20, 1917, Where Ship-

yard Stands

TUST one year ago today the first

LAN DRIVE HERE FOR WAR CAMPS

Workers Cheer J. R. Mott and G. W. Perkins at Advance Meeting

WOULD HELP SOLDIERS

\$20,000,000 Is Pennsylvania

pleasure given by the seven organizations that are pooling their interests for
a united service to army and navy,
there's not a man in the United States
who would not say: If necessary to
establish one of the service huts where
my boy is serving. I'll mortgage my
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boy is serving and for office emblowed only for office emblowed farm or my home or everything I pos- kitchen is a whopper.

was Dr. John R. Mott. of New York, who spoke today in the capacity of chairman of the National Amalga-

of chairman of the National Amalgamated Camp Community Service Organisations and director general of the great campaign to raise \$170,500,000, which will open in the United States after October 19.

Hundreds of men and women, representing the Salvation Army, Y. M. C. A., Y. W. C. A., Jewish Weifare Society, War Camp Community Service, Knights of Columbus and the War Camp Libraries Committee, gathered at the Bellicievue-Stratford Hotel today to discuss preliminary plans for the campaign in Pennsylvania, whose quota will be \$20,000,000.

scenes at the front; George W. Perkins, of New York, with his plea for "millions for morale"; and A. H. Whitford, associate of Doctor Mott, in a stirring presentation of how hest the American people may be reached and made to understand the needs overseas, moved the vast audience to thunderous applause and verbal exclamations of approval.

Perhaps because this is the largest Sum of money any organization has ever There are four separate cafeterias on the following impossible to drive pillings, and what-specified their disapproval mildly, were work was done it was necessary to first thaw out the frezen earth with seam. A thousand tons of coal were needed each day, and the cars came into the yard frozen so that the coal all had to be picked out.

Despite these difficulties and the independent of supplies, the big shipyard grew with a rapidity rivaling shipyard grew with a rapidity rivaling to many other department, which has supervision of the commissary and many other departments in the ship-specific work was done it was necessary to first thaw out the frezen earth with seam. A thousand tons of coal were needed each day, and the cars came into the yard frozen so that the coal all had to be picked out.

Despite these difficulties and the including interpation of the commissary and many other department, which has supervision of the commissary and many other departments in the ship-spect work was done it was necessary to first thaw out the frezen earth with the result that a figure 15 to seam. A thousand tons of coal were needed each day, and the cars came into the frezen earth with the result that a figure 15 to seam. A thousand tons of coal were needed each day, and the cars came in the ship-specific work was done it was necessary to first that out the frezen each with the result that a figure 15 to seam. A thousand tons of coal were needed each day, and the cars came in the ship-specific with the result that a figure 15 to seam. A thousand tons of the seam. A thousand tons of the seam. A thousand tons of the se

in the United States, the speakers were vesterday, moved to such patriotic speech as is not

The center of America's heart interest has shifted in the last few months from Amanda Beckle the checker, was too America to France," continued Doctor busy for anything else.

Mott, who recently returned from his fifth visit to Europe since the war be-ran. There are more than a million of cur boys over there now and this winter there will be four millions in military Military Maids Are Expected to amps here and overseas. Consider that the \$170,500,000 which we will raise will not allow ten cents a day per boy, and not allow ten cents a day per boy, and then you will know we aren't asking Island. Last night they started a mili-half the amount needed

Busy days these with the girls at Hog Island. Last night they started a mili-tary drill at the island and they intend to repeat it each Tuesday and Thursday

Best America Can Give

"These seven organizations coming together to aid the fighting men are trying to take the best America can give across the seas. Our huts represent to the boys home, school club, church, stage, and, in a sentence, all the purely American things which he most misses. The man doesn't live who would not give to such a cause, once understood.

"I have seen every army in Europe and I tell you there is not one like that of the United States. Not only we, but the world is coming to know it. In a simple incident among soldiers returning from hard resuch figuring, whose minds were brought back to mornal and whose shattered nerves were eased by a basebail game. George W. Perkins quickly gave "is nutlence an idea of one phase of the service work. He also pictured the boys as attending the greatest international university in history.

"They are learning to think," he declared. "And it is they who will come back and take over the management white middy bouses red ties and blue with the properties of the service work. They are learning to think," he declared. "And it is they who will come back and take over the management white middy bouses red ties and blue white the purely are to have a work and the present rate there may be a shortage of spude. Sixty have already give the management white middy bouses red ties and blue with the purely are to have a work. They are learning to think," he declared. "And it is they who will come back and take over the management."

work of Pennsylvania committees was outlined in talks during the afternoon by representatives of each of the seven

SHIP HORSES HAVE GLANDERS

Fifty Suffering in York Ship Vil lage Killed by Authorities

An outbreak of glanders has occurred among the horses used at the York Ship Village in Camden County, New Jersey, About fifty horses have been kelled by New Jersey State veterinarians and a number of others have been segregated. York Ship Village is the community being established to house workers of the New York Shipbuilding Corporation. About 500 horses are employed on the operation.

