BRUNO DUKE
Solver of Business Problems
By HAROLD WHITEHEAD
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THE PROBLEM OF THE VANISHED PROFIT

Some Thoughts of Window Dressing
47 SUPPOSE I'd better go to Ashton
and see this Henry Malbon, and the see the see the see that the see the

sticks, some boxes of stationery. two hot-water bottles and a pile of ba

Neither of these windows had a single price ticket on the goods. Those win-dows seem to say, "Abandon hope all ye who enter here!" This was my thought as I entered Malabon's store,

TODAY'S BUSINESS QUESTION What is a "revenue cutter"?

Answer will appear tomorrow. ANSWER TO YESTERDAY'S BUSINESS QUESTION

A "surveyor" is an agent of an report on applications for marine or fire insurance.

BISHOP MUST SELL HOME

London Churchman With \$50,000 Phila.

by Marshals Joffre, Foch and at a review of the Belgian army

ident Poincare will confer upon the ribbon of the Legion of Honor heroic defense against the Ger-in 1914. He also will visit al Merciar at Malines.

wanted. If, however, two articles are displayed which appeal to quite different buying instincts, the appeal of one article is so different from the appeal of the other, that the two appeals clash and neutralize the effect.

For instance, the little dry goods store had a window in which were jumbled a few women's hats, some umbrellas, a few waists, two or three pairs of men's boots, some sheet music, a notice of a "home talent" concert which had been given two weeks ago and some cakes made by the women's guild.

The drug store window contained, among other things, candy, mosquite joss sticks, some boxes of stationery, MIRRAY—June 22 EDWARD M., bus-likely and still a mile of class of the first of th

London Churchman With \$50,000

Salary Cannot Keep Two Dwellings
London, May 26.—(Correspondence of Associated Press.)—The Bishop of London, Doctor Ingram, with a salary of \$50,000, finds that he cannot keep up both of the residences which go with his position, and proposes to rent or sell his town house.

The bishop explained to a diocesan conference that \$32,500 of his income went for income tax, super-tax, municipal taxes and insurance. That left him only \$17,500 to maintain two establishments, to keep a motor and the minimum of ten servants absolutely needed for Fulham Palace, his country bome, alone.

POINCARE TO VISIT BELGIUM

Jaffre, Foch and Petaln Will Accompany French Chief

Beussels, July 21, which is Belgium's intional fete day. He will be accompanied by Marshals Joffre, Foch and taken a tay in the services of the services of the services of finiteral will be accompanied by Marshals Joffre, Foch and taxes and insurance of the services of the service

SCHUYLERS BROAD AND

HELP WANTED-FEMALE

HOSIERT

HOSIERY MENDERS WANTED t.EARNERS WANTED WALLACE WILSON HOSIERY CO. Orchard below Units st., Frankford

ENITTERS AND TOPPERS on men's half hose. Hanner machines, he doubling.

HOSTERY STRING KNITTERS WANTED on Scott & Williams and Banner morbines, Leistners taken Psid tio while learning WALLACK WILSON HOSBERY CO trebard below Units st. Prankfard

So, the data is such an early several.

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Televical the grip at the states an anticipation of the several sever

STENCEGRAPHER wanted state age, references and salary desired P 633, Ledger office rice (ACHIEL of Pitman shirthand for a business achied) state and education, experi-nce and salary desired P 632, Lodger

experience not necessary, steady continue good wages. Friedberger-Aaron Mfg. Co. 4600 N. 18th at., near Wasne Junction. WOMAN of good education and thorough servetarial training (including stenography, accounting billing and filing) to take new-paper position offering opportunities for rapid advancement to office manager. Write, startung age, qualifications, etc., to M 631, Ledger Office. WOMAN—School teacher desiring change of employment will have results rewarded; must be progressive; good sainty and liberal binus; mix we send you particulars? P 333, Ledger Office.

days Office.

OMAN-Restful outdoor employment for outbile school teacher, suitable work for leable person, particulars yent on receipt qualifications. P. 334 Ledger Office. CMAN-I have a position with old reliable firm for an educated woman familiar with secutive work who can early \$40 a week; dvancement P 608 Ledwer Office.

BUSINESS SERVICE CO. 1116 Land Title EKPRS. \$18.\$20 CLERKS, gen'l. bill. 115 STEN'RS. \$15.\$22 Fren h & Span, \$85.

