BUSINESS CAREER OF PETER FLINT

A Story of Salesmanship by Harold Whitehead

I real funny to tell, but before doing so I'd better tell of last Sunday's stunt—and it was sure some stunt, believe me is the Grand Central to go to Lee vike Park and see those house lots.

Say, when I saw—and heard—that mob coming toward me I felt all in. I tried to recken up how much twice tweive times sixty-five cents was (the fare each way). I got so flustered I couldn't do it, but I saw that I was sure and was sure some and play ball with was sure some stunt, believe me is sure and heard—that mob coming toward me I felt all in. I tried to recken up how much twice tweive times sixty-five cents was (the fare each way). I got so flustered I couldn't do it, but I saw that I was sure in for it.

"Say, bo," laughed Zeigler, "pipe the delegation from Wepville—glad they straight spoiler sizes pool-natured Italians one scrap. They apparently never noticed it. NEW EMPLOYMENT OFFICE AT SITH International plants and some souls and their prospects just suked and planted—but it didn't phase those good-natured Italians one scrap. They apparently never noticed it. NEW EMPLOYMENT OFFICE AT SITH

"Good garden stalks! Say, keep 'em
away from my gang. If ever my folks
see them, it'll be "say your prayers;
good night, Willie." Say, Filmty, you're
the simple Percy to get let in for that
bunch. Them guys are just soaking you
for a free jby ride." Zeigler shrugged
his shoulders and left me just as Franill, I didn't have to talk about Leeville Park going down. Those fellows just jabbered away in Italian all the

way. In fact, so excited were they that they forgot the station and two of 'em mearly got left behind. told me to steer them to the going to do him dirt for anybody, so
I led them to the land which is high.

"all right buy." I had to grin to see
Zeigler steer a bunch of the role. The see withstanding the number under Heense Call right buy." I had to grin to see Winstanding the humber under theense from us. I just caught him saying.

"These foreigners come out here for an outing. It's a bit of a nulsance, but when the streets are all cut and building begun, we shall stop them, of course. As it when the streets are all cut and building begun, we shall stop them, of course. As it when the streets are all cut and building begun, we shall stop them, of course. As it when the streets are all cut and building begun, we shall stop them, of course.

As it is, why we let the poor devils onjoy themselves so long as they don't
get rowdy."

And these fellows of mine could probAnd these fellows of mine could probAnd these fellows of mine could probAnd these fellows of mine could prob-

the ground, and began jumping on it

A long, thin man brought out of his A long, thin man brought out of mass pocket a sixty-foot tape measure and that gang measured four different lois before they were satisfied the size was before they were satisfied the size was

one had forty-four—that is, of course, the block was twenty-one lots long and two lots deep. Why they should be interested in that, I don't know, for they'd never buy a whole block.

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LAKEWOOD, N. J.

LAUREL-IN-THE-PINES LAKEWOOD, N. J. WILL OPEN FOR THE PALL WINTER **SATURDAY, NOV. 16, 1918**

> DE LAND FLA. months or many or the company of the later the

PRANK P. SHITE. MGR.



PARCEL POST

PAWNSHOP AT 904 VINE

It. He came to me and whispered, "Have they bought any?"
"No," I whispered back, "they've got to report to the rest of the club."
"Huh! Like hell, they have. They've got you for a sucker, your poor fish, But that's your funeral. If any of the

Frascati, at this, came up and said. "Oh. Friend Flint, is this the owner of ; the land?"
I introduced them and prayed that
Lee wouldn't say anything to get him se wouldn't say anything to get him lad.

Lee was too sly, however. He talked NO EXPERIENCE REQUIRED

byms being here, I guess you'll hear of

this column. The most interesting problems of inguirers will be unough tato the discount of Peter Plat.

CCXLII

MUSTN'T forget that I've something real funny to tell, but before doing so i better tell of last Sunday's stunt of the last sunday is the last sunday sunday stunt of the last sunday is the last sunday sunda

delegation from Wopville—glad they strain to coming with us."

