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 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.

CXC

TOMORROW'S Friday, and I can go to the hospital to see Rosie. Poor old girl. I'll bet she's had a tough time.

Funny thing about a fellow's life! He can be drowning in an ocean of love and yet when he's at business, his "forgetting" gets busy and all his thodghts are on his job.

That's how I feel anyhow, for I'm getting so I want to win that silk umbrella. Not for Mary Gillespie, of course! That would be almost double-crossing Rosie, but—well, just to win!

Several of the fellows haven't yet started to climb the hundred rungs of the ladder. I'm still up only five points, and a chap named Garta is up eleven points. "C. C.'s" up sixteen points and a fellow named Hendrie, who started at the same time I did, is up to twenty-five points. I'm fourth, so far.

If I land old lady Tobin, a woman who lives in the next house to where I room, for the $2000 I'm talking about, it will make me tie with Hendrie.

When I got to the Magnitude office today, I found an envelope on my desk and in it was the following notice:

OFFICIAL BULLETIN NO. 1

First week of the silk umbrella contest over!

Only three weeks left to make good! The first week of the silk umbrella contest shows only four men climbing up the ladder of success. The four men are:

Hendrie	25 points
Crofton	16 points
Garta	11 points
Flint	5 points

The umpire has a surprise next week—watch out for Official Bulletin No. 2.

In the meantime—Pep, Punch, Pertinacity and Pluck will Procure Prospects, so Plan to Produce your full Percentage of Premiums.

Francis phoned me from the office of the Republic Cutlery Company to say that Beltman would like to have me work for him Saturday afternoon and evening.

"Don't forget tonight," said Francis.

"Tonight? What about tonight?" I asked.

"Why, don't you remember you promised to come with me to the opening session of that class in salesmanship?" he reminded me.

"Tell me," I asked him, "what makes you go in for this stuff. You probably forgot more than the professor guy ever knew. Besides, if a fellow is a salesman, he is one and that's all there is to it."

"Think so?" querined Francis. "If that's your idea, it's about time you learned something."

We had arrived at the classroom by this time and were soon seated and listening to Jethro Jones, the instructor.

Did he teach me anything? Did he—? I'll tell about it tomorrow.

River Pilot Gets Navy Commission

Announcement was made at the Maritime Exchange today that Thomas J. Virden, a Delaware av and River pilot, of Lewes, Del., and the son of Captain John P. Virden, president of the Pilots' Association, has been commissioned senior lieutenant in the navy.

MUSIC MUSIC

ZECKWER-HAHN
Philadelphia Musical Academy
1617 Spruce Street
Branches in West Philadelphia, Tioga and Germantown
50th Season. Classes Now Forming. Pupils May Enter Any Time
Directors: Camille Zeckwer, Frederick Hahn, Charlton Lewis Murphy
Call or send for prospectus
Mason & Hamlin Pianos From C. J. Heppe & Son

CARL H. STANGER
VOCAL INSTRUCTOR
Announces That He Will Resume Teaching
September 16, 1918
Studio: 2004 North 13th St.
Phila. Phone, Diamond 6513-J
Private Instruction Choral Classes

GERMANTOWN BRANCH
Philadelphia Musical Academy
30 EAST WALNUT LANE
Opens September 4th, 1918
JOSEPH W. CLARKE, Director
Prospectus Mailed on Request.

Moritz Emery
Resumes Teaching Sept. 9
1530 Walnut St.
Telephone Spruce 2093 Interview Hour 9-10 A. M.

LEEFSON-HILLE CONSERVATORY OF MUSIC
1524 Chestnut St, 68th Ave. and York Road, Oak Lane. Public School Music Supervision.
REOPENS SEPTEMBER 16TH

The Sternberg School of Music
10 S. 18th St., reopens Sept. 16. Complete musical education. Teachers' classes. Call or write for cat. Office open after Sept. 9.

