

LABOR LIFTS VOICE FOR FREE SPEECH

Demands Investigation of Its Suppression in Western Pennsylvania

CALLED "OUTRAGEOUS"

Special Dispatch to Evening Public Ledger, Atlantic City, June 23.—The American Federation of Labor, in convention today, protested against the suppression of free speech in western Pennsylvania. Necessary steps to bring about a congressional or other investigation were authorized.

Interference on free assembly and free speech alleged in the district was characterized as "outrageous and illegal." The convention formally endorsed the telegraphers' strike. E. J. Manion, president of the order of Railroad Telegraphers, introduced an amendment asking that a committee be appointed to confer with Postmaster General Bureau to urge that his recent order as to the right of telephone operators to organize be extended to telegraphers.

Action of the telegraph companies was declared "arbitrary and unwarranted" and as "in direct contravention of the spirit of American democracy and independence." Protesting against the use of ex-soldiers as police in the Tolson strike, the convention pledged active aid to returned soldiers, marines and sailors in obtaining employment. The federation reaffirmed its condemnation of a "pernicious" law effective in Rhode Island, which deprives the citizens of that state of the right of suffrage without owning real estate.

A resolution introduced by James A. Duncan, of Seattle, leader of the radical element, criticizing President Wilson for asking suspension of wartime prohibition created a furor in the convention. The committee recommended "nonrecurrence," and it was overwhelmingly swept off.

President Gompers will appoint a committee to confer with Director General of Railroads Walter K. Hines to ask him to rescind his recent order forbidding railroad employes from engaging in politics.

The central bodies will not have the authority to call locals on strike without the consent of the international governing those locals. The centrals cannot order a vote on strikes, either. The penalty is revocation of the charter of the central body.

The convention recommended a campaign for a forty-four-hour week—eight hours for five days and half day on Saturday. It favored as a maximum an eight-hour day.

BRUNO DUKE

Solver of Business Problems
By HAROLD WHITEHEAD
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THE PROBLEM OF GETTING COMMISSION SALESMEN TO STAY A Happy Solution to a Perplexing Problem

AT THE tenth session of the new salesmanship class, the manager of the Glider Automobile Company was present.

He explained methods of production and answered a number of technical questions. Then we had two sales demonstrations by some of the new fellows. They were mighty interesting, especially one in which one of the women acted as saleswoman. She was clever and tactful, and by skillful questions eventually put the buyer in a position where he had to buy or go back on what he had said.

They all appreciated it and applauded her good work.

Then Old, as district manager, told the nine people that he would be ready for them to start work in one week's time; if necessary they could take two weeks in which to make arrangements to leave their present employers.

Songs were sung and jokes were cracked. Duke spoke for about five minutes. Old told them that he hoped the new and old salesmen and the saleswomen would consider themselves one big family. One of the old men—"Jim," as a matter of fact—then said that "on behalf of the older salesmen he welcomed the new members to the greatest little concern in the world, the Glider Automobile Company."

There was emphatic applause at that, of course.

When quiet was restored he went on again:

"You are, of course, only pledged to come here twice more for instruction, but I would be glad to have you come every evening if possible. During that time Mr. Dolber and I would like to explain fully how we handle orders and how we want reports made out and such like."

Cheers were given Dolber and me for the training we had given and altogether a jolly evening was spent.

After the crowd dispersed Duke and I went to his room and had hot milk and crackers.

"Well, Peter, I think our work is done."

I was silent for a minute. I had enjoyed the work and entered into it with so much enthusiasm that our quarters in New York seemed like a dream. Then I asked slowly:

"Is the general manager, Mr. Brainard, satisfied that Dolber can carry on the work of hiring and training men and women to our—I mean your—plant?"

"Yes, he feels he'll do it."

"What does Feather say?" I next asked.

"Feather? He's back at his old job of factory superintendent. He was big

enough to see that he didn't fit the sales manager's chair, so asked to be put back."

"Humph, I fancy he doesn't like you any too well, Mr. Duke."

"Evidently, for he urged Mr. Brainard to get me to be the general sales manager."