The other salesmen won't speak to me. They say I put their Sunday's with me."

"All of 'em?"

The other salesmen won't speak to me. They say I put their Sunday's Evenings of A. M. TO 8:30 P. M. To get in wrong wherever I work?

MISS A. DONORUE. I'm to see Frascati again on Thursday.

> TODAY'S BUSINESS EPIGRAM for P. H. W., Holyoke, Mass.) What does this mean to YOU?

STATE BANKS GAINING Assets Increase From \$5,341,969 in 1916 to \$9,482,528

DINING ROOM ATTENDANTS for officers' quarters and waitresses for State Hospital.
Allentown, Pa. Apply U. S. Employment
Office, 1311 Arch st., Tuesday, from 11:30
to 12 a. m. Pring this ad with you. As it is, why we let the poor devils on- Banking.

And these fellows of mine could probably buy up the whole thing!

When they got into the middle of the land, they stopped dead at the corner of Grand avenue and Central driveway, opposite where the public library is to be—some day.

Then all of them began taking together andexcited? Say, I really got scared. The little fat Italian went smapping his fingers in the faces of the others—one after the other—while a short fellow with a big cheet got go mad that he finally flung his cap on the ground, and began jumping on it

Building Rules to Relax On the chest.

Finally, Frascati, by yelling louder than the rest, shouted them into silence.

Then he turned to me and said. "You Priorities Commissioner E. B. Parker,

34e TO 54e PER HOUR The first of the analysis of the war industries board, said last per hour while under 125 feet?

"Yes, Mr. Frascati."

Priorities Commissioner E. B. Farker, of the war industries board, said last instructions, which lasts from 1 to 2 weeks, of building material available now problems.

The priorities Commissioner E. B. Farker, beginners receive 24: per hour while under instructions, which lasts from 1 to 2 weeks, of building material available now problems. He turned with a look of triumph ably will be made by the board ton the others—and then—the bolier burst row.

Then they wanted to know how many jots were in the blocks. I showed by the blue prints that the one they were looking at had forty-two and that the next one had forty-four—that is, of course, the same had been reward. Size know st. termantown.

never buy a whole block.

Gee, wouldn't it be great if they did!

But if is a whacking big little word.

Having satisfied themselves on that guestion, those twelve men began to play baseball. Lee was furious about the same that the same transfer of the same tra WHIST WATCH - Logt Seturday, Indy's wrist watch, pains to or in Broad Street Theatrer B, L. S. on back. Return 1025 Whitmer Hide: Reward.

HELP WANTED-FEMALE

ENCELLENT OPPORTUNITY FOR PERMANENT POSITION

OUR YOUNG WOMEN ARE RE CEIVING FROM \$12.00 TO \$16.00 PER WEEK. WE PAY \$10.00 WEEK DURING THE FIRST MONTH AND \$11.00 DURING THE SECOND MONTH, WITH FREQUENT IN-CREASES THEREAFTER. BONUS PAYMENTS, SICK BENEFITS, VA-CATION WITH PAY. UNUSUALLY ATTRACTIVE RECREATION AND DINING ROOMS. WELL-COOKED FOOD OF BEST QUALITY SERVED BELOW COST. THE WELFARE OF THE EMPLOYES IS VERY CARE-FULLY LOOKED AFTER, AND THERE IS NO BETTER OPPORTU-NITY FOR REPINED YOUNG WOMEN. APPLY AT ONCE, ROOM 402, BOURSE BUILDING, 5TH AND MAR-KET STS., S A. M. to 5 P. M. AMERICAN TELEPHONE AND

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CERING and downstairs work and chara-bermald and waitress, 2 white girs, ref-rence; amail family, wages \$10 each upth 4011 Pine st.

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WILL REGULES THE HELP OF THE
BELL TELEPHONE NO LESS IN PEACS
THAN IN WAR and Arch sts. Apply to either U. S. Employment Office, 219 S. 17th st., 9 to 10 a. m., er 1511 Arch st., 10 to 11:30 a. m. Bring this ad and ask for Mrs. Hobson.