DANCING
The CORTISSEZ SCHOOL, Mirrowed Studios 1520 Chestnut St. Day & Eve. Locust 3192
A TEACHER FOR EVERY PUPIL

$33,400,000
(Total Issue)

Interborough Rapid Transit Company

THREE YEAR SECURED CONVERTIBLE 7% GOLD NOTES

Dated September 1, 1918 *Due September 1, 1921*

Interest payable March 1 and September 1 in New York City
Coupon Notes in denominations of $1,000, $500 and $100
Notes registerable as to principal

Convertible at the option of the holder, into Interborough Rapid Transit Company First and Refunding Mortgage 5% Bonds at 87½% with adjustment of interest.

Redeemable as a whole or in part, at the option of the Company, at 103% if prior to September 1, 1919; at 102% if thereafter and prior to September 1, 1920; and at 101% if thereafter and prior to maturity, accrued interest also being payable in any case.

Interest payable without deduction for 2% of the Federal Income Taxes, which the Company may be required or permitted to pay at the source.
Approved by Public Service Commission, First District, State of New York.

From a letter of Theodore P. Shonts, Esq., President of the Company, stating the particulars in regard to the Notes, we summarize the following:

The $33,400,000 *Notes are to be secured by pledge under a collateral indenture, with Bankers Trust Company, Trustee, of* $52,187,000 *Interborough Rapid Transit Company First and Refunding Mortgage* 5% *Bonds (the bonds being thus pledged at a price of* 64%*).*

Except for work to cost about $6,000,000 *which is to be deferred until after the war, the proceeds of this Note issue will be sufficient to complete the Company's contribution to the cost of the Interborough new rapid transit system, while the City has yet to provide about* $40,000,000 *to complete its contribution.*

During the ten-year period 1907-1917, *in which the older subway was operated as a complete unit, and under normal conditions, the Company's gross revenue increased from* $22,902,579 *to* $39,866,146 *or* 74% *and the net income available for interest on its bonds increased from* $4,483,110 *to* $12,514,996 *or* 179%. *This experience of the past would justify the expectation of continuing expansion of traffic and earnings of the enlarged system, although a period of transition is to be anticipated during which the dense traffic currents shift from the old-established routes to the new ones.*

Under its contracts with the City, the Company is entitled to take, on the basis of this Note issue, out of the revenues of the Interborough rapid transit system, an annual sum which, with other corporate income, will provide $17,207,572, *as compared with* $11,973,100 *required for interest on all bonds and notes outstanding in the hands of the public and sinking funds on all bonds exclusive of the pledged bonds. It is estimated by independent engineers that, with the present rate of fare, the total net income available to the Company will be* $12,440,000 *in* 1919, *increasing to* $17,480,000 *in* 1922, *as compared with* $11,520,000 *required for estimated interest and sinking fund charges payable out of income in* 1919. *This estimate of earnings is based on a five cent fare, and the engineers state that in making the estimates, full allowance has been made for the unfavorable conditions brought about by the war.*

During the last three years the earnings of the Interborough Rapid Transit Company available for interest and sinking fund charges, as compared with the interest and sinking fund chargeable against the Company's earnings, have been as follows:

Year Ended June 30.	Gross Earnings	Income Available for Charges on Company's Bonds	Bond Interest and Sinking Fund Payable out of Income	Balance
1916	$35,891,528	$11,756,956	$3,043,630	$8,713,326
1917	39,866,146	12,457,873	3,572,515	8,885,358
1918	40,497,728	9,428,756	4,765,998	4,662,758

The earnings for 1918 *are exclusive of* $2,508,508, *on account of the partial operation of new lines for which the Company is entitled to be reimbursed, with interest, out of future revenues. The above earnings (except for a small period of* 1918*) have been derived entirely from the operation of the elevated lines and the older subway system, the latter representing an investment by the Company of approximately* $48,000,000 *and by the City of approximately* $59,500,000. *These earnings include substantially no income from the enlarged rapid transit facilities built during the last five years, for the construction and equipment of which the Company has provided approximately* $130,000,000 *of additional funds, while the City has provided more than* $60,000,000 *and will, it is estimated, provide approximately* $100,000,000 *upon the completion of the Interborough subways.*

