What does this mean to YOU?

Business Questions Answered

I have read with interest your Peter Flint lories, and think maybe you could give me

AKES ODD TURI

verses Course and Hits quarely After Missing Norse Ship

Fire Island.

the crew of the schooner William H. Starbuck, and Captain Frank Lynch and

Nantucket, Mass., Aug. 13 .- An Amer-

an officer with the Stars and Stripe

draped around his shoulders and heard the cheering as the flag finally was

flung down and stamped on, amid

AUSTRIANS ON WEST FRONT

Kaiser Obliged to Draw on East

Line for Reserves

By the Associated Press

Paris, Aug. 13.—(Havas Agency)— hermany has been compelled to call upon Austria-Hungary for help on the western front and Austro-Hungarian troops are urriving these troops, it adds, are being sent to quiet sectors of the front.

JAIL TERM FOR SLACKER

Liquor Edict Enforced

By the Associated Press

Lincoln Forest Made Smaller

two men of the Lena May.

UNK OFF FIRE ISLAND

U. S. Destroyer Reported in Battle With Submarine in Same Vicinity

New York, Aug. 13. in submarines took toll of Ameran shipping in waters adjacent to this ort for the second time yesterday, when Korwegian steamship Sommerstad was sunk off Fire Island. The 3875ton freighter was sent to the bottom
not far from the locality where the
armored cruiser San Diego was blown
up on July 19.

Sammerstad
tean flag, torn from the masthead of
the Lena May, was taken aboard the
enemy craft by a German officer who
wrapped! and gave a
grotesque exhibit on of dencing, while
his men, each armed with a revolver,
lessed on and cheered. up on July 19.

The Sommerstad, whose crew of thir ty-one was brought here today, was by nder charter to the United States shipping board. The vessel was on the way from Bergen, Norway, to New York

aid she was sunk at 8 o'clock yester my morning. The crew took to the and later was picked up by a ng vessel. The Sommerstad was built at Newcas-

tle, England, in 1906, her owners of rec-ord being A. F. Kinveness Co. Washington, Aug. 13.-Indications are shricks from our captors."

hat the Norwegian steamsnip Somm Stad, torpedoed without warning an norning twenty-five miles southeast o

morning twenty-five miles southeast of lire Island, N. Y., was destroyed by a wireless-controlled forpeds. The Navy Department was advised today by the commandant of the Third Naval District of the sinking of the ship.

The captain reported that he saw the wake of a torpedo and joined ately reversed engines. The torpide passed under the bow of the vessel, which was drawing only seven feet of water Fullspeed ahead was then ordered, but the formede turned sharply to the left and torpede turned sharply to the left and returned, hitting the vessel between the third and fourth holds on the port side.

The queer antics of the torpedo re-sponsible for the spiking of the Somer-stad was attributed by navy officials here to a jammed rudder. It was point out that if the rudder did not func tion properly the tornedo might very easily swerve in its course and com-pletely turn around. Also, some experts added that imperfect gyroscopic r chanism has been known to cause torpedo to turn about in its course. ught advanced that possibly the Gercans had perfected means of controlling torpedo's course by wireless was be-eved unlikely, though possible. Germany has brought one of her rite brands of frightfulness direct merica's shores,

Harrisburg, Aug. 13.—Henry Rouscher, York, was sentenced to forty-five days in prison and ordered placed in Class I-A, on a charge of being a slacker, after a trial in United States Court today.

A number of sentences were imposed upon persons for furnishing liquor to soldiers, Judge C. B. Witmer declaring that these are war times and that the law must be obeyed even by friends of soldiers. A gas attack was made on the North ina coast late Saturday afternoon. gix of the coast gaurd and lighthouse personnel on Smith Island, near the near the entrance to Wilmington harbor, were by the gas, but no deaths according to a Navy Depart-

CHESTER SHIP CROWD An Atlantic Port, Aug. 13.—A British vessel arriving here today reported that it had picked up two wireless calls at sea yesterday, one saying that a merchant vessel was being sunk by a U-boat and the other that a destroyer was attacking a submarine 100 miles off Fire Island. DANCES FRIDAY NIGHT

Mighty Throng in Odd Fellows Temple-No Fun for Committee

The wireless reporting that a ship was being sunk was picked up in the morning. It was believed to have been sent from the vessel that was attacked. The other wireless was picked up in the afternoon. It was not known what vessel that we will be written out the wireless of the attack on. Employes of the Chester Shiphuilding ompany will shake the Odd Fellows Temple, at Eighth and Sproul streets. Chester, Friday night, when they will all try to dance at one time. This is sent out the report of the attack on Boston, Aug. 13.-Fourteen men from the dance postponed so as not to interthree fishing schooners sunk Saturday

by a German submarine were brought here today by a fishing trawler, which picked them up in six dories after they had been adrift more than twenty-four with the ball, and is talking of having one had been adrift more than twenty-four with the head of the soldier guards' fandango.

