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. Other questions will be answered in this column. The most interesting problems of inquirers will be woven into the story of Peter Flint.

CLXVII

THIS morning I finished buying a few glad rags to wear at Margaret Biller's wedding tomorrow, in Boston. Then, as both my Italian prospects passed the doctor O. K., I got hold of their policies, delivered them and got cash for the first year's premiums in both cases.

My old pal, Frascati, who was there all the time when the second deal was being put through, said, "Amico has a brother who hasn't any insurance." Then he talked to Amico in Italian and Amico nodded his head vigorously.

"Good, good," said Frascati. "He says he will tell his brother about it, and if you want to come down some time next week he will introduce you to his brother. He will tell him about it meanwhile and assure him that it is all right."

I went back to Perkins and he certainly is tickled with the way I got things going there. "Seems to me," I said, "I've struck a Klondike."

"If you handle that thing properly," he said, "you ought to make quite a killing. If you can once win the confidence of one or two leaders of an Italian, Portuguese or Slav community, one will introduce you to the other, and you can scoop up quite a lot of good business."

I wrote to Frascati today and told him how much I appreciated the interest he had taken in me and that it was a pleasure for me to serve him and his friends, for I knew that I was selling life insurance for the best company in America. I say, I wrote the letter—I did, but I wrote it from a copy which Perkins wrote out for me.

At half-past 3 the telephone bell rang, and it was Francis Graham. He wanted me to meet him up town at 6 o'clock and have dinner with him. He told me he got back to New York this morning, got his things packed, has given up his room, and is leaving on the night train for Hammerville.

I feel pretty mean. Somehow, the thought of being left in New York without Francis made me feel lost. I had gotten so to depend on him and he was the only pal I had. Of course, I have Rosie, but—

I met Francis at the McAlpin and he ordered one swell dinner. Say, bo! Francis certainly knows how to order the eats, and the fellow who does the cooking there is some foodologist.

"M-mmmm," I said, with a sigh of satisfaction, when I had finished the last drop of my demi-tasse. "Now is the time to die while I am really happy."

"Come, have a smoke in the lounging room," Francis said. He lit a cigar for himself and passed one to me.

I expressed a preference for a cigarette.

He bought me a box of cigarettes and I took one and passed the box to him.

"No, thanks, Peter, never touch them."

"Why?"

"Oh, I have no kick against cigarettes if a fellow wants to smoke them, but the real big business fellow has got his knife in cigarettes and it's a good idea to play the game as the big fellows play it."

He puffed his cigar for a few minutes in silence, evidently enjoying it. I lit a cigarette, smoked it for a while, and then—let it go out.

"Well, Peter," he broke the silence, "you and I won't see so much of each other in the future as we have in the past, will we, old chap?"

"No, Francis. Gee, but I'm going to miss you something awful."

"I'm going to miss you, too, son," he leaned over and gripped my knee.

"Peter——"

"M-hm."

"You're a pretty clever fellow."

I fished into my pocket, got hold of a penny and passed it out to him. He smiled and said, "and yet, at the same time, you are a damn fool!"

I put the penny back into my pocket.

"You know, you are a likeable kind of a chap, and yet you are so all-fired stuck on yourself that you don't realize how little you know. You spend the bulk of your evenings either at the movies or with the girl of yours in Newark, just hanging around. Why don't you try to do something that's worth while?"

"Gee whiz! Francis, don't start anything like that just when you're going away. When a fellow has been working hard all day he don't want to work at night as well. He has to have some fun in life, you know."

"Sure, he has; but it is much better to get something first on which to have the fun. You haven't enough money to have a real good time, you know. Why don't you get the monetary equipment that will enable you to make the money you want to have a good time on? Let's see, how old are you?

"I'll be twenty-one in three months."

"Well, here you are, nearly of age and yet you aren't getting anywhere. You are looking upon life and business as a joke—as a sort of pastime."

"I am doing better than the average in selling insurance."

"I know—but don't you want to be something better than an insurance agent? Mind, I think that insurance men are the finest lot of fellows on earth, but I want my chum to be an agents' manager if he wants to stick to the insurance business. I want him to get to the top of any line of work he goes into, and the only way he is going to get ahead is by systematically planning his work and seeing that he has the knowledge to deliver the goods."

Well, we talked some more and Francis sure made me think. I wonder if I am going about things the right way to be a big fellow some day?

My, but I'm awfully lonesome tonight. I can almost feel the emptiness in the next room where Francis has been my pal for so long. Gee, I hope he is going to have good luck in Hammerville.

