

SHIP NEWS

ORGANIZED ATHLETES AT CRAMPS' DISBAND

Criticism of Association, Though Voiced by Few, Caused Leaders to Act

The Cramp Shipyard Athletic Association has disbanded. Announcement to this effect was made by George Stute, business manager, following criticisms by some of the shipworkers there.

This association was one of the most active in all the shipyards in its brief career. Formerly, only a few weeks ago, it took the lead at once in boxing and other exhibitions held at Shibe Park for the benefit of our soldiers and sailors. Some of the best boys in the fighting game donated their services to make these affairs successful.

Following some trouble at the yard last week, growing out of the employment of nine professional baseball players, there arose some criticism of the athletic association and its purposes. Although the critics were but few, heads of the association decided to disband and put the matter up to the membership. It is said there will be no reorganization this season, but a new association will probably be formed next spring when baseball again makes its appearance.

There is no sign of any feeling in the shipyard over the course matters have recently taken. Harmony seems to be the watchword with everybody there as one of the important essentials of ship production. The professional ball players are all on the job as if nothing had happened and are said to be making good.

MANAGER CHESTER WORKS

Joseph T. Martin, Once Aid to Schwab, Is Advanced

Joseph T. Martin, said to have been one of Charles Schwab's right-hand men at the Sparrows Point shipyard, has gone to the Chester shipyard as general works manager.

Martin takes the place of Glenn H. Trout, who has been promoted to assistant general manager. T. Klinkner, Trout was formerly with the Harriman railroad interests in the West and went to the shipyard only last January. He has been rapidly promoted in return for his all-around usefulness. He is a little fellow in stature, but big and strong with the nerve throughout the organization. Martin brought an assistant with him. This was creating a new job. The new works manager is a veteran shipbuilder.

There have been other important changes in the Chester plant. General Storekeeper Stevens has been appointed assistant to J. B. Johnson and Raymond Jackson has been moved up into Stevens' old place.

H. E. Spitzer, in charge of yard maintenance for some time, sprung a surprise on his friends. While engaged standardizing tools at the shipyard, he met with some obstacles which caused him to resign. He was sent right back to the same place with the Emergency Fleet Corporation as resident engineer over all engineers there. He is a mining engineer by profession. His place in the maintenance department is being filled temporarily by M. B. White, master mechanic.

H. T. Weis, superintendent of the machine shop, says he has resigned, but no official announcement has been made.

THE EXEMPTION BUREAU at the Chester yard is busy as ever with the men filing out and filing their questionnaires as fast as they can with the aid of a special corps of helpers.

TWO EX-FIRE CHIEFS of the Chester shipyard department were called, but only one responded. The Chester fire department was both were to have been put on trial upon indictments for alleged larceny, but one, named McEneaney, was not present. Fred C. Mumford, who has charge of both police and fire departments at the shipyard, wishes the court business was all over, for it has taken a lot of his time already. His assistant, Maher, is holding down his job for the time being.

ROG ISLAND GIRLS will soon appear in uniform. It is said they will be there, and they don't see why they can't choose their own rank. The girls, some of whom are at this yard and most of them think uniforms more business-like. As there was some objection to their ranks, however, they put the question to a vote and those in favor elected a sergeant. The majority may still have their own way about it, though. The girls are the great majority going around in navy uniforms and receiving special attention everywhere. With the question decided, the girls will go ahead with their dress and in a week or two of them may make their first appearance in their new shipyard uniforms. Probably the color will be blue, but there are not a few who would like to see the soldiers wear, or the next thing to it.

PRIVATE SCHWARZ and Wenzel, of Company C, Merchant shipyard guards, could give other soldiers a few dances with the

pretty girl instructors without missing them a bit.

PRIVATE JOE KRAFT, of the same company, says he doesn't mind taking tickets at the dance, for then he can get names and addresses of the girls and add them to his mailing list. He already has written several books.

PRIVATE NAT GOFF, Merchant shipyard guard, wants to get up a minstrel show at the shipyard. Plenty of home talent is said to be available.

THEY'VE BUILT A NEW cage at the Westcott plant, Chester, for new employees of the payroll department. Frank Howard, in charge of the division, says this is the first of its kind. It is said that such a nice one they don't mind it at all.