E. J. Rodier, of the Emergency Flee reporation, who is assistant superingent of the village, today denies port of an epidemic of hoof and mescase. He admitted a quarantine en established, but stated the distant of the hoof and mouth distinct was epidemic in this State w Jersey several years ago.



In either brown or black leath-er; 6 ft. 4 in. long, 2 ft. 6 in. wide.



WITH SHIPYARD BOYS NEW YORK SHIP PLANT | HOG ISLAND STARTED OPENS BIG CAFETERIA ONE YEAR AGO TODAY

12,000 'Men Fed in Mam- First Earth Turned September moth Dining Room at Low Prices

The new cafeteria at the New York \$20,000,000 Is Pennsylvania Quota for Campaign Scheduled to Start October 19

The new cafeteria at the New York Shipyard, Camden, was opened yesterday to about 12,000 mouths. With this event the company thinks it has solved the problem of feeding its working army, the problem of feeding its working army, who didn't take their lunches with them ate in the basement of the main office building, with a separate room reserved for officials. Now this place is equipped only for office employes and officials. Now that are pooling their interests for The yard cafeteria is between the old.

The restaurant was thrown open at others in the making—stretches the con and there was a dash from all over arms of its derricks skyward as if apple yard to see who could be the first pealing for the victory that is some day sample the new cuisine. Bill Linton.

Audience Applauds

Doctor Mott with his descriptions of present at the front; George W. Perkins, men from the service department, which impossible to drive pilings, and what-

sum of money any organization has ever. There are four separate cafeterias on tried to raise by voluntary contribution the one floor, but only one was in use

HOG ISLAND GIRLS DRILLING

Shoulder Rifles Soon

until the girls are fit for any emergency.

Perkins quickly gave we nutlience an idea of one phase of the service work. He also pictured the ways ax strending the greatest international university in history.

"They are learning to think," he declared. "And it is they who will come back and take over the management of our country in the future. Let us keep them as clean, wholesome and healthy as possible and bring them back as nearly normal in these respects as we can."

"Today They are sampled to think," he declared "And it is they who will come back and take over the management of our country in the future. Let us keep them as clean, wholesome and healthy as possible and bring them back as nearly normal in these respects as we can."

Today They are conspicuous in the field cents and it they will and a potato race, and if they work here a short race, and if they have a short spend will be a short race, and if they may be a short spend to fire many more eligibles. The girls will wear will will also the social practice at the Hog laked "Y" next Monday evening. 5:30 to 6:30, and Miss Sarah D Ferris will coach them.

Today They are earning to think."

ack as nearly normal in these respects

8 we can."

Bruce Barton, national chairman of the girls there for the boys who are to man ublicity, told of the work aiready ac-

CAMP LEE FIGHTS FOE PROPAGANDA

Effect of Socialist Litera- PICK 19 MEADE MEN ture Given Italian Soldiers Is Counteracted

LOYALTY LETTERS HELP

O. B. Neyroz, Y. M. C. A. Secretary, Tells How He

Fosters Patriotism

By a Staff Correspondent Camp Lee, Petersburg, Va., Sept. 20. German propaganda, the type espe-ially designed to break the spirit and norale of Italian soldiers in the American army, is being counteracted most vigorously at this cantonment. "We have launched a drive against

is insidious effort to discourage our Italians," said B. Neyroz, "and will keep at the task until our men serving the colors of America are made to under-stand that they are righting for a righteous cause and that they must convessels already launched and forty-three others in the making-stretches the arms of its derricks skyward as if apribute in full measure to its success."
The Germans, through Italian Social-st literature, have persuaded many talian selectives that they are being

750 letters for the men and in every one have incorporated striking points adequate shipments of supplies, the big from the speeches of President Wilson shippord grew with a rapidity rivaling and other great Americans who are introduced in the big from the speeches of President Wilson shippord grew with a rapidity rivaling and other great Americans who are introduced in the president with the president with

"Forty-niners." Three hundred and have been forwarded to Italy and hun-nineteen days passed before the first ship was launched. And when the Quist- "At this camp we have more than Mrs. Ethel Carson and Miss Laura Townsend were kept very busy taking in the money on the first day, and Miss Amanda Beckle the checker, was too busy for anything else.

Was launched. And when the Quist-conck glided down the ways into the Delaware on August 5 Hog Island was Amanda Beckle the checker, was too busy for anything else.

