

MEN MISSING IN CASUALTY LIST Total of 194 Names Announced by War Department Today 106 OF THEM WOUNDED Eleven Reported as Killed in Action, Six Others Dying of Hurts

Washington, Aug. 22.—The army casualty list made public today by the War Department contains 194 names. The list for publication in newspapers of this morning contained 203 names, making the total 297. Today's list for evening papers is divided as follows:

Killed in action..... 11 Missing in action..... 71 Wounded severely..... 81 Died of wounds..... 7 Wounded, degree undetermined..... 25 Total..... 194

KILLED IN ACTION Sergeant DONAHUE, HARRY J., 5011 Woodland ave., Philadelphia. Corporals ARE, EDWARD, Milwaukee, Wis. DE SPAIN, HARRY H., Spartan, Ill. Privates AMBROSIO, CLIBERTI, Springfield, Mass. COCKER, GEORGE, Indianapolis, Ind. DEVAL, EARL, Kankakee, Ill. PEARSON, ARTHUR J., Canton, Kan. PHILLIPS, CLIFFORD Y., Mount Pleasant, Wyo. POTTERING, EDWARD, Cincinnati, O. TAYLOR, JACK B., Waiver, Idaho. TEMPLE, HERMAN N. D.,

DIED OF WOUNDS Corporal BRADLEY, CLARENCE I., Columbus, Wis. Mechanic HEISE, HARRY, Owens, Mich. Privates GILLIGAN, EARL, Philip, Camp Douglas, Wis. SCHULTE, JOSEPH, Richmond, Minn. TACKETT, LEONARD, Shelby Gap, Ky. TOMCZAK, CHESTER, Philadelphia, Wis. WOUNDED SEVERELY Colonel MCKLOSKEY, MANUS, Fort Myer, Virginia. Lieutenants BUTTS, EDGAR R., Lyon, Miss. DEMPSEY, GREGORY W., Portage, Wis. FRENCH, JOHN B., Mendon, Mass. GIBBY, JOHN FREDERICK, Tonia, Mich. MCCLURE, ROBERT BATTERY, Piedmont, Cal. SERGEANTS BURKHARD, JOHN J., Monroe, Wis. DIETZ, DORAN ARTHUR, Baraboo, Wis. FLOTT, JOHN, Grand Rapids, Mich. LEE, JAMES J., Whitman, Conn. MCMAULLY, JAMES, Rosslyn, Va. MARTIN, CARLES, Asheville, N. C. NICKERSON, CLEYTON, Roma, Mich. NITZBERG, HENRY, Grand Haven, Mich. SCHULTZ, ALBERT, Wallingford, Conn. TULLIVAN, FRANK E., Hartford, Conn. VAN OSTEN, CHARLES, Marysville, Cal.

