# ERCHANTS OF NEARBY CITIES ENTERTAINED AT BIG BUSINESS SHOW

silting Business Men Find Much of Value to Office Efficiency in Extensive Exhibits

TEW "HUMAN" MACHINES

stechants and business men from near-sities are the suests of the First An-i Philadelphia Business and Efficiency or today at the 1st Regiment Armory, and and Callowhill streets. The show be open until Saturday at 16 o'clock. housands of persons, who have been me in a continuous stream before the

seins in a continuous stream before the cres of booths, have expressed interest the ducdecillion, which the Burroughs selfer Machine Company, of Detroit, on exhibition. Attracted by the method with the method of is Some have asked if it is a pre-merie animal. The operator explain at a duodecillion is simply a machine will count to 40 places, the highest

in giving an example of how great a in that if a man had an income of see, 300 a second, or \$3,500,000,000 an ir, and if he received that amount day might it would take 352,331,022,041,p1781,333,333,333 years for him to ac-mulate a duodecillion of dollars.

The Burroughs people are also showing machine which counts, keeps track of makes a record of the account in ch pay envelope on the outside of the

y visitors are especially interested ing the first adding machine and the culating machine ever invented leh are being shown at the booth of the more Calculating Machine Factory. see machines were shown for the first in Philadelphia at the Centennial them there. The gold medal awarded

PAY ENVELOPE DOCTORS.

means so much extra work ay often means so much extra work, or making special trips to the Inter-tional Money Machine booth to see the stet invention in that line. This ma-nine does not make money as its name ight imply. It is, according to the opors in the booth, the only machine ach combines nine full figures, and adules the exact number of coins eded and then fills the pay envelopes the correct coins, and at the same keeps track of the money needed the entire payroll. This machine s never been shown in any city before, no of the large Philadelphia concerns ire using them now and report the suith ill 30 pay envelopes in one minute with the exact amount, and keep track of the same time. This machine money at the same time. This made in Terre Haute, Ind.

The Dalton Adding Machine Company of Cincinnati is exhibiting a machine tiplying and listing machine on the arket. It is operated by ten keys, and the operator uses the t Jch system. The nstrators dwell in talking of the on its simplicity, speed, versa-durability and touch operation, res which they declare make it worth

A machine which adds, subtracts, multi-files and divides is attracting much at-tation in the booth of the Ensign Elec-tical Calculating Machine Company, of Section. The men who tell of the wonders of the machine say that the work of the Lasign is 90 per cent, machine and 10 cent, operator, and that the success of the machine is based on the simplicity with which it handles the most difficult with which it bandles the most difficult with stairs of a big business house.

Perhaps the most startling rev and Efficiency Show at the Armory, beever, is the fact that the Library breau can produce his correspondence with that firm for the year 1915 in a moment. This Library Bureau concern is making a feature of its steel filing cabi-st equipment; its L. B. automatic correpondence index, and its card index, which is both hand and mechanically op-

In the huge street-filing cabinets are sept letters for 1915 from all business success have stepped into the Library Bureau booth during the exhibit, thinking is "catch" the operator in the claim that its production with his difference in the claim that sters for the bureau.

Perhaps no one thing has attracted see attention than the Kalamazoo bull-er in the Kalamazoo Loose Leaf Binder see in the Kalamazoo Loose Leaf Binder benany booth. The dog is shown suspended to a loose leaf binder book by his aire weight. It emphasizes the fact hat although the books are called loose at his leaves cannot be removed until patent locks are unlocked. In this both is also shown the gold medial won the Kalamazoo Loose Leaf Binder mipany at the Panama-Pacific Exposises at San Francisco. The loose leaf serx, known as Style C, are being expanded for hundreds of interested business men by the sales agent, Burton E. Sanning, who has recently opened a branch in this territory to introduce the Kalamazoo loose leaf binder to Philamanha business men.

## SISTER PLEADS FOR BOY

irl's Entreaties May Save Youth and Companion From Prosecution on Theft Charge

a sister's entreaties may save a youth tis companion from prosecution on charge of stealing magnetos and other

The boys under arrest are Arthur inteer, 29 years old, of 5218 North 5th best, and Adolph Junkerman, 29 years of 4852 North 6th street. They were exhanded last night by District Dedices Dougherty and Davis. They are old of stealing automobile supplies to the accident at 6th street and the interest are deveral days ago, when Howard inter and James R. Neal, students university of Pennsylvania, were a down an embankment and taken Luke's Hospital.