TRAINING IN 67 COLLEGES

Pennsylvania University Appointed as Student Army Unit

Washington, Aug. 15.—(By I. N. S.).—Some of the largest colleges in the country were added today by the War Department's committee on education to the lists of schools to be equipped next month for units of the student army training corps, making sixty-seven in all. Among them are University of Pennsylvania, Princeton, Harvard, Cornell and Yale; Pennsylvania College, Gettysburg, Pa.; Carnegie Institute of Technology, Pittsburgh, Pa.; Villanova College, Villanova, Pa.

SUMMER RESORTS

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NEW PHILADELPHIA—Directly on Beach. Ocean Front; unobstructed view of Ocean and Auditorium. MRS. C. A. COX.

MARRIED

McCULLAUGH—McANANY. — Mrs. Ellen McAnany, of this city, wishes to announce the marriage of her daughter, ELIZABETH MARIE McANANY, to JOHN H. McCULLAUGH, of Company B, Third Anti-Aircraft, August 13, 1918, by Father B. Mulcahey. The marriage took place at Camp Stuart, Newport News, Va.

Deaths

Allen, Margaret E.
Blanke, Mary Curran
Conn, K. McS.
Carson, Mary Ann
Chambers, Anna C.
Cockroft, Martha
Conley, Francis X.
Connolly, James
Crawford, E. R.
Cullen, John P.
Cunningham, Louisa
Dillett, Clara
Dougherty, Jennie
Doyle, Patrick
Duncan, John B.
Ellis, John Hillman
Fannon, Sarah
Ferrell, William H.
Fitzpatrick, James H.
Fogg, Joseph K.
Gahagan, Eleanor M.
Garretson, Jennie
Geary, Walter M.
Genthert, William A.
Glenn, Jennie M.
Goeltz, Emma P.
Gotwals, Rachel G.
Greaves, Emma
Groff, L. Wayne
Hallman, Abram B.
Hand, Harvey J.
Hartley, Richard J.
Haverkamp, Wm. H.
Heenan, Bridget
Hill, Carrie E. Johns
Hoguet, Anna
Holland, Elizabeth J.
Horan, George S.
Hughes, Patrick, Sr.
Hulsemann, Bernard
Hunter, Elizabeth
Johnson, Mary
Johnston, Mary
Jones, Edward L.
Josten, Catherine
Joyce, Richard K.
Kelly, Mary
Kelly, Margaret A.
Kennelly, James J.
Kerrigan, Margaret
Kershaw, Annie W.
Lawson, Louis
Loper, Elizabeth
MacRae, Kath. M.
Maley, Matthew J.
McCloskey, Marie M.
McElhone, Ellen
McLaughlin, E. A.
Mellinger, Theresa
Mink, George
Mitchell, John M.
Moldoven, John P.
Mollenhauer, C. F.
Murphy, Margaret J.
Murphy, Samuel P.
Nathanson, Rebecca
Parker, George W.
Patterson, Mildred C.
Peters, William H.
Rittenhouse, William
Sailes, Charles S.
Schofield, Letitia
Sherrer, Eliza G.
Sidney, Mary Judson
Smith, Edmund V.
Smith, Joseph H.
Smith, Joseph H.
Smyth, William J.
Specia, Lawrence
Stephenson, E.
Strawbridge, H. D.
Strouse, Florence E.
Truitt, Sarah
Virden, Sadie C.
Walker, Thomas
Wallace, Anna
Warren, Hettie
Wilson, Agnes R.
Woolley, Thomas

ALLEN.—Aug. 14, MARGARET E., wife of George Allen and daughter of George P. and Margaret E. Riggin. Relatives and friends invited to funeral, Sat., 2 p. m., parents' residence, 1221 Emily st. (12th and McKean sts.). Int. Fernwood Cem. Friends may call Fri. eve. Auto funeral.

BLANKE, —Aug. 12, MARY CURRAN, wife of John H. Blanke and daughter of James and Sarah A. Curran. Relatives and friends invited to funeral, Fri., 8:30 a. m., parents' residence, 1421 S. 15th st. Solemn requiem mass St. Rita's Church 10 a. m. Int. Holy Cross Cem. Auto service.

CAPP.—KATHERINE McELROY CAPP, Aug. 9, of endocarditis, in Washington, D. C.

CARSON.—Aug. 14, MARY ANN CARSON (nee Ott), widow of Alfred L. Carson, Sr. Relatives and friends invited to funeral, Sat., 8:30 a. m., 1830 N. Croskey st. Solemn requiem mass St. Elizabeth's Church 10 a. m. Int. Holy Cross Cem.