"You?" I gasped. "Surely, Mr. Duke you wouldn't—"

"No, Peter, I wouldn't; but I suggested that their advertising manager be appointed sales manager. The two offices should go together, anyhow."

Again we fell into silence, which I broke by asking:

"When do we go back to New York?"

"First thing in the morning, Peter," he sighed contentedly. "New York—it's a wonderful place, Peter. I'll be glad to see our rooms at Seventy-seventh street again, for while you've been working here I've been in Chicago. Seventy-seventh street—and Walter—the Cliff House. I hope my old hookah is safe. Let's go to bed, Peter."

A report three months later showed that seven of the eight people we trained had made good and that Dolber had done splendid work with a group in Cleveland. So I guess Bruno Duke can add this case to his long list of successes.

TODAY'S BUSINESS QUESTION

What is a "Transshipment"? Answer will appear tomorrow.

ANSWER TO SATURDAY'S BUSINESS QUESTION

A "Sutler" is a small trader who follows an army and who is licensed to sell goods (especially eatables) to the soldiers.

Transit Ambush Stares Penrose

Continued From Page One

measure, stamped and sealed with their name, had no chance of getting past the preponderating Penrose majority in the House. As for the Penrose people, from their viewpoint, there was only one of two things to do, check it off in committee or kick it to death publicly in the House. They chose the former.

When, having passed the Senate, it came over to the House the bill was referred to the committee on municipal corporations and by it committed into the hands of three astute gentlemen to act as executioners. Being Penrose adherents, these gentlemen had about as much love for the Vares and all their works as could be represented by a cipher.

Once in the hands of this subcommittee, the Salus bill was apparently numbered among the things that were. But the Vares never lost sight of it. The bill had been in committee five weeks, and the suspicious silence of the Vares leaders should have been a danger signal to their opponents. In naming the Philadelphia Transit fund bill the Penrose people were playing directly into the hands of the Vares leaders. The bill might easily have been disposed of in some other way.

Charter Out of Way

Thus it came about that the Salus bill was apparently overlooked until last

Tuesday. Meantime, the charter bill was out of the way. The Vares people had paid their debt to the "vets" by voting for the McClure 2½ per cent beer bill; the hated Philadelphia election bills had gone through, with one exception, or were about to go through; the Vares organization had no legislation of importance awaiting action or that it could hope to get through; the auspicious time was at hand for action.

The news columns of last Tuesday's EVENING PUBLIC LEDGER told how Representative John R. K. Scott, floor manager for the Vares organization, in a dispassionate way and in manner that quailed, inquired of Speaker Sweeney as to the status of the Salus bill. He got the information that though the bill had been in the hands of the subcommittee for weeks it had never been considered.

Of course Scott knew all this before hand, but he was maneuvering for position. He served notice on the House that the following day he would endeavor to have the committee discharged. Had there been he might have warned further consideration of the measure, or he might have refrained from voting on the motion, or he might have procured a popular war for their cause.

Meantime things began moving Philadelphia. Director of Transit Twining advanced his columns in Atlanta. He wrote a letter to the Governor asking him to interfere on behalf of the Salus bill which was held up in the House committee and concerning the fate Senator Penrose had expressed difference; the same bill about which Representative Scott had come flustering in the House. It was a clever idea.

Director Twining's open letter to the Governor, from its very nature demanded newspaper attention and publicity. The movement of wheels within wheels at every stage was noiseless and in perfect alignment.

Wednesday Representative Scott, pursuant to his notice, demanded a report on the Salus bill, although everybody else knew that the committee had met hurriedly Tuesday night and decided to report pill with a negative recommendation. Scott moved to have the bill put on the calendar, and rising to go to this motion, automatically traded on the trigger and sprung the trap.

