

CRAMP MAN IN FRANCE IN APPEAL FOR SHIPS

Edward J. Ryan Urges Old Comrades to Keep Up Good Work

Edward J. Ryan, a former Cramp shipyard boiler-up, now with the Americans in France, has appealed to all American shipworkers to do their utmost to rush ships.

Ryan makes the appeal in a letter to Jack McHale, who is still boiler-up at Cramp's. The letter follows in part: "It is just a year since I quit working in the yard, and I have seen a great deal since then, learned a little and had lots of fun, considering the circumstances. It sure was a pleasure to me to see the old yard going at top speed, for the eyes of the world are on the American shipbuilders. They are the ones that are going to win this year, and no matter how much historians differ in their opinions as to what brought about Germany's downfall, they will all agree that American shipbuilders played the leading part."

BUSINESS CAREER OF PETER FLINT

A Story of Salesmanship by Harold Whitehead

I WAS so mad with that apology for a suit salesman that I called on yesterday that I wouldn't go into another store. Instead I went into the gutter and saw a punk show. That suit salesman bothered me so much that I came out before the show was over and dropped into a bean factory. Well, I didn't like the grub, and got a peeve on. In reaching for the salt I upset my glass of water. Some darn fool in front of me said, "Oh, you upset your water, didn't you?"

TODAY'S BUSINESS EPIGRAM

There is no room for worry in a mind filled with work. What does this mean to YOU?

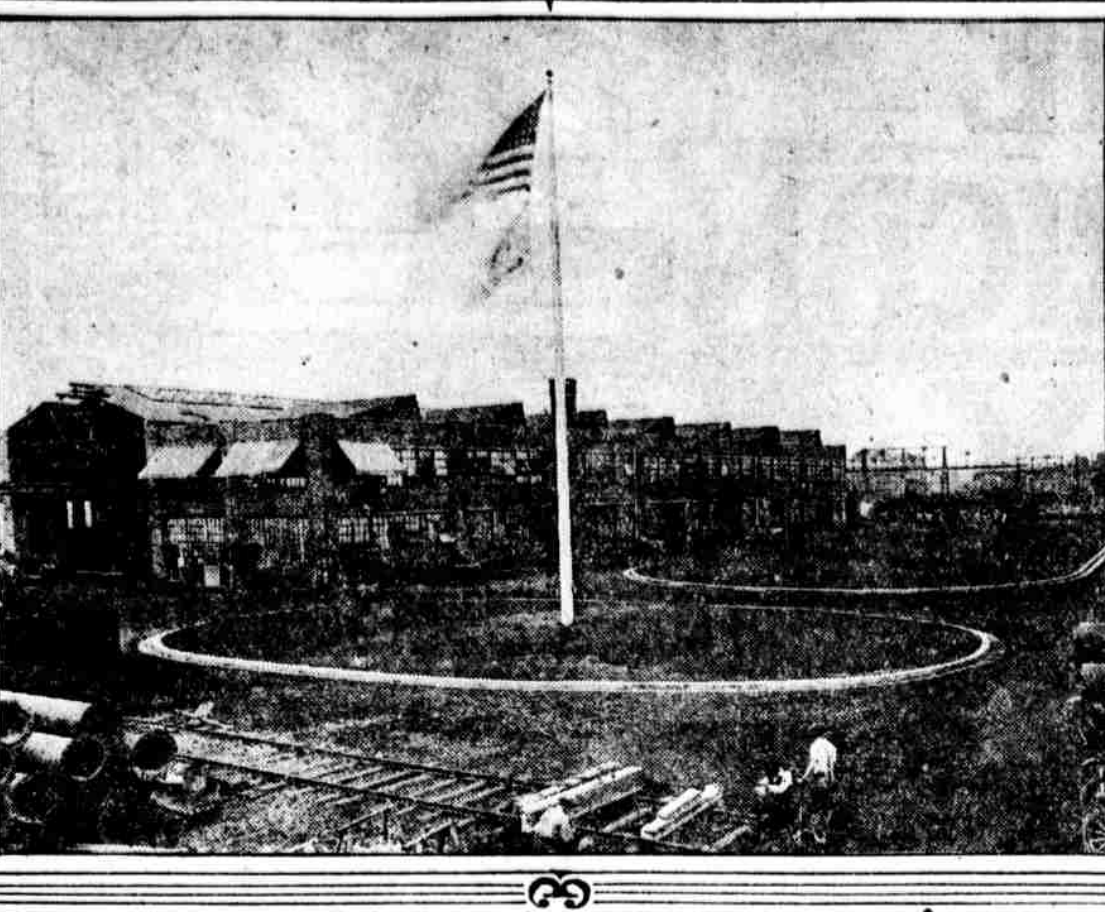
Business Questions Answered

To Two Perplexed Ladies—Outstanding shares are shares which have been issued and sold to the public, or as it is termed, absorbed by the public. The company you speak of has a capitalization of 800,000 shares, of which 764,608 have been bought and paid for by the public. It does not mean these were bought and paid for at par, of course. I hope the future will prove your investment most promising than it appears at this time.