CHAMBERS.—Eight Month, Fourth-day 14th, ANNA C., widow of David J. Chambers. Services Seventh-day 17th, at London Grove Meeting House, Chester Co., Pa., 2 p. m. Friends may call at the residence of Warren J. Dean, 7900 Oxford ave., Fox Chase, Sixth-day eve. Train leave Broad St. Sta. 12:30, for Avondale. Conveyances will be in waiting.

COCKROFT.—Aug. 13, MARTHA, widow of William Cockroft, formerly of 3860 Manayunk ave., aged 90. Relatives and friends invited to funeral services, Fri., 10 a. m., 1330 Fairmount ave. Remains may be viewed Thurs., 7:30 to 9:30 p. m. Int. private.

CONLEY.—Killed in action in France, July 18, with the 16th Infantry, Co. K, FRANCIS X., beloved son of William and Elizabeth Conley, aged 17, of 726 S. 20th st. Relatives and friends, soldiers and marines, invited to solemn mass of requiem for the repose of his soul, Fri., 9 a. m., Church of St. Charles Borromeo, 20th and Christian sts.

CONNOLLY.—Aug. 14, JAMES, husband of late Mary Connolly. Relatives and friends, St. Michael's T. A. B. Society, invited to funeral, Sat., 8:30 a. m., 1547 N. Marvine st. Solemn requiem mass St. Malachy's Church 10 a. m. Int. New Cathedral Cem. Auto funeral.

CRAWFORD.—At 1631 N. 15th st., Aug. 13, ELIZABETH R., widow of Frank M. Crawford, aged 77. Relatives and friends invited to funeral service, Fri., 11 a. m., David H. Schuyler Bldg., Broad and Diamond sts. Int. private.

CULLEN.—Aug. 13, JOHN P., son of Peter and Annie Cullen (nee Kelly), aged 7 years 6 mos. Relatives and friends invited to funeral, Fri., 8:30 a. m., parents' residence, 802 June st., W. Phila. Requiem mass Church of Our Mother of Sorrows 10 a. m. Int. Holy Sepulchre Cem.

CUNNINGHAM.—Aug. 13, LOUISA, wife of Thomas J. Cunningham. Relatives and friends invited to funeral services, Thurs., 8 p. m., 1617 E. Eyre st. Int. Fri. at convenience of family.

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DEATHS

DALLETT.—Aug. 14, CLARA, daughter of late John and Virginia Dallett. Funeral services and int. private.

DEVLIN.—Killed in action, Battle of Marne, France, July 16, with 109th Inf., Co. A, son of Catharine Havey and late John Devlin, of 618 N. Markoe st. Relatives and friends, soldiers and marines, invited to solemn mass of requiem for the repose of his soul, Sat., 9 a. m., Our Mother of Sorrows Church, 48th and Lancaster ave.

DOUGHERTY.—Aug. 13, JENNIE, widow of William H. Dougherty, aged 66. Relatives and friends invited to funeral services, Fri., 7:30 p. m., 942 Monmouth st., Gloucester City, N. J. Int. private, Sat., morning, Mt. Pleasant Cem., Milville, N. J.

DOYLE.—Aug. 12, PATRICK, husband of Annie Doyle. Relatives and friends, St. Dominick's Beneficial Society, invited to funeral, Sat., 8:30 a. m., residence of son-in-law, John J. Sands, 2073 E. Venango st. Solemn requiem mass St. Joachim's Church 10 a. m. Int. St. Dominick's Cem. Auto funeral.

DUNCAN.—Aug. 13, JOHN B., son of James P. and Laura Duncan, aged 18. Relatives and friends invited to services, Sun., 2:30 p. m., 2046 N. 29th st. Int. Arlington Cem. Friends may view remains Sat. eve.

ELLIS.—At Riverside, N. J., Aug. 13, JOHN HILLMAN, son of late Harry K. and Mary E. Ellis, aged 10. Relatives and friends invited to funeral, Fri., 3 p. m., parents' residence, 263 Hooker st., Riverside, N. J. Int. private.

FANNON.—Aug. 10, SARAH, wife of Bernard Fannon. Relatives and friends invited to funeral, Fri., 8:30 a. m., parlors of John J. McGinley, S. E. cor. 48th and Spring Garden sts. High mass of requiem St. James's Church 10 a. m. Int. Holy Cross Cem. Remains may be viewed Thurs., 7 to 10 p. m.

FERRELL.—Aug. 14, WILLIAM H., husband of Elizabeth Ferrell, aged 75. Relatives and friends Apollo Lodge, No. 296, I. O. O. F., invited to funeral services, Sat., 2 p. m., 1618 S. Mole st. Int. private. Remains may be viewed Fri. after 8 p. m.