His hit-or-miss political agents will concede that John R. K. Scott commands attention when he speaks in the House. He has many facilities of expression of J. Hanson Moore, with the vocabulary of a calculated ruthlessness of the late A. S. L. Shields. He knew that his bill would be defeated, if it is useless for anything but campaign purposes; a

better still, instructed the Philadelphians to place the bill on the calendar, and later without difficulty obtained enough pledges among members outside Philadelphia to defeat it, with the understanding, however, to preserve a record they, the Penrose folks, would vote for the measure, thus beating the Vares at their own game and leaving them without a foot to stand on. Had some skillful parliamentary action been interposed it would have deprived the Vares of a campaign slogan and kept them on the defensive.

The Penrose people refuse to admit that they helped to coin a campaign catch-phrase for the Vares organization or that they walked into an ambush. On the contrary they assert that they wanted the people of Philadelphia to know that they were fighting a measure which would have established dangerous precedent, a bill that would have enabled the present Vares organization to transfer funds at will and tighten its grip upon the city.

Be that as it may the story in detail is an interesting one. In verification the battle is on and the Vares are shouting their slogan in the highways and byways of the city.

Scott at His Best

Scott was at his best as he read the javelins of oratorical vituperation around the chamber like searchlights on a moonless night. It was a y. vindictive, rehearsed political attack upon the senior senator, if there was a distinctive object other than the attack on Penrose; the serene purpose of rousing the passions of the latter's friends. And Representative Scott succeeded. Speaker Sweeney vainly endeavored to halt the mounting of Speaker Sweeney's wrath as he growled and walked straight for as to the status of the Salus bill. They voted against the Scott motion but the Salus bill on the calendar committee for weeks it had never been considered.

Penrose members from Philadelphia, nobody on their side appreciated the situation. There was no voice crying the wilderness to warn them; no order to halt their course.

Had there been he might have warned them of the ambush; might have ordered them to refrain from voting on the motion, thus letting the country members defeat it, as they would have done. Or

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As we can only display about one-sixth of the collection at one time, the books will be constantly changed and new volumes added each day, to replenish the stock sold the day before. Visit the store every day during the sale and take advantage of this real opportunity to get the books you've been wanting at prices remarkably low.

No love of good books can afford to miss this unusual book sale which starts on Tuesday, June 24th.

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OPPOSITE THE POST OFFICE

WANAMAKER'S WANAMAKER'S

WANAMAKER'S DOWN STAIRS STORE

These Are Gala Days in the World of Sport

BRIGHT Summer weather has sent people trooping to the tennis courts and golf courses, to canoes on the Schuylkill and Wissahickon and to the delights of the seashore. The Women's National Tennis Championship has just been played off and there is much activity in polo circles—in a word, sports have come to life again, and with emphasis.

So sports apparel, of the proper sort, holds an important place in the wardrobes of women who love the out-of-doors. In Wanamaker's Down Stairs Store is a most inviting array of appropriate clothes for the jolly times of Summer.

THE sports skirt is having a better time than ever this year and displays itself in charming variations at tennis tournaments, polo matches, golf and racing—with a good share of the events happening in our part of the country.

The Down Stairs Skirt Store is right up to the minute with the newest plaids in attractive colors on white serge grounds, \$10 and \$13.50. Various plaid skirts are here and there is one model as low as \$7.75.

The white wash skirts are always cool and good looking, and ours are so well tailored that, with silk blouses and white oxfords, they make very attractive costumes. Many models are in pique, gabardine, French cord and fanciful weaves, \$4.25 to \$6.50.

Silk skirts, Baronette satin skirts in gleaming colors, tricolette skirts and other finer skirts go from \$16.50 to \$35. (Market)

SILK blouses to wear with toppy skirts are mostly made with necks that can be worn high or low. Heavy white tub silk, satin and crepe de chine blouses are plainly tailored and sometimes tucked. Attractive striped waists of regular men's shirting are severely tailored, as they should be. \$5.75 to \$13.75.

Special at \$1.15 are about 500 smocks of blue or rose beach cloth that will do for vacation mornings. (Central)

OUTING and tennis shoes and ties of white or brown canvas for women, children, men and boys are \$1.50 to \$2.50 a pair. And for the observer of the sports there are buckskin oxford ties with low heels and perforated saddle straps. There are all sizes of the wider widths at \$3.90 a pair.

