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 other causes, one. Ten names were contained in a marine

corps casualty list issued today, divided r killed in action, three wounded severely, one wounded, degree undetermined, and two missing in action.

The officers on the army list were:

Army

BROWN, WILLIAM B., Mescow, Pa. COLE, SIDNEY T., 227 Cedar street, Corn.

WELLS, MAYNARD A., San Antonio, Tex. JORDAN, MORTINER II. Allemingham, Ala BANLEY, W. BROWN, Baltimore, Md.

RILLED IN ACTION Sergeants

CLAYPOOL, ELIZA A. Bowling Green, Ky. REEFE, WILLIAM, Pittsburgh, Pa. COCHER, HART F., Phillipsburg, N. J. NORDMAN, WALTER G., Chicago, WOODWARD, WALTER S., Muldrew, Okla

Corporals FRODLE, VINCENT F., Jonesville, Minn. HEIFNER, ROLFE E., Titonka, Ja. GILBERT, HARVEY E., Mont-Vernon, Ill. SUDDABY, ERNEST, Louisville, Ky.

WISKESKI, FRANK, Rockaway Point, N. Y LITTLE, STANLEY HARRISON, Taft, Cal. Privates

ALLEX, JOHN, Mount Prespect, III, BABICK, TONY T., Berlin, Wis, BALASKI, WILLIAM, no emergency BASILE CHARLES B. Watham, Mass. BAXTER, JOHN P., 416 Railroad avenue

BASLE, CHARLES B., Watham, Mass.
BANTER, JOHN P., 416 Railroad avenue.
Seganton, Pa.
BEAL, JACOB H., Meyersdale, Pa.
BONNEY, JOSEPH W., Dorchester, Mass.
CUNION, GEORGE N., Fort Wayne, Ind.
DINON, DELEBERT E., Hellidoy, Ark.
ENGELHART, HENRY H., Alton, III.
FARLEY, VINCENT, Minersville, Pa.
FLAHERTY, JOHN T., Woburn, Mass.
FOGEL ALBERT N., Dorchester, Mass.
GEROUX, JOHN, Wakefield, Mich.
GEROW, WILLIAM H., Haliberry, Ont.
GORDON, CLYDE A., Chetek, Wis.
GORMAN, THOMAS J., New York city.
GRAPPIN, BERT R., Linwood, Mich.
GREEN, JAMEN JOSEPH, Brooklyn.
GRIFFITH, WILLIAM, Germyn, Pa.
GRIMM, ORTH, Turtle Creek, Pa.
HASH, JOHN H., Elwood, Mo.
HELDMAN, CLAUDE E., Shoy, HI.
HODGE, MATTHEW, Patton, Pa.
HOLLIS, TOM W., Forsythe, Ga.
JASKI, JOHN, Hainesville, III.
JONES, ALFRED P., Base Hospital, Camp
Merritt, N. J.

Merrit, N. J.

RENNEDY, LEANDER W., Beaver, Pa.

KING, WILLIAM F., New York city.

LAURIN, ALBERT J., Durhamville, N. Y.

LEAVER, JOE, Cleveland, O.

LIBSTEIN ALFRED, Brooklyn.

LONGDIN, ARTHUR E., Cambridge, Mass

LOWERY, WILLIAM R., Gross, Kan,

MCWILLIAMS, ERNEST P., Macon, Ga.

MALESZKO, WLADINIAW, Harrison, N. J.

MILLER, GEORGE C., Lancaster, O.

MINNIER BERBERT C. Maggier, 194 MILLER, GEORGE C., Lancaster, O. MINNIEAR, HEBBERT C., Blufton, Ind. MINNIEAR, HEBBERT C., Bluffton, Ind.
NOLAN, JOHNNIE, Bar Creek, Ky.
ORR, CLARENCE J., Hudson Falls, N. Y.
PIUGGI, JOSEPH, New York city.
REAMES, JOHN W., Goodwater, Ala.
RUHL, ALBERT D., Albany, N. Y.
SHILLINGBURG, TONY W., Mount Storm.