The increased cost of operation during 1918 *reflects conditions which are common to similar enterprises throughout the country, as a consequence of the war, and in view thereof the Company has made an application for an increase in fare, which is now pending before the public authorities. The granting of this necessary increase would enable the City to obtain sooner a return upon its investment in the new Interborough subways.*

THE ABOVE NOTES ARE OFFERED, SUBJECT TO ISSUE AS PLANNED, FOR SUBSCRIPTION AT 98½ *AND INTEREST TO YIELD ABOUT* 7½ *PER CENT.*

Subscription books will be opened at the office of J. P. Morgan & Co., at 10 o'clock, A. M., Wednesday, September 11, 1918. The right is reserved to reject any and all applications, and also, in any case, to award a smaller amount than applied for. The amount due on allotments will be payable at the office of J. P. Morgan & Co., in New York funds, the date of payment to be given in the notices of allotment. Temporary notes will be delivered pending the engraving of definitive notes.

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FIRST NATIONAL BANK, New York *NATIONAL CITY COMPANY, New York*

HARRIS, FORBES & CO.

LEE, HIGGINSON & CO. *KISSEL, KINNICUTT & CO.*

HALSEY, STUART & CO.

Dated September 11, 1918.

"Passed by the Capital Issues Committee as not incompatible with the national interest, but without approval of legality, validity, worth or security. Opinion No. A1601."

EDUCATIONAL

Young Men and Boys

Military and Engineering Training for Men 17-21

To meet the present military needs the Government has lowered the draft limit from twenty-one to eighteen years.

Officers are needed and will be secured to a considerable degree from those institutions in which have been organized the Students' Army Training Corps.

Enlist in the Students' Army Training Corps at

DREXEL

The Engineering Courses to be given during the year 1918-1919 at the Drexel Institute will be under the guidance and supervision of the War Department.

All students taking these courses are soldiers in the United States Army, receiving private's pay and allowance for subsistence.

Students are classified according to age. On the day appointed for class, the Government tests the students as officer material.

Courses commence October 7. Write at once for information and enrollment blank.

For the official bulletin describing these courses in full apply to The Registrar

DREXEL INSTITUTE
HOLLIS GODFREY
Sc. D., Eng. D., LL.D., C.D.L., President
Philadelphia, Pa.

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WENONAH MILITARY ACADEMY
Where character, manliness and honor will be developed in your boy through the Military System. He will be taught *how* to study—how to learn. Twelve miles from Phila. The usual Academic, Special and Business Courses. A catalog for the parent and for the boy a book of views of Military and Athletic life.
Dr. Charles H. Lorence, Pres.
Maj. Clayton A. Snyder, Supt.
Box 412, Wenonah, N. J.

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PENNINGTON, N. J.

The PENNINGTON SCHOOL
College and Technical School preparation. Military drill. FRANK MacDANIEL, D.D., Headmaster, Box 70, Pennington, N. J.

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Miss Marshall's School
FOR GIRLS OAK LANE, PHILA.
Day and Boarding Departments. Primary, Intermediate and college preparatory courses. Art, Music, Expression, Domestic Science, Secretaryship. Teacher to every 6 girls. 4-acre campus with lake. Large, airy study rooms. Outdoor athletics. Write for appointment or telephone Oak Lane 1020. Illustrated catalog.
MISS E. S. MARSHALL, Principal.

Phila. School of Design for Women
Reopens September 30.
BROAD AND master STREETS, PHILA.
Young Women and Girls

The Holman School 2204 WALNUT STREET
A school with a genuine working atmosphere. Girls and young boys developed for lives of usefulness. Vocational and cultural training. Self-expression. Voice Development. Lessons in Presiding. Close personal attention in small classes. Auto service for small boys and girls. Telephone Locust 1329.
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MISS HILLS' SCHOOL
1808 Spruce street. Reopens Sept. 30th. The principals, Miss Lilian Chittenden Jones and Miss Agnes Bell Austin, will be at the school after September 5th.