Privates BRUNETT, GEORGE, Joliet, Ill. BURDOWE, GEORGE S., Washington, N. Y. CULVER, JOHN D., McConk, Neb. DOLY, FRANCIS A., New York city. GREENE, JOSEPH, New York city. KEEF, KENNETH K., Corning, Ia. MANGI, MIKE, New York city. MONK, LAWSON, Riverton, Ia. MOORE, JAMES, Allentown, Pa. PALADIS, JOHN, Madison, N. H. POKEART, GEORGE, New York city. STEPHENSON, NORTON D., Clearfield, Ia. WILLIAMS, GEORGE E., Corning, Ia. WRABLEWSKI, GEORGE, Chicago. GARDNER, WILLIAM L., 1518 North Twentieth street, Philadelphia. LAR, MICHAEL, Brevard, Ill. MOON, WOODY C., Bedford, Ia. ROBERTS, HARRY E., Pawnee, Okla. MISSING IN ACTION Lieutenants BAKER, AUBREY L., Norfolk, Va. MCARTHUR, JOHN A., Fremont, Neb. Sergeant PTE, FRANK E., Rochester, N. Y. Corporals JERSON, LAMBERT, Hartford, Conn. COOK, CLUSTER CUMMINGS, Waneago, W. Va. MELLOR, GEORGE E., Lowell, Mass. Bugler ROWEN, GEORGE D., Meriden, Conn. Privates BARNICLE, JOSEPH E., Natick, Mass. BROYLE, JULIAN S., Atlanta, Ga. CARLIN, JAMES ANTHONY, Woodhaven, N. Y. COOPER, ROBERT E., Harris, Ia. COX, WILLIE V., Walecka, Ga. COZZENS, RALPH J., Webster, Mass. CROBIN, WILLIAM, Worcester, Mass. CROBIN, JAMES L., Boston, Mass. DAHLQUIST, GEORGE R., Winchester, Mass. DELANEY, JOHN W., Worcester, Mass. DODD, THOMAS F., Washington, N. Y. DROUIN, GEORGE E., St. Johnsbury, Vt. EARLS, WILLIAM J., Hartford, Conn. FOLEY, FRANK E., Hartford, Conn. GORDECKE, CHARLES, East St. Louis, Ill. JUSTESSEN, WALTER O., Bridgeport, Conn. LONG, JOSEPH G., Lima, O. MEEKER, CLARENCE G., Sandy Hook, Conn. NEVE, JOHN DEPREZ, 2017 South Eighth street, Philadelphia. MICHAELIS, GEORGE, Brooklyn. MOSEL, JOHN, Bridgeport, Conn. MULLIGAN, JOHN F., Dorchester, Mass. PARROTT, JAMES J., Shiloh, Ark. POOK, WILLIAM, Detroit, Mich. PUSHARZT, HENRICH, Danbury, Conn. REBER, WILLIAM F., Corning, N. Y. RYAN, JAMES E., Worcester, Mass. SAWADSKY, JULIUS, Hartford, Conn. STROUSS, JAMES RALPH, Franklin, Pa. TALA, JOSEPH O., Beverly, Mass. WILD, FRANK CHARLES, Lawrence, Mich. Corporals ATRINS, WILBERT V., Bloomington, O. BARNS, CLARE, Makweid, Leitchfield, Mich. COLE, CAROL E., Memphis, Tenn. DALY, GEORGE J., Wallingford, Conn. CARTER, RANSOME D., Grand Rapids, Mich. GREEN, ALBERT F., Waterbury, Conn. GUDAIN, LEONARD, Meriden, Conn. HEWETT, PAUL R., Needham, Mass. JOHNSON, JOHN C., Dodge Ferry, N. Y. LOVETT, ANCEL, Williamsburg, Ky. MICHAELIS, CARL, Chicago, Ill. OYCONSON, THOMAS J., Chicago. RICKEL, ARTHUR MONTAGUE, Detroit, Mich. SHADLOCK, JOHN J., Bridgeport, Conn. SHERMAN, HARRY LEE, Quincy, Mich. TIEBER, NICK, Ironwood, Mich. Buglers RIBING, JOHN S., Windsor Locks, Conn. VENDETTI, COSIMO, Waterbury, Conn. Cook ABLES, JOHN KNOS, Forrester, Ill. Privates ADAMS, HARRY P., Meriden, Conn. ANDERSON, EMIL BENHART, La Crosse, Wis. ANDREWS, MERTON N., St. James, Minn. ATWELL, RICHARD, Portland, Me. BAILEY, FRANK, Waukegan, Ill. BARCELLA, JOSEPH, New Britain, Conn. BAUCARO, BENJAMIN, Chicago. BAYLY, FRANK, Hartford, Conn. BEELEY, JOHN D., Fairview, Mass. BROKHUIZEN, RICHARD, Rotterdam, Holland. BRIS, EDWARD G., Wilmington, Del. BRYANT, FLOYD, Muskegon, Mich. BYRON, WALTER, Rockville, Conn. BLACKWELL, NOAH, Marshall, Mo. BROWN, GEORGE C., Cannon Junction, Mass. CARRA, ANTONIO, New Haven, Conn. CHASE, ADOLPH A., Parnell, Mo. CHAMBERLAIN, ROY C., Salem, Mass. CHERRY, FRANK CHARLES, Chicago. CUMMERS, MURPHY, Seymour, Conn. DEAN, HAZEN S., Sault Ste Marie, Mich. DEBER, WALTER F., Meriden, Conn. DEAN, JAMES, Evergreen, Ia. DEW, WILLIAM M., Meriden, Conn. DUBOY, FRED H., Williams, Conn. DUNN, JOSEPH, Norfolk, Conn. ELLA, FRANK, San Basso, Italy. ELLA, EDWARD, San Basso, Italy.

