GOSSIP OF THE STREET

DAILY LIBERTY LOAN REPORTS PLEASING TO FINANCIAL DISTRICT

Advance of Distillers' and General Motors Mystery of Stock Market—Bad War News Defied—Gossip of the Street

EVERY ONE seems better satisfied now that Secretary McAdoo has announced that the totals of the Liberty Bond sales will be made public from day to day, and in spite of the weather yesterday the news imparted considerable enthusiasm to the workers in this city.

The sharp advances on the stock market shortly before closing yesterday of Distillers and General Motors were the principal topic for discussion in the brokers' offices, but no satisfactory explanation of the rise seemed obtainable. One broker maintained that exceedingly large orders had been placed by the Government for heavy motortrucks recently with the company, and he believed this accounted for the advance.

The stock market showed unusual strength in the face of rather adverse war news from the European front. That the Germans are making slight gains at enormous sacrifice of man-power seemed confirmed by a dispatch which came in just before the market closed, apparently from The Hague, stating that in the first week of the drive Germany had lost 370,000 men as shown by the number of identification tags shipped through Belgium.

There seems to be a strong belief on the Street that Generalissimo Foch is getting ready to spring a surprise, and some financiers were of the opinion that a great deal of the present strength of the stock market was due to this impression.

Government and Railroad Earnings

From such reports of railroads for February as have already been published it is possible to base a deduction as to how the Government is coming out under the agreement whereby it receives the actual earnings of the roads and pays them a rental based on their average earnings for the three years ended in June last.

The operations and earnings for January were generally acknowledged as so unsatisfactory on account of adverse weather conditions, freight congestion and confusion through contradictory priority orders that they were not to be considered in this connection.

Of twenty of the principal roads of the country which have sent in reports of February earnings, their gross revenues total $110,416,269, which is an increase of $11,044,498 as compared with February a year ago. But on the other hand, the total net earnings for the month of these roads were $3,526,326, a decrease of $1,856,562 as compared with February, 1917. It is said that roughly the Government during the months of January and February received about 70 per cent of the amount which it will be called upon to pay the roads under the agreement.

The very poor showing for February was said to be due in part to the Pennsylvania Railroad—one of the twenty roads selected—whose gross earnings for the month were larger than those of any of the other roads in the list, but whose operating expenses produced a deficit of $4,820,104, which wiped out one-half of the earnings of all the other roads combined.

Bankers and brokers, however, don't believe there is any great significance in these figures, and many of them believe that before many months the advantage will be shown on the side of Government operation and control.

Other Bonds Sell in Face of Loan Drive

Contrary to generally accepted opinion, some of the bond houses are doing a remarkable business notwithstanding the spirited drive for the third Liberty Loan. One of the old-established banking and investment houses announced yesterday that it was surprised at the orders coming in, especially for short-term bonds and notes. Another house which deals exclusively in preferred stocks reported the last week as the best it has had for months. There seems to be no explanation for this, unless the concentration of the minds of the whole community on the Liberty Loan may have a sympathetic effect on all securities.

One thing, however, is strongly in evidence, and it is that a number of investment concerns in this city which shut down religiously on the transaction of any business except the sale of Liberty Bonds during the first and second Liberty campaigns have not done so during the present campaign.

There are a number of notable exceptions where every transaction not Liberty Bonds is taboo, but the majority seem prepared for "business as usual."

One banker remarked yesterday in this connection that the plan of organization of the campaign was so complete this time, and was being carried out on such entirely different lines, that the actual closing out of all other business by investment houses is not necessary. "The investment concerns and their staffs are being used by the campaign committee," he said, "more as auxiliaries, and business and professional men as well as plain citizens, both men and women, are doing the work. Judging by results so far they are doing it well."

* * *

As an explanation of the activity in short-term notes, some dealers in these securities state that certain institutions, expecting the Liberty Loan would be $5,000,000,000, had arranged for subscriptions on a large scale and had sold large amounts of high-class short-term notes, which have already been thoroughly distributed, so that the short-term note market is now in an oversold condition with an increased demand, some of these having established new high records.

* * *

When discussing the success of the present Liberty Loan campaign yesterday the principal partner of a well-known banking and investment house remarked that among the small investors foreigners, or the foreign element, will be found more frequently than the native-born Americans. He attributed this to the practice in European countries of issuing Government and other bonds in small amounts. It is only within the last few years, he said, that bonds of small denomination were within the reach of the $50 or $100 man; the only place for him to save his money and get interest on it was the savings bank. "Now," he continued, "that so much time and money have been spent on these campaigns of education, I hope the Government will continue to issue small bonds in the future."

Value of Trade Acceptances

Speaking about trade acceptances yesterday, a local banker remarked that in a few years we will be wondering how business was ever transacted without them.

As an example of their value in assisting a deserving concern to be financed satisfactorily, he instanced the experience of two young men in this city recently. "They had manufactured certain commodities whose superiority recommended them to purchasers. They found they could secure large orders, but needed financial assistance. A certain bank, knowing their affairs, suggested trade acceptances with each order. As their customers were all of the highest class the bank felt safe, and as each order with its accompanying draft was sent to the bank it was forwarded by the bank to the purchaser for acceptance, with the request for no delay. In not a single instance was there any delay and neither the bank nor the firm lost one cent during the three years these men were in business.

