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 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.

CCXXXV

WELL, I sold two house lots at Leeville Park yesterday, or rather a couple of old women bought them.

I hadn't a prospect to take down with me, so Francis, Bruno Duke and I went to Leeville Park in "True Love."

We went down in fine style. "True Love" went along like she was an "Owen's Magnificent" or a "Sausage Rolls Choice." She took all the hills on high—ones we even overtook a Ford! But coming back! Oh boy, some trip, but I'll tell about it later.

Mr. Lee was there; he had a few prospects of his own. That's not fair I think. He hangs on to all the real easy leads he gets from the advertising and gives us the dead one—and then soaks us half our commish if we "resurrect the dead," as Zeigler says. It seems to me that he hadn't ought to do any selling unless it is to help some salesman. Perkins, of the Magnitude Life Insurance Company, would often go with an agent to show him how to close cases, but he always gave the agent full credit for it. Gee, I wonder——

Mr. Lee came to me and said, "Here's a couple of old hens who should be easy. They are a couple of folks Holt has and he's more than he can look after." Then he took me to them and introduced me.

It was my first attempt to sell land, so I felt a bit green. However, I said, "Come along with me, ladies, and I will find you a couple of real juicy lots."

"Oh, dear me, no," said one shaking her head seriously. "We don't want wet lots. We don't want the spring water. We want a couple of lots that has apple trees on it. These that have forty baskets of apples on them."

I looked blank. "I don't get you," I gasped.

"You know, young man"—she digged me playfully in the ribs—"those that that red-headed man spoke of in the train. I knew there were a very few of them and you keep them for special folk—we're special folks, you see; see hee."

I jumped, for that hee hee sounded like a tire bursting. Then I remember that the week before Zeigler told his folks about lots with apple trees on them worth more than the land cost. I guess he told the same yarn this time and these two old ladies heard him and thought they had discovered a good thing—poor mutts. "Well, I'll see what we can do about it. Do you want big apple trees or little apple trees?"

They had never thought of that, so had a long whispering confab and then told me, "Little ones, for they will be younger, so last longer."

I gasped, but said, "Well, pick a couple out round here for yourself."

We were just about half way up the rise; the land was pretty decent, but it was mighty hard walking, for the stumps in the roads that were to be hadn't been pulled.

They notified a little clearing by a V-shaped sign which read Maple street—Oak Street, and got quite excited over the lots there because they were covered with small bushes.

They decided to get two lots there, so I marked them off on my blueprint and took their first payment. Next day Mr. Lee told me that all the way back to New York they talked of what they should do with the apples another year. They almost got scrapping over it.

Gee, how Lee laughed when he told me about it; laughing and coughing with the smoke of his cigar he finished with "and the joke is, those 'apple' trees are scrub oak."

"Really? Then I'll tell them. Are there any with apple trees on 'em?"

"Oh, yes, about four, and Zeigler sells them every week!" I looked puzzled, so he explained. "No one will build there for a year or so, and then they will forget where their lots are, so we can give 'em anything we like—they will never know the dif. Now, don't you worry over the old hens; they picked the lot for themselves."

They did, of course; but I sure feel as if I had double-crossed them. I don't care what the others do, but I will sell the lots people want or none at all.

Oh, say, I saw a clever selling stunt today. I was calling on a clerk in a china store who had written about Leeville Park when a traveling salesman came in.

The boss asked the salesman what he wanted and "be quick about it." He was a snippy guy to the salesman, but to a stranger he'd just seemed as nice as pie.

The salesman said: "I want to buy a cheap dinner plate."

"Oh, I beg your pardon," said the old sulky mug and got him one. To our surprise, the salesman dropped it on the floor, and, of course, it broke into a thousand pieces.

"Now, sir," said the salesman as he picked up the pieces, "I want to show you something very interesting." He opened his grip and took out some glue of some kind and stuck the pieces together. In a few minutes he said: "It's stuck together now firmer than it was before I broke it. Break it, sir, and you will break it in different places, showing that the repaired part is the strongest."

The buyer looked dazed but dropped the plate, which, sure enough, broke in fresh places.

"There!" said the salesman. "That is the kind of china cement you want to offer your trade, isn't it?" He got an order all right.

Now I must write what Johnny Jones told us last Thursday.

TODAY'S BUSINESS EPIGRAM

"I should worry" is the curse of progress.

What does this mean to YOU?

CLOTHIERS

LARGE combination 900 m. H. Cambridge, river section; large frontage; 2 streets; ideal place for cemetery or factories; never been used for interment. Apply Estate of John B. Stetson, 5th and Montgomery.

IN MEMORIAM

WILSON—On the death of a sailor lad, dear and always remembered today, Nov. 4, 1914. ELIZABETH MORGAN WILSON. WM. J. WILSON.