FITZPATRICK.—Aug. 14, JAMES H., husband of late Mary C. Fitzpatrick. Funeral Sat., 7:30 a. m., 2339 Sterling Garden st. Solemn mass of requiem St. Francis's Church 9 a. m. Relatives and friends, all societies of which he was a member, invited. Int. New Cathedral Cem. Auto funeral.

FOGG.—Suddenly, Aug. 13, JOSEPH K., son of Samuel and Catherine Fogg. Relatives and friends invited to funeral, Sat., 8:30 a. m., parents' residence, 3568 N. Watts st. Solemn requiem high mass St. Stephen's Church 10 a. m. Int. Holy Sepulchre Cem. Auto funeral.

GAHAGAN.—Aug. 12, ELEANOR M., daughter of John and Mary Gahagan (nee O'Keefe). Relatives and friends, H. M. Sodality of St. Vincent's Church, invited to funeral, Fri., 8:30 a. m., parents' residence, 2149 S. 10th st. Solemn requiem mass St. Monica's Church 10 a. m. Int. Holy Cross Cem. Auto service.

GARRETSON.—At New Brunswick, N. J., Aug. 14, JENNIE, wife of Russel H. Garretson, aged 45. Relatives and friends invited to funeral services, Sat., 2 p. m., residence of William R. Garretson, Tullytown, Pa. Int. Tullytown Cem.

GEARTY.—Killed in action, Battle of Marne, France, July 16, Captain WALTER M. GEARTY, husband of Catherine Gearty and son of Walter and late John Gearty. Relatives and friends, Veteran Corps, members Company A, Old Guard, 1st Regt., N. G. P., St. Paul's T. A. B. Society, Sons of St. Edward's Cadets and San Salvador Council, K. of C., invited to month's mind solemn requiem military mass, St. Edward's Church, 8th and York sts., Fri., 10 a. m.

GENTHERT.—Suddenly, Aug. 12, WILLIAM A., son of Edward J. and Elizabeth Genthert (nee Mak), aged 9 years 6 mos. Requiem mass St. Peter's Church, Fri., 9 a. m. Funeral private, parents' residence, 416 W. Girard ave.

GLENN.—Aug. 11, JENNIE M., daughter of Mary Glenn (nee Harrity) and late John Glenn, aged 15. Relatives and friends invited to funeral, Fri., 8:30 a. m., from mother's residence, 1203 Parrish st. Solemn requiem mass Church of Assumption 10 a. m. Int. Holy Cross Cem. Auto funeral.

GOELTZ.—Aug. 13, EMMA P. GOELTZ (nee Selb), wife of John E. Goeltz. Relatives and friends, Ruth Home, No. 39, R. of A.; Champion Council, No. 8, D. of I., invited to funeral services, Sat., 1:30 p. m., 1833 Tulip st. Int. private, North Cedar Hill Cem. Friends may view remains Fri., 8 to 10 p. m.

GOTWALS.—Aug. 13, RACHEL G., daughter of George and Anna E. Gotwals, aged 27. Relatives and friends, Trinity Presbyterian Church and Sabbath School, invited to funeral services, Sat., 2 p. m., parents' residence, 3107 Frankford ave. Int. private, Cedar Hill Cem.

GREAVES.—Aug. 14, EMMA (nee Newton), wife of Joseph Greaves, aged 60. Relatives and friends invited to funeral services, Sat., 2 p. m., residence of George Ashworth, 2081 Morgaret st., Frankford. Int. Oakland Cem. Remains may be viewed Fri., 8 to 10 p. m.

GROFF.—Aug. 12, L. WAYNE GROFF, husband of Mary L. Groff, son of Adam B. and Elizabeth Groff, aged 43. Relatives and friends, Penn Dutrie Lodge, No. 825, I. O. O. F.; United Brothers Encampment, No. 26, I. O. O. F.; Local Union of Orles, No. 340, invited to funeral services, Fri., 2 p. m., 1426 Barring st., Hillside Cem. Friends may view remains Thurs. eve.

HALLMAN.—Suddenly, Aug. 13, ABRAM B., husband of Marie P. Hallman, aged 42. Relatives and friends invited to funeral services, 217 S. Main st., Phoenixville, Pa., Sat., 2 p. m. Int. private Morris Cem., Phoenixville, Pa.

HAND.—Aug. 13, HARVEY J. HAND, 1218 Mt. Vernon st., husband of Lillian M. Hand (nee Pugh) and son of Ida M. and late Harvestan J. Hand. Relatives and friends invited to funeral, Friday, 7:30 a. m., Oliver H. Bair Bldg., 1820 Chestnut st. Solemn mass of requiem Assumption Church, 9th and Spring Garden sts., 9 a. m. Int. Holy Cross Cem. Automobile service. Remains may be viewed Thurs., 8 to 10 p. m.