"In 1917," he said, "these two young men had net profits for the year of $60,000 from a business established only three years.

"They are now conducting the same business on a more extended scale in another State," he continued, "where the raw product is cheaper and more abundant."

Reading Transit and Light

A subsidiary of the Reading Transit and Light Company, the Metropolitan Edison Company, of Reading, Pa., is constructing a six-mile extension of its lines to the iron ore mine of the E. & G. Brooke Iron Company, of Birdsboro, below Reading. The mine will be electrically operated, new machinery for the purpose having been installed. About 500 horsepower will be required. This work is being done under a contract entered into more than a year ago. It is in line with the policy which is being advocated nowadays by conservationists to save fuel through the electrical operation of mines. In carrying out the same policy complete electrical equipment is now in operation in the mine of the Eastern Gas Coal Company, where the change to electrical operation has served to increase the output of the mine.

Firmness of Copper Stocks

A downtown broker was asked yesterday if he considered the draft of a bill recommended to Congress by Secretary Lane, carrying an appropriation of $50,000,000 from which financial assistance could be given to prospectors in developing the mining of many minerals necessary in the manufacture of war materials and which are now largely imported from South American countries, was the cause of the firmness in the copper stocks.

In reply he said that in these days it is one thing to introduce a bill in Congress and another thing to have it passed, especially when it carries an appropriation of $50,000,000. The bill is one, however, which could be passed, he said, but the firmness in the coppers is largely due to the proposed fixing of the price of silver at $1 an ounce.

"I am a bull," he continued, "on all metal stocks. I can see nothing ahead to advance in prices in them for a long time to come. War or peace, metals will be in big demand for at least seven years or longer."

Business Career of Peter Flint

A Story of Salesmanship by Harold Whitehead

(Copyright)

Mr. Whitehead will answer your business questions on buying, selling, advertising and employment. Ask your questions clearly and give all the facts. Your correct name and full address must be signed to all inquiries. Those which are anonymous must be ignored. Answers to technical questions will be sent by mail. Others will be answered in this column. The most interesting problems of inquirers will be woven into the story of Peter Flint.

LXII

WHAT a difference there is in employment managers. Yesterday I called on Wentworth, of the Molton store, who is a little foxy chap. This morning I called on a man named Binks. Now, I thought a man with a name like that should lisp and be pigeon-toed at least, but this Binks was a six-footer, with a voice like a foghorn. He hires and trains all the employes for the Parker Grocery Company. I went into his office as bold as brass.

"What do you want?" he roared.

"I have a card here, sir, from the—

Before I could finish he had snatched the card from me, had read it and thrown it down on the table, saying sharply, "Can you give me any reason why I should hire you?"

To save my soul I couldn't think of anything to say but that I wanted a job. Finally I stammered, "No, sir."

His reply was brief and to the point. "If you can't, I can't. Get out!"

I happened to meet Biller at lunch time and I told him about it. He laughed. I could almost have kicked him for it, for to me it was no laughing matter.

"I thought everybody knew Binks," said Biller. "He's one of those fool employment managers who trys his "infallible" tests on everybody. He says that if a man loses his head when a bit rattled he won't make a good salesman and if a fellow can't give him a good reason why he should be employed he would not be liable to give a customer a good reason why he should buy the goods."

"Perhaps there's something in that," I mused.

"Oh there is a lot in it," agreed Biller, "in theory; but, like many other inflated theories, as soon as it runs on to the tin tack of practice—bingo! and it's punctured."

There was an ad in the paper today which read:

ARE YOU AMBITIOUS?

Our novelty sells like hot cakes. John Brown made $20 in his first four hours. Walter Smith made $180 in one week. Hundreds of others doing as well. Territory going fast. Write at once.

PERLVILLE NOVELTY CO.,
Factory G, Perlville, O.

I didn't now what it was, but I gathered it had something to do with selling, and if others can make money like the people they mentioned I guess I can. It's probably some line to sell to stores around here, and although I never heard of Perlville, where the factory is located, it must evidently be a sizable place when they have to number their factories. I wrote asking for full particulars. I also answered another ad, which read:

BRIGHT YOUNG MAN wanted. Must be high-school graduate, about twenty years old, to work in grocery store and help outside.

This is the letter I wrote in answer to it:

"Advertiser X 79:

"Dear sir—Will you please let me know just what the work is in the job you advertise in this morning's paper, what are the hours and how much does it pay?

"I am a high-school graduate and know something about selling. As it happens, I am just now unemployed, so could start work right away if everything is satisfactory."

I wrote this letter on the Faxon Hotel stationery, then walked around to the newspaper office and left it there, because that saved me a two-cent stamp. It was 5 o'clock by this time, so as I had nothing to do till I saw Rogers at 8 o'clock I dropped into a movie, and who did I find sitting in the seat next to me but Rosie?

