

111 CASUALTIES ON TWO U. S. LISTS

Pershing Reports 69 Killed in Action—Four Marines Slain

31 OTHERS IN ARMY DIE

Four Soldiers of the Sea Wounded—Two Reported Missing

Washington, Aug. 14.—The army casualty list today contained 101 names, divided as follows: Killed in action, sixty-nine; died of wounds, twenty-one; died of disease, ten; died of accident and other causes, one.

Four killed in action, three wounded severely, one wounded, degree undetermined, and two missing in action.

The officers on the army list were:

Army KILLED IN ACTION

Lieutenants BROWN, WILLIAM B., Mescon, Pa. COLE, SIDNEY T., 227 Cedar street, Corn. N. Y.

DIED FROM WOUNDS Major WELLS, MAYNARD, San Antonio, Tex.

Captain JORDAN, MORTIMER D., Birmingham, Ala.

Lieutenant BAXLEY, W. W., Baltimore, Md.

The army list, in addition to officers, follows:

KILLED IN ACTION Sergeants CLAYPOOL, ELIZA A., Bowling Green, Ky. KEFFE, WILLIAM, Pittsburgh, Pa.

Private BARKER, TONY T., Berlin, Wis. BALSARKI, WILLIAM, no emergency address given.

Private BARKER, CHARLES B., Waltham, Mass. BARKER, JOHN P., 414 Railroad avenue, Roxbury, Pa.

Private BARKER, JACOB H., Nevada, Pa. BARKER, JOSEPH W., Drexelton, Pa.

Private BARKER, GEORGE S., Port Wayne, Ind. BARKER, EDWARD, Port Wayne, Ind.

Private BARKER, HENRY H., Altoon, Ill. BARKER, ALBERT, Altoon, Ill.

Private BARKER, JOHN T., Woburn, Mass. BARKER, ALBERT N., Drexelton, Pa.

Private BARKER, JOHN, Mich. BARKER, WILLIAM H., Halloway, Mass.

Private BARKER, CLYDE A., Chester, Wis. BARKER, THOMAS E., Groves, Kan.

Private BARKER, HERB B., Linwood, Mich. BARKER, JAMES JOSEPH, Brooklyn, Pa.

Private BARKER, GEORGE E., Altoon, Pa. BARKER, ORTH, Tuxedo Creek, Pa.

Private BARKER, JOHN H., Altoon, Pa. BARKER, HELDMAN, CLAYTON, Altoon, Pa.

Private BARKER, MATTHEW, Patton, Pa. BARKER, TOM W., Altoon, Pa.

Private BARKER, JOHN, Altoon, Pa. BARKER, JAMES, Altoon, Pa.

Private BARKER, ALFRED P., Base Hospital, Camp Merritt, N. Y.

Private BARKER, LEANDER W., Beaver, Pa. BARKER, WILLIAM F., New York city.

Private BARKER, ALBERT J., Durnhamville, N. Y. BARKER, JOE, Cleveland, O.

Private BARKER, ALFRED, Brooklyn. BARKER, ARTHUR E., Cambridge, Mass.

Private BARKER, LOWERY, Altoon, Pa. BARKER, WILLIAM, Altoon, Pa.

Private BARKER, WADSWORTH, Altoon, Pa. BARKER, GEORGE E., Altoon, Pa.

Private BARKER, HERBERT C., Altoon, Pa. BARKER, JOHN, Altoon, Pa.

Private BARKER, CLARENCE J., Altoon, Pa. BARKER, PHILIP JOSEPH, Altoon, Pa.

Private BARKER, JOHN W., Altoon, Pa. BARKER, ALBERT D., Altoon, Pa.

Private BARKER, RUIH, Altoon, Pa. BARKER, HILLINGBURG, TONY W., Mount Storm, N. Y.

Private BARKER, SHUKRYN, BARNI, Easton, Pa. BARKER, OLIE, New Auburn, Wis.

Private BARKER, WILSON, Altoon, Pa. BARKER, CHARLES E., New Brighton, Pa.

Private BARKER, STAPFINSKY, GEORGE, Masfield, Pa. BARKER, CHARLES F., Altoon, Pa.

Private BARKER, TAYLOR, LEE A., Canton, Ill. BARKER, THOMAS, Altoon, Pa.

Private BARKER, WILSON, Altoon, Pa. BARKER, WELSH, JOHN, Altoon, Pa.

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DIED FROM ACCIDENT AND OTHER CAUSES Private BELMORE, LEWIS D., Regis Falls, N. Y.

Marine List KILLED IN ACTION General STARK, JOHN D., Pitston, Pa.

Private DARRY, ALLEN P., Vermillion, O. KLEBER, HERBERT G., Sharon, Conn.

Private ROBINSON, EDWARD, 5346 West Thompson street, Philadelphia.

WOUNDED SEVERELY Private BELLER, EDWIN C., Walla, Wash. McKEE, HARRY B., 1529 Andrew street, Fort Wayne, Ind.

Private GEORGE M., Conshohocken, Pa. WOUNDED, DEGREE UNDETERMINED Private DODGE, WILLIAM A., Modala, Ore.

