

STEAMSHIP NOTICES

CUNARD ANCHOR

Passenger and Freight Services  
**NEW YORK TO LIVERPOOL,**  
 Vasari . . . . . Oct. 27  
 Orduna . . . . . Nov. 1, Dec. 6  
 Carmania . . . . . Nov. 8, Dec. 13

**NEW YORK TO PLYMOUTH**  
 CHERBOURG and SOUTHAMPTON  
 Mauritania Oct. 28, Nov. 22, Dec. 16

**NEW YORK TO PLYMOUTH**  
 HAVRE and SOUTHAMPTON  
 Royal George . . . . . Nov. 5, Dec. 3

**NEW YORK TO PLYMOUTH**  
 CHERBOURG and LONDON  
 Caronia . . . . . Nov. 1, Dec. 6

**NEW YORK TO PLYMOUTH**  
 HAVRE and LONDON  
 Saxonia . . . . . Oct. 25, Nov. 26

**NEW YORK TO PIRAEUS**  
 Pannonia . . . . . Nov. 12

**NEW YORK—LONDON—GLASGOW**  
 Columbia . . . . . Nov. 8, Dec. 6

**PHILADELPHIA TO LIVERPOOL**  
 Verbana . . . . . Nov. 6

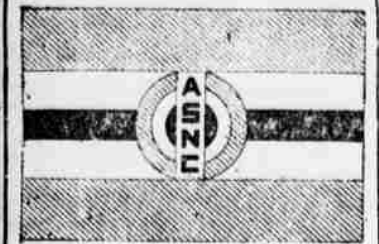
**PHILADELPHIA TO LONDON**  
 Vennonia . . . . . Nov. 10

**Philadelphia-Bristol** (Ayrmouth)  
 Dock  
 Copenhagen . . . . . Nov. 7

Pier 16 South  
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State Bank of Philadelphia  
 Fifth and Bainbridge Sts.  
 STEAMSHIP TICKETS

ASNC-LINES



MONTHLY FREIGHT  
 SERVICE TO  
 MEDITERRANEAN  
 AND  
 BLACK SEA PORTS  
 Marseilles—Barcelona  
 S. S. Susquehanna  
 Sailing about October 25  
 Alexandria—Constantinople  
 Piræus—Galatz  
 S. S. Onokima  
 Sailing about November 1

Steamers sail from Pier 9,  
 Cherry St.

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 AMERICAN STEAMSHIP  
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 REAL ESTATE TRUST BUILDING  
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Daily Freight Service

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 Norfolk, Va.  
 Old Point Comfort, Va.  
 Newport News, Va.

BALTIMORE SOUTHERN  
 NAVIGATION CO.

Municipal Pier 9,  
 North Wharves, Delaware Ave.

I. F. C. LINES

PHILADELPHIA—SOUTH AMERICA  
 Buenos Aires and River Plate Ports  
 S. S. "Monsieur" . . . . . Oct. 29  
 S. S. "Monsieur" . . . . . Nov. 13

BRASILIAN PORTS  
 S. S. "Peregrine" . . . . . Oct. 29

FRENCH ATLANTIC PORTS  
 S. S. "Savannah" . . . . . Oct. 29  
 S. S. "Crested" . . . . . Oct. 30

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For Rates and Particulars Apply to  
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 GENERAL CARGO  
 U. S. Shipping Board Steel Steamers  
 S. S. "LAKE FLUVANNA" . . . . . Oct. 21  
 S. S. "COQUINA" . . . . . Nov. 7

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 Steamships in regular service  
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 Boston and Norfolk  
 Providence and Baltimore  
 Philadelphia, Savannah and Jacksonville  
 Baltimore and Norfolk  
 Baltimore and Providence  
 Baltimore, Savannah and Jacksonville

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 General Agent each Port

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 NETHERLANDS  
 EAST INDIES  
 East Cargo Line

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 3 Pine St., San Francisco  
 New York Office, 15 Battery Place

THEATRES

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 GUY EMPER in  
 "THE UNDERCURRENT"

CEDAR 90TH & CEDAR AVENUE  
 BESSIE HAYAKAWA in  
 "THE DRAGON PAINTER"

COLISEUM MARKET BETWEEN  
 9TH AND 10TH  
 LILLIE BURKE in  
 "THE MILEMAY WIDOW"

EUREKA 40TH & MARKET STS.  
 BESSIE HAYAKAWA in  
 "THE GRAY HORIZON"

FRANKFORD 4715 FRANKFORD  
 AVENUE  
 D. W. GRIFFITH'S  
 "BROKEN BLOSSOMS"

FFERSON 38TH AND DAUPHIN  
 STS.  
 VIRGINIA HAMMOND in  
 "MIR CURSE"

ARK LODGE AVE. & DAUPHIN ST.  
 M. G. M. in  
 "LA BELLE FURSE"

BERNSTORFF WITNESS  
 IN WAR-BLAME PROBE

German Committee to Place Re-  
 sponsibility for Conflict Made  
 Scant Room for Press

Berlin, Oct. 21.—(By A. P.)—The committee which will investigate responsibility of various German officials for the war will meet tomorrow, and it is understood that Count von Bernstorff, former German ambassador at Washington, will be the first witness to be examined and will explain some of his experiences in America.