Deaths

DANCING

$5 PRIVATE Dancing LESSONS $5
THE CORTISSOZ SCHOOL. Mirrored Studios 1520 Chestnut St. Day & Evg. Lessons Daily
A TEACHER FOR EVERY PUPIL.
Special Rates for Men in Uniform.
Saturday Even'g Dances 8:20 P. M. Orchestra

AUTUMN RESORTS
ATLANTIC CITY, N. J.

TRAYMORE—ATLANTIC CITY
WORLD'S GREATEST HOTEL SUCCESS
Westminster Ky. av. nr. Beh. Elev. to st. Price baths, running water $12.50 up wkly.; $2.50 up daily. Chas. Buhre.

CAPE MAY, N. J.
THE WINDSOR CAPE MAY, N. J. Open All the Year
SUN PARLORS - STEAM HEAT
R. HALPIN

OLD POINT COMFORT, VA.
Convalescent from Influenza and Pneumonia: Complete recovery hastened by the Sea and Sun.
OLD POINT COMFORT, VA
Hotel Chamberlin
Swimming Pool, Golf, Seafood Cuisine Every European Bath and Massage Service.
GEO. E. ADAMS, Mgr.
Fortress Monroe, Va.
For Booklet and Information at Cook's and Raymond & Whitcomb, 1005 Chestnut: "Ask Mr. Foster," in Acker's, 12th and Chestnut.

PHOTOPLAYS

The Stanley Booking Corporation

THE following theatres obtain their pictures through the STANLEY Booking Corporation, which is a guarantee of early showing of the finest productions. All pictures reviewed before exhibition. Look for the theatre in your locality obtaining pictures through the STANLEY Booking Corporation.

Alhambra 12th, Morris & Passyunk Ave. Mat. Daily at 2; Evgs. 6:45 & 9. "FOR THE FREEDOM OF THE WORLD"

APOLLO 52D AND THOMPSON STS. MATINEE DAILY ALICE BRADY in "THE DEATH DANCE"

ARCADIA CHESTNUT Below 13TH 10 A. M. to 11:15 P. M. CONSTANCE TALMADGE in "MRS. LEFFINGWELL'S BOOTS"

BLUEBIRD BROAD STREET and SUSQUEHANNA AVE. CECIL B. DE MILLE'S STAR CAST "TILL I COME BACK TO YOU"

EMPRESS MAIN ST., MANAYUNK MATINEE DAILY NORMA TALMADGE in "BY RIGHT OF PURCHASE"

FAIRMOUNT 29th & GIRARD AV. MATINEE DAILY ETHEL CLAYTON in "THE GIRL WHO CAME BACK"

FAMILY THEATRE—1311 Market St. 9 A. M. to Midnight. MACISTE in "THE WARRIOR"

56TH ST. THEATRE—Below Spruce MATINEE DAILY CLARA KIMBALL YOUNG in "THE SAVAGE WOMAN"

GREAT NORTHERN Broad St. at Erie 2, 7 & 9 P. M. LILA LEE in "CRUISE OF THE MAKE-BELIEVE"

IMPERIAL 60TH & WALNUT STS. Mats. 2:30. Evgs. 7 & 9. CONSTANCE TALMADGE in "SAUCE FOR THE GOOSE"

LEADER 41ST & LANCASTER AVE. MATINEE DAILY VIVIAN MARTIN in "HER COUNTRY FIRST"

LIBERTY BROAD & COLUMBIA AV. MATINEE DAILY LOUISE HUFF in "FOTHER DEAR CHARMER"

333 MARKET STREET THEATRE 9 A. M. to 11:15 P. M. ELSIE FERGUSON in "HEART OF THE WILD"

MODEL 12S SOUTH ST. Orchestra Continuous 1 to 11. "TO HELL WITH THE KAISER"

OVERBROOK 63D & HAVERFORD AVE. SPECIAL CAST in "THE RECKONING DAY"

PALACE 1214 MARKET STREET 10 A. M. to 11:15 P. M. DOUGLAS FAIRBANKS in "THE COMES UP SMILING"

PRINCESS 1618 MARKET STREET 8:30 A. M. to 11:15 P. M. MARIE KENNEDY in "FRIEND HUSBAND"

REGENT MARKET ST. Below 17TH 11 A. M. to 12 P. M. EMILY STEVENS in "KILDARE OF THE STORM"

RIALTO GERMANTOWN AVE. AT TULPEHOCKEN ST. LILA LEE in "CRUISE OF THE MAKE-BELIEVE"

RIVOLI 52D AND SANSOM STS. MATINEE DAILY FRANK KEENAN in "THE BRIDE OF HATE"

RUBY MARKET ST. BELOW 7TH 10 A. M. to 11:15 P. M. MAE MARSH in "MONEY MAD"

SAVOY 1211 MARKET STREET 8 A. M. TO MIDNIGHT MARGUERITE CLARK in "OUT OF A CLEAR SKY"

STANLEY MARKET ABOVE 16TH 9:15 A. M. to 11:15 P. M. WILL ROGERS in "LAUGHING BILL HYDE"