"I know something that will clear your skin"

"When my complexion was red, rough and unsightly, I was so ashamed that I never had any fun. I imagined that people avoided me—perhaps they did! But the regular use of Resinol Soap with a little Resinol Ointment just at first—has given me back my clear, healthy skin. I wish you'd try it!"

VIEW OF THE NEW JERSEY SHIPYARD, GLOUCESTER



This picture shows one of Superintendent Davis's reclamations of scrap heaps which gave rise to the boast that this is the best kept shipyard in the United States

BETTER USE MADE OF SHIPS

Efficiency in Loading Helps Two Do Work of Three

Use of ships in this country, like the building of them, is improving, according to the United States Shipping Board. Two ships are now doing the work formerly done by three. The increased speed, according to the board, has been obtained by speeding loading and unloading.

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126 GERMAN PLANES DOWNED BY BRITISH

35 English Machines Missing. Teuton Bridges and Stations Heavily Bombed

By the United Press London, Aug. 12

Destruction of eighty German battle-planes and the probable loss of forty-two others, which are reported driven down out of control, was claimed today in the official communiqué issued by the British Air Ministry. The failure of thirty-five British airplanes to report to their base also is noted. Destruction of the eighty German planes occurred August 9 and 10.

Intense air fighting has been in progress over the battle area, the communiqué stated. Ten after ten of bombs have been dropped by the British air forces, principally upon bridges and stations in the Rhine valley. All records for use of small arms ammunition in firing on troops from airplanes have been broken.

In addition to the battleplanes reported destroyed, the communiqué claimed the destruction of two hostile night bombing machines, one of which was a huge airplane carrying five engines laden with many bombs. Two enemy machines have been brought down by anti-aircraft guns.

One British machine previously reported as missing has returned.

1,000,000 Watches for U. S. Army Geneva, Switzerland, Aug. 12.—The headquarters of the American expeditionary forces in France has ordered 1,000,000 watches from Swiss firms for the use of the American troops operating in France. The order is welcomed by the Swiss watch industry, which has been in a precarious condition.

Fall Through Window May Be Fatal Howard Riley, 535 Liberty street, Camden, today fell through a window when moving furniture from a house at Broadway and Liberty street, and suffered serious cuts. He was taken to Cooper Hospital, where he was not expected to live.

WANAMAKER'S WANAMAKER'S

Down Stairs Store —at Wanamaker's

At \$4.25 and \$5 There Are Hundreds of Voile Dresses—All Underprice



Some newcomers are in plain colors with fine tucks and long overskirts; the colorings are all cool and light. These are \$5. From our own stock we have grouped many other dresses that were marked higher and lowered all their prices to \$4.25 and \$5.

Japanese Crepe Is Much Worn at the Shore

—as any returning vacationer will tell you—and the colorings are lovely pastel shades of lavender, green, pink and blue. More sturdy in appearance and just as youthful are the dresses of checked and plaidingham. These are \$5.75, \$6 and \$7.50

Organdies and Nets for Summer Dances

The organdies are in the daintiest of pale, delightful colors, and even in black. \$5.75. The nets are all white and are the fluffiest, prettiest things you can imagine with their pleatings and frills. They have all been reduced to \$10 and \$15.

Checked Taffeta Dresses, \$15

One of these pretty frocks is sketched; it is to be had in black-and-white or green-and-white with touches of white organdie at the neck and sleeves. (Market)

Axminster Rugs

are always the good old stand-bys for all rooms in any houses. 27x54 inches, \$3.50 to \$4. 36x72 inches, \$5.50 to \$7. 48x84 inches, \$10 to \$12.50. 60x90 feet, \$22.50 to \$27.50. 76x90 feet, \$22.50 to \$32.50. 83x106 feet, \$28.50 to \$42.50. 9x12 feet, \$27.50 to \$55. And larger sizes are priced proportionately. (Chestnut)

Cool Voiles and Sheer Organdies

The colors in these two Summer fabrics are particularly delightful. 44-inch voile is to be had in pink, rose, blue, biscuit, wistaria, smoke gray and so on, and is 48c a yard. Organdie is in pink, blue, yellow, heliotrope and green, 40 inches wide, at 55c, 75c and \$1 a yard. (Central)

Plenty of Cleaners for White Shoes

are just now in the most demand, and we have all sorts—liquid, liquid, powder and paste. (Chestnut)

White Skirts

Are Much Reduced Many of them are slightly soiled from being handled, but all of them can be worn a time or two before they need be tubbed. Almost any skirt in our white stock may now be bought for much less than its former price. This enables you to get a good white skirt for \$1, \$2, \$2.50 to \$3.75. (Market)

Women's Bathing Suits

are in greater demand than ever, for so many people spend August at the seashore and almost all the others spend at least the week-ends there. Bathing suits of many fabrics and in all the desirable styles are now marked only a part of the original prices. Splashing Feet need some protection from the pebbles and the sand. And, of course, that's where bathing shoes come in! Slippers and shoes are all just about half price, and are quite fresh and ready to wear. 25c to 65c a pair. (Market)

