## ROOPSHIPS SUNK

Cologne Zeitung Admits Amer ican "Picked Men" Are Fighting Well

By the Associated Press

Amsterdam, Aug. 21. von Blume and Von Liebert, who menace in a large American army on the western front, already has apseared in the Cologne Zeitung. To calm men to Europe in a month. The article Your loving son, front, namely, the old regular army, plus about 40,000 of the most sturdy and most adventurous elements, which all nations have, who volunteered at the outbreak of the war. Then there will be contingents recruited from the New England States, who are the best-edu-cated and keenest fighters because their heart is in the businers

So we get an aggregate of from 200,-000 to 250,000 ploked men; but once these are used up the picture will be al-tered, because they cannot be replaced." The Zeitung believes that compulsory

#### **BUSINESS CAREER** OF PETER FLINT

A Story of Salesmanship by Harold Whitehead

Mr. Whitehead will answer your business questions on buying, selling, advertising and employment. Ask your questions clearly and edve all the facts. Your correct name and full address must be given 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.

HAVE you ever had to write a letter that you knew you ought to write and you wanted to write and you wanted to write? Isn't it awkward to start, and when you have got started, you feel that you have started wrong, and every time you make a fresh start you think you are worse off than ever. That's just how I felt when I wrote mother last Saturday night after Mar-garet and Philip had left for "somewhere in America," where they are going to spend their honeymoon,

We had a regular jolification after hey left, and it lasted until nearly midnight. Then the guests gradually drifted away and the family retired to their

"I want to stay up to write a letter." eald to Wallace when he suggested hat we go to bed. After he had gone I sat by the little

mahogany writing desk in the living room and began to write my letter to mother to tell her about my engagement to Rosie Lever.

I made half a dozen tries-then the clock on the mantelpiece chimed mid-sight. I heard a door close upstairs It seemed but a few minutes before

the clock chimed again, this time 12:30. letter was unwritten, although several vain attempts were scattered on the floor.

I put down the pen, placed my elbows on the desk, my head sank into my hands and I began to think over my I felt in my heart that Rosie wasn't

the equal of—oh!—of Margaret Rogers—or Mary Gillesple. I sometimes wish Rosie was Mary. I wondered if I was just getting by, or whether I was geiting on. It occurred to me that of all my folks at home and all my friends in dear old Boston, there wasn't one of cear old Boston, there wasn't one of them who knew Rosie in a friendly way. There wasn't one to whom I felt I could introduce her. Was I fair to myself in salcking to her? Was I fair to her? What would mother think? That dear, dear mother, who had stood between me and the results of many a boytsh escaand the results of many a boytsh esca

How I wished my mother could be with me then! Dear mother! How un-selfish she has always been to me! How she is always giving and never seeming to expect to receive I suppose all mothers are like that.

and put a corner on them, so they rould be too expensive for me to have

sick—day or night I would look up, and there was her dear, sweet face smiling down on me and her hand ever ready to smooth my pillow or make me com-fortable. A wave of remorse seemed to sweep over me. God knows, I hadn't been fair to her. I guess Margaret knew me better than I know myself. She's a nice girl—Margaret is. She knew that once I thought of mother I d write to her and tell her.

I wish mother were here now, and I'd like to kneel by her feet, put my head in her lap and cry. I would! I don't care if it is habyish. I wish I were different or Rosie were different—or something. I'm all Rosie has got.

though!

I took out my handkerchief and wiped my hands dry of the tears which had wet them. "Stupid fool," I said, and got up and walked across the room.

Boom! went the clock—one o'clock!
"Pshaw!" I said aloud. "I'm getting sentimental." I pulled out a package of cigarettes, struck a match and immediately blew it out. The sound of that match scratching was so loud it seemed as if it must wake the house. I listened breathlessly for a minute. No-I listened breathlessly for a minute. No-body stirred. Next I gathered up the scattered attempts at a letter, shoved into my pocket, took another sheet of paper and without any hesitation wrote the following:

"Dear Little Mumsy-It is 1 o'clock in

t engaged exactly, mother dear, but baye an understanding, as it were.

PHOTOPLAYS

PHOTOPLAYS

PHOTOPLAYS

TRAND Gin, Av. at Venango, E. of Broad

EUREKA 49TH & MARKET STS.

DOUGLAS FAIRBANKS rough time altogether. used to work in Marsh & Fel-

some reason. I think that's because she never had any education. But, mother, dear, if Rosic were to get some more schooling and had some one like my dear mother to tell her how to dress and things like that she's all right at heart. things like that, she's all right at heart, and I know we would all be proud of

the German public, the Tuesday edition of the Zeitung contained a long article attempting to prove by statistics that America cannot possibly send 200,000 What all this twaddle means, help me.

sleep.

these are used up the picture.

The Zeitung believes that compulsory military service is widely opposed, and is being evaded in the United States, and it builds hope on the stender basis that American casualty lists will increase this alleged repugnance. The article concludes with these arguments:

"The Americans are not supermen, militarily, and less so than in other respects. America may build standard soldiers.

"America has done more than many expected, even in America, but despite all surprises, American expert opinion that the full weight of her military power will not develop before 1919, or even 1920, holds good."

I have the respects which you want frem this letter, ourselve, and it to get agents to sell your various course. Is to get agents to sell your various course, is to get agents to sell your various course. Is to get agents to sell your various course, is to get agen Business Questions Answered

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ARCADIA CHESTNUT BEL 18TH BILLIE BURKE IN "IN PURSUIT OF POLLT" I think a mother is the best invention God ever made—how lucky I am that He didn't take out a patent on mothers BLUEBIRD BROAD STREET AND BROA

MARGUERITE CLARK IN UNCLE TOM'S CABIN

I thought of the time when I was ck—day or night I would look up, and bere was her dear, sweet face smiling other was her dear, sweet face smiling

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her,
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"If the Americans at the front are fighting well that does not need to cause surprise, for it is the fine flower of American manhood which is now at the front, namely, the old regular army, sleep."

"PETER"

I scaled the letter, switched off the light, groped into the hall, opened the front door, walked to the nearest mail box, dropped the letter in, crept along the silent street back into the house, into the house, sleep.

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DOUGLAS FAIRBANKS

ton's in Boston and left about the same time I did. She got a position in a store in Newark where she works now, and naturally I have seen more or less of her there.

"Now, mother dear, Rosie has had no real education. She never had a fair chance and doesn't understand some of the things which you understand. She wants some one to love her, though. She says she wants you to know her and like her. You see, she never had a mother, and—well, you probably know what she means, I don't.

"Francis Graham doesn't like her for some reason. I think that's because she last full that is because she last full that is the same of the subject very well. This ought to be obtainable in the public libraries.

ficers' training camp who have been rec-ommended for a commission, it was an-



Academy

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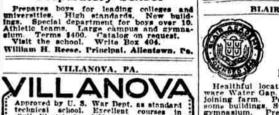
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