VICTORIA MARKET ST. AB. 9TH 9 A. M. to 11:15 P. M. PRIVATE DEAL

PHOTOPLAYS

THEATRES

OWNED AND MANAGED BY MEMBERS OF THE UNITED EXHIBITORS' ASSOCIATION

BELMONT 52D ABOVE MARKET VIVIAN MARTIN in HER COUNTRY FIRST

CEDAR 60TH & CEDAR AVENUE DOROTHY GISH in THE RUN-WITHIN

COLISEUM Market Bet. 59th & 60th WALLACE REID in THE SOURCE

COLONIAL Gtn. & Maplewood Aves. WM. RUSSELL in RUBES IN A HURRY

EUREKA 40TH & MARKET STS. MATINEE DAILY ALICE BRADY in THE DEATH DANCE

FRANKFORD 4715 Frankford Ave. ELSIE FERGUSON in HEART OF THE WILDS

FOX 69TH AND DAUPHIN STS. MATINEE DAILY

JUMBO FRONT ST. & GIRARD AVE. Jumbo Junction on Frankford "L" PAULINE FREDERICK in FEDORA

LOCUST 52D AND LOCUST STREETS Mats. 1:30, 3:30. Evgs. 6:30 to 11 MARY PICKFORD in JOHANNA ENLISTS

NIXON 52D Below MARKET ST. WM. DESMOND in THE PRETENDER

PARK RIDGE AVE. & DAUPHIN ST. Mat. 2:15. Evg. 6:45 to 11. ETHEL CLAYTON in THE GIRL WHO CAME BACK

WEST ALLEGHENY 25th and Allegheny BESSIE BARRISCALE in THE WHITE LIE

STRAND Gtn. Av. at Venango, E. of Broad

DEATHS

ALLERTON.—Nov. 3, FRANCES, wife of William Allerton, aged 67. Relatives and friends invited to funeral, Wed., husband's residence, 249 E. Tioga st. Int. Riverside Cem., Norristown, Pa. Remains may be viewed Tues., 8 to 10 p. m.

ANDERSON.—Nov. 2, of pneumonia, EDWIN S., husband of Louise Anderson, aged 29. Residence, 36 N. Dearborn st. Funeral services Tues., 2 p. m., earlier of S. Frankenfield & Sons, 2500 Ger. st. Int. Westminster Cem.

APPLEGATE.—At Fort Warren, Bedford, Mass., of pneumonia, FREDERICK, son of John and Jeannette Applegate. Funeral Tues., 2 p. m., 1116 Summerdale ave. Int. private.

BALDWIN.—On 2700 Porter st., Oct. 31, EUGENIA D., wife of Alfred W. Baldwin and daughter of Edward P. and Sarah Davis, aged 30. Services Wed., 2 p. m., Oliver H. Bair Bldg., 1820 Chestnut st. Int. private.

BARTH.—Suddenly, ALVIN, husband of Katharine Barth (nee Hayes), aged 30. Relatives and friends, members of Louis Hergold Fendrich Society, Metropolitan Horse-Drawn Carriage, Wagon and Automobile Workers' Local No. 196, invited to funeral, Tues., 3 p. m., 3606 Baltz st. Int. Mt. Vernon Cem. Auto funeral.

BELL.—Nov. 2, ROBERT J. BELL, aged 44. Relatives and friends, Washington Camp, No. 814, P. O. S. of A., Philadelphia Parlor, Fallon Post, invited to funeral, Wed., 2:30 p. m., 4141 Ridge ave., Falls of Schuylkill. Int. West Laurel Hill Cem.

BLACK.—Oct. 31, DANIEL, husband of Mary Black (nee Tomasso) and son of Julia Black, aged 24. Relatives and friends, Artisans' Assembly, No. 34, Washington Camp, No. 109, P. O. S. of A., Clearfield Post, Assoc. members of 24th Ward Republican Executive Committee invited to funeral, Tues., 2 p. m., 2019 E. Ellwood st. Int. Oakland Cem.

BRIAN.—Nov. 1, 1918, ELIZABETH, wife of Patrick H. Brian and daughter of John and late Catharine Cain, of Pottsville, Pa. Funeral private. Tues. morning, 7 o'clock, late residence, 2230 N. Lawrence st. High mass St. Elizabeth's Church, 8 o'clock Tues. Int. Pottsville, Pa.

BORST.—Oct. 31, of pneumonia, ANNIE, widow of Charles Borst and daughter of late Frederick and Susanna Harper, aged 42. Funeral Tues., 2 p. m., residence of sister, Mrs. Harry Sample, 2421 Nassau st. Int. Northwood Cem.

BROWN.—Nov. 2, MARY E., wife of George Brown (nee Bowen). Funeral Wed., afternoon, 2016 N. 5th st. Int. Northwood Cem.

BRYANT.—Nov. 3, MARY PILE BRYANT, aged 66, daughter of the late Morgan Bryant Pile and Sarah Hill. Due notice will be given.