MISSING IN ACTION Private MULLIN, SAMUEL C., 121 Sheildan avenue, Pittsburgh.

Private THOMAS EVERETT L., New Madison, O.

9 BLAIR COUNTY BOYS KILLED IN ACTION

Altoona, Pa., Aug. 14.—Nine Blair County boys, all members of Company H, 110th Regiment, were killed in the fighting in the clearing salient between July 26 and August 7, so parents of the boys were notified today by the War Department. Five others were severely wounded. This is the largest local casualty list since United States troops became actively engaged.

Corporal Harry E. Brandt, twenty-two, Altoona. Harry D. Chilton, nineteen, Altoona. Mechanic David H. Carson, nineteen, Altoona.

Private Walter J. Wolf, Altoona. Corporal Arthur A. Hunt, Altoona. Corporal H. E. Brubaker, Duncansville. Morris J. Mathews, twenty-seven, Altoona.

Private H. W. Brant was the son of the Rev. C. H. Brant, superintendent Altoona District Anti-Saloon League.

Fifth Ward Case In Jury's Hands

Continued from Page One among themselves or among people whose names have not been mentioned, to bring about violations of the act of Assembly or to induce employees of the city of Philadelphia to do what the act does not permit to be done.

"It is not necessary that you should find," the court continued, "that this conspiracy was hatched solely among themselves. A single one of them may have done it in connection with some one who does not appear here as a defendant."

"If Mr. Deutsch had seen fit to make combination with Maloney or Clark, the mere fact that Clark or Maloney is not here does not prevent you from finding a verdict of guilty against Mr. Deutsch. The moment a conspiracy has been formed, whether or not any member of the police force or the fire department ever did anything, makes no difference, either here or there."

"If, under all the evidence, you conclude that a conspiracy was formed, then you can find that these defendants are guilty, even if nothing was done to carry out that conspiracy."

Must Stick to Charge "We are not concerned in the slightest degree whether these defendants interfered with any citizen in his right to vote," said Judge House in explaining the charge of violation of the Sherman law.

"That is not charged in the bill of indictment. No matter how that is shown, Judge House declared, they cannot be held for violating the Sherman law."

"The question is," continued Judge House, "was there a conspiracy to induce employees of the city of Philadelphia, directly or indirectly, to do what the act does not permit to be done?"

"The evidence, if the evidence is true, is indicative of what the Commonwealth charges was a conspiracy to influence officeholders to control the election."

"Some one of them may have done it in connection with some other person not here as a defendant."

Agata Mentions Maloney "If Deutsch," continued Judge House, by way illustration, "conspired with Maloney or Clark, the mere fact that Clark is not here would not warrant the finding of Deutsch. If you find a conspiracy was formed, then these defendants are guilty."

Judge House instructed the jury that if a conspiracy was entered into by the defendants, it was not necessary for them to carry out the acts.

"The guilt is attached," he declared, "whether anything was accomplished or not."

"The Commonwealth," Judge House also continued, "points to the fact that a large number of officers, designated as army men, were removed and transferred to districts miles from their homes."

Judge House informed the jurors the part of the Bronx in New York city, where the so-called gunmen haled from, was known as a "tough section of the city."

Must Decide if "Thugs" The jury had to decide, he said, whether those eighteen men imported into Philadelphia were "thugs" and "plug uglies" or were imported into the Fifth Ward to legitimately guard the polls.

"When these gunmen—I'll call them gunmen for want of a better name—were brought to this city the Commonwealth evidence declares they were guided by Jimmy Clark. No one belonging to the Deutsch faction was interposed with an eye on or on primary election day, according to the Commonwealth evidence."

"Even if these defendants were trapped into a conspiracy, they must suffer the consequences of it, and hope Maloney and Clark will do when their trial takes place."

Referring to Clarence D. Gibbons' alleged conversation with "Jimmy" Clark, the court said it gave the jury a picture of a vast conspiracy, but if the defendants participated in it even without formulating it then a verdict of guilty might be found.

On the second bill of indictment, which charges conspiracy to prevent a free election, Judge House said the Commonwealth undertook to prove the charge, by showing a course of conduct prior and on election day, that a course had been formed. The first indication of a conspiracy, if there was a conspiracy, said Judge House, was when Deutsch and Maloney were taken to the Fifth Ward to guard against pickhanded men.

"There was no objection," Judge House said, "in Deutsch doing that. While a man would not be justified in meeting force with force, that would not constitute a conspiracy."

The defense produced more than eighty character witnesses. The court explained what weight their testimony was to have in making the decision. In drawing an analogy with a suppositious case, the court said if the jury had decided the suppositious defendants were guilty then evidence of previous good reputation must not cause a reversal of opinion. The court touched on the alleged attempted bribery of a juror.

It is quite unfortunate that some unskilled person has seen fit to approach one of your members. I am sure the attempt met with utter indignation on the part of the juror. I have not seen fit to discharge you from consideration of the case and if such should have been necessary advantage may be taken of it in the future."

Judge House concluded his charge to the jury at 11:31 a. m.

