more perfect with the brighter views you take about all things which concern you.

Its Effect Upon the World at Large.-Optimize, good cheer and enthusiasm create the bright places in the business world. Without them, dark, unbearable despair would prevail. (Copyright, 1910, by Basil L. Smith, Philadelphia)

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nd the funeral on stiday, Marc lock, from her daughter a real Elliza Mottram, 4340 Frankfor ankford, Interment at Nort Cedar Hill Ce

DEATHS

ASSEY .- On March 14

GRATH.-On March 14.

INFULL

ONTGOMERY

March 14, 1916, FRANCIS X. of William J. and Agnes C. Weisenberger), aged 2 months Belotives and friends are in-tiend funeral, on Friday, at 9 his parents residence, 224 Wat-terment New Cathedral Cemetery. OORS NEWEIL.-On March 15, 1016, THOMAS son of Anna and the late Patrick Newell Relatives and friends are invited to atten the foreral on Sciencia at Sala a m from

PRICK PT. -On Third Month 14th, HANNAH J., widow of R suwy Prickett. Relatives and Friends are in.; led to strend the funral. nn Bisth Day. ITro. at 10 a. m. from Friends Medium House. Lake strenet. Had Friends' Meetin donfield, N. J.

REEVES. -On March 14, 1916, KATHERINE HERVES, daughter of Lily Molean and Franklin H Berves, aged 18 years. Bela those and friends are invited to attend the fumeral metrices, at her parents' residence. Diff. South 44th street on Friday, the 17th Inst. at 3 D. m. Interment private.

at 3 p. m. Interment private. THAL.—At his residence, 1100 N. 41et hiladelphia, on March 13, 101d. PAUL WENTHAL, ared 62 years. Relatives rights and brethren of L. O. O. F. and M. P. are invited to strend the funeral re. on Thursday, at 7,50 p. m., at the H. Bair Huilding, 1820 Chesnut st... leiphia. Interment private. Kindly lowers. ROSENTHAL.

A. O. M. P. Murdaz, at 7.30 p. m., at the Oliver H. Hair Building, 1820 Chestnut st. Philadelphia. Interment private. Kindly omit flowers.
ROSS. -On March 15, 1914. LAURETTA NEWLIN, with of Ramuel T. Ross, of Haverford, Pa., aged 69 years. Due notice of the funeral will be given, from the resisting of the funeral will be given. from the resisting of the funeral will be given. From the resisting of the funeral will be given. From the resisting of the funeral will be given. From the resisting of the funeral will be given. From the resisting of the funeral will be given. From the resisting of the funeral will be given. From the resisting of the funeral will be given. From the resisting of the funeral will be given. From the resisting of the funeral will be given. From the funeral flow of the funeral will be given. Friends may call Friday. S to 10 at the funeral will be given.
STEW ART -On March 14, 1916, WILHELMINA, when for funeral flow flow of the funeral flow of the funeral flow of the funeral will be given.
STEW ART -On March 14, 1916, MILMES MONINGE, busined of Mary C. Stewart, and for funeral flow of the flow of the funeral flow of the flow of the f

At st. Internet Ill Cemetery ILLFRIED.—On March 14, 1916, at F. Mura, BARON FRANZ VON STILLFRI UND RATHENITZ, ared 73 years. Frie-UND RATHENITZ, ared 73 years. Frie-UND RATHENITZ, ared 75 years. Frie-UND RATHENITZ, ared 15 years. STILLFRIED

N. J. THOMAS. --On March 14, 1916, WILLIAM W. THOMAS. Functal services on Thursday evening, at 8 o'clock, at his late residence. 105 Washington lane, Germantown. Inter-ment private, at Greenwood Cemetery, New York.

1078. URI:AN.—On March 14, 1916, ARMINA G. widow of Samuel W. Urban, agod 80 years and 11 months. Relatives and friends ar invited to attend funeral, Friday, at 1 p. m. from the parines of Bernard, F. Schueder 4th and Arch sts., Camdon, N. J. Intermen at Camden Compare.

And Aron ster, Comdon, N. J. Interment at Camden Cemetery.
 YAIL.—On March 13, 1916, CATHERINE, wife of Thomas Vail, Relatives and friends are invited to attend the funeral, on Friday, at 8 30 a. m., from her late residence, 3109 Haverford ave, West Philadeiphia, High Requiem Mass at St. Agatha's Church at 10 a. m. Interment at Holy Cross Cemetery. Chester Bapers please copy.
 WARE.—On March 16, 1916, REUBEN WARE, husband of the late Ann J. Ware (nes Love). Relatives and friends are invited to attend the funeral, on Saturday, at 2 p. m., from the residence of his son-in-law, Mr. Robert J. Kennedy, 2117 W. Dauphin at, Interment private, at ML Mortah Cemetery.

atreet.
 WARE. — On March 14, 1916. CATH-ARINE, wife of Daniel Donovan, Sr. Rela-tives and friends are invited to attend the funeral, on Friday morning, March 17, at 8.30 o'clock, from her late residence, 6530
 Haverford avenue, West Philadelphia, Sol-emn Requirem Mass at the Church of Our Lady of the Rosary, at 10 o'clock Inter-ment at Holy Creas Cemetery.
 WEYMAS -On March 14, 1916, CHARLES T., non of late Charles we and friends, also Kensing.