BUSECK.—Nov. 3, FREDERICK, widow of Jonas Buseck, aged 85. Funeral Tues., 2 p. m., parlors of Raymond Acker & Son, 6th Lehigh ave. Int. private.

BYRNE.—Suddenly, Nov. 2, JAMES E., husband of Elizabeth M. Byrne (nee Gaum). Funeral Wed., 9 a. m., 1814 N. Park ave. Int. private.

BYRNE.—Suddenly, Oct. 31, MARIE C., daughter of Martin and Catharine Byrne, aged 12. Relatives and friends invited to funeral, Wed., 2:30 p. m., 1212 Diekinson st. Int. Holy Cross Cem. Auto funeral.

CADWALADER.—Nov. 1, CHARLES 38 SEIPP, son of Mary Wolf and Charles Clinton Cadwalader. Funeral services private, Tues., 2:30 p. m., Oliver H. Bair Bldg., 1820 Chestnut st. Int. private.

CAMBURN.—Nov. 2, EMMA H., widow of Charles B. Camburn and sister of Emma Hoover, Mrs. Frank Stevenson, Mrs. George W. Hatz, Erdenheim terrace, Chestnut Hill, Pa. Int. private. Oak Point Cem. Friends may call Wed., 7 to 9 p. m.

CANNON.—Suddenly, Nov. 2, ANNA MAYNON (nee Burns), wife of William F. Cannon. Relatives and friends invited to funeral, Tues., 10 a. m., brother's residence, 1914 Wood st. Int. Holy Cross Cem. Auto funeral.

CHARLTON.—Nov. 2, WILLIAM KIRK CHARLTON, husband of Mary T. Charlton (nee Stewart) and son of the late Mary and Charles H. Charlton, aged 27. Relatives and friends invited to services, Wed., 2 p. m., parents' residence, Strafford, Pa. Int. private.

CHERRY.—Nov. 3, HELEN C., wife of Raymond A. Cherry and daughter of Catharine and late Thomas Kelly, residence, father-in-law, William M. Cherry, 2639 S. Bouvier st., 18th and Oregon ave. Due notice of funeral will be given.

COOK.—Nov. 1, MARIETTA T., wife of Raymond S. Cook (nee Chalfberger), aged 32. Funeral Tues., 2 p. m., residence of father-in-law, William M. Cook, 3 Birch st. Int. Holy Cross Cem.

CRERIE.—Oct. 30, of pneumonia, CATHERINE M. (nee Sedelly), wife of William Crerie. Funeral Wed., 1 p. m., 2515 Sepviva st. Int. North Cedar Hill Cem. Auto service.

DEATHS

CREVEY.—Nov. 1, REGINA E., daughter of Joseph W. and Jennie N. Crevey (nee Jenner), aged 17. Relatives and friends invited to funeral, Wed., 9 a. m., parents' residence, 503 Haddon ave., Collingswood, N. J. High mass, St. John's Church, Collingswood, N. J., 10 a. m. Int. Holy Cross Cem.

CROSLAND.—Suddenly, Nov. 2, MARGARET F., wife of G. W. Crosland. Funeral services Tues., 2 p. m., chapel of Andew J. Hyde & Son, 46th and 19th sts. Int. private.

DALLAS.—Suddenly, Nov. 2, HUGH, husband of Sarah Dallas (nee Bell). Due notice of funeral will be given from 211 N. Sharpnack st., Sharon Hill, Delaware Co., Pa.

DALY.—Nov. 31, of pneumonia, JOSEPH E. X., husband of Verone and son of Owen and late Ann Daly. Funeral Tues., 10 a. m., 819 Master st. Int. private. Holy Cross Cem. Auto funeral.

DAUBMANN.—Of Chews Landing, N. J., Nov. 2, CHARLES H., husband of Anna H. Daubmann (nee Hart). Relatives and friends, all societies of which he was a member, invited to funeral services, Wed., 2:30 p. m., residence of brother-in-law, Benjamin F. Stout, N. E. cor. 30 and Sycamore sts., Camden, N. J. Int. private, Hartshill Cem. Friends may view remains Tues., 7 to 9 p. m.

DEVER.—Suddenly, Oct. 30, JAMES, son of Joseph and Sophia Dever, aged 11. Funeral Thurs., 2:30 p. m., parents' residence, 1826 S. 24th st. Int. Holy Cross Cem. Auto funeral.

DICKINSON.—Late of 522 N. 58th st., on 31, CATHARINE S. DICKINSON (nee Tyrone), wife of Walter Dickinson. Relatives and friends invited to funeral, Tues., 2 p. m., 1820 Chestnut st. Int. Arlington Cem.

DONAHUE.—Nov. 1, CATHARINE, daughter of Margaret and late Robert Donahue. Funeral Tues., 9 a. m., residence of brother-in-law, Joseph Woods, 526 Wilmot st. Int. private. Holy Sepulchre Cem.