"Say, kid, you're a sight for sore eyes," said she, surprised. "I've only just dropped in here."

"I know it," I lied, "that's why I came in."

Well, we had a chin wag until the people all "Shushed!" around us. We stayed till a quarter past 7. When we came out Rosie wanted me to go with her to a cabaret, but I promised to see Philip Rogers, so I got out of it by promising to go with her tomorrow night. Don't it buck a fellow up when he gets with a spicy gal like Rosie? I felt pretty good, somehow, till I saw Philip Rogers. He surely brought me down to earth with a bump. I'll tell you about it Monday.

TODAY'S BUSINESS EPIGRAM

Watching the movies won't get you a job.

What does this mean to YOU?

Business Questions Answered

I am a young salesman selling large machinery and my sales propositions amount to several thousands of dollars. If I try to close a deal quickly and get the order I am usually stalled off with a statement such as "Waiting for other proposals" or "Taking it up with the president," etc.

I do not have very much trouble interesting my prospects, but I find it difficult to close a deal without getting too forceful. I do not care to leave a bad impression, so I take my time in closing. Our sales are big and we cannot push an order blank under a man's nose like a specialty salesman can. Can you advise me in regard to making large sales and closing deals sooner?

THANK YOU.

It may be that you are handicapped by your mouth. Men do not buy high-priced machinery unless they have every confidence in the machine itself and in the salesman selling it. A young man may know as much about it as an older one, but business men generally have more confidence in what older men say. This is a handicap which time will quickly adjust for you. Make a list of every objection which your prospects offer. Ask your older salesman what they say to overcome these objections. Then master those answers to objections, so that you will naturally give the answers to objections which have already proved successful. The objections offered you are no different from what are offered your fellow salesmen. It may be that you spend too much time talking of the technicalities of your machine rather than on what the machinery will actually do for or save your customers. I know a salesman who sells printing machinery. As soon as he gets a customer at all interested he says, "Now, before we go any further, have you got room for our machine?" This at once starts a discussion as to where the machine will be put and how it should be fitted up. This method ties up the man's problem directly to the salesman's machinery. From this point he emphasizes the usefulness of the machine and how much it will increase his output and reduce his expense. All his talk is on the service the machine renders rather than on technical methods by which it renders the service.

(CONTINUED MONDAY)

TO BUILD STONE SHIPS AT WILMINGTON, N. C.

Vessels Will Be Constructed in New Model Plant for Government

Washington, April 13.

Immediate construction of a new yard at Wilmington, N. C., for the building of concrete ships has been ordered by the shipping board. The site has been selected. The Wilmington plant is to be used as a model for "concrete yards" in other sections of the country, if Congress appropriates the $50,000,000 asked by Chairman Edward N. Hurley for concrete construction.

Work on the Wilmington yard is to be pushed by the shipping board without waiting for the appropriation. There is said to be slight doubt that Congress will make the money available, as Senator Fletcher, of Florida, chairman of the Commerce Committee and Senator Simmons, of North Carolina, chairman of the Finance Committee, have assured Chairman Hurley the appropriation probably would be made without delay.

Chairman Hurley, in presenting the estimate of $50,000,000 for concrete-ship construction to Congress, took the position that he does not feel justified in using the appropriation for steel and wooden ships, as the concrete ship still is in an experimental stage.

The shipping board is quite willing to go ahead with the construction of concrete ships if Congress appropriates the money. If Congress does not approve the expenditure, then the responsibility for failure to construct such ships will not belong to the shipping board.

Philadelphia Arrivals at New York Hotels

K. L. R. Baird, Flanders.
T. Barton, Grand.
J. Benjamin, Breslin.
T. E. Boyle, Hermitage.
Rev. P. J. Brown, Latham.
F. Burns, Continental.
E. Coleman, Wallick.
C. A. Horn, Herald Square.
H. F. Jackson, Breslin.
H. Jowett, Wallick.
I. E. McDonald, Hermitage.
A. M. Patton, Grand.
J. H. Meymour, Latham.
Miss A. K. Stein, Martha Washington.
Mrs. M. Webster, Martha Washington.
W. Aaron, Navarre.
J. V. Baney, Park Avenue.
Mrs. F. M. Baum, Aberdeen.
H. J. Belber, Breslin.
C. Bell, Grand.
C. S. Crosman, Grand.
R. Davis, Grand.
M. H. Eldridge, Park Avenue.
H. W. Elliott, Grand.
A. Fletcher, Longacre.
J. C. Heendler, Aberdeen.
H. Jones, New Strand.
H. Krug, Union Square.
S. Meskill, Grand.
W. McCallister, Breslin.
P. Mognold, Marlborough.
S. J. Osborn, Marlborough.
G. Pepper, Park Avenue.
J. A. Rowan, Grand.
H. Sametz, Wallick.
W. Smith, Arlington.
F. N. Stanbridge, Grand.
M. S. Weyl, Breslin.
S. P. Yoe, Breslin.