HARTLEY.—Killed in action in France, July 16, RICHARD JOSEPH HARTLEY, husband of Elizabeth and son of Richard and Elizabeth Hartley. Relatives and friends invited to military mass at Church of the Blessed Virgin Mary, Darby, Pa., Sat., 9:30 a. m.

HAVERKAMP.—Suddenly, Aug. 13, WILLIAM E., husband of Gwendolyn Haverkamp (nee Lewis), son of Agnes and late Henry Haverkamp. Relatives and friends, General W. S. Hancock Council, No. 506, O. of I. A.; Ellis Camp, No. 9, Sons of Veterans; Stonemen's Fellowship of 43d Ward, invited to funeral, Sat., 2 p. m., 4618 Lancaster ave., Marvine st. Int. private, Northwood Cem. Friends may view remains Fri. eve.

HEENAN.—Aug. 12, BRIDGET HEENAN (nee Maher), widow of John Heenan, formerly of 1710 Carlton st. Relatives and friends invited to funeral, Fri., 8:30 a. m., nephew's residence, John Nolan, 5340 Addison st., 36th and Pine sts. High mass of requiem Church of the Transfiguration 10 a. m. Int. Cathedral Cem. Auto funeral.

HILL.—Suddenly, in New York, Aug. 12, CARRIE E. JOHNS, wife of George A. Hill. Relatives and friends invited to funeral services, home of mother, Mrs. Lafayette de Ford Johns, 157 Fern ave., Collingswood, Fri., 10 a. m. Remains may be viewed Thurs., 8 to 9:30 p. m. Int. private. Harleigh Cem.

HOGUET.—Aug. 14, ANNA, wife of William H. Hoguet (nee Moellers). Relatives and friends invited to funeral, Sat., 8:30 a. m., 2227 N. Howard st. Solemn requiem mass Church of the Visitation 10 a. m. Int. Old Cathedral Cem. Auto funeral.

HOLLAND.—Aug. 14, ELIZABETH J., wife of George Holland. Funeral from residence, Church rd., Gladwyn, Pa., Sat., 2 p. m. Int. private, Lutheran Cem., Ardmore, Pa.

HORAN.—Suddenly, Aug. 12, GEORGE S., husband of late Katharine Horan. Relatives and friends invited to funeral, Fri., 8:30 a. m., 112 W. Logan st., Germantown. Solemn mass of requiem Church of St. Francis Assisi 10 a. m. Int. private, Holy Cross Cem. Auto service.

HUBLEY.—Aug. 14, GEORGE WARDER, son of May Hubley and the late Joseph E. Hubley, aged 46. Relatives and friends invited to service, Sat., 2 p. m., 5524 Ludlow st. Int. private.

HUGHES.—Aug. 13, PATRICK, Sr., husband of Mary Hughes (nee Doyle). Relatives and friends invited to funeral, Sat., 8:30 a. m., 1607 S. 56th st. Solemn high mass of requiem Church of Blessed Sacrament 10 a. m. Int. Holy Cross Cem. Auto funeral.

HULSEMANN.—Aug. 13, BERNARD, husband of Caroline H. Hulsemann. Relatives and friends, Ellis Post, No. 6, G. A. R., invited to funeral, Fri., 8:30 a. m., 2353 N. 20th st. Solemn requiem mass Church of Our Lady of Mercy 10 a. m. Int. Holy Sepulchre Cem.

HUPLITZ.—Suddenly, Aug. 13, ELIZABETH, daughter of late Frank and Mary A. Huplitz. Relatives and friends invited to funeral services, Fri., 1 p. m., residence of G. E. Gerhard, 609 N. 64th st. Int. private, Roxborough Presbyterian Cem. Remains may be viewed Thurs., 7 to 10 p. m. Auto funeral.

JOHNSTON.—Aug. 12, MARY, daughter of late William and Mary Johnston. Relatives and friends invited to funeral services, Fri., 2:30 p. m., niece's residence, Mrs. E. Everett Mather, 5619 Haverford ave. Int. private. Auto service.

JOHNSON.—Aug. 13, MARY, wife of George Johnson. Relatives and friends invited to services, Sat., 2:30 p. m., 31st and Madison ave. Int. Mt. Zion Cem.

JONES.—Aug. 12, EDWARD L., son of Phillip and late Mary A. Jones, aged 25. Funeral, to which relatives and friends are invited, Fri., 8:30 a. m., 2226 S. 23d st. Solemn mass of requiem Church of St. Edmond 10 a. m. Int. Holy Cross Cem. Auto service.

