

Business Career of Peter Flint

A Story of Salesmanship by Harold Whitehead

Mr. Flint, who is now in his 40th year, is a native of Philadelphia and has spent most of his life in this city.

Well, I could do a little traveling with my face, she replied. We are at Child's and they want to see the movie, and after that Boston, said Mrs. Flint, who has a boy on the way.

We went to a dance hall, where she introduced me to several girls who knew me well as a salesman. We danced all night and I saw Rose home and didn't get to bed till 2 o'clock.

There is a thin, thin, red-eyed fellow who works across in the china department and our department meet every day to know how it is.

Well, I haven't any idea what the sales are. It is admitted. "In fact, we know nothing at all about them, but we thought we ought to know how they were doing."

I finished, for I knew that I had done wrong in not offering her a suit. I was in a bit of a hurry, I thought, and I had not time to do so.

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I thought back one of such size for them. I thought the little one would be big enough, Robert, don't you?

"How much bread does that make?" the man asked. "I know you can't take the top off and perhaps we can see."

Well, you see, I couldn't get that top off. Finally, the man held me a few dollars and I went home with a nice one.

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SCRANTON SILK MILLS RUSH BIG WAR WORK

Plants are Busy Turning Out Powder Bags and Airplane Wings

SCRANTON, Pa., Feb. 12.—This city has become a real munitions center, only instead of making guns and shells it is making silk for war purposes.

To an older generation silk was a luxury, but it has proved even to the silk manufacturers that silk really is a necessity.

Scranton, the second all-making city in the country and has twenty-seven mills, employing 55,000 persons.

Lackawanna County outside of Scranton has a capacity of producing 100,000,000 yards of silk for the war.

For months many of these mills have been working on war orders for silk bags for use in the big guns.

The explosive in the guns must be enclosed and held clear of the projectile and silk is the only material that has proved satisfactory in casing the explosive.

Tens of thousands of these silk bags are shipped from here every week.

Recently the silk mills have been getting Government contracts for a heavy grade of silk for use in air bags.

Thousands of yards of this silk will be needed in the great air bags that are being used in the big guns.

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PHILA. YOUTH WRITES OF PERILS IN FRANCE

Romeo Martell Has Thrilling Experiences at Front as Ambulance Driver

Romeo C. Martell, son of Mrs. M. Martell, of North Broad street, writes in two or three recent letters to his family and relatives here.

He tells of his experiences at the front and of the dangers he has encountered.

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LIQUOR DEALERS HIT; EVADED FUEL ORDER

Bars in Pittston and Avoca Closed Till February 23. Heatless Day Violated

WILKES-BARRE, Pa., Feb. 12.—Judge Fuller suspended until February 23 the liquor dealers in Pittston and Avoca.

The judge found that the dealers had violated the fuel order by operating their bars during the heatless day.

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DEATHS

Church of the Blessed Virgin Mary in a. Mrs. Mary E. Kelly, widow of Charles A. Kelly, died at her residence, 1218 N. 10th st., at 10:30 a. m. on Feb. 11.

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NEILLY, BROCK & CO. BANKERS INVESTMENT SECURITIES GOVERNMENT MUNICIPAL RAILROAD AND PUBLIC SERVICE CORPORATION BONDS

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DYNAMITE ICE GORGE TO AVERT OHIO FLOOD

Columbus Workers Continue Blasting After All-Night Task in Fear of Inundation

CINCINNATI, O., Feb. 12.—With a sixty-five-foot state expected by tonight in the Ohio River, the city here is in a state of alarm.

\$2000 WORTH OF SILK WAISTS THIEVES' LOOT

Plunderers Frightened Away Before They Could Carry Off Entire Stock in Shop

Chinese Forced to Flee for Life From Norristown Fire

NORRISTOWN, Pa., Feb. 12.—The business center of the west end of Norristown was threatened this morning by a fire which started in a Chinese laundry in the Western Market building.

LAUNDRY BURNS; CASH SAVED

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Canada Bars Seattle Call

OFFAWAY, Ont., Feb. 12.—A new list of American papers barred from circulation in Canada contains the name of Seattle Call.

Seattle Call is a Socialist newspaper. Recently the plant in which it was printed was partly wrecked. It was used by two civilians and several German sailors.

The Fighter is Stricken

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