Miss Sayward's School for Girls Overbrook
Phila., Pa. College prep. and secretarial courses. Junior and Musical Depts. Athletics. Domestic Science. Carriage calls for pupils in Rala, Cynwyd, Merion and Wynnefield.
MISS S. JANET SAYWARD, Principal.
VISITING GOVERNESS—French, English, School Branches, Piano. Miss C. K. Lorenz, 3135 Walnut st.

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The Army of the Land
needs trained leaders; the country needs intelligent help; the world needs food.
Short course Lectures and practical work begins Sept. 16. Subjects—Vegetable and fruit work, farm crops, soils and fertilizers, bees, poultry, canning and preserving, trees, shrubs, floriculture, bus. methods. Catalog. Regular two-year course begins Jan., 1919.
SCHOOL OF HORTICULTURE for WOMEN
Ambler, Penna., 18 miles from Phila.

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DARLINGTON SEMINARY
FOR GIRLS. WEST CHESTER, PA.
Located on a 60-acre estate in Pennsylvania's most beautiful farming country. Language, Art, Music, Expression, Arts and Crafts and Home-making Courses. College Preparation with certificate privileges. Catalog. Box 610.
CHRISTINE FAAS RYE, Prin.

BETHLEHEM, PA.

MORAVIAN SEMINARY & COLLEGE FOR WOMEN, Bethlehem, Pa. Preparatory and College Grades fully accredited. Opens Sept. 25th. J. H. Clewell, Ph.D., President.

GERMANTOWN

WALNUT LANE GIRLS' SCHOOL 61st Year
City and country advantages. High School Graduates. Homemaking, College Preparatory, Secretarial, Interior Decoration, Short Story Writing, Spanish, Horseback riding, Swimming, Basketball, Hockey, Dancing, Military drill. Miss Edna S. Johnston, A. B.

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Philadelphia to Savannah and Jacksonville, from all points South. Philadelphia to Boston, for all New England points. Passenger or Freight. Consult Agent.
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ATLANTIC CITY, N. J.

TRAYMORE—ATLANTIC CITY
WORLD'S GREATEST HOTEL SUCCESS

Westminster Ky. av. nr. Bch. Elev. to st. Priv. baths, running water. $12.50 up wkly.; $2.50 up daily. Chas. Buhre.

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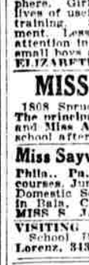
Tinicum Inn—On the Delaware. Cafe & Grill. Dancing. Mon., $12.50 up wkly.; $2.50 up daily. Chas. Buhre.

PARCEL POST

Leg Comfort



Don't suffer from varicose veins, swollen legs, weak knees and ankles or other leg troubles which need constant, certain support.
CORLISS LACED STOCKING will make you happy and easy. Throw away torturing elastics or troublesome bandages and forget leg troubles. Corliss Stockings made to measure, without elastic, wear for many months. Washable and sanitary, light and durable. Cost only $2.25 each, or two for the same limb, $3.75, and you'd gladly pay much more for the support and ease. Call & be measured free, or write for self-measurement blank No. 5. Hours 9 to 5 daily; Sat. 9 to 2:30. We also make abdominal belts (elastic and non-elastic) to order.
Penna. Corliss Limb Security Co., 1211-13-15 Filbert St., Phila., Pa. Suite 430. Bell Phone, Wal. 991.