Trade Representatives

B. Goldberg—Manufacturer cloth hats and caps, Grand.
H. and W. H. Lewis—H. Lewsi, dry goods, Grand.
Moore-Hoffman Company—B. Hoffman, Aberdeen.
Blauners—H. Blauner, silk suits, 15 East Twenty-sixth street.

U. S. STEEL STOCK OWNED BY 61,044

Shares of Corporation More Widely Held Than Ever Before

New York, April 13.

Ownership of the capital stock of the United States Steel Corporation is now more widely distributed than ever before in the history of the company. Official figures obtained from the corporation's books show that on March 1 last the $508,302,500 par of common shares was held by 61,044 stockholders, compared with 56,825 a year ago. The average holdings of the common is less than 100 shares, or, to be exact, a fraction more than eighty-three shares each. The lowest number of stockholders in recent years was on December 31, 1916, when the total was 37,720. Since then, however, the shareholders' list has shown a steady expansion.

Since December, 1916, the amount of stock carried in brokers' names, which usually means on margin, has been reduced and taken up by real investors. On March 31, 1918, individual investors held 55.49 per cent of the common stock, or 2,820,445 shares, compared with 2,132,549 shares, or 41.95 per cent, on December 31, 1916. On the latter date the amount of stock carried in the names of brokers was 2,550,426 shares, or 53.04 per cent, compared with 2,262,580 shares on March 31, 1918, or 44.51 per cent.

Liquidation of United States Steel shares by foreign stockholders, which began following the beginning of the war in 1914, has apparently been exhausted, for the total shares held by alien investors at the close of the first quarter of this year showed a slight increase compared with December 31, 1917. On March 31, 1918, foreign investors held 485,706 shares of common stock, or 9.56 per cent of the total. This compares with 484,190 shares, or 9.53 per cent, on December 31, 1917.

The amount of preferred stock held by foreigners at the end of the first quarter of this year was a shade larger than at the end of 1917, the increase amounting to one-hundredth of 1 per cent. Foreign holdings of the preferred on March 31, 1918, totaled 140,197 shares, or 2.90 per cent of the outstanding.

Potatoes 75 Cents in Lancaster

Lancaster, Pa., April 13.—This week, for the first time in two months, dealers have evinced a disposition to buy potatoes, and there is just as strong a disposition on the part of farmers to sell, consequently heavy deliveries are being made. First-class ones are bringing seventy-five cents a bushel, in large lots. The potatoes held now must be sold quickly to prevent rotting.

PARCEL POST

The Frankel Garment Shop
Trust Co. Con. Bankers

Today a Specially Prepared Sale of

Silk Dresses

Here is an opportunity you are looking for.

$10.98

Plain or striped taffetas, in some of the newest and most accepted models, a number of which are high-waisted, youthful models. Georgette or taffeta sleeves. Your pick, $10.98. Navy, sand, copen, green, rose, Liberty blue, gray. Also dainty stripes running crossways in soft lustrous silks.

$10.98

FRONT AND DAUPHIN STS. PHILADELPHIA

SPRING RESORTS
ATLANTIC CITY, N. J.

Beautiful VENTNOR CITY
Adjoining
THE SEASHORE CITY OF HOMES
Immediately adjoining Atlantic City, and connected by fast and frequent electric cars, and the world famous Boardwalk. No manufactories; pure artesian water; unexcelled schools; public playgrounds and recreation piers; protected bathing beaches. Train facilities unequalled. Hundreds of Philadelphia business men live in Ventnor the year round and commute daily.
For attractive booklet and further information, write City Clerk, Ventnor City, N. J.

Westminster Ky. av. near Beach. Elev. to st. Private baths, run. water. $10 up wkly. $2 up daily. Chas. Buhrs.

WERNERSVILLE, PA.

SUNSET HALL Open all the year. Cheerful home comforts; crisp, dry air; beautiful mountain walks. Delightful for week-ends. Not a sanatorium. Write Geo. S. Gaul, manager, Wernersville, Pa., or Ledger Central.

LAKEWOOD, N. J.

LAUREL HOUSE
Attractive Spring Resort
Golf. Tel. Lakewood 430
LAKEWOOD
NEW JERSEY

EDUCATIONAL
Both Sexes

Register Now!
It is our aim to make our school so much better than any other school that every one who wants a business education will want to come to our school.
Why not start at once?
Strayer's Business College
807 Chestnut St., Philadelphia

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Pine Tree Camp for Girls Pocono Mts. 4 hours from New York. Miss Blanche D. Price, 331 W. School Lane, Germantown, Philadelphia.