HELP WANTED-MALE ACCOUNTANT wanted for manufacturing plant, capable of taking charge of general and cost account; state experience, salary and give references, excellent opportunity for right man. Address P 704. Ledger Office.

AUTOMOBILE REPAIR MAN, first class, capable of repairing and running different makes of cars; man must be soher, steady and unquestionable refs. canable of handling men; state salary, P S, P, O, Box 5500

BENCH AND MACHINE HANDS FOR WOODWORKING PLANT, MMC PER HOUR APPLY GEORGE W. SMITH & CO. 49TH ST. AND BOTANIC AVE.

BOOKKEEPER, male, in stock broker's affice, state experience, reference and salary expected. B T. Ledeer Office.
BOTTLER, experienced: work on junior machine, 217 Tasker st. chine. 217 Tasker st.

ANDYMAKER for Asbury Park, no Sunday work highest wages; carfare paid; can start work at once. C. H. Jenkinson, the Arcade, Asbury Park, N. J.

CARPENTERS—Seeds & Derham, contractors, Columbia ave bridge over Schuylkill river, Fairmount Park, East River drive.

CEMENT FINISHERS, experienced men, wanted immediately. Attanta Park. CEMENT FINISHERS, experienced men-wanted immediately. Attantic Refining Co-employment department, 3144 Passyunk ave. Philadelphia. CLEANER-Colored man; good worker. Ap-ply Children's Homeopathic Hospital. Sth. ply Children's Homeopathic Hospital. Sth and Thompson six.

CCLLECTORS and salesmen, reliable, active Catholic men, to work in Harrisburg and Allentown districts; national organization; sond oppol'unity for a hustler. Call and see Mr. Baxter, 202 Land Title Bidg.

DESIGNER of men's and women's knitted bathing suits, who can create styles and draught patterns is wanted by a plant making high-class goods of established reputation; permanent position and good salary and every possible chance for advancement to the right person. G S. Postoffice Box 3509, DIEMAKER wanted, first class, for punch and die work in large harwing factory in reply state previous permitting and wages expected.

N 24. New Britain. Conn.

DRAFTSMEN. 2 of S. first class, thoroughly

N 24 New Britain. Come.

DRAFTSMEN. 2 or 3. first class, thoroughly experienced in blast-furnace work bermanent position; state full details regarding experience, unlary desired and date available. M 420 Ledger Office.

DRAFTSMEN. 3. guod: first-class salery. Apply 420 Tackawanna St. Frankford, Pa. ELEVATOR OPERATOR for private plant; steady work; good wages. Apply P 636.

Ledger Office. HOSIERY WELTERS WANTED on ladies work LEARNERS WANTED and paid \$10 while learning

HOSIERY

KNITTERS AND TOPPERS

Experienced on Standard, Banner and ott & Williams machine

LEARNERS.

PAIRERS AND FOLDERS

in the finishing department

EXPERIENCED KNITTERS

STEADY WORK, GOOD PAY

NOTASEME HOSIERY CO. Oxford and Mascher sts.

HELP WANTED-MALE

STRUCTURAL DRAFTSMEN WANTED

M- 719, LEDGER OFFICE

PACKERS
WANAMAKER FURNITURE WAREHOUSE
N E COR 28D AND WASHINGTON AVE.

HOG ISLAND SHIPTARD WANTS RIVETERS

COPPERSMITHS, FIRST CLASS

APPLY

300 WALNUT ST. SEE MR. SHATTUCE

INSPECTORS

LABORERS—Seeds & Derham, contractors, Columbia ave bridge over Schuylkill river, Fairmount Park, East River drive. LABORERS and helpers on structural iron work. Apply Steward & Stevens Iron Works, 1726 N 8th.

LAUNDRY
SHIRT IRONERS, HAND WORK
APPLY MARKET STREET LAUNDRY
1808 FILBERT STREET

MACHINE OPERATORS AND HELPERS For hand screw and casting ma-chines; steady, reliable men can secure good pay; no lay offs or labor troubles, with a large New York concern.