INFLUENZA OF THE Spanish breed has dealt a blow at the Westcott office, Frank Diehant, Miss Helen Zaunus and Frank Jester are all on the sick list.

ONE OF THE SPELLBINDERS in the Pusey & Jones plant is David A. Yerkes, foreman of erectors of machinery and entry crane in the New Jersey yard. He made the speech at the first flag raising in the Pennsylvania yard on the same day and has made many since then. Yerkes has been with the Pusey & Jones Company since 1914. He served his apprenticeship in the shipyard at the Cramp yard and in 1901 left there to go to the New Shipbuilding Company at the Cramp yard. In 1908 he took a job with the Engineering and Foundry Company at Philadelphia and from there went to the shipyard.

PHILIP SWISSLER, of the labor distribution department, Pusey & Jones yard, has been promoted to vice manager of the yard. He will join the Forty-Eighth Street office, where he will be in charge of the yard. He was assigned to the cost department. He was married in 1914 to Miss Josephine, in charge of labor distribution. He played clarinet in the Pusey & Jones band.

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 communications. 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 beginners will be woven into the story of Peter Flint.

SOME excitement around the offices of the Magnitude Life Insurance Company, believe me.

The "all-umbrella" content has certainly got our agents going. One guy got as mad as a bear with a sore head because a case of his got turned down. He'd got a twenty thousand dollar policy all signed and everything O. K., but after the doctor had given the applicant "the once over" and reported that he was on the blink in some way or other, the company declined the risk. "It's robbery," fumed the agent. "Here I work my blooming head off with a prospect that Perkins—Perkins, mind you—has been listening to for some time, they go and turn him down for some little two by four inch weakness."

"If it had been Crofton or Garta, you can bet your eye teeth it would have been accepted. Rank favoritism, that's what it is. I've had enough of it and take it from me I'm going with a company that can treat its agents white."

Perkins had been listening to the hot air and chipped in with, "Why should you think the Magnitude discriminates against you?" (I must look up the meaning of "discriminating.")

"Why-why, because you—" He halted lamely. "You fellows never did like me—and you'd hate to have me win the contest—not that I care a darn for an umbrella—I can buy one any time I want one."

"I expected to hear Perkins give him hell, but to my surprise, he said as quiet as you please: 'I'm really sorry you think that—and I know you must really think it or you wouldn't say so. If it's true, we're just a bunch of crooks; if it's not true, you'll be glad to know it, won't you?'"

"I suppose so."

"Well, how many cases have you had turned down in the last year, and for how much?"

"I can tell you, all right," he came back quickly, as he opened a little note book. "Let's see—with this \$20,000, it totals to—\$38,000. Think of it!" Here he began to get excited, \$38,000 worth of business chucked away."

"Hold on a minute," said Perkins. "I don't know much of that, was there any question about? Some of it, of course, was from people who had been rejected by other companies. How much was there any real doubt about?"

"Well, there was that Pillsbury case, and—"

"Back water, old chap, just total the amount, will you?"

After some more palavering, he totaled up the amount of doubtful business, and said sulkily, "Twenty-seven thousand."

"Of which," smiled Perkins, "this one policy was for \$20,000. Now, in that

case, the man's parents had both died before fifty and he is below weight; a subnormal pulse and an abnormal blood pressure. Suppose you were the company, would you take that risk?"

"The chap blinked his eyes, surprised like and said, 'I didn't know that. I'd been told, I'd have understood it—that's the fault of the matter, not letting a man know why.'"

"So, really, there's very little to grumble about, is there?" smiled Perkins. "For your information, Crofton has had not less than \$25,000 worth of questionable business declined, and Garta has had about the same. Makes your \$7000 look small, doesn't it?"

He put his arm through the agent's and continued, "I don't blame you for getting vexed, I should probably do the same. But just remember, old fellow, that the company wants all the business it can get and would take all it could and should, in the interest of the agent, the company and the prospect. It's to our interest to do it, so you may be sure that we would never hurt ourselves to discriminate against an agent. You feel more satisfied now, don't you?"

"I guess you're all right, Mr. Perkins," was the answer, "and I'm sorry I shot off my face like I did, but it's just upset me for the time being to have a prospect I had worked on for a month turned down so quickly by the company."

"Quite natural, too," Perkins said heartily, "but it's all right now, so we will forget it."

"I was telling Francis about it this evening and he was mighty interested."