Women's Taffeta Coats Reduced to \$15

There are several excellent models in these good coats of taffeta and silk poplin in navy blue and black. Most of them are half lined and all are much under price. Motor Coats Reduced Linene Coats, \$1.85 Linen Coats, \$4.85 Mohair Coats, \$6.75 Sleeveless Sports Coats, \$2.75 These are ever so pretty with white skirts or Summer frocks and are being much worn at the shore. In white or light colors there are pretty wide wale corduroy coats that are lined throughout. (Market)

Lingerie Ribbons

Unusually pretty ribbon expressly for that purpose is satin with flowers or small designs woven into it with a brocade effect. This comes in 10-yard pieces in varying widths from 25c a piece to 90c a piece. (Central)

Girls' Regulation Frocks

Are So Comfortable and Practical They hang straight from the shoulder, though loosely belted and have collars of cadet blue or green. The material is white jean that will stand repeated tubbings. Sizes 6 to 12 years, at \$4.50. White jean middie blouses have collars trimmed with white braid and are \$1.50. Cool Voile Frocks for Juniors are here in many youthful and charming styles in all sorts of Summer colorings and in white. They are all quite simply made and are about the coolest things a young girl can wear. \$5, \$6.50, \$8.75, \$7.50 and \$8.50. (Central)

Shoe News at Women

"Oh, the Down Stairs Shoe News is always interesting!" assured a woman who buys shoes for all the family in the Down Stairs Store. Brown Oxfords are quite plainly made of kidskin and are finished with turned soles and covered heels. \$3.40 a pair. White Shoes are cut fashionably high and lace, of course. The lines are gracefully long and the vamps are plain. \$2.80 a pair. (Chestnut)

Cretonne—A Beautiful Assortment

New floral designs and tapestry effects come out in the Autumn cretonnes, and we are glad to be able to show them so early. They are the sort that you will want to use for slip covers, porch furniture (especially for glassed-in porches) and curtains. 25c to 55c a yard. (Chestnut)

Bath Towels Go to the Shore

in August and to all the places where there is Summer splashing. All the various sizes, from small ones to large ones, have just freshly arrived in the Down Stairs Store and are priced from 25c to 60c each. Cotton Toweling Red-checked cotton glass toweling, 17 inches wide, is 20c a yard. Half-Linen Toweling —in a heavy absorbent weave, with red borders, is 25c a yard. —in a fine close weave is 17 inches wide and has blue borders, at 30c a yard. —in an unusually heavy weave, with plain red borders, is 30c a yard. All-Linen Toweling with red borders or plain is 22c to 40c a yard. Towels Cotton towels, with hemmed ends, are 10c each. Cotton huck towels, with hemmed ends, are splendid for manicurists, physicians and dentists to use. 12 1/2c each. Cotton huck towels, with hemmed ends, are fully bleached and quite absorbent. 25c, 30c and 35c each. Linen-finished cotton huck towels, with neat damask borders, have hemstitched ends and are unusually large. 85c each. Half-Linen Dish Towels are 25c and 30c each. Roller towels of half linen are ready for use. 50c and 60c each. All-Linen Towels Huck guest towels in plain and fanciful weaves have hemstitched ends at 50c and 60c each. Heavy huck towels in an extra large size have hemstitched ends at \$1 each. (Chestnut)

George Allen, Inc.

1214—Chestnut Street—1214

ANNOUNCE FOR MONDAY Final Reductions

Smart Summer Millinery

Splendid choice of fine trimmed hats, including the balance of all our latest summer models. The finest of materials and workmanship. Now \$3—\$4—\$5—\$6

Special Neckwear, 50c

The very newest styles in Collars, Vestees and Sets, in lace, organdie, net, batiste and crepe. 40c to \$1.75 yard.

Special Values in Hosiery

Women's Black Lisle Hose, full fashioned feet. 75c, 85c, \$1.00 pair. Women's White Fine Cotton Hose, full fashioned. 75c and 85c pair. Women's Silk Hosiery in sweater shades; usual \$1.75 grade. \$1.25 pair.

Toilet Article Specials

Pebeco Tooth Paste, 40c tube. Pinault's Lilac Vegetal, 85c bottle. Amolin Powder, 25c size, 20c; 40c size, 30c box. Pure Castile Soap, 10c cake. Duggett & Ramsdell's Cold Cream, 25c size, 17c tube. Hinds' Honey and Almond Cream, 40c.

Nearly Everybody can now own an AEOLIAN-made Player-Piano. FRANCESCA PLAYER-PIANO (AEOLIAN-MADE) \$525. And now—by producing the Francesca, a player-piano embodying their exclusive patents of reproduction and control, and selling at \$525—they have placed an Aeolian-made instrument within the means of nearly everybody. Settlement may be made through our Rental-Payment Plan, which applies all the rest toward the purchase. Call, phone or write for catalogue.

Resinol. Resinol Ointment and Resinol Soap also clear away dandruff and keep the hair healthy and attractive. For trial form, write to Dept. 2-B, Resinol, Inc., 100 N. 5th St., Philadelphia, Pa.