GIRLS AND WOMEN

GIRLS, 14 TO 17: GOOD OFFORTUNITY FOR BUSINESS CARRIED APPLY BUREAU OF EMPLOYMENT WANAMAKER'S

Smith & French Co., Canal & Poplar sta.

GHRES, 16 years of age or ever, heat ma chine work; experience not necessary permanent nestion; good may while learn in silk-spreading and other departments at and work, essential war industry good wares. Apply Griswold Worsted Co., Darby, Da.

Giffles warded to deliver telegrams all parts, of city, good pay; short hours, no Sonday work. See Mr. Chambers, Western Union.

Giffles wanted. I Chestnut ILS wanted, not over 16, not some to cheek for light work in newspaper office by City Editor, fourth floor, 606 Chest-

100 ed.
CHRLS, over 16 years of acc. on light, consisting for adv. Assist Ketterlines Litho Co., 405 Arch at GIRLS wanted operate automatic gloting machines on folding paper boxes. Prown & Hallos Co., 410 N. Presidingt. Dell and Luzerns ats.
LADIES for piecework fransferring paterns taken home; fascinating work Store Ledger Office colored, wanted P fil).

Pilerim Laundry Co. 1831 N. Bread at.
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with equationity for advancement. Apply
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start \$13 per week. Apply in person, 255
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Will Expert

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FOR BUSINESS CAREER

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BOYS wanted, not guing to mchool, for work in newspaper office. Apply city editor fourth floor. 60d Chestnut at.

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BUSHELMEN ON MEN'S CLOTHING APPLY BUREAU OF EMPLOYMENT WANAMAKER'S

herys — Young men, experienced though experience, to learn the business proceed gold \$2.50 per day and meals atendy position for now and after to Apply 1203 Market st. CABINETMAKERS APPLY WANAMAKER'S PURNITURE

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CARPENTERS wanted on construction work.

Anoly John N. Gill & Co., care of Smith
Plant. 48th and Botanic ave. See Mr.
stahlmaker. Stahlmaker
CASHIER, assistant, in stock and bend houset one familiar with stock exchange business preferred, state are, experience, reserves and saiery expected. C 318, Led, Off.
CHAUFFEUR—One experience in driving Marmon 34, for essential enterprise. E. P. Houghton & Co., 2817 N. Mascher st.

AT WANAMAKER'S FURNITURE WAREHOUSE, APPLY E. COR. 21ST AND WASHINGTON AVE.

CHAUFFEURS AND HELPERS

man; must turn, good rets. Anoly 244 S. a Che of the lending concerns in the count observed on or more salesmen, who ha knowledge of chemistry, and one or me can be supported by the same knowledge of the function who have some knowledge of the function who have some knowledge of the function of chemistry; these positions will permanent; concern placing this advertinent is well-established from the function of the same of the function of the same commuting distance of Philadelphia; every prospect for advancement to the proper patter. P 621, Ledger Office.

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CHAUFFEURS AND HELPERS

CHINA AND EXPRESS PACKERS APPLY BUREAU OF EMPLOYMENT WANAMAKER'S

CLERK-Ledger clerk who understands safe guard or Boston bank ledger. P 512 Ledger Office

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COOKS BAKERS RITCHEN MEN

THE MEN WHO ARE WORKING ON THE SHIPS AT HOG ISLAND MUST BE PED. WILL YOU HELP FEED THEM? WE WANT FIRST CLASS, EXPR-BIENCED WHITE

COOKS AND REPORTED MICH ENCELLENT WAGES AT ADVANCED RATE AND THE BEST KITCHENS IN THE COUNTRY TO WORK IN

BAKERS

COME DO YOUR BUT IN YOUR OWN LINE OF WORK

VOU ARE NEEDED AT ONCE; NOT TOMORROW, BUT TODAY. APPLY U. S. EMPLOYMENT OFFICE

(SEE MR. SCULL)

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