> MEN WANTED AT ONCE FOR THE U. S. MERCHANT MARINE

TO BE TRAINED AS SAILORS, FIREMEN, STEWARDS POR ORS AT G ON OCEAN-GOING SHIPS PAY WHILE TRAINING: BOARD AND QUARTERS FREE: AGES 18 TO 85; BRING FIRTH CERTIFICATES

APPLY TO U. S. SHIPPING BOARD AGENT CITY HALL YARD PHILADELPHIA

UNSETLITE MEN

FOR PRODUCTION WORK Ages 18 to 45 Weight 140 lbs or more

> IN GOOD PHYSICAL CONDITION Good Living Wage Paid While Learning

Steady Work Assured

Communicate with THE GOODYEAR TIRE & RUBBER CO.

MACHINE hands wanted; must be familiar with window frame cutting out; good wages; steady work. Apply Chas. F. Felin & Co., York road and Butler sts. MAN. past middle age, for information and hall cierk in offices of large corporation: short hours; good position for retired ratiroad man drawing pension; must be able to use a telephone; roply stating experience. P Got Ledger Office. MOUNTERS for hot-air furnaces and gas ranges. Apply Airam Cox Stove Co., American and Dauphin sts. Pi-UMBERS—Wanted. 4 first-class plumb-ers; good wases and stendy work. Apply to James Doak. Greenville, S. C. HELP WANTED-MALE

N. Y. REPRESENTATIVE WITH HIGH-CLASS OFFICE Available for product or publication of merit abundant sales and advertising experience references and financially responsible. En-ergy. Room 905, 110 W. 34th st. N. T.

AT ONCE

WANTED AT ONCE RIVETERS RIVETERS RIVETERS FIRST-CLASS SHELL RIVETERS

APPLY CHESTER SHIPBUILDING CO., LTD. FRONT AND KERLIN STS. CHESTER, PA.

SALESMAN AND ORGANIZER able to earn \$5000 per year by building a substriction organization for the Country Gentleman in rural territory adjacent to Philadelphia, permanent nestion with large-nossibilities for an experienced subscription producer willing to demonstrate his ability by actual field test; to the man emuloyed we offer an annual sainty contract for at least \$5000 gross; fidelity bond and a light carried or \$1000 gross; fidelity bond and a light carried of first rank or as an organizer of subsecription salesmen, call today on L. E. Clay. Agency Division, Curtis Publishing Co., Philadelphia.

scription salesmen, call today on L. E. Clay, Agency Division, Curtis Publishing Co., Philadelphia.

SALESMEN — We want several men of proved ability. The compensation is particularly attractive to men of hish caliber. We must have men of moral strength and character. Sales experience necessary, but we trach our method of seiling. References required. Apply Salesmanager. 410 Perry Bids.

SALESMEN—Specialty men for Harrisburg. Schanon. Elmira. Highamton. Allentawn; high commission; 560 per week proposition. Mr. Brennen. 215 N. 15th st.

SHIPPING CLERK—Intelligent man wanted for night work, textile mills; must be sober, ateady and not afraid of work; state ago, references and salary expected.

SPECIFICATION WRITER. A.1. wanted to take charge of specification department in orge architectural office, good salary; perminent position to the right man. Apply 't. Howard Crane, 2325 Dime Bank Bidg., Detroit, Mich.

STECL DESIGNER, structural, first class. high grade of not less than 10 years' exhibits furnace of steel-pole one williar with blast furnace of steel-pole one williar with position, state full details regarding experience, salary wanted and date available. M.

Wanted by large commany operating 30 metal decorating present; this is a good position for experienced lithographic executive; preference will be given and who has beld similar position; write fully, giving age, experience and former position. M 718.

A few first-class men only can se-cure steady work, good pay, with large New York concern; no labor troubles. SEE MR. ROBERTSON TUESDAY, 12:80 TO 8 AND AFTER 7 P. M. 110 N. 15TH ST. OR WRITE A 325, LEDGER OFFICE,

UPHOLSTERERS UPHOLSTERERS Good pay and steady work. J. Van Sciver Company, Camden.

WAITER white or colored, to wait and make himself generally useful. Sherry Cafe. Road and Christian sts.

EXPERIENCED MEN AND WOMEN LEATHER GLAZERS FOR MOROCCO WORK ONLY; GOOD WAGES; STEADY WORK; NO LABOR TROUBLE. APPLY AT MONROE ST. GATE.