MUSIC

RAGTIME PIANO PLAYING
TAUGHT IN 20 LESSONS
Booklet Mailed Free
CHRISTENSEN SCHOOL of Popular Music
1520 Chestnut St. Spruce 967

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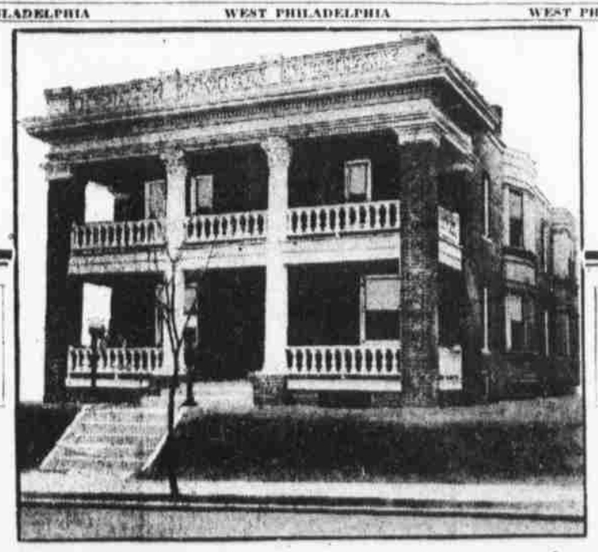
STONE HARBOR

$1 Daily in June
rents one of the four-room, fully furnished electric-lighted bungalows of the
Stone Harbor Bungalow Colony
SURF BATHING! GOOD FISHING!
Close to the ocean and boardwalk, convenient to fishing grounds, in the heart of a modern, up-to-date seaside resort. Each bungalow a pretty summer home. Electric light, artesian water and sewerage. Fresh vegetables, meats, etc., delivered to your door. Rates by the week, month or season. Reserve your accommodations NOW.
SOUTH JERSEY REALTY CO.
139 SOUTH THIRD ST.
Bell Phone, Lombard 1166

REAL ESTATE FOR SALE
OAK LANE

A Few of These Attractive Houses, with Garages
FOR RENT AT $45 PER MONTH
Sydenham St. and 68th Ave.
Cars 24, 58 and 65 to door.
Get off at 68th ave. and walk west.
P. WM. HUSTER
Builder on Premises

REAL ESTATE FOR SALE
WEST PHILADELPHIA



Buy Liberty Bonds

Buy Liberty Bonds

OWN YOUR OWN APARTMENT
Angora Terrace at 55th Street
You have tried to rent an apartment and failed. Buy one of these most desirable apartment houses, and the rent of one apartment will enable you to occupy the other at a nominal expense. Figures will be furnished those interested by calling or writing
LOGAN TRUST COMPANY OF PHILADELPHIA
1431-33 Chestnut Street

DR. M'CLELLAND RESIGNS

Leaves Pleasantville Presbyterian Church After Ten Years' Service

Pleasantville, N. J., April 13.—The Rev. Dr. H. B. McClelland, pastor of the Presbyterian Church for the last ten years, will present his resignation to the West Jersey Presbytery, at its meeting in Millville on Monday next. He notified the congregation of his intention two weeks ago. The congregation does not want him to resign, but to take a three or six months' vacation to regain his health. The church will make him pastor emeritus.

MARRIED

McILHENNY—HYSLOP—April 10, at St. Paul's Church, Chestnut Hill, by the Rev. John H. Thoman, MARTHA DE HAAS PIERSON HYSLOP to JOHN DEXTER McILHENNY Jr.

Deaths

ADAM.—April 10, ANDREW, son of Julia and late David Adam. Relatives and friends, Good Intent Council, No. 187, S. of D. and U., invited to funeral, Sun., 2:30 p. m., 2403 E. Monmouth st. Friends may call Sat., after 8 p. m. Int. Oakland Cem.

ASHERFELTER.—April 11, suddenly, CHARLOTTE, widow of Oliver L. Asherfelter. Relatives and friends invited to funeral, parlors of Wesley H. Kelly, N. W. cor. 21st and Diamond sts., Mon., 11 a. m. Int. Mt. Vernon Cem.

BALLENGER.—April 12, KATE MYERS, wife of J. Thomas Ballenger. Relatives and friends invited to funeral services, Mon., 2:30 p. m., husband's residence, 422 W. Uesal st., Gin. Int. West Laurel Hill Cem.

BARLOW.—April 10, ANNIE GRAN ELLO, widow of C. Joseph Barlow, at residence of daughter, Mrs. Victor L. Cullingham, Wissahickon, Pa. Relatives and friends invited to services, Sun., 3 p. m., Oliver H. Bair Bldg., 1820 Chestnut st., Phila. Int. private.

BIERWITH.—April 11, MARY J., wife of Frank Bierwith, formerly of Atlantic City, and daughter of late Bernard and Mary McIntyre. Relatives and friends invited to funeral, Mon., 8:30 a. m., 1504 N. 14th st. High mass of requiem Gesu Church 10 a. m. Int. Egg Harbor, N. J.

BLANKENBURG.—April 12, 1918, at his residence, 2829 West Walnut lane, Germantown, RUDOLPH BLANKENBURG, aged 75. Relatives and friends are invited to attend funeral services, at Arch st. Presbyterian Church, Germantown and Arch sts., Phila., Mon., April 15, at 3:30 p. m. Remains may be viewed from 12 noon to 3 p. m., at the church. Interment private. Kindly omit flowers.

