ghost and cash in for good, the piano will
be presented to their family to play the funeral be presented to their family to play the funeral
march, and without charge."
I Ad Man: "Do you ever have to do this?"
If Proprietor: "Very rarely; if ever. Our agreements are so worded that if they are not up to the minute in their payments, we do not have to come across, and there is not one in a hundred pays on the day it is due, so you see that lets us out.
9. Ad Man, thoughtfully: "I understand." IT PAYS TO THINK


VOLENTA BATTAGLIA CORPO A CORPO PER IL "DENTE DEL PASUBIO" Cli Austriaci, Rinforzati, Attaccano la Ridotta Perduta, Ma
Ne Sono Ricacciati e PerSono Ricacciati e
dono Prigionieri
1 RUMENI VITTORIOSI ROMA, 20 Ot tobre. Un telegramma da Parigi dice che
*Wentan matina un altro forte contin-
teate di truppe italiane $e^{\circ}$ sbarcato a Twesta matuina
sente di trupe italiane e st sharcato a
Beloniceo ed e e partito immediatamente



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## Advertising Writers Can't Make Piano Value

I The proprietor entering the advertising office of a piano department: "Well, Ad Smith, what are you getting up now ?
If Ad Man: "Did you not tell me to keep on feeding out the Club Plan?"
II Proprietor: "Oh, yes, yes, and I wish to state I rather like the skillful manner in which you do it, and you can go further and say, if a customer got indigestion, lumbago or gout, hat all or any of these things should entite mente, and if they happen to sive up the ments, and if they happen to give up the
DINNER TO WORLD SALESMEN


GANG "SHAKEDOWN"
SLICK IN GERMANTOWN