Accused are said to be members of families and have never before treated. When they were taken to calchtown police station, a sister of went to the hospital, and after ling permission from the physicians, tarviewed Winter, owner of the car-pleaded with bleaded with him to be lenient or brother and his friend. The fludent was so overcome with her es that as soon as he was strong to reach a telephone he communi-sith Lieutenaht Hamilton at the house

Pomock at a hearing today Pennock at a hearing today o kindly attitude. The pris-held under \$100 bail for a ting on March 26, when Winter



EDWIN MOORE

# EDWIN MOORE, MADE RICH AND FAMOUS BY PUSH PIN, EXPIRES

Man Who "Built a Big Business on a Little Thing" Dies at His Home Here of Pneumonia

BEGAN ON SMALL SCALE

Edwin Moore, of "Moore Push Fin "ame," who was known throughout the Julied States as the man who "built a big business on a little thing," died at 10:30 o'clock today at his home, 2325 West Ve-namo street, following an illness of five weeks. Heart disease, superinduced by the

grip, caused death.

Mr. Moore was one of those observant opportunists described so aptly by the Rev. Dr. Russell H. Conwell in his famous lec-ture, "Acres of Diamonds." He conceived an idea so simple that it seemed absurd that somebody hadn't thought of it before. and then he proceeded to give the world the benefit of his idea through the medium of national advertising. That is why the Moore push pin is used today in all civ-Hized-lands.

The idea of the push pin burst upon Mr. Moore in 1897 while he was engaged in the photography busines. It was the force of necessity that caused him to get the idea. He was subject to much annoyance by the need of a convenient pin or tack with which he could factor blurging. with which he could fasten his prints and films to the drying rack after their long baths in the water tank. Ordinary plns were difficult to manage and bent easily. Ordinary thumb tacks were not constructed for quick withdrawal.

MAKER AND SALESMAN.

Mr. Moore's great asset was an unbounded confidence in the merit of the pins and a great faith in publicity. In describing that trying period in his business career, Mr. Moore said, sometimes before his death: "I had but \$112, which was largely used in the purchase of materials. I made push pins one day and went out to sell them the next, so I could get money enough to manufacture more. I was both manufacturer and salesman." Mr. Moore's first sale was one gross for

\$2. The next order was for \$75 worth, and the first big deal was a sale of \$1000 to the Eastman Kodak Company.

Mr. Moore quickly realized the advisa-bility of placing his push pin on the world market and in 1993 his first national advertisement appeared in the Ladies' Home Journal. This was followed by others. The experiment was a success, and today the Moore Push-Pin Company owns and occupies a large, well-equipped plant at Wayne Junction which is devoted exclu-sively to the manufacture of "little things.'

WAS 41 YEARS OLD.

Mr. Moore was born in Northumberland, Pa., 41 years ago. He was the son of the Rev. Alexander Davis and Maria L. Moore. At the age of 18 months he removed with his parents to Bethlehem, Pa., where he attended the public schools. Later he removed to Moore, Pa., where his father was pastor of the Presbyterian Church. Mr. Moore then entered Prince-ton University, and, after working his way through the institution, was gradrespondence with his firm can be lomerchange for the house.

Church. Ar. alove the working his
ton University, and, after working his
way through the institution, was gradunted with the degree of civil engineer.

Mr. Moore was a member of the Bethletter men change from skeptics to Diamond streets, of which his father was assistant paster for a number of years. He taught a young women's Bible class in the church for a number of years, and was also chairman of the Music Com-mittee. He was an elder of the church and a member of Olivet Lodge, Free and

and a member of Olivet Lodge, Free and Accepted Masons.

Mr. Moore is survived by his widow, who was Miss Laura Stiles Moore, and two sons, Alexander Davis and Mills Moore. He also leaves his mother, Mrs. Maria Moore, and two sisters and two brothers—Miss Louise V. Moore, a teacher of music in the Germantown High School; Mrs. John De Gray, of Harrisburg, Pa.; William D. agins Moore, an attorney in William Douglas Moore, an attorney in New York, and Daniel M. Moore, of Orange, N. J.

#### WILL ENLARGE HOSPITAL

Nine Wards and Other Additions for West Philadelphia Homeopathic

Nine large sanitary wards, germ-proof operating rooms and a "diet" kitchen will be added to the facilities of the West Philadelphia Hospital for Women when the new structure at Parrian and Preston streets are completed. Work on the building was started today. According to F. L. Hoover & Sons, builders, the comple-tion of the building will be about the first

of pext year.