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Was launched. And when the Quist-conck glided down the ways into the Delaware on August 5 Hog Island was not one of the largest colonies in America, is represented at this camp by more than 800 Italians.

HOG ISLAND GIRLS DRILLING

"The Easiest

Shoes on Earth''

Attractive, stylish, all-leather shoes, distinguished

by careful workmanship and providing extra comfort

The Original and Genuine

CUSHION SHOES

For Men and Women

and jars sustained by walking in ordinary shoes. From

the first day you wear Dr. A. Reed Shoes it's just like walking on velvet, for they need no "breaking in."

Sold Nowhere in Philadelphia Except at

No. 8 North 13th Street

tion of which was begun only six weeks ago, is still to be finished.

Thirty thousand men are employed in the shipyard at present. The weekly payroll amounts to \$1,000,000. So far the total expenditures have averaged \$10,000,000 monthly. The total extinct colors could do effective work by holding Italian mass-meetings and setting forth the real aims of America and telling the Italians of the benefits that will accrue to them when the boche, mated cost of the shipyard and the 180 is defeated." Approximately 1000 Italian soldiers ships under contract is \$315,000.000.

were naturalised at this camp today.

Major William Kay Scott, of Philadelphia, today assumes the duties of camp construction quartermaster. Only a few new cases of influenza were reported today and scores of the first victims returned to their drills.

FOR SPECIAL COURSE

Will Train at Camp Johnston for Commission in Quartermaster's Corps

Camp Meade, Md., Sept. 20. Nineteen soldiers have been selected because of special qualifications to take the course of training at Camp Joseph E. Johnson, Jacksonville, Fya., which "Hurry up for where? What a will fit them for commissions in the talking about?" I asked, blanklike. quartermaster corps as second lieu-tenants. Soldiers in all units are eligible for this training camp and are selected as are those for the infantry.

Sergeant, first class. Richard. S. Vaningen, Q. M. C. Detachment; Sergeant, first class, Gilbert E. Bodimer, Q. M. C. Supply Depot, 154th Depot Brigade; Sergeant, first class, Albert D. Rees. Q. M. C. Utilities Detachment; Sergeant Abraham B. Makover, Q. M. C. Detachment; Sergeant Milton E. Wil. Richard . S once in Italy Italian selectives that they are being sacrificed in the trenches for the cause of American capitalism.

Brigade: Sergeant, first class, Albert D. Rees, Q. M. C. Utilities Detachment; of American capitalism.

B. Makover, Q. M. C. Utilities Detachment; Sergeant Abraham B. Makover, Q. M. C. Detachment: Sergeant Milton E. Wilson, Motor Truck Company, No. 238; Sergeant Amos E. Hoover, Utilities Detachment: Sergeant Milton E. Wilson, Motor Truck Company, No. 238; Sergeant George A. Zelss, Q. M. C. Detachment: Sergeant James E./ Farrel, began, "3,000,000 Italian men. The draft has made a big cut in that population, and it is safe to say that every fifth man wearing the otive drab uniform of Uncie Sam is either a native of Italy or of Italian extraction. Today we have more than 300,000 Italians servins the colors, and all the discontent among the solution of the class of the colors, and all the discontent among these men can be traced directly to German propaganda."

Mr. Navres and Italian of Navres and Italian propaganda."

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Mr. Nav specified of the colors, and all the discontent among the colors, and all the discontent among these men can be traced directly to German propaganda."

Mr. Neyroz, an Italian elergyman, has been brought to this camp to serve as the Italian Y. M. C. A secretary.

"My first step to counteract the German influence dealt with home letters."

"My first step to counteract the German influence dealt with home letters."

"My first step to counteract the German influence dealt with home letters."

"Supply Depot, 154th Depot Brigade; To letters for the men and in every private, first class. John Engle O. M. C. Detachment; Corporal Frank A. Giandomenico, Q. M. C. Supply Depot, 154th Depot Brigade; This time he spoke on selling being all mental. Something like

HERTLING WORN BY WAR Private, first class, John Engle, Q. M. Supply Depot, 154th Depot Brigade.

> Women Vicariously Drafted Topeka, Kan., Sept. 20 .- Ruling on the

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 give all the facts. Your correct name and full address must be signed to all inquiries. Those which are dononprous must be ignored. Answers to technical questions will be assuered in 8hls column. The most interesting problems of inquirers will be worsen into the story of Peter Flint.

As soon as we finished dinner last night. Francis said, "Hurry, Peter, we don't want to be late tonight, for I want to introduce you to a very interesting man named Bruno Duke."

"Many salesmen waste too much time about how their goods are made and not enough attention is given to what the goods will do for the particular cus-

"Hurry up for where? What are you course."