F. BLUMENTHAL CO.

WILMINGTON, DEL.

WEAVERS OR KROWIES LOOMS WHUS WORK.

WEAVERS on Knowles looms, white work Girard Worsted Co., Howard and Hunting

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SALES MANAGER, EXPORT, STRICTLY
HIGH-GRADE MAN, should earn from
\$10,000 to \$15,000 yearly; prominent concern: product in great demand; applicants of
proven ability and a clean record only considered; SALESMAN, FOREIGN TRAVEL;
manufacturing experience required; one who
can close big contracts can earn \$10,000 a
year; prominent, well-known corporation;
high-grade men with clean, successful records only considered; senior accountant, C. P.
A. exp., \$4000 yearly; permanent connection;
no traveling; private secretary to public of-A. exp. \$4000 yearly; permanent connection no traveling; private secretary to public official; secretary to handle Italian-French correspondence; designer and estimator, steel re-enforced concrete buildings, stores, factories, good opening; credit expert, retail or jobbing experience; foreign correspondent; assistant employment manager, female; interviewer; assistant secretary, handle details, stenographers, experienced men and women; wages up to \$1500. Some very attractive openings for executive men and women with clean records; no others. Information blank and booklet gratis. No enrollment charges, 250 S. 11th.

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"LYONS" STEEL TRAILERS
For the car owner. The logical answer to
transportation problems
AGENTS' OPPORTUNITY
The Lyons Trailer sells on sight. Built is
last. Canacity 750 lbs. Price \$120.
Write today for particulars.
Make it pay you to own a car.
F.P.LYONS IRON WORKS. Manchester.N.H.
Department T

SITUATIONS WANTED-MALE ACCOUNTANT-Efficient young man in both ACCOUNTANT—Efficient young man in both commercial and cost accounting, having 10 years' practical experience and with ability to take charge of a department, is open for negotiation with a live concern; graduate of college and has also acted as purchasing agent; best references. A 334, Ledger Office. ACCOUNTANT and auditor, 33 years old, 12 years' practical business experience, de-sires executive office position, P 635, Ledger

STENOGRAPHER—An expert stenographer, 250 words per minute, with business and secretarial training, desires position with firm or individual of importance; salary \$25. A 228. Ledges Office. EMPLOYMENT AGENCIES

MRS. KANE, 511 S. 19th st.—Wanted, sit-untions for fifst-class cooks, chambermalds, waltresses, butlers, childrurses, sirls for chamberwork and waiting, housework sirls with references. Spruce 3401. with references. Spruce 3401.
COOKS, waitressess, chambermaids, general housework, childnurses and girls for seasinors. 2935 Master. Phone Poplar 2647.
ENGINEERS, Gremen, chauffeurs, butlers, porters, housemen and laborers furnished on short notice. 2035 Master. Ph. Fon 2047. Girard ave.

FARMHANDS and dairy hands and married men, white and colored 418 Race st.

WAITRESSES, laundresses and housework girls want positions, 1813 W. Girard ave.

TOURING CAR, 7-passenger limousine. \$1.50 per hour up. Poplar 1867. MOTORCYCLES AND BICYCLES NEW and 2d-hand bleycles, tires, all makes, ANDREW T. BIRCHETT, 508 S. 224. CARPET CLEANING

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CONTINENTAL CARPET-CLEANING HOUSE 20TH ST. ABOVE CHESTNUT Summer Storage Free Phone Locust 1060 ESTABLISHED 1875 Automatic Carpet Cleaning

Bell, Preston 2408; Keystone, West 5028 D. Carpets and rous cleaned, scoured and stored Oriental rous our specialty; fire, dur-able rurs woven from your old carpets. WALLACE N. 19-1826 N. 20-258 Church Lane, Gtn.

USED AUTOMOBILES

We know there are many places in town where you can buy Used Cars with the utmost confidence. Our Used Car show-room is one of those places. The purpose of this ad is "to toot our own horn."

> Bigelow-Willey Motor Co. Distributors of the Paige 804 North Broad Street Philadelphia

TIRE PRICES DROP

Our Special 5000-Mile Guarantee in Writing If a tire fails to run 5000 miles, we will replace it with another for one-half the list price.
Our Tubes are guaranteed one year against defects in material

HENDLER TIRE CO. 691 N. Broad St., Phila., Pa.