Young Men and Boys

William Penn Charter School
No. 8 South Twelfth Street
PHILADELPHIA
Founded in 1689 and chartered by William Penn on the same day as the city of Philadelphia, the Penn Charter School has maintained an uninterrupted corporate existence. During the past forty-three years the school has graduated nearly 1300 pupils, of whom more than 1100 have continued their studies in a score of colleges and universities.
For the better accommodation of the recent increased enrollment a new two-story building is being constructed on the West House. Plans for the future include the full utilization for school purposes of the magnificent playing fields of 22 acres at Queen Lane. These plans are held in abeyance, pending the time when the termination of war conditions may permit new construction. The 230th year begins September 24th, with every member of last year's teaching staff on duty, with such additions to its membership as increased enrollment has rendered necessary.
The Prospectus for 1918-19 is ready for distribution. Buildings open for inspection and classification of pupils Sept. 4th.
RICHARD WOTT GUMMERE, Ph. D.
HEADMASTER

The Episcopal Academy
Locust and Juniper Sts.
FOUNDED 1785
With Which Was United in 1915
The De Lancey School
Thorough preparation for College. Special Courses preparing for Business or the United States Service.
Separate Bldg. for boys 6 to 11 years of age. Voluntary Military Drill for boys in the Middle and Upper Schools.
Upper School opens September 19th. Middle School September 26th; Lower School September 23d.
The Head Master will be at the Academy Daily.
Registers mailed on application.
Rev. PHILIP J. STEINMETZ, Jr., S.T.D.
Head Master

PREPARATION FOR COLLEGE
Naval Civil Service and State Board Exams. Business Courses. Typewriting, Shorthand, Bookkeeping. French, Spanish, Drafting. Write, phone or call.
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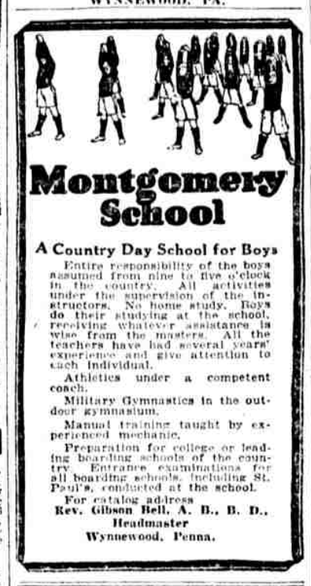
BROAD AND CHERRY STREETS

THE STEVENS SCHOOL FOR GIRLS
Open Sept. 24. 52d year. Kindergarten, College Prep., Domestic Science, Manual Training, Open-air classes. Catalogue. Miss Mary Bentley, Prin., 224 West Chelten Ave., Gtn.

WYNNEWOOD, PA.



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A Country Day School for Boys
Entire responsibility of the boys assumed from nine to five o'clock in the country. All activities under the supervision of the instructors. No home study. Boys do their studying at the school, receiving whatever assistance is wise from the masters. All the teachers have had several years' experience and give attention to each individual.
Athletics under a competent coach.
Military Gymnastics in the outdoor gymnasium.
Manual training taught by experienced mechanic.
Preparation for college or leading boarding schools of the country. Entrance examinations for all boarding schools, including St. Paul's, conducted at the school.
For catalog address
Rev. Gibson Bell, A. B., B. D.,
Headmaster
Wynnewood, Penna.

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Chestnut Hill Academy
An Ideally Located Country BOARDING AND DAY SCHOOL FOR BOYS
THOROUGH preparation for college, scientific school or business. Highest standards of scholarship.
The school is situated in the hilly region 11 miles north of Phila. Twelve-acre campus, athletic fields, golf links and completely equipped gymnasium with swimming pool.
Separate Lower School for boys from six years upward.
Specially low rates for five-day boarders
For catalog address
James Lawson Patterson, Headmaster, St. Martins, Chestnut Hill, Pa.