W. Va. SHULSKYS, BARNI, Easton, Pa. SNOWDEN, STANLEY, Scattle, Wash, SPEECE, CHARLES E., New Brighton, Pa. STAFWISKY, GEORGE, Mayfield, Pa. TATE, CHARLES F., Binghamton, N. T. TAYLOR. LEE A., Canton, III. THOMAS, RALPH W., Pittsfield, III.

DIED OF WOUNDS

WORDEMANN, RAYMOND L., Hebek Privates

BAKER, GEORGE W., Creston, Ia. BARD, CHAUNCEY W., Edwardsport, Ind. CLARK, IRA VAN ORDER, Ludiowville, COLE, ALTON C., 2307 Fourth street, Al-COLE, ALTON C., 2307 Fourth street, Altonon, Pa.
CORPENING, ALBERT T., Lenoir, N. C.
DOKKEN, TOM T., Erle, N. D.
PULCHER, WILLIAM P., Memphis, Tenn.,
GRAY, MORRIS W., Texola, Ala,
HICKEY, FREDERICK J., Koene, N. H.
KNELLY, HENRY F., Onelda, Pa.
MENELLY, HENRY F., Onelda, Pa.
MENELLY, HENRY F., Orelda, Pa.
MUNCH, EARL, Montray, O.
OAKLEY, ALBERT H., Roye, Col.
OZEMENT, WILLIAM, Rockland, Tex.
SNYDER, LEONARD C., Batavia, N. Y.
WAGONER, HENRY, New York city,
WORME, ARTHUR W., Brooklyn.

CAPRARULLO, ANTHONY, Hornell, N. Y. LAM, BEDFORD C., Covington, Va. LARSON, GILHERT J., Ellsworth, Minn. LAWRENCE, JOSEPH RANDOLPH, Como. N. C. O'NAIL, HOMER, Orbison, O. O'SULLIVAN, MICHAEL D., Binghamton, N. Y. PETERSON, CARL E., Cambridge, Minn. READOUT, GEORGE E., Liscomb, Ia. SQUIRES, JOHN JOSEPH. Willimantic

DIED OF DISEASE

Private BELMORE, LEWIS D., Regis Falls, N. Y.

Marine List KILLED IN ACTION STARK, JOHN D., Pittsten, Pa. Privates

DARBY, ALLEN P., Vermillon, C., KLEBES, HERBERT G., Sharon, Conn. SOUDER, HERBERT H., 5546 West Thomp WOUNDED SEVERELY

BELLES, EDWIN C., Wallula, Wash, McKEE, HARRY B., 1529 Andrew street, Fort Wayne, Ind. ROBINSON, GEORGE M., Conshahocken, WOUNDED. DEGREE ENDETERMINED Private
DODGE, WILLIAM A., Molalia, Ore.

MISSING IN ACTION MULLIN, SAMUEL C., 421 Shetland avenue, Pittsburgh.
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 G. 110th Regiment, were killed in the fighting in the Marne salient between July 25 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. The killed: Corporal Harry E. Brandt, twentytwn, Altoona.

Harry D. Chilcoar, nineteen, Altoona.
Harry D. Chilcoar, nineteen, Altoona.
Riley A. Walker, twenty, Altoona.
Riley A. Walker, twenty, Altoona.
Riley A. Walker, twenty, Sinking Valley, Charles C. Norman, Bald Eagle.
John H. Gardner, Tyrone.
Charles E. Burnshire, Sinking Valley.
Charles E. Burnshire, Sinking Valley. Altoona, Pa., Aug. 14 - Nine Blair

Riley A. Walker twenty, Altoona.
Riley A. Walker twenty, Altoona.
Warren Stiver, twenty, Sinking Valley.
George Briggs, Sinking Valley.
Charles C. Norman, Baid Eagle.
John H. Gardner, Tyrone.
Charles E. Burnshire, Sinking Valley.
The wounded are:
Sergeant Harry A. Smith, twentyhree, Altoona.
Corporal John P. Wolf, Altoona.
Corporal John P. Wolf, Altoona.
Corporal Arthur A. Gunt, Altoona.
Corporal H. F. Brusaker, Duncansille.