More Miles Per Dollar TIRES FOR HALF Our Special-Guaranteed 5000 Miles Our Special—Guaranteed 5000 Miles

If a tire falls to run 5000 miles we will replace it with another tire for \(\) price listed below. Call Land Compared to \(\) price listed below. Call Land Compared \(\) price listed below. Call Land Compared \(\) price listed below. Call And \(\) price listed be

SAVE \$77 70 \$25 \$20 30x314 N. S. ON ALL OUR Irrice \$13,30 STANDARD MAKE TIRES \$58.85 N. S. 37x5 Tires OUR Price \$35.00

707 NORTH BROAD STREET, PHILADELPHIA, PA. AGENTS IN PENNSYLVANIA WANTED



Fresh, carefully selected hand-some tires and tubes, from all fa-mous makers; the kind that thousands of satisfied owners have bought here for years orig-inally 2500, 4000, 5000 mile firsts.

All other sizes in stock at low prices. We ship all orders C. O. D. on approval. We prepay charges when payment in full ac-commanies order.

TIRE SALES CO. 1334 Arch St., Philadelphia No Connection With Any Other Stores

FORD radiators, all models, 1910 inclusive liberal allowance on old ones, 332 N, 15th TWG 5-ton White trucks, stake body, with closed cab: these trucks are practically new, have been used four months and no over 2000 miles. C. BANTA, Elismore, Del Auto Supplies Repairing

SITUATIONS WANTED—WALP

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SITUATIONS WANTED—WALP

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SITUATIONS WANTED—WALP

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SITUATIONS WANTED—WALP BATTERY STATION

1312-14 N. Broad at.

FOR HUDSON AND HUPMOBILE REPAIR

See the brandywine Auto Repair Co.

Ecoff & Ray Simpson form rly with GometySchwartz Co. now established at 1933-33

Brandywine at. Peplar 2035.

RUSINESS OPPORTUNITIES GAR manufacturer, located in Baltimore, Md., working about 20 hands, must dispose because of ill health, lass setablished brands; small overhead expense; opertunity to expand; an exceptional proposition will be made to quick buyer; no rokers, A 331, Ledger Office. EQUIPPED poultry farm—Over 2000 hens, poultry houses, brooders and all necessary equipments; one of the oldest and best-established plants in Vincland, N. J. fire house; beaut surroundings; conv. to business dist; a money-maker; 88500; terms. RUFUS S. McKILLIP, Thomson Bidg. 1118 Chestnut st.

BUSINESS PERSONALS DIAMONDS BOUGHT Positively highest cash prices for your dia-nonds; any size from 4 to 10 carais, none pay higher; size old gold, platinum and silver bought. Estates bought (private) Est. 10 yrs The Diamond Shop 45 N. 10th at.

DIAMONDS BOUGHT ANY SIZE—PRICE NO OBJECT KELLY & CO., 982 CHESTNUT ST. suite 21-22. Over Childs Restaurant. Private Lady Wants Fine Diamonds Pay \$100 to \$1000 each. Mrs. McCutchen. Call 10 to 1. Offices 1833 Real Estate Trust Buildins. Frosd and Chestnut sts. Phone appointment. Wayne 347 R.

SAMUEL SIMPSON NOTARY PUBLIC 727 Walnut street Philadelphia

WRECKING OF ALL KINDS
PHILADELPHIA WRECKING AND
CONTRACTING COMPANY
3015 Chesinut st.
VISITING HAIRDRESSER, formerly with
Mass Cloud; evebrows arched, henna treatment; all shades blond and black. Woodland 3520 W. iand 3520 W.
ELEC treat and manicuring. Office Hutch-ison Bids. fourth floor. Room 406-407 122 S. 13th st. hours. 10-6. ELECTRICAL TREAT. physical culture. 802 S. Broad. Hours. 10 a. m. to fl. p. m. ELECTRIC treatment. & manicuring. Room 165. Heed fldg. 1215 Fibert st. Loc. 3042. HEATING plants installed at cost. Box B 5. Ledger Office.

STAMPS, PACKETS, DIME SETS thums and supplies for stamp collectors. PHILA, STAMP CO., 21 S. 17th st.