The present maternity department of the hospital is too small to take care of the number of increasing cases. The new building, which will be thoroughly fire-resisting, will measure 25 by 47 feet, and will be of brick, stone and concrete con-struction. It will be situated south of the

#### TRIUMVIRATE HOLDS REINS IN CITY

entinged from Page One pointment of William S. Robertson, a son-in-law of Mayor Smith, to the \$1800 position of Chief of Investigation and Research, according to Civil Service Commissioner William Kreider, who takes credit for the appointment. The young relative of the Mayor, who will have charge of all investigation work on applicants for city places from today on, was not known as a member of the Smith family when he was picked for the new place, according to Commissioner Kreider.

MAYOR SMITH SURPRISED. When asked to explain why such an important place was created for the youth, who, being in the noncompetitive class, does not have to undergo the usual tests, Commissioner Kreider told this story: "I knew of young Robertson and thought he would be a good chap for the place. He is a quiet young man who knows how to go about without making much noise, and he appeared to be just the man we needed. I explained to the Mayor long ago that we should have a new investi-gator, and he agreed. The new position

was then included among the changes in

the new appropriation bill. Later we put Robertson to work and he soon gave a good account of himself. One day I told Mayor Smith that I had found a young man for the new place and added that his name was Robertson. The Mayor asked me his first name and I told him I could not remember it at the time. He then asked me where he lived and as I had no data with me I could not answer that question. Mayo Smith then turned to me and said, We Robertson may be my son-in-law,' and when we looked the matter up this turned out to be the fact. Robertson has been working with us for a month and has been paid from the money for special examiners. Today he takes his place under the new ordinance. He has been assigned to investigate many cases and has discovered perjury in some cases and has covered perjury in some cases and has made thorough reports on other appli-cants that have turned out to be right in every particular. We cannot be attacked for the appointment of Robertson as no better man for the place could be found."

#### Police Court Chronicles

Charles Grand believes his name is ustified on account of his general atti-ude. He is ambitious and has a vivid imagination, which has brought him much

Sometimes Grand thinks he is wealthy Then he puts on a high hat and strolls about behind a 5-cent cigar. He talka flippantly of the stock market and his car, and his flow of easy English frequently brings him in contact with many drinks without any personal investment. Charles is an expert in the collection of such dividends.

But, unfortunately, he generally meets with too much success in this connection and becomes combative. Grand was in an antagonistic mood when he met an orderly of the Episcopal Hospital. He made a few



orderly as a broom. Both men went to the sidewalk and then to the street. Police-man Gray happened along and separated the men after considerable trouble. Grand was very much neeved. He de

nounced the cop for daring to annoy him and declared that he had enough political pull to get the bluecoat fired.

This made the orderly laugh. "Don't be afraid," he told the cop. "This fellow hasn't got any more pull than I have. He used to be an orderly, too." While they were talking an inquisitive Chinaman who was passing down the street stopped to listen to the argument. Grand told him to move along. The Chinaman grinned at him. Like a flash Grand grabbed his queue and swung him in a circle.

tion by landing a straight right on Grand's jaw. Then he took him before Magistrate Glenn, at the 4th and York streets station. The prisoner began to feel a little more seriour, and admitted that he was for-

merly an orderly, as charged. "You are the most disorderly orderly I ever had before me," said the Judge, "and I'm going to allow you to be a free patient at the county prison."

Pastor Quits Church to Join Sunday The Rev. Isaac Ward, for three years pastor of the Fourth Reformed Church, Manayunk and Levering streets, Roxborough, has resigned to take up work with "Billy" Sunday. Mr. Ward is now in Bal-

### WOMAN'S PAGE IS BEST EDUCATOR FOR THE SEX, SAYS LILLIAN RUSSELL

"Their Faith in It Is Beautiful and It Solves So Many Problems of the Household"

'NOT FROTHY OR USELESS'

"Men hate to be reminded that women ire 'getting on' as much as I do that I am 'getting on.' "

Lillian Russell raised herself onto a white enamel high-chair in front of her make-up shelf in the seclusion of the green-and-white dressing room, with a star on the door, at Kelth's Charming Lillian was in high good humor. She had just returned from her act and the applause that still sounded faintly seemed to follow right to her door. to follow right to her door.