Brant was the son of the Rev. C. H. Brandt, superintendent Altoona District Anti-Saloon League. Fifth Ward Case

among themselves or among people out formulating it then a versus whose names have not been mentioned, whose names have not been mentioned.

On the second bill of indictment, which or the second bill of indictment in the second bil of Assembly or to induce employes of charges conspiracy to prevent a free tivita da parte dell' artiglieria.

The city of Philadelphia to do what the election. Judge Hause said the Common "Due areoplani nemici sono s act does not permit to be done! "It is not necessary that you should ind," the Court continued, "that this and on election day, that a course had congoiracy was hatched solely among been formed. The first indication of a themselves. A single one of them may conspiracy, if there was a conspiracy have done it in connection with some said Judge-Hause, was when Deutsch who does not appear here as a de- met Maloney.

The moment a conspiracy has been formed, whether or not any member of the police force or the fire department police force or the fire department did anything, make no difference, er here or there. "If, under all the evidence, you con-

clude that a conspiracy was formed, then eighty character witnesses. The Court you can find that these defendants are explained what weight their testimony guilty, even if nothing was done to carry was to have in making the decision. In out that conspiracy.

"The question is," continued Judge Hause, "was there a conspiracy to in-duce employes of the city of Philadel-phia, directly or indirectly, to do what the act does not permit to be done?
"Their conduct, if the evidence is true, is indicative of what the Commonwealth charges was a conspiracy to in-fluence officeholders to control the



opportunity to prove it—to show you that Victor Record buying—here—is different and most satisfactory.

Spend a pleasant half hour with us, listening to your favorite music, and if the service pleases you as we believe it will, let us serve you at all times. all times.

1031-33 Chestnut Street

TROUT, RICHARD De Sota, Kan

DIED FROM ACCIDENT AND OTHER It in connection with some other

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

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

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

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

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

"When these gunmen-I'll call ther

Morris J. Mathews, twenty-seven, At-lona.

William E. Piniey, executive director of the Republican City Committee and a Vare man, I do not regard as an impor tant feature of the case. The importance is whether the thousand-dollar bill figured as evidence that a conspiracy was

in progress. Referring to Clarence D. Gibboney's In Jury's Hands alleged conversation with "Jimmy" a picture of a vast conspiracy, but if the defendants participated in it even with-

wealth undertook to prove the charge,

"Deutsch "If Mr. Deutsch had seen fit to make Hause, "that Maloney made the suggescombination with Maloney or Clark, the mere fact that Clark or Maloney is not here does not prevent you from finding pickhandie men." pickhandle men." While a man would not be justified in

The defense produced more drawing an analogy with a suppositious 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 Hause in explaining of opinion. The Court touched on the the charge of violation of the Shern law.

sure the attempt met with utter indigna-tion on the part of the juror. I have not seen fit to discharge you from con-sideration of the case and if such should have been necessary advantage may be

have been necessary advantage may be taken of it in the future."

Judge Hause concluded his charge to the jury at 11:51 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. Judge Hause instructed the jury that

> "I take the view that both counts of indictments are common law of-es. 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 as the District Attorney. There is no maximum or minimum penalty established, he said. Both agreed that the Court could even sus-pend sentence, if so disposed. Taulane expressed satisfaction at the

Judge's charge.
Attorney William A. Gray was not so satisfied. 'He pointed out that the Judge had not referred to several points in the testimony, including the testi-mony of Allen Olds Meyers, the Burns detective, who posed as a newspaper-

BRILLANTE AZIONE IN ALTA MONTAGNA

Gli Italiani Catturano un Posto Nemico a 2682 Metri

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017, on file at the Postoffice of Philaleiphia. Pa.
By order of the President.
A. S. BURLESON.
Postmaster Géneral.