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Lowest prices: small monthly pay-ments: no interest charges; written guarantee: old registers repaired, rebuilt, bought, sold and exchanged. JOHN T. WATSON Agent

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Factory Rebuilt Typewriters
American Writing Machine Co.

802 CHESTNUT ST.
WALNUT 2409 MAIN 826 OFFICE FURNITURE
Large lot desks, safes, files, cabinets and
general office furniture, siore fixtures,
We Ruy Sell and Exchange,
PATTEEN FURNITURE CO.
LOCUST 4070, 1127 ARCH SP. RACE 2606.

DESKS, partitions, telephone booths, safes, filing cabinets and other complete office equipment; immense assortment of everything; in fine condition and very cheap, HUGHES, 11th and Buttonwood. FOR SALE AND TO HERE Theatre chairs moving-pict machines, etc.: school desks, church pews and pulpit chairs. CHAIR EXCHANGE, S. E. cor. 6th and Vine CLOSING OUT balance of men's uncalled-for suits, made to order gar, \$35 and \$38 values for \$22.50; some as low as \$15; per-fect goods. HESSERT, 635-37 Arch st. THREE-PIECE porch folding set, consisting of armchair, settee and table, \$4.50, including delivery anywhere in city, CHAIR EXCHANGE-S. E. cor. 6th and Vine BABY CARRIAGES, complete, 1919 line; aver 180 styles; all colors; see our \$19 special. Miller, 604-06 S. 2d st. Open eves. BABY coaches, reed Pullman coach, \$8; new reed stroller, \$8; sulties, \$3.50. Open eve-nings. Auerbach's, \$952 Girard ave. BATHTUBS water closets, enameled sinks, washstands nine and fittings, all sizes. DOODY, 2724 Gravs Ferry ave. Bil.Liakib, poot, comb't'n, 2d-hand, bought, sold, rented, exch. Keafer, 329 Girard ave. HOUSEHOLD furniture, beds and cots com-plete. Sherry's, Broad and Christian.

SAFES, fireproof, slightly used, some thin walls; also steel safe cabinets. 72 N. Fourth STORAGE AND MOVING

VICTORI

Storage, 5215 Market. Largest and best. Phone Belmont 4670 for an estimate. Goods packed for shipment; Pierce-Arrow vans for moving.

WATSON STORAGE—Two trucks going to New York, 1 to Reading, Pa. between June 23 and 27. wish return loads open for engagements to Baltimore or Washington and all summer resorts; prices reasonable, 645-649 N. 17th st. Poplar 534.

The John Rhoads Co. 4157-59 Lancaster Ave., W. Phila.

N. 19-1826 N. 20-258 Church lane. Gta. LONG-DISTANCE MOVING. FIDELITY FIRE-PROOF WAREHOUSES 1817-1819 MARKET ST.

FIREFROOF warehouse, est, free. N. Phila. Storage Co., 2033 Lehish ave, Diamond 7340. Longer the distance shorter the rates. CORRS' CREEK STORAGE, 195 N. 63d st.—Wanted, loads at special rates to New York and Atlantic City. Ph. Belmont 1826.

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THE CARD SHOP, \$20 Chestnut st.—Com-mercial printing and engraving our spe-cialty; 500 business cards, \$1; letterheads OPPOS, THE FEDERAL RESERVE BANK

STAMPS AND COINS

PAPER BALING PRESS: cleaning out a lot of new baling presses and baling wire at cost. 113 N. 2d st. REFRIGERATORS and fixtures for grocers and mest markets: lerms if desired.
RANDALL & CO., 321 N. 24

VICTORY

WALLACE

CRAWFORD STORAGE will take haif load of household goods from Philadelphia to Washington or I load in return. Phone Belmont 6124: night phone Belmont 3997 W. TOTH Century Storage Warehouse, absolutely firebroof; spec plane, painting & rug rms.; Pleers Aron on used \$120 Market st. MONARCH STORAGE CO. 2870 LANCASTER AVE.—ALTO SERVICE. STYRAGE, PACKING. LONG-DISTANCE MOVING.

DANCING WALLACE WILSON HOSIERY CO. Orchard below Unity st., Frankford PORTERS AND CLEANERS
APPLY BUREAU OF EMPLOYMENT
WANAMAKER'S INDIVIDUAL INSTRUCTION by experienced young women. Pive private leasons 35.