2., non of late Charles W, and Louisa Wey nam Relatives and friends, also Keensin on Council No. 9, O. U. A. M. and Unio Souncil No. 9, Jr. O. U. A. M. and Unio o attend the funeral services, on Saturday if 2 p. m., at late residence, 1127 E. Susqu anna avenue. Interment strictly private.

from 8 to 10 p. m. ZANE.-On March 15, 1916, ELIZABETH, wildow of Henry H. Zane. The relatives and friends are invited to attend the funeral services on Sunday afternoon, at 2 o'clock, at the residence of her son, Asron H. Zane. 2716 Federal street. Interment at Mount Moriah Cemeterz. Remains may be viewed on Saturday evening.

Our traveling cranes do a deal of work in our lumber yard. They may only have

one groove-but they stick to it. And they deliver the

Edward F. Henson & Co.

Structural Lumber and Timber

Poplar St. Wharves, Phila.

and the second

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DWARD F HENSON ACO

goods.

friends, also Kensing, O. U. A. M. and Union M. U. A. M., are invited I services, on Saturday,



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LOCAL MINING STOCKS

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MISCELLANEOUS. Fairy Asteo Kimberiy Nevada Hill Arizona Un Nevada Wor

THE WEATHER

Official Forecast

WASHINGTON, March 16. For eastern Pannaylvania and New Jersey: Fair and continued cold tonight; Friday, fair and warmer; diminishing morthwest winds.

The storm that was central near the Virginia capes yesterday has moved to a point off the coast south of Nova Scotia. point off the coast south of Nova Scotla. If caused general rains and snows in the Atlantic States from North Carolina to Maine, and the snow was heavy in some places from eastern Pennsylvania actiward. The cold area that covered the contral valleys and the Lake region has pread eastward to the coast at the rear of the storm, and the temperatures are rising in the western half of the southy. Froat is reported this morning at an south as central Florida.

U. S. Weather Bureau Bulletin

Cure Low with fail, Wind with fail, Wind wind to be to taken at 8 a. m., Eastern time eloc-HJ, Weathar 24 Claar 15 Snow 14 Clear 16 Snow 14 Clear 20 Clear 10 Cloudy ... Clour 10 P.Cldy 11140 400000 80040258042020858552040040040545580002440580 .08 16 Col. . Ml. h. . Tex. ANNINA ANN .44 1008024 .66 .óż 22 NUMBER OF STREET 請 All and and all and al .14 1.14 148.220 ala lough 湖

LIVE STOCK QUOTATIONS

CHICAGO, March 16.—HOGS.—Receipts, 32,000 head; market 5c. lower. Mixed and butchers. 59,30499 0; gred heavy, 10.45 % 8.85; rough heavy, 9, 1049.40; lutht, 59,104 6.80; pigs. 45499; dk. 59,0049,75; CATLEZ.—Receipts, 5000 head; market steady. Reeves. 16,5049,95; cows and heif-era, 53,75648,60; stockers and feeders, 55,75 % 8; Texans, 37,98,75; calves, 39,010,75; BHEEP, — Receipts, 10,000 head; market 104,156; higher. Native and Western, 45,9 5,90; hambs, 48,15011,60.

NEW YORK BUTTER AND EGGS

NEW YORK, BUTTER --Market, short supply with continued good demand; prices higher for all grades. Receipts, 5104 nachages. Estra creamery, 37 @ 37 % c.; higher scoring, 38 @ 38 % c.; State dairy, 36 @ 36 % c.; imitation creamery, 25 % @ 24c. EGGS-Market less active and barshy steady. Receipts, 20,104 cases. Extra firsts, 226; freis, 226:22 % c.; whites, 27 @ 28c.; browns, 24 @ 25c.; mixed, 22 @ 23c.

BAR SILVER

Commercial bar silver was quoted in New York today at 56%c. up isc. Bar silver was quoted in London today at 27%d., up 1-16d.

OBITUARIES

DIES AT RECEPTION GIVEN HER Woman Stricken on Eve of Departure

for Home In the midst of a fareweil reception which was being riven her on the eve of her departure for home, Mrs. Marion Sex-ton, of Monmouth, Ill., mother of Lleu-tenant Commander Sexton, U. S. N., died suddenly last night in the home of Mrs. Harry T. Leedom, Bryn Mawr. Since last summer Mrs. Sexton, who was 60 years old, had been visiting her daughter, Mrs. Frank Flock, of Bryn Mawr. Dr. S. R. Powell, who was summoned.

Dr. S. R. Fowell, who was summoned, ascribed har death to a blood clot on the brain. Her son, who is stationed at New-port, R. I., will arrive today to arrange for the burial in Illinols. Mrs. Sexton is survived by Lieutenant Sexton and her daughter, Mrs. Fleck.