The Chester Shippard Band will give the ball, and is talking of having one each week. An orchestra will alternate with the head of the soldier guards' with the band, so the steppers need lose They were Captain Robert Jackson and blacksmiths are in hard luck. two men of the schooner Progress; Captain Albert Sanchez and seven of

just happens that every man on the committee in charge of this affair works at the forge, and there is an inviolable rule that committeemen must not dance. It's their place to see that everybody gets a partner and self must be for-

Charlie Morris, head of the blacksmith shop, is chairman of the committee. The other members are Joseph P. Walsh, as-sistant foreman; George L. Hankins and This was the story told here today by survivors of the vessel, who were forced to witness the performance. The fishermen had been ordered aboard the L-boat, where ten of them alond against the band to make the affair a success.

bit to make the affair a success. Among the girls will be Mis. Katherine O'Rourke, of J. H. Lou ran's office: the conning tower to be photographed.

The mate of the Lena May declared the the Germans were drunk. Mrs. Florence Feebley, of Captain Fred Mumford's office; Miss Frances Mills, of Mr. Hale's office; Miss M. S. Koetzel, of "At least they were half shot," he said. "You would have thought that, too, had you seen the dance of the Gerhe purchasing department; Miss Greenof the bull inspection office; Miss

> Miss O'Rourke is engaged to one o the boys in the navy, but the marriage has been postponed until after the Kalse

SHIPYARD MAKES OWN ICE

Well-Equipped Commissary at Harriman Plant

Harriman Plant
The ice situation is not worrying anybody at the Merchanis' Shityard at Harriman. The men make their own ice and plenty of it. The new commissary operates its own refrigerating plant and makes about two extra tons of ice a day for ice water and other cooling beverages. Here and there throughout the big place are up-to-date drinking fountains containing plenty of cold water.

The new commissary is the latest addition to the Harriman shipyard. There are seven enfeterlas on the second floor, besides a quick-lunch room, covering in all about 64,000 square feet. On the second floor are several large private dining rooms and one public place, which has a scatting capacity for about 4000. Some of the enfeterlas are open from 5 a. m. to 2 a. m.

BUSINESS CAREER

A Story of Salesmanship by Harold Whitehead

CLXV SAY, do you remember my telling about that Italian, not Eye-talian? Believe me, after that call down "C. C." gave me about speaking of Italians as dagoes, I have been minding my P's and Q's. I don't believe I ever go so much help from a gink as I did from Fras-

He saw the doctor, passed the exami nation O. K., and took out a \$1000 policy, and then-now get this!-he telephoned to Perkins and said: "Would you send that bright young man down? I know of two other men who ought to have insurance and I want to intro-

duce them to your agent."
Oh, boy! What do you know about "C. C." was going by when the tele phone call came, and as I put my hat on to go out he said: "You don't want to waste your time with them, do you?"

They're just a couple of dagoes "Aw, quit your kidding," I said; "you needn't keep rubbing it in. Believe me. from now on, I'm not at all interested in where a fellow was born, so long, as he

As I hurried across to Fulion street I was thinking over the question of foreigners, and I have a hunch that we Americans—that is, we fellows whose mrents were born here-make it hard or the newcomers to become Americans for the newcomers to become American, we are so darn stuck on ourselves that we think we are better than they are. Gosh, It's some job, isn't it, getting folks to come over here and quit being seetch or German or French, or what-

Scotch or German or French, or whatever they may be, and to look upon this country ac 17?

I know if I went over to—oh, say Spain—and when I got there the Spanlards called me a Gringo and said that al! Gringoes were muits and that the only folks who were anything at all were Spanlards, I'd want to stick up so hard for good old U. S. A. that I could never become a good Spanlard. Of course, I couldn't, that's understood, but I wonder if the Spanlards don't feel that same way about us? Gee, I am getting heyond my depth. Guess I'll lie on my back and float back to shore.

Well, I called on my Italian friends.