Casualties Among American Troops Table with columns for Army and Marines, listing killed, wounded, and missing counts.

WOUNDED, DEGREE UNDETERMINED SERGEANTS BERCHARDT, VICTOR E., St. Paul. BRIDGEMAN, ANDREW J., Chicago. Corporals DOUGLASS, GROVER C., Grassy, Ia. FOWELL, RAYMOND H., Joliet, Ill. Cook REED, GEORGE, Canton, N. Y. ALFORD, DUDLEY, Danbury, Mass. ALLMOND, EMORY MARTIN, De Queen, Ark. ANDERSON, ARTHUR E., Lockport, Ill. ANDREWS, CLAIR FREDERICK, Birmingham, N. Y. BANCROFT, HARVEY G., Theresa, N. Y. BENOVOICH, ISRAEL, Waterbury, Conn. BOKROS, ANTHONY, Scranton, Pa. BOONE, DANIEL D., Dohi, Okla. BURKER, JACOB, Brooklyn. BOUCHARD, JOSEPH, Caribee, Me. BUSH, WILLIAM B., Ithaca, N. Y. BYRNE, GEORGE J., Avon, Conn. CALL, WALTER H., Winthrop, Mass. CARLO, ANTHONY G., Waterbury, Conn. CHRISTIE, WALTER, Avon, Ireland. CLAUDE, MICHAEL, Shelby, Mo. CONLAN, FRANCIS H., Worcester, Mass. COPPLAND, ISAAC H., East Salisbury, Mass. DONOVAN, JOHN, Wolcott, Mass. ECKSTEIN, GEORGE, New York city. FERGUSON, ALFRED F., Rutland, Mass. GERAGHTY, FRANK W., Newton Upper Falls, Mass. GORDON, ASA H., Clinton, Mass. KIPP, ELBERT S., Huntington, N. Y. MCKINLEY, ANDREW A., Buffalo. MARTIN, THOMAS E., Richmond, Va. MICALONIS, MICHAEL, Plymouth, N. Y. MURPHY, JOHN J., New York city. SUGENT, JOSEPH P., Worcester, Mass. TEBELGIN, NICHOLAS, Waterbury, Conn. THOMAS, JOHN L., Hartford, Conn. PINCHESKY, ISRAEL, 312 North Eighth street, Philadelphia, Pa. POORISH, SEYMOUR, Wallingford, Conn.

HEROES FROM NEARBY IN THE MORNING LIST Washington, Aug. 22.—The following from Pennsylvania (exclusive of Philadelphia), New Jersey and Maryland appear in the casualty list of 203 names issued by the War Department for this morning's newspapers:

KILLED IN ACTION Sergeant REARDON, CHARLES, Sharpville, Pa. Privates WANSIE, DANIEL J., Kulpstown, Pa. DIED FROM DISEASE Private BALDWIN, JULIAN W., East Orange, N. J. WOUNDED SEVERELY Corporal ZOPANCIC, ALOIS, Hackett, Pa. Privates STOPKA, CHARLES J., Baltimore. MISSING IN ACTION Privates CEMPY, JACK, Minersville, Pa. FORD, FRANCIS ALOYSIUS, Jersey City Heights, N. J. MCKINLEY, MICHAEL P., Cheesnut, Susquehanna County, Pa. ROWLEY, ABIE L., Warren, Pa. SOKINSKI, JOHN, 1513 Sloan ave., Scranton, Pa. Marine List KILLED IN ACTION Private NEWITT, GEORGE, Kingston, Pa.

ALL ARMY OBJECTORS TO BE SENT TO MEADE TO BE SHIPPED THERE FROM OTHER CANTONMENTS

Camp Meade, Md., Aug. 22.—Meade is to become the home of virtually all the conscientious objectors who have been drafted into the cantonments in the eastern section of the country. A decision to that effect was reached some days ago by the special board which was appointed by Washington to determine the status of all 'C. O.'s. In keeping with that decision, batches of the objectors have arrived within the last few weeks from Camp Devens, Mass.; Camp Dix, Wrightstown, N. J., and Camp Lee, Petersburg. This morning another batch arrived from Camp Wheeler, Ga. There are rumors to the effect that other conscientious ones will be sent here from other camps.