William B. Clark

William B. Clark ALLENTOWN, Pa., March 16.—Will-tam B. Clark, 52 years old, of Catasau-qua, contractor and liveryman, and wide-ly known as a racer of light harness horses, died last night at the Allen-town Hospital, where he was a patient two weeks for heart disease. His most famous horse was Major Wellington, with which he won \$20,000 in purses. Mr. Clark was fond of doing his own driving, and seldom rode in trolley cars or auto-mobiles. IN MEMORIAM MAYBAUM .- In loving memory of LUDWIG MAYBAUM, died March 14, 1995. Deaths These Notices Are Printed in the Evening Ledger Free of Charge.



Lady of the Rosary, at the church of OUP ment at Holy Creas Cemetery.
DUERR.-ON March 14, 1916. ANNE M., wife of the late Joseph Duerr. Relatives and friends are invited to atend the funeral services on Friday, at 2 p. m., at her late residence, 2040 Germantown ave. Interment at East Cedar Hill Cemetery.
PRANCIS. Funeral services Saturday, at 11 a. m. at the Church of St. Luke and the Epiphany. 13th and Spruce sis. Relatives and friends are invited to the battistry of St. Luke's Church at 10 a. m. Saturday. Interment artives. Kie of Gward A. Gallagher, Rolatives and friends, also Sacred Heart League of St. Luke's Church at 10 a. m. Saturday. Interment private. Kindiy omit flowers.
GALLAGHER.-On March 13, 1916. ANNIE M., Wite of Edward A. Gallagher, Rolatives and friends, also Sacred Heart Leagues of St. James' Church at 10 a. m. Interment at Holy Creas Cemetery.
GRAY.-On March 15, 1916, JESSIE R. husband of Anna Gray. Relatives and friends are Invited to Saturday. Tiderment at Holy Creas Cemetery.
GRAY.-On March 15, 1916, JESSIE R. husbang are invited to alternd the funeral. on Saturday. Tiderment at Holy Creas Cemetery.
GRAY.-On March 15, 1916, JESSIE R. husbang at 81 James at St. James and friends are invited to alternative. Solemn Requiem Mass at St. Vincent de Faul's Church at 19 a. m. Interment at 81 James Church at 10 a. 260 West Halnes at St. Uncent de Faul's Church at 8 a. m. Interment private, at Holy Sepulchrey Cametery.
GRIFFIN.-On March 12, 1916, MICHAEL, husband of Ana Anes Church 12, 1916, MICHAEL, 1916, MICHAEL, 1916, MICHAEL, 1916, March 14, 1916, MICHAEL, 1916, MICHAEL,

Holy Sepulchrs Cametery, GRIFFIN.—On March 12, 1916, MICHAEL, hushand of Agness Griffin Inne Woodiandi, Relatives and friends are invited to attend the funeral. Friday, at S30 a. m. from his fate residence, 743 S. Clarion st. Re-quiem Mass at St. Teresa's Church, at 10 a. m. Interment at Holy Cross Cometery. KANE.—On March 15, 1916. PATRICK J. son of the late James and Ann Kame. Rela-tives and friends are invited to attend the funeral, on Saturiay, at 7:30 a. m. from the residence of he brother-th-law. Charles W. Lynch. 2008 W. Columbia ave. Selemm Regulem Mass at St. Elizabeth's Church at 9 a. m. Interment at New Cathedral Cam-etery. KANE. KELSH.

9 a. m. Informent at New Calledral Cem-etery. CRLSH.—On March 14, 1916, FREDERICK T. KELSH, hubband of Fredericks Kelsh (nee Frey) and son of the late James T. and Margaret Kelsh (nee Tagmart), aced B5 wars. Relatives and friends, also Equal Rights Lodge, No. 464, 1, 0, 0, F. Active Order of Odd Fellows, Reliance Council, No. 787, Order of Independent Americanse; em-ployees of Provident Life Insurance and Trust Company, are invited to attend the funeral services, on Sunday, at 2 p. m. at his late residence. 5242 Kingawasing ave, Interment at Mount Moriah Cemetery.

LEE .- On March 13, 1816. ANN LEE, widow of the late John Lee, in her 86th year. Relatives and friends of the family are in-

REAL ESTATE FOR SALE REAL ESTATE FOR SALE Elkins Park, Pa.



solve the mystery of the cryptic cross. It contains five chapters of "Monte Crispen," the great new story of Philadelphia; an exact reproduction of the cryptogram, and an account of how it was stolen from Dr. Hochmeister in the Market street subway. You can get the booklet by telephoning Monte Crispen at the Evening Ledger office, Walnut or Main 3000; by requesting it on a postal; or by asking for it personally at the Evening Ledger office.

THERE'S \$400 in prizes for the solution of the cryptogram. And this booklet helps toward its solution, since it describes Monte Crispen, Dr. Hochmeister and the beautiful Countess Zeda.

ALL PHILADELPHIA is interested in this great new story, which commences in the Evening Ledger next Saturday.

> VOU HEAR the I name everywhere.

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