Admissions for press representatives are limited to twenty-two, although hundreds of applications were received. Each foreign agency receives a seat, thus reducing the number of German correspondents who can be admitted. This arrangement is condemned by the press, which, although admitting the right of foreign agencies to be present, attacks the government for not choosing a larger hall.

CHAMPIONS UNWED MOTHER

French Woman Physician Tells of Steps to Increase Birth Rate

New York, Oct. 21.—A plea for motherhood out of wedlock was made yesterday by Dr. Anna Mouter, of France, at the international conference of woman physicians.

"In a country the population of which is decreasing, she said, 'it is important, above all, to favor the rate of birth by every means, and to do away with all obstacles in the protection of all children indiscriminately.'

"Motherhood outside of marriage must no longer be held as a disgrace or a burden. 'The girl must be lifted. The prejudice which makes her an object of general ridicule must be combated, and if legitimate birth is no longer a disgrace to the child, neither must it be a disgrace to the mother.'

"She must find in society for herself and for her child the support which in the past was refused her."

Describing what France has done in this matter, Doctor Mouter said: "The law has assured the protection of the child born out of wedlock, first in creating a bond of right between him and his parents when that is possible; then in assisting the mother when she is alone and without resources; and, finally, in taking full responsibility in rearing the child."



COUNT SEIKI TERAUCHI  
 Field marshal and former premier  
 of Japan, who died yesterday

COUNT TERAUCHI DEAD

Former Premier of Japan Made  
 Korean Annexation Complete

Tokio, Oct. 21.—(By A. P.)—Field Marshal Count Seiki Terauchi, former premier of Japan, died yesterday.

Count Terauchi's greatest achievement was in connection with the annexation of Korea. Appointed governor general in 1910, he ruled the Koreans with a firm hand and made the work of annexation complete in a few months by reducing the emperor of Korea to the rank of prince.

He was prime minister of Japan from October 1916 to September 1918 when the cabinet which he headed resigned. The foreign policy of the ministry had been under attack for some time and in the summer of 1918 the rice riots brought to the front the charge that the government was responsible. The Terauchi cabinet was succeeded by the present ministry with Takashi Hara as premier.

SMUGGLERS USE TUNNEL

Leads From Ancient Abbey Under Swiss-Austrian Border

Geneva, Oct. 21.—(By A. P.)—A smugglers' tunnel 700 yards long under the Swiss-Austrian border has been found, it is reported, by the police at Kreuzlingen, a small town at the lower end of Lake Constance. A shorter tunnel under the border was recently found there.

The newly discovered tunnel leads from an ancient Augustine abbey, in which the smugglers made an Aladdin's cave. They are supposed to have been operating here for several years. The smugglers found a forgotten underground passage extending from the abbey, which they prolonged to well beyond the Austrian frontier.

ARMIES TO FIX PEACE DATE

Allied Military Authorities to Decide Time for Treaty's Effectiveness

Paris, Oct. 21.—(By A. P.)—The supreme council of the Peace Conference has decided to entrust to the military authorities of the allied powers the duty of fixing a date for depositing ratifications of the treaty of peace with Germany, which date will mark the coming into force of the agreement, according to the Echo de Paris.

GERMAN COLONY IN MEXICO

Governor of State of Sinaloa to Sell 494,200 Acres of Fertile Land

Mexico City, Oct. 21.—(By A. P.)—Concrete evidence of German colonization plans for Mexico was revealed here yesterday with the announcement of an enterprise for the irrigation of 200,000 hectares (494,200 acres) of land in the state of Sinaloa, where thousands of German emigrants are expected to buy small parcels of land on a twenty-year payment plan.

The corporation is being floated by Jose Meakany, a Mexico City capitalist, with the support of General Ramon Huelmo, governor of Sinaloa. It is proposed to construct a dam at Saint Blas, securing from the government a concession for the use of enough water from the Fuerte River for the proposed colony. The land is declared to be extremely fertile and the plan is being backed by German banks here.

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# New Ideas-First!

Makes a big difference in your business, doesn't it, whether you're a month behind or a month ahead of the other fellow in working out a new idea?

SYSTEM, the Magazine of Business, will keep you always a step ahead of your community, or your trade. SYSTEM watches everywhere for the latest ideas in sales, collections, cutting costs—for fresh and stimulating methods for handling labor, financing, getting your work done quicker.

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 Natural Milk Clean

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EXCEPTIONALLY clear milk, like Walker-Gordon Milk, stays sweet for an unusually long time. It always has that clean, fresh milk flavor, a smooth creamy consistency, and can be depended upon from day to day.