DOUGHERTY.—Nov. 1, MARGARET M., daughter of Ruth and late Daniel F. Dougherty. Relatives and friends invited to funeral, Wed., 8 a. m., 210 Morris st. Int. Holy Cross Cem.

DOWNS.—Oct. 31, of Spanish Falls, Mont., WILLIAM, son of Theodore C. Downs and daughter of Oliver W. and Isabel C. Barnes. Funeral and int. private, parents' residence, 606 Arthur st., Fox Chase, Phila., Wed., 2:30 p. m.

DUFFY.—Nov. 3, BRIAN, son of Leo J. Duffy and daughter of Mary Duffy and Margaret Ryan. Due notice of funeral. 1513 Haverford ave.

ELLIS.—Oct. 30, THOMAS E., husband of Elizabeth Ellis (nee Maguire), aged 42, at 943 Columbia ave., Darby, Pa. Friends may call Sun., after 5 p. m. Int. Mon., leaving on the west of Broad st. 11 a. m. train to Woodlawn Cem., New York.

ESSLINGER.—Oct. 9, ANNA M., wife of Charles Esslinger and daughter of Hugh and Mary Boyd. Buried Oct. 14 at Holy Cross Cem. Relatives and friends invited to solemn requiem mass at Church S. S. Peter and Paul, Wed., 10 a. m.

FAULKNER.—Nov. 3, SUSAN T., daughter of Thomas G. and Annie A. Faulkner (nee Kane), aged 19. Relatives and friends invited to funeral services, 622 Modena ave., Norwood, Del. Co., Pa. Int. private. Holy Cross Cem.

FINAN.—Nov. 31, JOSEPHINE H., wife of John L. Finan and daughter of Theresa and late Jacob Zaiger. Relatives and friends invited to funeral, Tues., 2:30 p. m., 1 North Penn ave., Ardmore, Pa. Int. private.

GALLAGHER.—Nov. 2, JOHN W., son of John J. and Mary J. Gallagher (nee Miller). Relatives and friends, Ancient Order of A. O. H. Society, public school of St. Agatha's School, invited to funeral, Wed., 9 a. m., parents' residence, 2 Cambridge ave., West Philadelphia Cathedral Cem. Auto funeral.

GALLAGHER.—Of pneumonia, Oct. 31, MARY, wife of Thomas A. Gallagher and daughter of Mary and late George Wilkins. Funeral Tues., 2 p. m., 126 Wolf st. Int. private. Holy Cross Cem. Auto funeral. Interred beside her mother, Mrs. Carmel E. A. Sodality.

GALLAGHER.—Oct. 30, SYLVESTER A., son of John and Marie Ann Gallagher (nee Nichols). Relatives and friends invited to funeral, Tues., parents' residence, 2161 Jasper st. Int. private. Holy Cross Cem. Friends may call Wed., 7 to 9 p. m. Visitation 10 a. m. Int. Holy Sepulchre Cem.

GEBRI.—Nov. 1, SOPHIE R. GEBRI (nee Kaechele), wife of Louis Gebri. Relatives and friends invited to funeral, Tues., 2 p. m., 5122 N. 10th st., Logan. Int. private, Lawnview Cem. Friends may call Mon., 7 to 9 p. m.

GLAZIER.—Nov. 1, of pneumonia, BOX ALLEN, son of Frederick M. and Carolina H. Glazier (nee Fenton), aged 15. Funeral Tues., 2 p. m., parents' residence, 7117 Torresdale ave., Tacony. Int. private, North-wood Cem.

GREEN.—Oct. 3, CHARLES McARDLE GREEN, husband of Vera L. (nee Levick), son of Unity A. Costello and the late John A. Green. Relatives and friends, also Leagues of the Sacred Heart, invited to a month's mind mass, Tues., Nov. 5, 8 a. m., Church of the Incarnation, 5100 N. 5th st.

GRIMES.—On Nov. 2, 1918, MARTHA E., daughter of Alice H. Grimes and the late George T. Grimes, aged 22 years. Funeral service, Wednesday, 2 P. M., at her late residence, 6801 Vocum st. Int. private.

GROSS.—On Oct. 31, 1918, THOMAS F., husband of Adelaide K. Gross, aged 61. Funeral services will be held at his late residence, 229 West Apsley st., Germantown on Thurs., at 1 p. m. He was a member of Abington Lodge, No. 488, F. and A. M.; Lehigh Lodge, I. O. O. F.; Siloam Encampment, No. 17, I. O. O. F., and Grand Encampment of Pennsylvania, I. O. O. F. Int. Wed. at Allentown, Pa. Train leaves Reading Terminal at 9:15 a. m. Kindly omit flowers.

GUNDESEN.—Nov. 1, MATILDA, widow of Neil Gundesen. Relatives and friends also Auxiliary No. 12, Hallie Quinn, U. S. S. of V. invited to funeral, Tues., 1 p. m., 231 Church lane, Germantown. Int. private.