Rubber soled and heeled high sports shoes for women are of imitation buckskin at \$4.50 a pair; oxfords are \$3.90. (Chestnut)

A LINENE suit (for many women prefer a suit to any other costume) is a cool comfort for the shore or mountains, and it is easily laundered, which is also a comfort.

These in white, Copenhagen and rose with rather novel tucked coats are \$7.50. (Market)

LITTLE toddlers like to share in the sports of Summer and rompers are the most comfortable play clothes in the world. Mother has any number of styles to choose from in madras, seersucker, gingham and chambray for both boys and girls of 2 to 6 years at 75c to \$2.50. (Central)

THE joys of Summer beaches are just beginning, and there is a long season of enjoyment ahead. The Surf Store, a little gray room admirably arranged, holds much of interest to sojourners by the sea. Bathing suits for women start at \$2.75 for one of cotton drill and progress by easy stages to quite a costume, which is \$29.50. Many, many suits, though, at in-between prices, \$3.50, \$4.50, \$7.75 and \$10. (Central)

Underslips, shoes and the most amazing collection of caps and hats for bathing are gathered here.

Convenient rubber bags, for carrying wet things, are \$1.50. (Market)

Plenty of suits and things for kiddies, too. (Market)

MAN must be comfortable to enjoy an outing, and he can be comfortable and well dressed too in these clothes. Shirts that will serve equally well for tennis or golf are of white cheviot or mercerized cotton at \$2.25 and \$2.75.

Soft collars are 25c to 50c; ties in all the light Summer silks and colors (bat-wing and four-in-hands) are 50c to \$1. Leather belts in black, gray or tan are 50c to \$1.

Sweaters that a man needs after strenuous exercise or while on the beach are in navy, brown and gray with roll collars at \$5.50. (Gallery—Market)

MUCH thought has been devoted to the wraps dedicated to sports and some charming things have been evolved. The more luxurious capes and dolmans are of taffeta, satin and silk poplin, in gay hues, often trimmed with Angora or brushed wool. Such delightful things are even used for beach capes at the smarter bathing places. \$19.50 to \$57.50.

For golf, tweed capes and coats or shorter coats of knitted jersey or heather mixtures seem most appropriate. \$12.50 to \$50.

Most attractive things are being made of sweater cloth, which is used in shoulder scarfs which are caught with a belt. Longer capes—these are excellent for the beach—are also made of it. \$7.50 for the scarf, \$29.50 for the long cape.

Motor trips and picnics call for dusters of linene, linen, mohair or Palm Beach cloth. Practical ones are here at \$2.75 to \$9.75. And raincoats or capes, which can be used for this purpose, are \$3.90 to \$29.50. (Market)

CLOSE kin to the coats are the gay sweaters, and sometimes more useful and informal. Sports togs without the gay hues of the sweaters would indeed be colorless.

For golfing, mountain or shore wear a most attractive Tuxedo or plain sweater of fiber is \$12.75.

Pull-over wool sweaters that so many women like are in gay hues, \$4. (Central)

THE most becoming sports hats are gathered in a gay corner of the Down Stairs Store. Some are of tan straw, broad of brim and bound with colored ribbon. Others are entirely of ribbon in shades to match Summer sweaters. Particularly nice are some black Milan hats in various shapes, all very fine and soft and pleasant to touch. Prices start at \$3. (Market)

THE Dress Store is an interesting place to wander through—you can imagine yourself strolling over the green, along the beach or wandering through the mountain paths in some of the cool, pretty things that are gracing the cases and racks.

Especially nice for tennis is a braided white linene dress at \$6. Or for morning a frock of chintz with the collar, vest and sleeves formed of plain organdie you pay only \$10.

A pretty affair, and cool, of blue or lavender woven plaid voile has trimmings of tucked organdie and ball buttons. \$16.50.

White jersey is most attractive brightened with rose or green sweater cloth. And very special at \$18. (Market)

COMFORTALE athletic corset (it is really no more than a girdle) is of white coutil and elastic, lacing and hooking in front. It has garters, too. \$1.50. (Central)

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