"Men are afraid we'll get to know too much. I'm a suffragist, you see," said the vivacious Miss Russell. The visitor forgot his embarrasment at the great heaps

The woman's page of a newspaper is the greatest single educator of woman-kind that I can think of," continued Miss Russell, almost wrinkling her perfect brows. "But it could be made a lot greater if it weren't for foolish men editors. They want too much about falling hair and not so much serious 'stuff'. Every woman reads the woman's page, but she doesn't slways read the editorial page. Muffin recipes, new methods for curling hair and poems on spring, all have their place, but my idea would be to inject a short discussion into the page every day of some public matter of interest to women or a paragraph from the life of some famous woman. Women have little knowledge of the history of other women women who haven't been satisfied to women who haven't been satisfied to live and die, but have helped to better the world. I get jacked up, however, about once every three weeks by my editor for writing about such things. Stick to beauty notes, he says. I've been writing about them for five years and I have two more to go."

"Aren't you beginning to like newspaper | emergency, work better than the stage?" the visitor asked suspiciously.

have two more to go."

asked suspiciously.

The beautiful Lillian laughed. The stage is an old story. Some day I am going to be a newspaper woman. It is faminating, and it's no educating. I think I'll write a book about my experiences. The faith of women in the woman's page is beautiful, and that is why the women editors go to no end of trouble

to give correct answers to queries and never advise hastily. The woman's page to a young girl is just like a mother. One careless thought in the page might ruin some pretty and trusting creature's whole

life. Besides reading advice in ethics, she can keep abreast of the times and not be a back number. "For grown-ups, too, it is highly edu-cating. A hundred problems of the household are solved every day—ways of mak-ing housewith a pleasure rather than drudgery are unfolded, and she finds lots of hints that she can apply every day. I do not think the subject matter is at all frothy or useless."

The former comic opera star dimpled again. "I get about 290 letters a week," she said." "One girl wanted to know how to Illuminate pimples. I suppose she wanted to know how to eliminate them. A ed to know how to eliminate them. A man wanted me to send him \$48, so be could go on a vacation. He said if I would send him \$10 extra he could get his teeth fixed. A woman asked me to send something for fat and another something something for fat and another something for bowlegs. I don't know whether they want to acquire or get rid of what they ask for, so I send rections to cover either emergency. A pathetic letter came last night. A girl who works in a laundry has so many to take care of at home that she is afraid she'll never be able to get another the cover of the works in a laundry has so many to take care of at home that she is afraid she'll never be able to get another the cover of the works in a laundry has some the cover of the sound of the works. job. 'I get so tired of the wash,' she said. 'How can I be a great actress like you?''

"Do you think mere man would im-prove from a perusal of the woman's page?" Miss Russell was asked.

Oh, yes. It helps him a lot through this life to see things through a woman's

syes. But in general I believe in packing the woman's rage with a for women only." Miss Russell a "Men are so hopeless, anywas."

BEAUTY WORTH STRIVING FOR "Do you think that beauty is after at the greatest ideal toward which it women

should strive? had wandered in, shook her head. No so Lillian. In all the glory of her stay make-up she looked at herself in the glass.

"Beauty of manners, Beauty of thought and speech, beauty of cleanliness as dress, yes, but beauty of features—no There are women physically without any perfection of facial featur.
The stately woman is beautiful; to
athletic girl is good to look at, as is the woman who knows how to dress. Then there is the ideally graceful woman. I consider this heauty and worth striving for. Life surrounded by beauty is worth living. I preach this every chance I get

"Do you write all your own stuff?"

"Every word. My husband, who is a newspaper man, you know, often gets im-cationt with me when I insist on writing," nuckled Miss Russell, "and wants me to let him have some one in his office write the stuff for me, but I don't believe they could, for I have a style all my own. My-gospel for staying young is not to be idle, and I work every minute of the seven

There was a knock on the door, "Here's yer taxi, Miss Russell," bawled the door-



# IRELAND UBER ALLES

Capturing the Appam, running the gauntlet of the British Navy and bringing the ship into a neutral port under a prize crew was an exploit no more thrilling than the feat performed by Capt. Murphy and Chief Reardon of Cappy Ricks' ship Narcissus.

In this four-part story in the famous Cappy Ricks Series, foreign secret service agents capture an American ship and all but accomplish their plan to turn her cargo of steam coal over to the German fleet.

A rattling deep-water sea story of timely war-time interest.

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