' Francis went on: 'This Mr. Duke use. artillery, and machine-sun schools. The form which they were selected, follow:
Quartermaster Sergeant Ralph H.
Prescott, 304th Auxiliary Remount
Depot (in charge).

Sergeant Ralph Sergeant Ralph H.
Depot (in charge).

We beat it for the evening school and were about the first ones there. Just then two or three fellows and a

exercised salesmanship, whatever they were doing. This time he spoke on sell-ing being all mental. Something like this so far as I can remember: "Selling is a mental operation. When

"Selling is a mental operation. When a salesman rells something to a buyer it is his mind he sells—not his leg or the small of his back or any visible part of him. So we must understand something of the common working of buyers' minds if we are going to be able to make the right kind of impression.

"Let us, therefore, in considering one "Let us, therefore, in considering our

goods, look at them solely from the mental viewpoint.

"The buyer of this desk wanted the opportunity to keep papers and so forth in a convenient manner and the privilege of writing easily and comfortably—and that opportunity was best found in this desk, but it was the service he bought, not so many feet of timber.

"Likewise with the chalk—the ability to express thoughts on a blackboard was

to express thoughts on a blackboard was what prompted the buying of this piece of chalk, which was the thing which best filled the bill.

"So also with this book. It wasn't

the paper, the ink or the binding that caused the purchase, but the ideas con-veyed through that medium.

'In selling, therefore, we want to say no more about the physical aspect of our goods than is necessary—and everything we do say about them should merely be said to show how the particular fea-tures mentioned help to render service. tomer with whom they are talking

I've just read this over. I'm beginning to agree with Francis that there may be something in this salesmanship dope after all.

YOUNG MAN TO BE CARDINAL

Consistory Will Consider Farley Successor in November By the Associated Press Rome, Sept. 20

The selection of a successor to Car-

Gives Impression of Exhausted Man, Says German Paper Washington, Sept. 20—Count von Hertling, according to an article in the Gersen Zeitung, a synopsis of which was received here in an official dispatch from France today, gives the impression of an exhausted man, tired of power and worn out by events.

The paper says there are so few men

look at them solely from the in the empire capable of acting as po-viewpoint.

buyer of this desk wanted the make use to the utmost limit of the strength and capabilities of an old man,

who, after all, has rendered eminent services.

The different parties in the Reichstag are preparing for a continuation of the discussions in the principal committees of the Reichstag, which will meet on September 24.

For Quick

About 900 pairs of handsome new custom-built Fall Shoes are here, They compose an advance shipmen that through tremendous orders and business foresight we're able to sell you today and tomorrow at



For \$8 to \$11 New FALL SHOES

In Superb Custom-Built Tan or Black Koko Calf, Cordovan calf. A style for every man. You expected to pay more this year for shoes—and you will if you wait till later and buy them in other shops. We alone in Philadelphia have succeeded in holding the lid down on high prices in spite of war conditions! But only a small part of our order has been received and you'd better get them while they are here. So, come today, tonight, not later than 11 P. M. Saturday night, and

Last Year's Prices For \$8 to \$11 Values ROYAL BOOT SHOP

N. W. Cop. 13th & Market Sts



Value or Vanity?

ID you ever notice that the man who has money enough to buy every hat in the store, if he wanted to, doesn't strain himself to make an impression on the boy in the barber shop or the blonde in the check-room?

I've seen men who stutter and shiver when asked to buy a Thrift Stamp, but insist on carrying around a label in their hat to make strangers think they have money to burn.

War Thrift has taught men to buy Value instead of Vanity-and I don't believe a foreign label in a hat ever won the affection of a woman or the respect of a man-who was born in U.S. A.

If you will eliminate false pride and prejudice—cut out sentiment and silly vanity—and ask yourself what you really want in a hat you'll discover I've got it.

And this is a pretty good year to get acquainted if you're not ashamed to save a dollar, because I have all the seasonable shapes in all the popular colors, and they're all \$2.85.

Yours for the Fourth Liberty Loan



1307 Market Street STORE OPEN EVENINGS

The name of

"Jacob Reed's Sons'

(founded 1824 by Jacob Reed) represents nearly a century of successful merchandising.

In these days of high costs it is well to purchase from a house whose standards of value and service are such as to inspire confidence.

Our long years mean experience in merchandising, intimate contact with the woolen markets, the establishment of important connections with the leading producers of Men's Clothing.

These are positive-tangible advantages. We safeguard the buyer in the character and quality of his purchases, and also in the important factor of price-he buys value every time.



Drawn from h ranamate

Suits and Overcoats for men and young men, absolutely all-wool and of finest workmanship-Twenty to Seventy-five Dollars.