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Anoint Irritations With Soothing Cuticura  
 First wash with Cuticura Soap and hot water. These super-emollient not only soothe, but in most cases heal annoying irritations and other skin troubles. They are also ideal for daily toilet uses. After bathing with Cuticura Soap dust on a few grains of the exquisitely scented Cuticura Talcum.  
 Soap 25c, Ointment 25c and 50c, Talcum 25c. Sold everywhere. Be sure you get Cuticura, Dept. 44, Malden, Mass.  
 Cuticura Soap shaves without mug.

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Moleskin Coat With Squirrel Collar and Cuffs \$395.00

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<b>Hudson Seal Coats</b> Short Wrap Effects, Three-Quarter and Sport Models \$185.00 \$245.00 \$295.00 Some with contrasting fur collars and cuffs	<b>Marmot Coats</b> Self Border and Flare Models. Collar and Cuffs of Raccoon and Marmot \$95.00 \$125.00 \$165.00	
Very Special	Very Special	
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<b>Fox and Wolf Scarfs</b> Solid and Lined Animal Effects \$24.50 \$35.00 \$45.00 In Taupe, Brown, Kamchatka and Georgette	<b>Fine Fur Scarfs</b> Beaver, Hudson Seal, Mink, Taupes, Nutria and Stone Marten \$24.50 \$39.50 \$55.00	
Very Special	Very Special	
<b>Fur Stoles</b> Hudson Seal, Mink, Moleskin, Natural Squirrel and Australian Seal \$47.50 \$65.00 \$97.50 Fancy Pockets Handsomely Lined	<b>Fox and Wolf Sets</b> Large Animal Scarfs, Large Muffs with Heads, Tails and Paws \$59.50 \$69.50 \$89.50	

We Accept Liberty Bonds and Purchasing Agents' Orders

**The "Blackboard Cure" for Labor Troubles**

ARE workers altogether at fault because they don't appreciate management? H. C. Osborn, President American Multi-graph Sales Company, stood before his men with crayon and blackboard to show why Capital must be paid liberally as well as Labor. His seven unique diagrams brought home to the workers, as never before, the true relation of wages to their work. Production increased. Spoilage was less. Mr. Osborn tells how he interpreted his business to his men—in November SYSTEM.

**Marshall Field's Methods**

MARSHALL FIELD died 13 years ago, but his unusual policies keep justifying themselves more and more as the years go by. People have marvelled at Mr. Field's uncanny knowledge of men and markets. November SYSTEM takes you behind the scenes into 54 years of Field strategy, showing just how sales and customers were developed by the great merchant the world has ever known.

**Giving a Business a Personality**

FORTY years ago an Eastern concern controlled 90% of the total business in its territory. Today the bulk of the trade has gravitated to a rival concern. They won over customers through house personality. This exceptional experience told by Wylie F. Tuttle in November SYSTEM.

**Why They're Never "Rushed" in Europe**

WHY is it that executives abroad manage to dispose of such a surprising amount of work without the typical American fluster? Samuel Crowther was commissioned by SYSTEM to secure the personal efficiency methods of the leading business men of England, France, Germany and Holland. He had many interesting experiences. In November SYSTEM, he describes six European ideas in efficiency. You will ask: "Won't it pay me to do that?"

**When is a Customer a Good Risk?**

"NOW, with conditions good, and prices advancing, is the very time for more than ordinary knowledge of your customers," warns Henry S. Blum in November SYSTEM. And he tells of ways to read between the lines of credit statements—how to get at hidden symptoms and tell the facts. Ideas from his wide credit experience should be a sure aid in holding a large volume of charge accounts.

**Do Your Letters Cost Too Much?**

DO they cost \$1.12 each to mail? Louis Balsam tells of a concern that has reduced this cost to forty cents, often less. And out of an investigation in many firms he has drawn 12 fundamental plans that save money and short-cut routine in everyday correspondence. Get these ready-to-use methods—in November SYSTEM.

**Common Sense in Records**

"YES, that's wonderful, but it doesn't mean anything!"—is a famous cartoonist's slogan that ought to be applied to every business record. E. R. Miner has brought together many interesting experiences where common sense in records has saved time and prevented worry. If records are a problem in your business, see pages 868 and 869—November SYSTEM.

**At All Newsstands—25c**

If your dealer has already sold his supply, ask him to order a copy for you, or write direct to the publishers—A. W. Shaw Company—at either Wabash Ave. and Madison St., Chicago, or 299 Madison Ave., New York, and ask to receive SYSTEM regularly. It will be billed you at 25c a copy, or \$3 for a year.

**Work and Wages**  
 By H.C. Osborn  
 Giving a Business a Personality  
 6 European Ideas We Could Use  
 Do Your Letters Cost too Much?  
 I Never Discharge a Man  
 How Keen Competition Helps Us  
 November 1919