"Mr. Perkins must be an excellent manager, for he certainly put that agent in the right frame of mind to strive for business."

"He ought to have given him the dickens," I said hotly. "That guy always keeps upsetting us."

"Wrong again, Peter," laughed Francis. "It's to our interest to do it, so you may be sure that we would never hurt ourselves to discriminate against an agent. You feel more satisfied now, don't you?"

"I guess old Perkins knows what he's about all right, all right."

TODAY'S BUSINESS EPIGRAM

Knowledge is the basis of confidence. What does this mean to YOU?

GIVEN ARMY COMMISSIONS

Philadelphians Are Made Second Lieutenants at Camp Pike, Ark.

The following Philadelphians have been given commissions as second lieutenants at the fourth training camp at Camp Pike, Ark.:

Richard H. Crane, 130 North Farnon street; John Francis Curran, 1923 North Twenty-fourth street; Paul Jones Essick, Oak Lane; A. G. Loeb, 1853 North Seventeenth street; Arthur T. O'Hara, 2067 East Arizona street; Samuel W. Roberts, 4512 Pulaski avenue; Carl Sachs, 1822 North Seventh street; Harrison Townsend, 4103 Baltimore avenue.

TO RAISE FLAG IN LUDLOW ST.

Residents in 5300 Block to Honor Boys in Service

A service flag will be raised tonight at 8 o'clock in the 5300 block on Ludlow street. The opening address will be made by Harry A. Mackey, chairman of the compensation board. Others who will speak are John P. Donohue, T. J. McNamara and Charles Sample. Music will be furnished by the Philadelphia Police Band and the Liberty Sing will be conducted by John S. Hart.

A service flag in honor of the boys who have gone from the thirtieth division of the Thirty-seventh Ward was unfurled at Twelfth street and Glenwood avenue last night.

ACCUSED OF INSULTING FLAG

Mob Roughly Treats Employee of New York Shipyard

Harry Olson, forty-seven years old, an employe of the New York shipyard, landed in Cooper Hospital, Camden, following alleged disparaging remarks against the American flag. Thirty stitches were necessary before Olson could be sent to jail, where he will be turned over to the United States authorities.

Olson was set upon by a mob at Fourth street and Kaighn avenue. The complainant against him was Sergeant Joseph Wharton, of 2812 Westfold avenue, who is home on a furlough.

Sergeant Wharton alleges that Olson said "To hell with the American flag," as Wharton passed him. Policeman Edward Barnett rescued Olson from the mob.

OPPENHEIM, COLLINS & CO. Chestnut and 12th Sts. Special for Tomorrow Women's & Misses' New Tailored Suits Model as Illustrated Unusual Value 39.75 Practical tailored suits of wool velour and duo-tone in the fall colors made on the new slender lines. Smart belted model with pleated back and cording of self material finished with silk arrow heads, buttoned high to neck with convertible collar.

WANAMAKER'S Fashionable and Well Made Coats and Frocks Are to Be Had for Small Sums in the Down Stairs Store

There is really no need for anybody to go about feeling dowdy, when pretty and fashionable clothes can be had for so little. A great many women are learning the lesson of economy that the Downstairs Store teaches and are putting the money saved into Liberty Bonds and Thrift Stamps. Dozens of Serge Frocks which appeal particularly to business women are here, and all of them are as practical as they are pretty. In navy and black there is a tailored, belted frock with a box-pleated skirt and a long rolling collar of satin at \$15. Another with a broad girde of rather unusual cut and a youthful collar and bow tie of satin is also in navy and black at \$16.50. Rows of braided and tasseled sashes from another navy or blue serge frock whose price tag reads \$19.75. And Plenty of Satins A so-called pretty dress with a fringed overskirt and a pretty collar is to be had in navy, black, brown and taupe at \$16.50. Another in the same colors is trimmed with eyelet embroidery in a self color on the long, rolling collar and the panels in the skirt. \$18. (Sketched.) A round collar of pleated white Georgetown crepe gives a pretty touch to a frock of Burgundy navy, brown or black satin at \$19.75. (Market)