JOSTEN.—Aug. 12, CATHERINE, wife of Frank Josten (nee Hipp), aged 59. Relatives and friends invited to funeral, Fri., 2 p. m., parlors of Miss M. Burbeck, 1041 N. 4th st. Int. private, Northwood Cem. Auto service.

JOYCE.—Aug. 13, RICHARD KENNETH JOYCE, son of John J. and Mary L. Joyce, aged 16. Relatives and friends invited to funeral services, Sat., 2 p. m., 1250 N. 50th st. Int. private. Auto funeral. Friends may call Fri. eve.

KELLY.—Aug. 12, MARY, widow of Patrick Kelly. Relatives and friends invited to funeral, Fri., 8:30 a. m., 3738 N. 15th st. Solemn high mass of requiem St. Stephen's Church 10 a. m. Int. New Cathedral Cem.

KELLY.—Aug. 12, MARGARET A., daughter of Edward M. and late Annie Kelly. Relatives and friends invited to funeral, Fri., morning, residence of parents, Franklinville, N. J. Meet at house 10 a. m. High mass St. Bridget's Church, Glassboro, N. J., 10:30 a. m. Int. Glassboro, N. J.

KENNELLY.—Aug. 11, JAMES J., son of Patrick and Mary Kennelly (nee Pierce), aged 23. Relatives and friends invited to funeral, Fri., 8 a. m., parents' residence, 338 Daily st. (3d and Wolf sts.). Solemn requiem high mass Church of Our Lady of Mount Carmel 9:30 a. m. Int. Holy Cross Cem. Auto service.

KERRIGAN.—Aug. 13, MARGARET, wife of John Kerrigan. Relatives and friends invited to funeral, Sat., 8:30 a. m., 6766 Musgrave st., Germantown. Solemn mass of requiem Holy Cross Church 10 a. m. Int. Holy Sepulchre Cem.

KERSHAW.—Aug. 13, ANNIE W., wife of Cecil Kershaw, aged 62. Relatives and friends invited to funeral services, Fri., 2 p. m., daughter's residence, Mrs. Charlotte James, 4146 Orchard st., Frankford. Remains may be viewed Thurs. eve. Int. private.

LAWSON.—On Aug. 13, 1918, LOUIS LAWSON, husband of Anna Lawson (nee Marshall), aged 62 years. Relatives and friends and employes of American Steamship Co. invited to funeral services, on Friday, at 2 p. m., at late residence, 213 McKean st. Interment private, Fernwood Cem. Remains may be viewed Thursday evening.

LOPER.—Aug. 13, at Philadelphia, Pa., ELIZABETH, widow of Evans Loper, aged 83. Relatives and friends invited to funeral services, Thurs., 8 p. m., son-in-law's residence, George S. Russell, 1104 Duncannon ave., Phila. Int. Shiloh, N. J. Bridgeton papers copy.

MacRAE.—At Atlantic City, N. J., July 14, KATHARINE M. MacRAE. Funeral services, R. R. Bringhurst & Co., 1924 Arch st., Fri., 11 a. m. Int. private.

MALEY.—Aug. 14, MATTHEW J., husband of Mary H. Maley (nee French) and son of late Matthew and Mary Maley. Relatives and friends, Holy Name Society and employes of Prudential Insurance Co., invited to funeral, Fri., 8:30 a. m., 244 N. Felton st., West Philadelphia. Requiem mass Church of the Rosary 10 a. m. Int. private. New Cathedral Cem. Auto funeral.

McCLOSKEY.—Aug. 12, MARIE MILNER, daughter of George and Marion McCloskey, aged 18. Relatives and friends invited to funeral, Sun., 2:30 p. m., 2046 N. 29th st. Int. Arlington Cem. Friends may view remains Sat. eve.

ELLIS.—At Riverside, N. J., Aug. 13, JOHN HILLMAN, son of late Harry K. and Mary E. Ellis, aged 10. Relatives and friends invited to funeral, Fri., 3 p. m., parents' residence, 263 Hooker st., Riverside, N. J. Int. private.

FANNON.—Aug. 10, SARAH, wife of Bernard Fannon. Relatives and friends invited to funeral, Fri., 8:30 a. m., parlors of John J. McGinley, S. E. cor. 48th and Spring Garden sts. High mass of requiem St. James's Church 10 a. m. Int. Holy Cross Cem. Remains may be viewed Thurs., 7 to 10 p. m.

FERRELL.—Aug. 14, WILLIAM H., husband of Elizabeth Ferrell, aged 75. Relatives and friends Apollo Lodge, No. 296, I. O. O. F., invited to funeral services, Sat., 2 p. m., 1618 S. Mole st. Int. private. Remains may be viewed Fri. after 8 p. m.