Well, I called on my Italian friends, Frascati shook hands as though he was rying to milk a pump, gave me a cigar and called me his good friend. He gave me a chair and told me to wait for a minute. It wasn't long before he re-turned, with a couple more d.— Ital-ians. They were all talking as excited

"Alatti is good for \$2000 and Amico is good for, \$1000." "Gee:" I thought. "Better put on my hat and beat it while the beating is good. I guess my friend Frascati has spilled Beston's favorite fruit all right, all right." OF PETER FLINT

And then, to my surprise, Frascati turned around and said to me, "That's all right. He thinks he ought to take \$2500, but I told him that \$2000 ought to be enough. Anyhow, Alatti will take \$2500 and Amico will take a thousand."

Say, can you beat it? Here they were seranging just because Alatti wanted to scrapping just because Alatti wanted

take more insurance than his pal though When I got back to the office and told Perkins about it, he said: "Good work.
Now, if you are wise, you will write to
Frascati thanking him for the interest
he has taken in you and telling him

that you appreciate the honor of doing business with him and any of his friends, and that you will be gird if you can be of any further service to him or his friends at any time." "What kind of cigars does Frascati "Did the cigar he gave you have a

"Yes."
"Too bad," and Perkins shook his head gorously. "Of course, you could hard-be expected to know. When you're ng business on a semisocial footing, as you often have to, always watch out for the band around the cigar a man amokes. It is frequently good business "C. C." turned to Perkins and said,
Do you know, at times it shows signs
of almost human intelligence."

As I ourried across to Entire the state of a box of cigars, and if you send a man the kind he smokes you will be sure to please him."

buvers things. "Indeed it is, but I'm not suggesting

there is no harm in giving a friend who



There are no opportunities with tele-raph companies for inexperienced girls, ou must get some preliminary training

TODAY'S BUSINESS EPIGRAM When you "take a chance" be sure that it's your own chance you gamble

The Young Men's Christian Associa-tion of your town has a telegraphy class for women and you would be well ad-vised to join this at once.

I am a high school student and am desir-us of becoming a court reporter. Kindly tell me through your columns how may become one and what the necessary qualifications are. A good court reporter should be able tories, and think maybe you could sive me ome advice. I have heard that the Government is in need to take 200 words a minute. He should

ome Hear, Munitions Plant Calls,

But Applicants Are Sufficient Main Line police forces are suffering from the draft and the high wages paid alarming shortage of patrolmen, according to officials of Lower Merion and

Radnor townships Lower Merion's force is now short five men, but there are sufficient applications to fill the force at any time. It I have heard that the Government is in need to take 200 words a minute. He should not some still telegraph operators. Received a good knowledge of English and be familiar with legal terms.

The necessary knowledge can be obliged two prises twenty-five. Radner township, where ten patrolmen are maintained, is short two. Several have been drawn ing to be an operator and even earning to be an operator and even earning tained from any good business college or the Y. M. C. A.

Tropical Weather and Tropical Suits Go Well Together—

This is especially true when they may be had in numbers exceeding one thousand at prices decisively lower than their usual fair selling figures

ANAMAKER & BROWN have collected twelve hundred Palm Beach and Mohair suits, and a few hundred are in cool crash and open weave fabrics; all to be sold on the following basis of saving as quickly as they can be put into service-

\$8.50 to \$12 Genuine Palm Beach Suits, \$7.50 \$16.50 to \$18.50 Mohair Suits . . .

More and more it is becoming true that the men and young men of Philadelphia are adopting the wisdom of wearing thin cloth suits in the heat

This offering of tropical suits gives a man the utmost of hot weather comfort with the advantage of great savings.

In any of them a man looks cool and feels cool and has the assurance that he also looks well.

The designers of tropical clothing have made giant strides in imparting distinction to the style lines of thin cloth suits, and this particluar offering of tropical clothing represents every fashion improvement.

It also saves a man money, which is a consideration of overwhelming importance in these war times.

Wanamaker & Brown Market at Sixth for 57 Years

Sentence Given York Man. 5 a. m. to 2 a. m. He introduced me to them and said Wanted—Agencies fresh, cool breeze is blowing. One's atti-tude sometimes de-Large, respectable agency and commission firm in Kristiania, pends on one's alti-tude. Come up! Norway, wants connection with first-class firms for undertaking various agencies. Possess the best connections. Bank references can be furnished. Apply "AGENCIES 10620"