HACKMAN.—Nov. 2, ELMER E., husband of Lydia Hackman (nee Mann). Relatives and friends, Washington Camp, No. 888, P. O. S. of A.; Winfield Scott Hancock Commandery, No. 9, U. V. U. of A., invited to funeral services, 2209 N. 19th st., Wed., 1:30 p. m. Int. Northwood Cem.

HANNON.—At 36 N. 40th st., pneumonia, ELLEN HANNON, daughter of late Charles and Mary Hannon. Funeral, Tues., 9 a. m., 260 N. 40th st. Int. private.

HANSON.—Nov. 1, ELIZABETH A., widow of Isaacher P. Hanson. Funeral services Tues., 2 p. m., son-in-law's residence, George Spring Garden st., Swarthmore, Pa., borough, int. convenience of family. Friends may call Mon., 7 to 9 p. m.

HAYARD.—Suddenly, Nov. 2, CHARLES C. P. HARE, son of William and Annie Hare (nee Boyle), aged 14. Funeral Tues., 9:30 a. m., 2424 Catharine st. Int. private. Holy Cross Cem. Auto funeral.

HARPER-WELLS.—Entered into rest, Friday, October 25, 1918, in the boat loss of the steamship Prince of Wales, off Alaskan waters, WALTER HARPER, of Fort Yukon, Alaska, and his wife, FRANCES, eldest daughter of Guilbaum Arthur Wells, of Germantown, Philadelphia. Bodies recovered and interred at Juneau, Alaska.

HARTLEY.—Nov. 3, REGINA A., daughter of late William H. and Mary Hartley. Due notice of funeral. 1113 Cherry st.

HARVEY.—Nov. 2, SYLVESTER HARVEY, aged 82. Relatives and friends, Philip R. Schuyler Post No. 1, G. A. R., Tom Moblers' Union, No. 1, invited to funeral services, 2972 Tioga st., Wed., 3 p. m. Int. Mt. Peace Cem.

HENERY.—Nov. 1, GENEVIEVE HENERY (nee Carroll), wife of John Henery, aged 25. Services Wed., 9 a. m., parents' residence, 2520 N. Howard st. Int. private. Holy Cross Cem. Auto funeral.

HENNINGER.—Nov. 2, ANNA MARIE, daughter of Robert Henninger and Catharine Henninger (nee Dougherty), aged 29. Relatives and friends, members of Simpson Memorial Church, invited to funeral, Wed., 2 p. m., 2656 Hartville st. Int. Greenlawn Cem. Friends may call Tues., 7 to 9 p. m.

HERRON.—At Conshohocken, Nov. 1, WILLIAM H., husband of Adeline Herron and son of Robert and late Sarah J. Herron, aged 31. Funeral Wed., 1 p. m., residence of his father, Front st., Conshohocken. Int. Morion Square Cem.

HEYWOOD.—At Broad Ax, Pa., Nov. 2, ELIZABETH, widow, aged 80. Relatives and friends, Anglo-Saxon Lodge, No. 15, Sons of St. George, invited to services, Thurs., 2 p. m., late home of son, Elias H. Int. Arlington Cem.

HOSKINS.—Nov. 2, JOHN F., son of late Hugh T. Hoskins and Mary A. Hoskins, aged 68. Relatives and friends of P. and T. F. A. No. 8, invited to funeral, Wed., 2 p. m., 127 N. Carson st. Int. private, Mt. Moriah Cem. Remains may be viewed Tues., 7 to 9 p. m.

HUTCHINS.—Nov. 1, of pneumonia, CLARENCE N., husband of Anna Hutchins (nee Wiggins) and son of Jeremiah and Anna Hutchins, aged 36. Relatives and friends invited to funeral services, Thurs., 2 p. m., residence of father, 1 Cedar Hill Cem. He was a member of Washington Camp, No. 62, P. O. S. of A., of Gorgas Post, Walter Scott Council, No. 29, U. of A., employe of Savage Arms Corp. I. U. of A.

JOHNS.—Nov. 2, WILLIAM JOHNS. Funeral private, Tues., 2 p. m., Moylan, Rose Valley, Delaware County, Pa. Int. Media Cem.

JOHNSTON.—Nov. 3, of pneumonia, GEORGE JOHNSTON, husband of late Sarah Johnston (nee Ellison) and son of James and Elizabeth Johnston (nee Elliott), aged 27, of County Cavan, Ireland. Funeral Thurs., 3 p. m., residence of brother-in-law, Harry Herwood, 2959 Belgrade st. Int. at Oakland Cem.

KAMERER.—At Base Hospital, Edgewood Arsenal, Edgewood, Md., Nov. 2, JOHN, second son of Hannah and KAMERER, of 1524 S. Frazier st., Philadelphia. Due notice of funeral.