No statement was made as to the reasons for the decision of the board. At the present time there are a little more than 100 objectors in camp. Eighty-five of the original batch at Devens were granted furloughs a month or more ago to work on farms. Their furloughs were made out to August 17, but it is reported that they have been extended. No word has been heard from them. These objectors are no longer under the jurisdiction of Camp Meade. They are governed by the authorities at Fort Leavenworth, who have been given the job of farming out these men. Some objectors here have been given over to the jurisdiction of the Leavenworth people, but not for the same reason. Two of them were sentenced to twenty years confinement at hard labor on charges of attempting to spread sedition. Another alleged conscientious objector was given fifteen years at Fort Jay, N. Y., and still another narrowly escaped the death penalty. A few of the conscientious ones still in camp have been sent out to the reunion station, where they are working alongside the objectors who were used to handling horses and who had no objections to doing such work for the army.

One hundred and ten men have been transferred from this camp to Camp Holabird, Colgate Creek, Md., where they will join one of the water-tank train there. These were the objectors who were used to handling horses and who had no objections to doing such work for the army. Colonel John J. Bonifase has been appointed chief of the military police in camp and commander of all the trains of the Lafayette Division. The colonel is a New Yorker and went into the army as a private. Virtually all his life in the service until the outbreak of the war. He did serve for a few months with the Seventeenth Infantry, one of the regiments now in camp. Lieutenant Colonel Emmet R. Harris has been named division machine-gun commander. At the present time he is pursuing a special course at the central officers' machine-gun training school at Camp Hancock, Ga.

BUSINESS CAREER OF PETER FLINT A Story of Salesmanship by Harold Whitehead

CLXXII SAY, when I got back to little old New York last Sunday night it looked kind of good to me. I don't know why, but I got awfully blue in Boston. I looked forward somehow to getting back to work again on Monday morning and when I did I was so full of pep that the very first man I saw came across for a good policy. It came so easy that I hardly believed it was true until this morning when I found that he passed the doctor O. K. and, ray, everything in the garden is lovely.

I am coming to believe that insurance selling is the finest thing a man can do. Certainly it keeps him jumping like a frog all the time. There's a kind of satisfaction that's worth while in closing up a policy with a fellow who apparently doesn't want to come across. We had a crackjack meeting last night. I wouldn't miss the weekly meeting of the agents of the Magnitude Life Insurance Company for a whole lot. These days we certainly get a lot of good stuff out of it. We discussed what means of getting an introduction to the man who didn't want to see us. We couldn't agree, after all, as to whether a personal should use a card or not. One fellow who writes a lot of business seemed to think that a card was the only thing. He said that if you didn't use a card you got "by on bluff and that doesn't help you any."

"C. C." however, says he never has used a card except a private card with just his name on it. "What do you do," I asked, "if a guy won't see you and sends out word for you to give him your business card?" "I usually send back word that I haven't a business card and that it is a personal, not a business matter. I want to see him about. Then I write on a bit of plain paper, 'If you can see me for ten minutes, I would appreciate it. I want to have some thing to say.' Then I sign my initials. When that goes in to the man, as often as not he will see me because he doesn't know exactly what I want to see him about, but he assumes that it must be something fairly important on account of my persistence." "I still believe in sending my card right in to the business man," said Fleming, who is the first fellow I was telling you about. "I'm selling life insurance and I'm proud of the fact, and I believe that if a man won't see you, he has at least read the name of the

Magnitude Life Insurance Company on that card, and when he does want insurance he will remember it." "Yes," drawled "C. C.," "but every other agent sends in his card also—and I suppose when the poor wretch wants insurance he thinks of about 100 different names that he has seen on 100 different cards." "Well I think my way is best," insisted Fleming. "Let me tell you why I think you're wrong," said "C. C." "You see, when you send your card in to a business man, he looks at it, sees that you are an insurance agent, says to himself, 'I don't want any insurance. Nothing doing!' and hands your card back to the boy with the message that he isn't interested. Now, it's much easier for a man to decide that he doesn't want to do business with you when he is looking at a piece of pasteboard than it is when he is looking you in the eye.

"You know the story of the man who said he was going to call the biggest fellow in town a bully? Well, he did, but he did it over the telephone. It's much easier for a man to call you down or turn you down when he can't see you than it is when you're in the same office with him. What do you think of it, Mr. Perkins?" "The sales instructor looked up and said, 'I'm inclined to agree with what Mr. Crofton says. It is much better to get in touch with a prospect before telling him your business, if possible. But if a prospect insists on having your card before you go in, it is best to give it to him.'"

