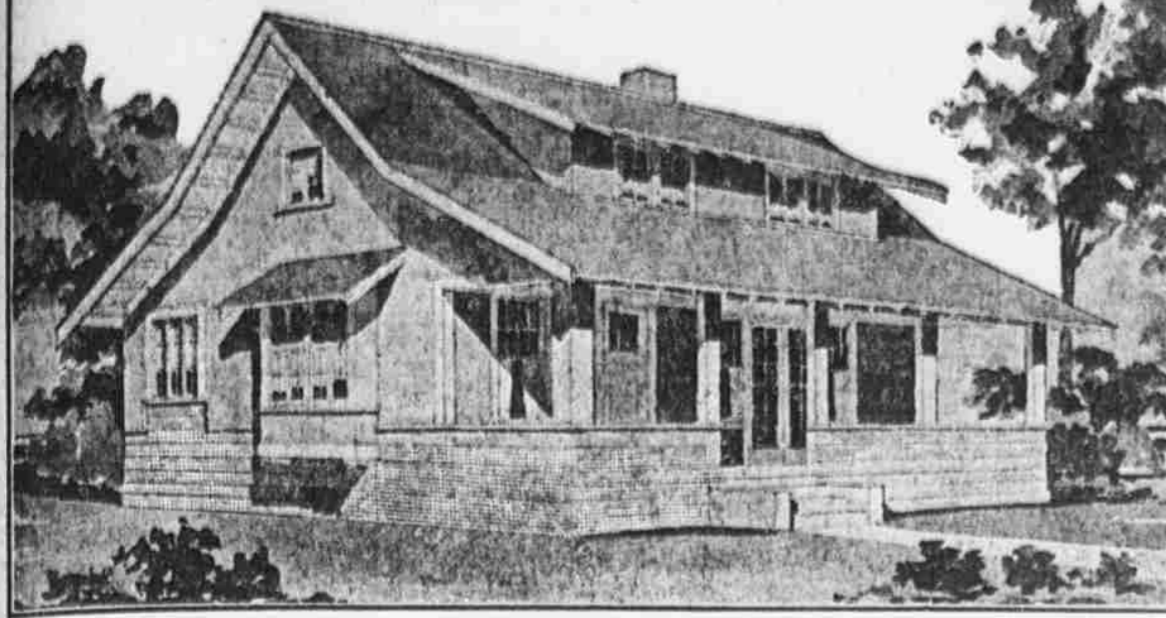
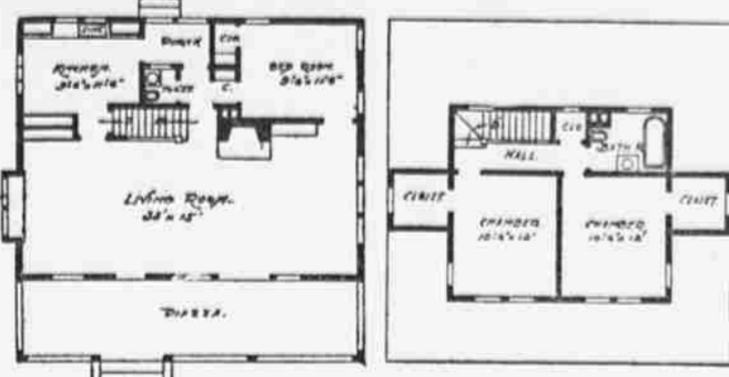


PRACTICAL HOMES FOR THE MAN OF MODERATE MEANS



This cottage design is 34 feet square, including the front piazza, which is eight feet wide and comes under the main roof extension.



A LOW-ROOFED COTTAGE

The second floor is finished in white enamel. The floors are of oak and birch, with hickory in the kitchen.

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 safe and sane when it is supported by the best of reasons.

Its Effect Upon Your Customers.—Humanity is all the same. Your customers are affected by your optimism, plus your enthusiasm, for these go together.

Its Effect Upon Your Associates.—Enthusiasm is contagious, and you will not remain long alone in your uplifting moods.

Its Effect Upon Your Production.—Sobor indifference does not produce business, but overflowing enthusiasm does.

Its Effect Upon Your Other Mental Qualities.—All life is enlarged by action. Your enthusiasm spurs you to increased effort, and your wit and your wisdom are improved.

Its Effect Upon the World at Large.—Optimism, good cheer and enthusiasm create the bright places in the business world.

(Copyright, 1916, by Basil L. Smith, Philadelphia)

Table with columns for LOCAL MINING STOCKS, TONOPAH STOCKS, and GOLDFIELD STOCKS, listing various stocks and their prices.

Table with columns for MISCELLANEOUS, listing various items and their prices.

THE WEATHER

Official Forecast WASHINGTON, March 16. For eastern Pennsylvania and New Jersey: Fair and continued cold tonight; Friday, fair and warmer; diminishing northwest winds.

Table with columns for U. S. Weather Bureau Bulletin, showing weather conditions for various locations like Albany, New York, and Philadelphia.

Table with columns for LIVE STOCK QUOTATIONS, listing prices for hogs, cattle, and sheep.

Table with columns for NEW YORK BUTTER AND EGGS, listing prices for various grades of butter and eggs.

Table with columns for BAR SILVER, listing prices for commercial and standard silver.

OBITUARIES

DIES AT RECEPTION GIVEN HER

Woman Stricken on Eve of Departure for Home In the midst of a farewell reception which was being given her on the eve of her departure for home, Mrs. Marion Sexton, of Monmouth, Ill., mother of Lieutenant Commander Sexton, U. S. N., died suddenly last night in the home of Mrs. Harry T. Ledson, Bryn Mawr.

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

William B. Clark ALLENTOWN, Pa., March 16.—William B. Clark, 52 years old, of Catawqua, contractor and liveryman, and widely known as a racer of light harness horses, died last night at the Allentown Hospital, where he was a patient two weeks for heart disease.

Deaths

These Notices Are Printed in the Evening Ledger Free of Charge. ARNOLD.—On March 14, 1916, KATHERINE ARNOLD (nee Schaefer), wife of the late Henry W. Arnold, died at 2 p. m. at the Oak Tower Sanatorium, Philadelphia. Interment at Mount Moriah Cemetery.

DEATHS

visited to attend the funeral on Friday, March 17, at 2 o'clock, from her daughter's residence, 212 S. 22d St., to the Church of the Good Shepherd, Cumberland at below Frankford ave., at 2 o'clock precisely. Interment at North Cedar Hill Cemetery.

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

and friends are invited to attend the funeral services, on Friday, at 2 p. m., at the residence of his father, 40 Trueman ave., at his late residence, 2041 Chestnut ave., at 2 p. m. Interment private.

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Advertisement for 'This Booklet Helps' containing five chapters of 'Monte Crispin', the great new story of Philadelphia. It includes details about the cryptogram and how to obtain the booklet.

Advertisement for 'Elkins Park Manor' Colonial Residence, \$8950. Features include white stucco-green shutters and slate roof, large lot, 60x175, spacious porches and front terrace, central hallway—large upstairs sleeping porch, four bedrooms—two baths—ample closets.