Roma, 14 agosto.

Dal communcato pubblicato dal Ministero della Guerra, nel pomeriggio di ierl, in base ai rapporti del Comando Supremo Italiano, si rileva che un riparto delle nostre truppe ha brillantemente compiuto una operazione in alta mentara contra un esercio avanzato. montagna, contro un poscto avanzato nemico, uccidendo o catturando i com-Il Comunicato dice:

"Un riparto italiano, superando grandi difficolta di terreno, ucelse o catturo la guarn'gione di un posto avanzato nemico situato all' altezza di 2682 metri sul livello del mare, nell' alta Valle Zebru Il riparto italiano torno' illeso.

"Nel settore tea la Valle Lagarina Val Arsa e nell' area di Ponte della riula si e' verificata una intensa at-"Due areoplani nemici sono stati at

battuti " ziano che l'Austria ha chiuso la fron-tiera fin da sabato scorso. I dispacci aggiungono che grandi movimenti di umerose truppe son state notati, come pure di una immensa quantità di mate-riale da guerra. Detti movimenti sono tutti in direzione del fronte italiano e le autorità svizzere ritengono che, tra ercve, gli austriaci tenteranno un' altra offensiva contro l'Italia.

Immensi treni corrono Jungo le linee

erroviarie del Tirolo, trasportando contingenti di truppe. I passeggier borghesi non sono ammessi a viagiare.

Washington, 14 agosto. Le autorita' diplomatiche di qui' sono di avviso che tanto la Germania quanto l'Austria sono ancora lontane dal sottomettersi alla politica del Presidente Wilson circa la determinazione riguardo l'Alsazia e la Lorena e le provincie italiane soggette all'Austria, nell'annunziata the charge of violation of the Shern law.

"That is not charged in the bill of shown," Judge Hause declared, "they cannot be held for violating the Sherq law.

"The question of violating the Sherq law. pace offensiva delle Potenze Centrali.



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, 104th Squadron, British Army, he fell 10,000 feet while bombing German towns ajong the Rhine

FACILITATES PAYROLL LINE

Women at Hog Island Avoid Crush When "Ghost Walks" A new order from the payroll deof the force is paid off beginning at

of the force is paid off beginning at noon.

The men are required to wear their badges in conspicuous places so the pay-masters can see their numbers for they are paid accordingly. A man either has ato 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 numericat order and sometimes great difficulty is experienced in handling the crowd and keeping the aisles clear so the men can keep moving along after they have been paid.

I shool

A popular man at the Merchants' ships are as Jene Becera, a Mexican. Recera was in the civil enginer corps, but has just started suck to his oil home in Mexico after an about eight years. He graduated from the University of Fennsylvania and hen took a short course elsewhers. Receration took a short course elsewhers. Receration took a short course elsewhers. Receration of the country of the property of the prope

Sheriff Albert R. Granger, of Delaware County, probably has more denuties than any of their Sheriff in the United States. He can count them by the thousands, where most any other Sheriff can count his upon his fingers. Sheriff Granger's balliwick takes in Hog Island and also the two shippards at Chester—Chester and Sun. His predecessor, John Heyburn, who went out of office last December, bequeathed him about 3500 departments. Heyburn swore in 750 guards at Hog Island in one day. Every otter in a whits Granger goes to the three shippards and creates a few more "assistants." It costs the county nothing. The shippards pay these men for guarding the plants. Granger was at the Chester shippard yesterday and went away with about fifty more men on his list. The guards at these places come and so, and it pays the Sheriff to keep in touch with these yards.