These Fur Scarfs Are Not Expensive They are of various dyed furs worked into scarfs of generous size and new fashion. Blackoney scarfs, \$8.75 and \$10.75. Kitoney scarfs, \$10. Black China dog scarfs, \$7.50, \$18.50, \$25 and \$27.50. Brown China dog scarfs, \$18.50 and \$22.50. Brown Russian hound scarfs, \$32.50. Black skunk scarfs, \$19.75. Black fox scarfs, \$25 and \$27.50. South American taupe fox scarfs, \$32.50. South American brown fox scarfs, \$35. Taupe cut lynx scarfs, \$19.75 and \$22.50. In many instances these scarfs can be matched with mufflers at proportionate prices. (Market)

These Madras Shirts Are Good Ones The material is firmly woven, the stripes are fast color and the cut is generous. There are more patterns than a man would care to count and all sizes. \$2.35. (Gallery, Market)

For Thursday--A Splendid New Lot of Velvet Hats at \$3.85 and \$4.85 They're trimmed in dozens of pretty ways that are becoming to young women and to the more matronly women of conservative tastes. Some of the hats have the gay rose facings that flatter feminine complexions, some show the smart new chenille embroidery, and here and there you will note a touch of fur. No lack of colors to harmonize with Winter suits and coats. (Market)

Some Flowery New Kimonos of Cotton Crepe They came just the other day and are gay with pink, blue or lavender flowers. One style is trimmed with shirred satin bands and is marked \$3.85. The other has flat bands of satin ribbon finishing the neck, the pointed sleeves and piping the raised waistline. \$4.50. (Central)

Checked Gingham House Dresses \$2.50 In clean blue-and-white or pink-and-white checks with a crisp white collar and cuffs of pique. Pique is also used for a little facing in the front of the bodice and for the top of the pocket in the skirt. Sizes 36 to 44. (Central)

Beautiful Bag Ribbons That Are New They are of soft satin in dark shades brocaded with beautiful bright-hued designs of many kinds. One especially pretty one is of soft embroidery with tinsel thread and with little flecks of tinsel running through the satin. They are 7 to 9 inches wide at \$1.35 to \$5.50 a yard. Bags already made up to give an idea of how they would look are here. Bag Rings or Tops of many kinds of either shell or metal are priced 50c to \$3.50. (Central)

Fine Gloves from Overseas The fashionable white slipper gloves that are being so much worn by well-dressed women this Autumn. They are of soft white lambkin, beautifully made as French gloves always are, cut a little longer than usual with no clasps at the wrists. The backs have Paris point stitching and the seams are overseam sewn. (Central)

Community Stores We Serve You Save ALL-WEEK SPECIALS COMMUNITY STORES—more than 1800 of them—will serve you and save money for you on all your grocery purchases. They are interested in providing their patrons with products of assured purity, and with each purchase goes an individual store service that makes buying pleasant and profitable. Buy These Specials Any Day This Week SAFEHOME MATCHES box 5 1/2c You can depend on every one—full 500 count. PARAFFIN WAX . . . lb. 16c For Preserving—makes your jars safe. WEBER'S HONEY . . . Tumbler 18c Delicious—it pleases the taste. TOWLE'S LOG CABIN SYRUP With the Delicious Flavor of Pure Maple. Three Sizes 25c 50c \$1.00 NOTE—Look for the Community Stores' Specials in The Public Ledger—page 4—every Monday. Evening Ledger every Wednesday.

"The Owners of Swift & Company" (Now Over 22,000) Did it ever occur to you that you can partake of Swift & Company's profits,—and also share its risks,—by becoming a co-partner in the business? It is not a close corporation. You can do this by buying Swift & Company shares, which are traded in on the Chicago and Boston stock exchanges. There are now over 22,000 shareholders of Swift & Company, 3,500 of whom are employes of the Company. These 22,000 shareholders include 7,800 women. Cash dividends have been paid continuously for thirty years. The regular rate at present is 8 per cent. The capital stock is all one kind, namely, common stock—there is no preferred stock, and this common stock represents actual values. There is no "water," neither have good will, trade marks, nor patents been capitalized. This statement is made for your information and not for the purpose of booming Swift & Company stock. We welcome, however, live stock producers, retailers, and consumers as co-partners. We particularly like to have for shareholders the people with whom we do business. This leads to a better mutual understanding. Year Book of interesting and instructive facts sent on request. Address Swift & Company, Union Stock Yards, Chicago, Illinois Swift & Company L. F. Swift President