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IRVING
IRVING COLLEGE and MUSIC CONSERVATORY offers superior advantages at moderate expense.
It is located in the beautiful, healthful, charming, far-famed Cumberland Valley.
The College offers courses as follows: Classical, leading to A. B. degree; in Piano, Voice, Violin, Pipe Organ and thorough Theoretical Studies and Public School Music, to Mus. B. degree; in Art, Expression, Domestic Science, and Secretarial courses, to Diploma.
There are out-door sports in Tennis, Basketball, Hockey. Instruction also in swimming. None but desirable students are accepted.
The 68d session will begin Sept. 25.
Send for catalogue and view book.
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Mechanicsburg, Pa.

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A Capital School near a Capital City
A country school founded 1786. Modern buildings, large campus. Advantages of small classes and individual instruction. Thorough college preparation. Rates $500 to $600. Supervised athletics. Separate school for younger boys. We invite closest investigation—a personal visit if possible. Write for our catalogue and plans of new dormitory. New Junior school building will be open for September term. Address
ARTHUR E. BROWN, B.A., Headmaster

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Nazareth, Pa. Founded 1743.
College preparatory and business courses. Senior and Intermediate grades. Boys 11 to 18 years. Supervised athletics. Modern military training. Catalog. Address Box 263.

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Military College Men Command
While her graduates direct munitions' production, man battleplanes, lay down the barrage, and go "over the top," P. M. C. "carries on" as steadily and earnestly as ever her training of men for the battles of peace or war.
The men who lead are the men who know. Senior Unit, R. O. T. C. Collegiate courses in Civil Engineering, Chemistry, Economics and Finance. Preparatory and Junior Schools.
Col. Charles E. Hyatt, Commandant.
Box 565, Chester, Pa.
"The West Point of the Keystone State"

NEWTON, N. J.

Newton Academy for boys 9 to 16. Modern equipment. Personal attention. Catalog. Address Principal, Box L, Newton, N. J.

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SWARTHMORE PREPARATORY SCHOOL
A school founded upon a basis of true sincerity, well equipped and patronized by families of the best class. Boys are moulded for highest manhood and taught the true meaning of a useful life. A Friends' School, but patronage is non-sectarian. Summer session. Write for blk. "The Vision of Swarthmore."
A. H. TOMLINSON, Headmaster, Dept. 198, Swarthmore, Pa. (11 miles from Phila.)

Both Sexes Both Sexes

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Join the New Business Army
Great Opportunities for Good Paying Positions
Come here at once and train for a position as Stenographer, Typist, Bookkeeper, Secretary or Accountant. Most up-to-date courses and teachers. We can place you at a good salary as soon as you are competent. You are needed and it's your duty. Tuition moderate. Call, write or phone for catalog.
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Many courses preparing men and women for National Service.
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A SCHOOL FOR LITTLE CHILDREN
Boarding & Day Departments
SPRUCE STREET AT FORTIETH
Reopens for 5th Year in October
Phone Preston 4432. Auto Service.
Scientific Direction for NORMAL Children, 3 to 12 years. The aim of this school is to give Normal Children an environment in which the spontaneous impulses of child life may have freedom for individual growth. Direction covers Diet, Exercise, Recreation, Deportment, Control of Emotions, Occupation, etc., different for each individual child.
ANNA WINDLE PAIST, Directress
Montessori Diploma, Rome 1914

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Do you want to get on in life? To be indispensable in the world of business? You can do it but you must train for it. Get this thorough preparation in our Day or Night School. Start! *Day & Night Sessions. Enter any time.*
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Now available to young women—in Railroads, Government Work and Yeomanry. Well-trained stenographers & bookkeepers to fill the vacancies left by men. The cost of our course to train you is small and it takes about 30 days. Our graduates hold some of the best positions in the city. Write NOW for booklet or call.
30-Day Business College
Parkway Bldg., Broad & Cherry Sts.

FRIENDS' CENTRAL SCHOOL SYSTEM
Reopens Ninth Month 24th.
Write for Year Book and Rates.
PERCIVAL TAYLOR REX
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Acting Principals, 15th & Race Sts., Phila.