KELLE.—Nov. 2, HANNAH BAILEY, wife of Horseman S. Kelle, aged 43. Funeral services private, Tues., 10 a. m., 800 Grant ave., West Collingswood, N. J. Int. Arlington Cem.

KLEEBLATT.—Nov. 3, MORRIS, husband of late Bertha Kleeblatt. Relatives and friends, Rajapahott Lodge, No. 35, I. O. B. S., of I., invited to funeral, Wed., 2:30 p. m., 2150 Erie ave. Int. Mt. Sinai Cem.

LAVERY.—Nov. 1, MARY GERTRUDE, wife of John Lavery and daughter of Charles and Mary Ibrig (nee Dennison). Relatives and friends invited to funeral, Wed., 8:30 a. m., 2328 N. Lawrence st. Solemn requiem mass St. Edward's Church 10 a. m. Int. New Cathedral Cem.

LEYDEN.—Nov. 2, JOSEPH, son of late Frank and Sara Leyden (nee Campbell). Funeral Tues., 8 a. m., residence of brother, Edward Leyden, 2437 E. Hazard st. He was a member of the Holy Name Catholic Club. Int. private. Holy Cross Cem.

LIPPINCOTT.—Suddenly, Camden, N. J., Eleventh-month 1st, WILLIAM F., son of Frank R. and Mary W. Lippincott, aged 3 years 7 mos. Services grandfather's residence, Jacob H. Wilkins, Medford, N. J., Third-day 5th, 1 p. m. Int. Medford, N. J.

LOMAX.—Nov. 2, JENNIE, wife of John Lomax and daughter of late Hugh and Jennie Dezart. Relatives and friends, Martha Washington Temple, No. 22, Ladies of Golden Eagle; Eanna, No. 120, P. O. S. of A.; Ladies' Guild of St. George's P. E. Church, invited to services, Tues., 1 p. m., 6636 Larchwood ave. Int. Marple.

LYNCH.—Nov. 2, MARY E. LYNCH (nee Gallagher), wife of John Lynch. Relatives and friends invited to funeral, Tues., 8:30 a. m., 4 Sheridan ave., Ardmore Park, Ardmore, Pa. Solemn requiem mass St. Denis's Church. Int. St. Denis's Cem. Auto funeral.

MARTIN.—Nov. 1, of influenza, MARY, daughter of Caroline and late Carl Martin, aged 17. Relatives invited to funeral, Tues., 9 a. m., 420 W. Girard ave. Int. Most Holy Redeemer Cem.

MASTERSON.—Nov. 3, FRANCIS J., son of Walter E. and Mary Masterson (nee Kinsbow), aged 19. Funeral Wed., 10 a. m., parents' residence, 3169 Belgrade st. Int. Holy Cross Cem. Auto service. Newark (N. J.) papers copy. He was a member of Kadimah Catholic Club and Cuni Tribe, No. 337, I. O. R. M.

McCABE.—Nov. 31, of pneumonia, MARY A., wife of John J. McCabe and daughter of Margaret and late Thomas Gilligan. Funeral Tues., 10 a. m., 6018 Upland st. Int. private. Old Cathedral Cem.

McCLOSKEY.—Nov. 2, MARY THERESA, daughter of late James and Mary A. McCloskey, at residence of brother-in-law, George R. Heckel, 200 S. 42d st. Mass and requiem St. James's Church, 38th and Chestnut sts., Tues., 10 a. m. Int. private.

McCONAGHY.—Nov. 1, JOANNA, widow of Alexander McConaghy (nee Cook), aged 70. Relatives and friends invited to funeral services, Wed., 2 p. m., 2910 N. 26 st. Int. Northwood Cem. Remains may be viewed Tues., after 7 p. m.

McCORMICK.—Oct. 30, of pneumonia, BRIDGET McCORMICK (nee Duffy), widow of John McCormick. Funeral Tues., 10 a. m., 1188 S. Broad st. Int. private. Holy Cross Cem. Auto service.

McCUE.—Nov. 2, ANNA, of influenza, wife of Edward McCue and daughter of Bridget and late John Sherlock. Funeral Wed., 10 a. m., 1521 Ruan st., Frankford. Int. private, St. Dominic's Cem.

McGINNIS.—Oct. 30, at Atlantic City, N. J., of pneumonia, MARY A., wife of James J. McGinnis and daughter of Mary and late Thomas Eccles. Funeral Tues., 10 a. m., 2516 S. Hicks st. Int. private. Cathedral Cem.

McMAHON.—Oct. 31, JOSEPH S., husband of Jennie McMahon (nee Devine). Funeral Tues., 2 p. m., 1535 Emily st. (below McKean st.). Int. Holy Cross Cem. Auto service.

MacMANUS.—Nov. 2, CHARLES V. MacManus. Relatives and friends invited to services, Tues., 2 p. m., 3358 Walnut st. Int. private. West Laurel Hill Cem.

MILLIGAN.—At Bridgeport, Conn., Nov. 1, CARRIE W., widow of William J. Milligan. Funeral Tues., 11 a. m., chapel of Andrew J. Bair & Son, Arch and 19th sts. Int. private.