BOWERS.—April 11, ELEANOR THOMAS, widow of George F. Bowers, aged 79. Relatives and friends invited to funeral services, Mon., 2 p. m., residence of daughter, Mrs. George L. Meyer, 5973 Beechwood st., Germantown. Int. private. Remains may be viewed Sun., 7 to 9 p. m.

BREUNINGER.—April 10, PAUL L., husband of Johanna Breuninger (nee Haak), aged 57. Relatives and friends, Capt. Philip R. Schuyler Circle, No. 49, G. A. R., Fort Cheltenham, No. 153, P. of A., Bookbinders' Society and employes of Rumpp & Son, invited to funeral services, Sun., 2 p. m., 2242 N. Lawrence st. Int. private.

BROOKS.—Suddenly, April 10, MAGGIE J., wife of Thomas Brooks, Sr., and daughter of Robert and Margaret Cropper, aged 59. Relatives and friends invited to funeral services, Sun., 2 p. m., residence of father-in-law, Thomas Brooks, Jr., G and Comly sts., Frankford. Int. Trinity Lutheran Cem., 18th and Wolf sts. Auto service.

BURKE.—April 9, WILLIAM F., son of Eunice and late Patrick Burke (nee McCrossan). Relatives and friends, employes of Evening Bulletin, invited to funeral, Mon., 8:30 a. m., 2008 Mercy st. High mass of requiem St. Edmond's Church 10 a. m. Int. Holy Cross Cem.

BURNS.—April 12, GEORGE T., son of George M. and Julia Burns, aged 25. Relatives and friends invited to funeral services, Mon., 8 p. m., parents' residence, 222 N. Eight st. Int. private. Tues., 8 a. m.

BYRNE.—April 12, BRIDGET, widow of Peter Byrne and daughter of late Michael and Ann Clark. Relatives and friends invited to funeral, Wed., 8 a. m., 213 Merrit st. Mass of requiem Church of the Sacred Heart, 9:30 a. m. Int. Cathedral Cem. Auto funeral.

CARMIGNANA.—GIANNARIO CARMIGNANA, husband of late Beatrice, at 741 Carpenter st. Sodality San Giennario and all relatives and friends invited to funeral, which takes place Sat., from late residence. Solemn requiem mass, St. Mary Magdalen De Pazzi Church 9 a. m. Int. Holy Cross Cem. Auto funeral.

CARROLL.—April 12, CATHARINE T., widow of Nicholas J. Carroll. Relatives and friends invited to funeral, Mon., 7:30 a. m., 43 N. 63d st. High mass of requiem Church of Our Lady of Rosary, 9 a. m. Int. private. Auto funeral.

CHAPIN.—April 11, EDWIN W., husband of Sarah J. Chapin. Relatives and friends, employes Auto Car Co., invited to funeral, Mon., 2 p. m., from 120 E. Lafayette ave., Ardmore, Pa. Int. Mt. Moriah Cem. Remains may be viewed Sun., 7 to 9 p. m.

CLARK.—April 11, MARIE E., daughter of late John and Julia Clark (nee Kelly), aged 17. Relatives and friends invited to funeral, Mon., 8:30 a. m., residence of sister, Ellen Morrissey, 6113 Hazel ave., W. Phila. High mass of requiem St. Carthagen's Church 10 a. m. Int. Holy Cross Cem.

CLOUD.—April 11, MARTHA, wife of Edward Cloud, aged 87. Relatives and friends invited to funeral services, Sun., 2 p. m., 1626 Blavis st. Int. private. Northwood Cem. Friends may call Sat. eve.

COFFIELD.—April 11, PATRICK, son of late Bernard and Rose Coffield. Relatives and friends, Sacred Heart and Holy Name Societies, Church of Ascension, invited to funeral, Mon., 8:30 a. m., residence of brother-in-law, Patrick Collins, 1821 E. Madison st. Solemn requiem mass Church of the Ascension 10 a. m. Int. Holy Sepulchre Cem. Auto service.

COLEMAN.—April 12, RICHARD J., son of Richard and late Mary Coleman (nee McKeown), aged 25. Relatives and friends, Sacred Heart League of All Saints' Church, invited to funeral, Tues., 8 a. m., parents' residence, 2829 Jasper st. Requiem mass, All Saints' Church, Bridesburg, 9 a. m. Int. Holy Cross Cem.

CLYDE.—April 10, THOMAS, husband of Mary Collins (nee McCauley). Relatives and friends, 15th Ward Republican Club, Harrison Club, Firemen's Relief Assn., and all other societies of which he was a member, invited to funeral, Mon., 2 p. m., No. 230 S. 23d st. Int. private. Mass, 8:30 a. m. Solemn high mass of requiem St. Francis Xavier's Church 10 a. m. Int. Old Cathedral Cem. Auto funeral.

COMLY.—April 10, Rear Admiral SAMUEL P. COMLY, U. S. N., retired. Relatives and friends invited to service, Sat., 2:15 p. m., 237 Poplar ave., Woodbury, N. J. To private mausoleum. Conveyance will meet train leaving Market st. ferry 1:30 p. m., Sat., at Woodbury station.