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THE BOYD SYSTEM
Touch Typewriting and commercial subjects. Expert teachers.
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ARDMORE
formerly known as
Miss Hills' School, Main Line Branch
Kindergarten and Primary for both boys and girls. Junior and Senior School for girls only. Bus service from West Phila. via Haverbrook and Merion. Opens Sept. 30. Address
MISS M. H. STEEN, Principal.

Short Courses NO ADVANCE IN RATES
Bookkeeping, Shorthand, Typewriting, English, Penmanship, Dictaphone, Comptometer. Day and evening sessions. Start at any time. Individual instruction.
PALMER SCHOOL, 16 South 10th St.

Palms Business College 1711 Chestnut St.
Day and Evening. Bookkeeping, Civil Service, Secretarial, Touch Typewriting, English, etc. Attend the best. Individual instruction. Select patronage. Phone Spruce 1552.

MISS HART'S Training School for Kindergartners, 3600 Walnut St., Phila. Junior, Senior & Graduate Courses. Primary methods. Practical Kindergartens. Home-like Students' residence. For particulars add. Adelaide T. Ilman, Prin., 3600 Walnut St., Phila.

GERMANTOWN FRIENDS' SCHOOL Opens Sept. 23. A few vacancies for earnest college preparatory pupils. STANLEY R. YARNALL, Prin.

FRIENDS' SELECT A School for Boys and Girls
ON-THE-PARKWAY—16th and 17th Sts.

Young South American would exchange Spanish or French for English or German with refined party. G 349, Ledger Central.

Intensive tutoring for college, law and med. Maher Prep. School, Witherspoon Bldg.

Teachers Wanted—Positions waiting. Free enrollment. Teachers' Bureau, 1005 Market St.

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White Road, Oak Lane, Phila.
50 acre farm. Special attention. Democratic spirit. Ages 4 to 18. Motor bus. Booklet.

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WEST CHESTER STATE NORMAL SCHOOL
Both sexes. $220 to $280. G. M. Philips, Prin.

Young Men and Boys
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VILLANOVA
Approved by U. S. War Dept. as standard technical school. Excellent courses in Civil, Electrical and Mechanical Engineering. Graduates eligible for Commissions in Engineering corps. Great need for men trained in these branches. Classical, commercial and registered pre-medical courses. Prep. School. For cat'g Box 70, Rev. J. J. Dean, O.S.A., Pres., Villanova, Pa.

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KINGSLEY
SCHOOL FOR BOYS
College preparatory; ideal location in New Jersey hills; 22 miles from New York; extensive grounds; separate residence for junior students; completely equipped laboratory; supervised athletics; military training. For illustrated catalog address
J. R. CAMPBELL, A.M., Essex Fells, N. J.

WANAMAKER INSTITUTE OF INDUSTRIES
23d and Walnut Streets
Opens September 19th
Cost of Each Course—Six Months

Architectural Drawing, three nights	$18.00
Art Needlework, two nights	9.00
Banjo, two nights (one period)	25.00
Bookkeeping, three nights	21.00
Business Arithmetic, two nights	12.00
Cookery and Domestic Science, 2 nights	18.00
Clockmaking, two nights	24.00
Commercial Department, five nights	27.00
Correspondence, two nights	8.00
Crochetting, two nights	9.00
Drawing, two nights (one period)	12.00
Dressmaking, first year, two nights	14.00
" second year, two nights	17.00
" third year, two nights	16.00
English Language, two nights	14.00
Engraving, two nights	24.00
Filing and Indexing, two nights	10.00
French Language, two nights	16.00
Garment Cutting, two nights	18.00
Guitar, two nights (one period)	25.00
Mandolin, two nights (one period)	25.00
Mechanical Drawing, two nights	15.00
Millinery, two nights	17.00
Painting—Art, two nights	12.00
Penmanship, two nights	8.00
Piano, three nights (one period)	25.00
Plan Reading and Estimating, 3 nights	15.00
Public School, three nights	15.00
Spanish Language, two nights	16.00
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