MITCHELL.—Nov. 3, HENRY, husband of Ida Mitchell and father of Mrs. Al. A. Rosenbush, of Boston; Mrs. Herman A. Bray, of Phila., and Samuel H. Mitchell, of Boston, aged 71. Relatives and friends, William B. Schneider Lodge, No. 419, F. and A. M., invited to funeral, Wed., 10 a. m., 1953 N. Broad st. Int. private. Mt. Sinai Cem. Please omit flowers. Boston papers copy.

MOORE.—Of pneumonia, Nov. 2, ALEXANDER A., husband of late Lucy Moore (nee Rau) and son of Alexander G. and Anna E. Moore (nee Schwartz), a member of Court America, No. 57, F. of A. Funeral Wed., 2 p. m., parents' residence, 1520 S. 26th st. Int. Mt. Moriah Cem.

MOORE.—Suddenly, Nov. 2, LEVI WARNER MOORE, aged 68. Funeral Tues., 3 p. m., residence of J. W. Vicars, 4728 Ridge ave. Int. private, Westminster Cem.

MORELAND.—Nov. 2, HELEN, wife of James Moreland, aged 28. Services Wed., 3 p. m., 2038 S. Dorrance st. Int. Mt. Moriah Cem.

MORRISON.—Oct. 31, JANE, widow of William H. Morrison, aged 72. Relatives and friends invited to funeral services, Tues., 2 p. m., 422 Sloan ave., West Collingswood, N. J. Int. private. Harleigh Cem. Friends may call Mon., 7 to 9 p. m.

MURPHY.—AGNES M., daughter of James J. and Mary Murphy, aged 19. Due notice of funeral will be given, parents' residence, 1009 Green st.

NEWELL.—At Doylestown, Nov. 2, WILLIAM C., son of late William C. and Susan Linthan Newell, aged 62. Funeral services Tues., 2:30 p. m.

NIXON.—Of pneumonia, Nov. 1, FLORENCE M., wife of Harry Nixon and daughter of Charles B. and Mary A. Sykes, aged 29. Funeral Tues., 2 p. m., 4356 N. 15th st. Int. private. Northwood Cem.

OAKFORD.—Nov. 2, MARY B., wife of Howard N. Oakford. Due notice of funeral will be given from 413 N. Broad st.

OTT.—Suddenly, Nov. 3, EMILE, husband of Mary E. Ott (nee Ramsey), 1442 N. Broad st. Due notice of funeral will be given.

PALMER.—Nov. 1, CATHARINE, wife of James Palmer (nee Mott), of Mount Holly, N. J., aged 76. Funeral Wed., 1:30 p. m., residence of her son, Edward Palmer, 1 Ashland st., Germantown. Int. private.

DEATHS

G. and late Catharine Miller, aged 25. Funeral services Thurs., 2 p. m., residence of father-in-law, Charles Pappi, Sr., 8 W. Rittenhouse st., Germantown. Int. private, Northwood Cem. Remains may be viewed Wed. Auto funeral.

PARKHILL.—At Beverly, N. J., Nov. 2, CATHARINE PARKHILL, aged 82. Relatives and friends invited to funeral services, Tues., 2 p. m., residence of sister, Mrs. Hannah Stuart, 8 Cooper st., Beverly, N. J. Int. Monument Cem., Beverly, N. J.

PHILLIPS.—Nov. 2, of pneumonia, PAUL CRECHTON, husband of Sarah H. Phillips (nee Eaton) and son of Lehman B. Phillips, aged 24. Funeral from 8th and Clifton ave., Margate Beach, Tues., 12:30 p. m. Int. Old Swedes' Burial Ground, Phila.

PIGOTT.—Nov. 2, of pneumonia, MARY A., daughter of late Michael and Hannah Pigott. Relatives and friends invited to solemn requiem mass Wed., 9 a. m., Church of St. Monica, 17th and Ritner sts. Funeral 2021 S. 19th st. Int. Holy Cross Cem. Auto service.

POTTS.—In Trenton, N. J., on 31 inst., FLORENCE EDWARDS, wife of Major M. L. otts, M. D., in the 27th year of her age. Time of funeral hereafter.

QUINN.—At Atlantic City, N. J., Oct. 28, MICHAEL, husband of Susan Quinn (nee Murray), aged 87. 2315 Pacific ave. Funeral and int. Tues., 11:30 a. m., Old Cathedral Cem., Phila.

RAWLINGS.—At 1639 N. 52d st., Nov. 2, WILLIAM H. RAWLINGS, husband of late Anna A. Rawlings (nee Duncan), aged 59. Relatives and friends, Excelsior Lodge, No. 401, and Mount Moriah Lodge, No. 396, I. O. O. F., employes Penna. R. R. invited to services, Thurs., 2 p. m., Oliver H. Bair Bldg.,