While the jury was deliberating, District Attorney Rotan, of Philadelphia County, was asked what penalty was provided by law in the event of conviction.

"I take the view that both counts of the indictments are common law offenses. The Court may impose as great or as little a penalty as it deems fit, in my judgment," replied Rotan.

Assistant District Attorney Taulane took the same view of the District Attorney. There is no maximum or minimum penalty established, he said. Both agreed that the Court could even suspend sentence, if it disposed.

Taulane expressed satisfaction at the Judge's charge.

Attorney William A. Gray was not so satisfied. He "discharged" out that the Judge had not referred to several points in the testimony, including the testimony of Allen Oides Meyers, the Burns detective, who posed as a newspaperman.

MISSING AVIATOR Lieutenant William L. Deetjen, son of Mr. and Mrs. L. Deetjen, 6391 Sherwood road, Overbrook, reported missing since June 30, when, as a member of the Royal Air Force, 10th Squadron, British Army, he fell 10,000 feet while bombing German towns along the Rhine.

FACILITATES PAYROLL LINE Women at Hog Island Avoid Crush When "Ghost Walks"

A new order from the payroll department at Hog Island puts the girls and women in line for their pay with the foremen at 10 o'clock a. m. The rest of the force is paid off beginning at noon.

The men are required to wear their badges in conspicuous places so the paymasters can see their numbers, for they are paid accordingly. A man either has to make his number plain or do a little shouting in all that confusion to make the paymaster hear. The shipworkers are also required to line up in numerical order and sometimes great difficulty is experienced in handling the crowd and keeping the lines clear so the men can keep moving along after they have been paid.

A popular man at the Merchants' shipyard was John Decker, a shipworker, who in the civil engineer corps, but has just started back to his old home in Mexico after an absence there of eight years. He graduated from the University of Pennsylvania and then took a short course elsewhere. His mother kept writing "come home," and finally he pulled up stakes and left the home he made his before coming here.

Nathan Brager, a mucker at the Harlan shipyard at Wilmington, has hung up two medals. One day in July, when he was 112 years old, he was awarded a gold watch and a gold medal. He has been in the shipyard for 40 years and has worked in the same place for 40 years. He is now 112 years old and has been in the shipyard for 40 years.

Officials of the Chester Shipbuilding Company at Chester will entertain about 150 foremen at a get-together dinner at the Harmon Temple, Chester, tomorrow evening.

Sheriff Albert R. Granger, of Delaware County, probably has more deputies than any other Sheriff in the United States. He counts them by the thousands, who most any other Sheriff can count his upon his fingers.

Sheriff Granger's bailiwick takes in Hog Island and also the two shipyards at Chester—Chester and Sun. His predecessor, John Heysars, who went out of office last December, bequeathed him about 3500 deputies. Heysars owned 750 acres at Hog Island in one day. Every acre in a white flag went to the three shipyards and the county a few more "assistants." It costs the county nothing. The shipyards pay the men for guarding the plants. Granger was at the Chester shipyard yesterday and went away with about fifty more men on his list. The guards at these places come and go, and may the Sheriff to keep in touch with these yards.

Washington, 14 agosto. Le autorità diplomatiche di qui sono di avviso che tanto la Germania quanto l'Austria sono ancora lontane dal sottemettersi alla politica del Presidente Wilson circa la determinazione riguardante l'Alsazia e la Lorena e le province italiane soggette all'Austria, nell'annunziata pace offensiva delle Potenze Centrali.

Rapporti giunti da varie fonti politiche dell'Alsazia-Lorena indicano che la Germania, in un disperato tentativo di por fine alla guerra senza una decisione militare, sarebbe disposta per un plebiscito nelle "perdute provincie."

Immensi treni corrono lungo le linee ferroviarie del Tirolo, trasportando contingenti di truppe. I passeggeri tirolese non sono ammessi a viaggiare.

Dispositi giunti dalla Svizzera annunziano che l'Austria ha chiuso la frontiera fra due salate scorse. I dispositi annunziano che grandi movimenti di numerose truppe sono state notate, come pure di una immensa quantità di materiale bellico, contro un posto avanzato nemico situato all'altezza di 2682 metri sul livello del mare, nell'alta Valle Zebra. Il riparto italiano torse il freno.

Nel settore tra la Valle Lagarina e la Val Arsa e nell'area di Ponte della Priula si è verificata una intensa attività da parte dell'artiglieria. "Due aerei nemici sono stati abbattuti."

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BUSINESS CAREER OF PETER FLINT

A Story of Salesmanship by Harold Whitehead (Copyright)

WELL, we had our usual round table meeting of the Magnitude Life Insurance salesmen last night and we had a topic assigned for discussion. The topic was "How to Overcome Objections."

Mr. Goldman came in for a little while and said that the successful salesman anticipates objections and thinks of what he is going to say in answer to them before he calls on a prospect.

The trained salesman, he said, "has a city if he knows what to say about his goods and knows all the objections and arguments which the buyer can make, but the buyer doesn't know whether the salesman is going to say. The trained salesman is like the trained prize fighter boxing with a fellow who hasn't learned