FITZPATRICK.—Aug. 14, JAMES H., husband of late Mary C. Fitzpatrick. Funeral 9 a. m., 2339 Sterling Garden st. Solemn mass of requiem St. Francis's Church 9 a. m. Relatives and friends, all societies of which he was a member, invited. Int. New Cathedral Cem. Auto funeral.

FOGG.—Suddenly, Aug. 13, JOSEPH K., son of Samuel and Catherine Fogg. Relatives and friends invited to funeral, Sat., 8:30 a. m., parents' residence, 3568 N. Watts st. Solemn requiem high mass St. Stephen's Church 10 a. m. Int. Holy Sepulchre Cem. Auto funeral.

GAHAGAN.—Aug. 12, ELEANOR M., daughter of John and Mary Gahagan (nee O'Keefe). Relatives and friends, H. M. Sodality of St. Vincent's Church, invited to funeral, Fri., 8:30 a. m., parents' residence, 2149 S. 10th st. Solemn requiem mass St. Monica's Church 10 a. m. Int. Holy Cross Cem. Auto service.

GARRETSON.—At New Brunswick, N. J., Aug. 14, JENNIE, wife of Russel H. Garretson, aged 45. Relatives and friends invited to funeral services, Sat., 2 p. m., residence of William R. Garretson, Tullytown, Pa. Int. Tullytown Cem.

GEARTY.—Killed in action, Battle of Marne, France, July 16, Captain WALTER M. GEARTY, husband of Catherine Gearty and son of Walter and late John Gearty. Relatives and friends, Veteran Corps, members Company A, Old Guard, 1st Regt., N. G. P., St. Paul's T. A. B. Society, Sons of St. Edward's Cadets and San Salvador Council, K. of C., invited to month's mind solemn requiem military mass, St. Edward's Church, 8th and York sts., Fri., 10 a. m.

GENTHERT.—Suddenly, Aug. 12, WILLIAM A., son of Edward J. and Elizabeth Genthert (nee Mak), aged 9 years 6 mos. Requiem mass St. Peter's Church, Fri., 9 a. m. Funeral private, parents' residence, 416 W. Girard ave.

GLENN.—Aug. 11, JENNIE M., daughter of Mary Glenn (nee Harrity) and late John Glenn, aged 15. Relatives and friends invited to funeral, Fri., 8:30 a. m., from mother's residence, 1203 Parrish st. Solemn requiem mass Church of Assumption 10 a. m. Int. Holy Cross Cem. Auto funeral.

GOELTZ.—Aug. 13, EMMA P. GOELTZ (nee Selb), wife of John E. Goeltz. Relatives and friends, Ruth Home, No. 39, R. of A.; Champion Council, No. 8, D. of I., invited to funeral services, Sat., 1:30 p. m., 1833 Tulip st. Int. private, North Cedar Hill Cem. Friends may view remains Fri., 8 to 10 p. m.

GOTWALS.—Aug. 13, RACHEL G., daughter of George and Anna E. Gotwals, aged 27. Relatives and friends, Trinity Presbyterian Church and Sabbath School, invited to funeral services, Sat., 2 p. m., parents' residence, 3107 Frankford ave. Int. private, Cedar Hill Cem.

GREAVES.—Aug. 14, EMMA (nee Newton), wife of Joseph Greaves, aged 60. Relatives and friends invited to funeral services, Sat., 2 p. m., residence of George Ashworth, 2081 Morgaret st., Frankford. Int. Oakland Cem. Remains may be viewed Fri., 8 to 10 p. m.

GROFF.—Aug. 12, L. WAYNE GROFF, husband of Mary L. Groff, son of Adam B. and Elizabeth Groff, aged 43. Relatives and friends, Penn Dutrie Lodge, No. 825, I. O. O. F.; United Brothers Encampment, No. 26, I. O. O. F.; Local Union of Orles, No. 340, invited to funeral services, Fri., 2 p. m., 1426 Barring st., Hillside Cem. Friends may view remains Thurs. eve.

HALLMAN.—Suddenly, Aug. 13, ABRAM B., husband of Marie P. Hallman, aged 42. Relatives and friends invited to funeral services, 217 S. Main st., Phoenixville, Pa., Sat., 2 p. m. Int. private Morris Cem., Phoenixville, Pa.

HAND.—Aug. 13, HARVEY J. HAND, 1218 Mt. Vernon st., husband of Lillian M. Hand (nee Pugh) and son of Ida M. and late Harvestan J. Hand. Relatives and friends invited to funeral, Friday, 7:30 a. m., Oliver H. Bair Bldg., 1820 Chestnut st. Solemn mass of requiem Assumption Church, 9th and Spring Garden sts., 9 a. m. Int. Holy Cross Cem. Automobile service. Remains may be viewed Thurs., 8 to 10 p. m.