BUSINESS CAREER OF PETER FLINT

A Story of Salesmanship by Harold Whitehead

CLXVI 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 cinch if he knows what to say about his goods and knows all the abjections and arguand knows all the objections and arguments which the buyer can make, but the buyer doesn't know what the sales man is going to say. The trained sales-man is like the trained prize fighter boxing with a fellow who hasn't learned how to use the gloves. There's nothing to it. It's just a case of biff-bing and bring on the flowers!"

ring on the flowers:"
Goldman asked if any of us had objections which had stumped us during the days, so your humble servant last few days, so your humble servant pipes up and says, "Yes. I got one that gave me the count. What would you say when a fellow says he can't take any insurance because he owes a lot of money and wants to pay his debt's first?"
"Ask him which debt he considers most important—the debt of a few dollars which he can pay whether he lives or dies, that is, if he has insurance, the debt to his wife and family, whi without insurance, he can only pay the lives and can't possibly pay if he dies. It only costs about 2½ per cent of the face value of the policy to carry of the face value of the policy to carry

A new order from the payron uppartment at Hog Island puts the girls and women in line for their pay with should die, his insurance will probably pay his debts, but if he has no insurance and should die, not only are his debts unpaid, but the most important debt of all, that is the one to his family, is un-paid. Indeed, perhaps the little he may have left his family in the way of real estate may be taken from them to pay his debts. When you owe money, the debtor says. He is all right as long as he is alive, but the insurance company says "That's all right even if you die "Ever hear the story of the man who left everything he had to an orphan

I shook my head. A popular man at the Merchants' shippard surance and yet when he died he left

"How much did he leave?"
"Quite a lot—he left seven children."
"I had a fellow who's doing quite n good business," said one of the other salesmen, "and he says that he's got to put all of his money into his business and reckons he can make enough money to keep his family without bothering about insurance. He's making a pretty

good iacome now, too."
"How old is he?" asked Goldman.
"About twenty-six or twenty-seven.
A married fellow with a couple of kids." "Next time you call on a man like that, ask him if he knows that out of every hundred who are about his age

not more than three of them will be self-supporting by the time they are sixty or sixty-five. About thirty-five or forty of them will be dead before that time comes. Over half of them will be absolutely dependent upon their relatives. Possibly two of them might have enough money to live on. After you have told this to the prospect say to him. Are you sure that you are going to be one of those men who are fortunate enough to be self-supporting by the time they reach sixty? When a man is making money is the time for him to spend money freely—on insurance, because that money comes back to him, whereas, if he spends it for a good time he will have a few recollections left, but who ever heard of buying a square meal with recollections?

"When a man tells you he will take out insurance to be alive. Insurance is always cheaper today than it will ever be again. It is good business to buy at the bottom price, and today's price is always the bottom price.

"You can buy stocks and bonds at any time, but you can't buy insurance ever heard of buying a square meal with recollections?

"When a man tells you he will take out insurance to be alive. Insurance is always the sure to come up to surante, all my prospects want to put it off."

"When a man tells you will be mighty glad to write him up later if he will guarantee to be alive. Insurance it is good business to buy at the bottom price, and today's price is always the bottom price.

"You can buy stocks and bonds at any time. The price of securities will be a few recollections left, but who ever heard of buying a square meal with recollections?

"When a man tell syou he will take my prospects want to put it off."

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"When a man tell syou he will take my prospects want to put it off."

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"When a man tell syou he will take my prospects want to put it off."

"When a man tell syou he will take my prospects want to put it off."

Thave trouble, "a

"What do you say to a fellow," asked ever heard of buying a square meal with "C. C." with a smile, "who says



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most unusual collection of frocks in the very height of tashion and hold described at the regular prices.

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Deep fringe-trimmed tunics, round collars, loos sleeves and covered buttons.

Navy, gray, plum, flesh, white or black.

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than ever before. We suggest therefore, that you see our dealer immediately. His allotment is small but he may still be in position to book your order. You understand, of course, that all orders must be accepted on a trict priority basis.

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