"Do you think that's better than my plan, Mr. Perkins?" asked "C. C." "I mean the plan of writing on the blank sheet of paper that my business is personal and so on. Don't you think that's more likely to win an interview than just sending in your card? Isn't there something more personal in that? Something more appealing?" "Yes, indeed, there is, for that method arouses curiosity. But the trouble is that if you aren't careful the after-effect will be worse than if you never had an interview at all. If you lead a man to expect something of real importance (mind you, I realize that insurance is important to us all), but something which the man himself thinks of real importance, and then talk to him about insurance, if possible, that you have gotten in to see him under false pretenses, and instead of merely taking a passive attitude he is antagonistic.

Has it ever occurred to you what a field this is for a woman? She can point out and describe most aptly the attractive features and little conveniences which will help to make a home. We can train you most thoroughly regarding the business procedure and the handling of the necessary papers. It is worth your while financially and professionally to investigate. Let us talk with you. Helpful, expert advice regarding this course given freely and gladly. Write, phone or call on the Director, 1421 Arch Street

"For you, 'C. C.," said Perkins, turning to him with a smile, "that method is all right, for you have the personality to carry it off, and you are so thoroughly familiar with your subject that you can get away with it, as it were; while a younger—oh, like Flint here—would fall down absolutely. Those trick methods of winning an interview are fine if you are big enough to live up to the expectations you arouse. If not, it is much better to leave them alone." "C. C." nodded his head, smiled and said, "I think you are right at that, Mr. Perkins."

"A good plan," continued Perkins, "is merely to say to the boy at the door, 'Boy, just tell Mr. — that I am Mr. —.' Your manner convinces the boy that you are some one of importance and he is as likely as not to tell the man you want to see that you are there by appointment. A remark of this kind makes the boy believe that you know the man you want to see and there and that, therefore, you must be some one of importance."

"If you merely say, 'Is Mr. Brown in?' you at once place yourself in a different class. See what I mean?" Believe me, I got him right away. Pretty kippy little stunt, isn't it? TODAY'S BUSINESS EPIGRAM Optimism is the inheritance of the busy man. What does this mean to YOU? Business Questions Answered Am much interested in your "Peter Flint" series. Perhaps you could give us something which would be helpful to women as well as men. Could you send me the name of some book on business opportunities for women? I would appreciate same. C. R. The message of business which is con-

lained in "Business Career of Peter Flint" is really as pertinent to women as to men, for in a modified way, the troubles, setbacks, successes and happinesses which young men have to face in the business world are very similar to those which young women have to face. Under separate cover I have pleasure in sending you the name of two books which deal especially with opportunities for women in business. They are good books and well worth buying. Two Shore Men Killed in Action Atlantic City, Aug. 22.—Two more Atlantic City men, now seven in all, have made the supreme sacrifice. Lester Dayton, nineteen years old, infantryman, son of Joseph Dayton, was killed in action on June 6. Arthur Folwell, artilleryman, was killed in battle on July 15. He leaves a wife and two children, who are in Virginia.

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Y.M.C.A. To the friends, relatives and families of Pennsylvania Soldiers in France:— ON SUNDAY, August 25, the PUBLIC LEDGER will issue a special Pennsylvania Hero Section, devoted to a description of the heroic deeds with which Pennsylvania's soldiers have distinguished themselves in France. It will be the first complete publication of all the stories of individual heroism that have been reported separately by Raymond G. Carroll, the news associations and official dispatches. It will contain photographs of Pennsylvanians killed, missing, decorated or to be decorated—an Honor Roll of undying fame. It will give the history and personnel of Pennsylvania regiments in the firing line—where they organized, where and when they were trained, when sent overseas, what they have done in battle. There will be letters from soldiers in France to their "home folks" over here, letters telling just what our boys think of it all. In future years this supplement will become a treasured memento in every Pennsylvania home fortunate enough to possess a copy. Nothing like this Hero Section has been published since the war began. Every home with a man in the army will want one or more copies, regardless of ordinary newspaper preferences. This demand is certain to quickly exhaust the edition. To avoid disappointment, notify your dealer immediately to reserve your copy. PUBLIC LEDGER COMPANY Philadelphia