COONAGHAN.—April 11, JOHN, husband of Mary Corcoran (nee Carroll). Relatives and friends invited to funeral, Mon., 7:30 a. m., 2552 Meredith st. Solemn requiem mass St. Francis Xavier's Church 9 a. m. Int. Holy Cross Cem.

DAVID.—April 11, ELIZABETH HOWELL, wife of James O. David. Relatives and friends invited to funeral services, Mon., 10:30 a. m., 5344 Magnolia ave., Germantown. Int. private.

DOLAN.—April 11, THOMAS DOLAN, husband of late Catharine Dolan. Relatives and friends invited to funeral, Mon., 8:30 a. m., 2324 Reed st. High mass of requiem St. Gabriel's Church 10 a. m. Int. private. New Cathedral Cem.

DORSEY.—April 12, MARY J., widow of Peter Dorsey. Relatives and friends invited to funeral, Mon., 2 p. m., 167 Haywood st., Falls of Schuylkill. Int. Mt. Vernon Cem. Remains may be viewed Sun. after 7 p. m.

DOUGHERTY.—April 11, CHARLES, husband of late Martha Dougherty (nee McCloskey). Relatives and friends invited to funeral, Mon., 8:30 a. m., residence of cousin, Robert Morning, 2316 Brown st. Solemn requiem mass St. Francis Xavier's Church 10 a. m. Int. Holy Cross Cem. Carriages furnished.

DOWLING.—April 11, PATRICK, husband of late Catharine Dowling. Relatives and friends invited to funeral, Mon., 8:30 a. m., 233 E. Haines st., Germantown. Solemn mass of requiem St. Vincent's Church 10 a. m. Int. Holy Sepulchre Cem.

DOWNEY.—April 11, MARY A., widow of Cornelius Downey, aged 78. Relatives and friends invited to funeral, Mon., 8:30 a. m., Benedict ave., South Ardmore, Pa. Solemn requiem mass, St. Denis's Church 10 a. m. Int. St. Denis's Cem.

DUNN.—April 10, JAMES, husband of Catherine Dunn and son of Elizabeth and late James Dunn. Relatives and friends invited to funeral, 1922 W. Carey st., 19th st. and Erie ave., Mon., 8:30 a. m. High mass of requiem Church of Our Lady of Holy Souls 10 a. m. Int. New Cathedral Cem. Auto service.

ECKRET.—April 10, ISABEL, widow of Jonathan Eckret, aged 82. Relatives and friends invited to funeral services, Sat., 2 p. m., residence of daughter, Mrs. Annie P. Forrestel, 5341 Girard ave. Int. private. Remains may be viewed Fri., after 7 p. m.

FENNER.—Suddenly, April 9, JOHN F. FENNER, of 1943 N. Marvine st. Relatives and friends, employes of N. Snellenburg & Co.'s Berks st. warehouse, invited to service, Sat., 2:30 p. m., Oliver H. Bair Bldg., 1820 Chestnut st. Int. private. Friends may view remains Fri., after 6 p. m.

GARVIN.—April 10, IDA M., wife of Walter R. Garvin and granddaughter of Ann and late John R. Longshaw, of Germantown, aged 30. Relatives and friends invited to funeral services, Sat., 2 p. m., Willow Grove pike, Glenside, Pa. Int. private. Ardsley Burial Park.

GASKILL.—April 12, at Waco, Tex., HELEN MAY ABBOTT, wife of Major Henry K. Gaskill, M. D. Due notice of funeral.

GIBB.—At residence, The Barrington, 334 and Chestnut sts., April 12, JOSEPH B., son of late Thomas and Ann McGregor Gibb. Relatives and friends invited to services, Mon., 2 p. m., Oliver H. Bair Bldg., 1820 Chestnut st. Int. private. Friends may view remains Sun. eve.

GODLEY.—April 11, GEORGE F. GODLEY, aged 47. Relatives and friends invited to funeral services, 1530 Fairmount ave., Mon., 2 p. m. Remains may be viewed at 1608 Swain st., Sun., 7 to 9:30 p. m. Int. private.

HAMILTON.—April 10, JOHN K., husband of Christine S. Hamilton. Relatives and friends, Washington Camp, No. 444, P. O. S. of A., American Commanders, No. 11, P. O. S. of A., and Men's Friendly Union, invited to funeral services, Mon., 1 p. m., 2245 Kerr st. Int. Mt. Moriah Cem. Remains may be viewed Sun., 8 to 10 p. m. Auto service.

HASSELHUSCH.—April 10, LUCY, widow of William Hasselhusch. Relatives and friends invited to funeral services, Sat., 2:30 p. m., 1811 Harrison st., Frankford. Int. private. Friends may call Fri., after 8 p. m.

HEER.—April 10, DAVID HEER, husband of Rosa Heer, aged 74. Relatives and friends, Machinists' Union, No. 159, members of Hero Mfg. Co., all other societies of which he was a member, invited to funeral services, Sun., 2:30 p. m., 4734 Ludlow st., 12th st. (Logan). Int. Germantown Crematory.