HARTLEY.—Killed in action in France, July 16, RICHARD JOSEPH HARTLEY, husband of Elizabeth and son of Richard and Elizabeth Hartley. Relatives and friends invited to military mass at Church of the Blessed Virgin Mary, Darby, Pa., Sat., 9:30 a. m.

HAVERKAMP.—Suddenly, Aug. 13, WILLIAM E., husband of Gwendolyn Haverkamp (nee Lewis), son of Agnes and late Henry Haverkamp. Relatives and friends, General W. S. Hancock Council, No. 506, O. of I. A.; Ellis Camp, No. 9, Sons of Veterans; Stonemen's Fellowship of 43d Ward, invited to funeral, Sat., 2 p. m., 4618 Lancaster ave., Marvine st. Int. private, Northwood Cem. Friends may view remains Fri. eve.

HEENAN.—Aug. 12, BRIDGET HEENAN (nee Maher), widow of John Heenan, formerly of 1710 Carlton st. Relatives and friends invited to funeral, Fri., 8:30 a. m., nephew's residence, John Nolan, 5340 Addison st., 36th and Pine sts. High mass of requiem Church of the Transfiguration 10 a. m. Int. Cathedral Cem. Auto funeral.

HILL.—Suddenly, in New York, Aug. 12, CARRIE E. JOHNS, wife of George A. Hill. Relatives and friends invited to funeral services, home of mother, Mrs. Lafayette de Ford Johns, 157 Fern ave., Collingswood, Fri., 10 a. m. Remains may be viewed Thurs., 8 to 9:30 p. m. Int. private. Harleigh Cem.

HOGUET.—Aug. 14, ANNA, wife of William H. Hoguet (nee Moellers). Relatives and friends invited to funeral, Sat., 8:30 a. m., 2227 N. Howard st. Solemn requiem mass Church of the Visitation 10 a. m. Int. Old Cathedral Cem. Auto funeral.

HOLLAND.—Aug. 14, ELIZABETH J., wife of George Holland. Funeral from residence, Church rd., Gladwyn, Pa., Sat., 2 p. m. Int. private, Lutheran Cem., Ardmore, Pa.

HORAN.—Suddenly, Aug. 12, GEORGE S., husband of late Katharine Horan. Relatives and friends invited to funeral, Fri., 8:30 a. m., 112 W. Logan st., Germantown. Solemn mass of requiem Church of St. Francis Assisi 10 a. m. Int. private, Holy Cross Cem. Auto service.

HUBLEY.—Aug. 14, GEORGE WARDER, son of May Hubley and the late Joseph E. Hubley, aged 46. Relatives and friends invited to service, Sat., 2 p. m., 5524 Ludlow st. Int. private.

HUGHES.—Aug. 13, PATRICK, Sr., husband of Mary Hughes (nee Doyle). Relatives and friends invited to funeral, Sat., 8:30 a. m., 1607 S. 56th st. Solemn high mass of requiem Church of Blessed Sacrament 10 a. m. Int. Holy Cross Cem. Auto funeral.

HULSEMANN.—Aug. 13, BERNARD, husband of Caroline H. Hulsemann. Relatives and friends, Ellis Post, No. 6, G. A. R., invited to funeral, Fri., 8:30 a. m., 2353 N. 20th st. Solemn requiem mass Church of Our Lady of Mercy 10 a. m. Int. Holy Sepulchre Cem.

HUPLITZ.—Suddenly, Aug. 13, ELIZABETH, daughter of late Frank and Mary A. Huplitz. Relatives and friends invited to funeral services, Fri., 1 p. m., residence of G. E. Gerhard, 609 N. 64th st. Int. private, Roxborough Presbyterian Cem. Remains may be viewed Thurs., 7 to 10 p. m. Auto funeral.

JOHNSTON.—Aug. 12, MARY, daughter of late William and Mary Johnston. Relatives and friends invited to funeral services, Fri., 2:30 p. m., niece's residence, Mrs. E. Everett Mather, 5619 Haverford ave. Int. private. Auto service.

JOHNSON.—Aug. 13, MARY, wife of George Johnson. Relatives and friends invited to services, Sat., 2:30 p. m., 31st and Madison ave. Int. Mt. Zion Cem.

JONES.—Aug. 12, EDWARD L., son of Phillip and late Mary A. Jones, aged 25. Funeral, to which relatives and friends are invited, Fri., 8:30 a. m., 2226 S. 23d st. Solemn mass of requiem Church of St. Edmond 10 a. m.