HIBBDEN.—April 10, WILLIAM H. HEBDEN, aged 80. Relatives and friends, Chippewa Tribe, No. 51, Imp. O. R. M., invited to funeral, Sat., 2 p. m., 1233 S. 11th st. Remains may be viewed Fri., 8 to 10 p. m. Int. Mt. Moriah Cem. Auto service.

HENRY.—April 11, JESSIE, wife of Samuel C. Henry (nee Williamson). Relatives and friends invited to funeral services, Mon., 2 p. m., 1112 Earl st., Camden, N. J. Int. Harleigh Cem. Friends may call Sun. after 7 p. m.

HETZEL.—At her husband's residence, Fort Washington, Pa., April 12, BERTHA L., wife of Charles A. B. Hetzel and daughter of Collins S. and late J. K. Rougher. Due notice of funeral will be given.

HIGH.—April 11, ADA BAY, wife of Wilson B. High (nee Hugnet), aged 42. Relatives and friends, Comp. No. 59, P. O. of A., Phila. Hive, No. 212, Ladies of Maccabees, invited to funeral services, Mon., 2 p. m., 2236 N. 7th st. Int. private, Hillside Cem., via funeral car. Remains may be viewed Sun., 7 to 9 p. m.

HILL.—April 11, HENRY C., husband of Mary J. Hill (nee Graff) and son of late J. Harrison and Elizabeth W. Hill, aged 73. Relatives and friends, members of Post No. 2, G. A. R., and survivors of the 8th Pa. Cav., invited to funeral services, Mon., 2 p. m., 553 W. Butler st. Int. private, Mt. Vernon Cem. Auto funeral.

HILLE.—April 10, WILLIAM J. HILLE, husband of Emily Hille (nee Kirol), aged 46. Relatives and friends, Penna. Lodge, No. 280, F. and A. M.; Phila. Turngemeinde, Turner Krankenkasse, No. 1; Machinists' Union, No. 159; Machinists' Club, invited to funeral, Sat., 2 p. m., 1317 N. 11th st. Int. Mt. Vernon Cem.

HOGLAN.—Suddenly, April 12, DOROTHY RUTH, daughter of Frank and Flora Hogan (nee Crawford), aged 7. Relatives and friends invited to funeral, Mon., 2:30 p. m., from the residence of Clair Schofield, 403 Lexington ave., Roxborough. Int. Lexington Cem. Friends may call Sun., 7 to 9 p. m.

HOLDCRAFT.—April 12, ANNIE E. HOLDCRAFT, aged 81. Relatives and friends invited to funeral services, Mon., 11 a. m., nephew's residence, James M. Avery, 1412 E. Columbia ave. Int. private, Oakland Cem.

HOLMAN.—April 12, Mrs. REBECCA SAMMEL HOLMAN, aged 83. Relatives and friends invited to services, Sun., 2 p. m., Oliver H. Bair Bldg., 1820 Chestnut st. Int. private.

HUGHES.—At Burlington, N. J., April 12, ELIZABETH, widow of John Hughes (nee Houghton). Relatives and friends invited to funeral, 365 Barclay st., Burlington, N. J., Mon., 8 a. m. Int. Phila.

HYMAS.—April 9, WILLIAM H., husband of Irene Hymas (nee Laughlin) and son of William and Mary Hymas. Relatives and friends, Meridian Sun Lodge, No. 158, F. and A. M., employes of New York Belting and Packing Co., invited to funeral services, Sat., 3 p. m., 2931 N. Taney st. Int. Mt. Peace Cem.

JONES.—At Delanco, N. J., April 11, SAMUEL P., husband of Mabel Jones, aged 41. Relatives and friends, Olympia Lodge, No. 82, K. of P.; employes of Public Service Railway Co., Riverside Div., invited to funeral services, Sun., 3 p. m., 5d and Holly sts., Delanco, N. J. Int. Odd Fellows' Cem., Burlington, N. J.

KNUPP.—April 11, WILLIAM I., son of late James and Margaret Knauff. Relatives and friends, Thomas J. Ryan Assn., invited to funeral, Mon., 8:30 a. m., 267 N. 5th st. Solemn requiem mass St. Augustine's Church 10 a. m. Int. New Cathedral Cem. Auto funeral.

KOPF.—April 11, RAPHAEL M., husband of late Sallie Kopf (nee Pollock). Relatives and friends, Rennasort Lodge, No. 35, I. O. F. S. of I., Germantown Lodge, No. 218, I. O. O. F., Joshua Lodge, No. 23, I. O. B. B.; all other organizations of which he was a member, invited to funeral, Sun., 2:30 p. m., parlors of Emanuel Asher & Son, 1602 Diamond st. Int. private, Adath Jeshurun Cem.

DEATHS

Evening Bulletin invited to funeral, Mon., 8:30 a. m., 2008 Mercy st. High mass of requiem St. Edmond's Church 10 a. m. Int. Holy Cross Cem.

BURKE.—April 10, PATRICK, son of Eunice and late Patrick Burke (nee McCrossan). Relatives and friends invited to funeral, Mon., 8:30 a. m., 2008 Mercy st. High mass of