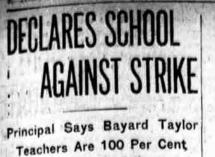
EVENING PUBLIC LEDGER-PHILADELPHIA; MONDAY, MARCH 15, 1920



Loyal-Denies Canvass

SALARIES ARE CRITICIZED

"The Bayard Taylor School is 100 per cent loyal." according to Elmer E. Michener, principal, who notified Wil-liam Dick, secretary of the Board of Education, this morning that none of his teachers had ever mentioned strike.

his teachers had ever mentioned strike. "The teachers have entirely too good sense." said Mr. Mickener. "It was reported that a canvass had been made of our teachers and that there were strikers among them. There was no such canvass. I have spoken to at least a third of our teachers, of whom there are two men and twenty-nine women. and they are indignant that they were mentioned."

mentioned." Mr. Michener said that his teachers had a sense of their responsibility as public servants and were not among the strikers, but that he could not answer for their opinions on the schedule. Face to face with a practical economic sit-nation the schedule would probably plesse afgreat many, and would be un-satisfactory to a few who did not get an increase, he said. The school is lo-cated at Eric avenue and Sixth street.

Phila. Officer Here Tells How Criticism of the new schedule of sal-sries adopted by the Board of Educaaries adopted by the Board of Educa-tion at its recent meeting was made by Miss Margaret Maguire, principal of the McCall School, today, because the schedule does not offer inducement for young people to enter the profession of teaching

teaching. "It is a matter of the most serious "It is a matter of the most serious importance," said Miss Maguire, "We see the school system breaking up. It Lake Deval at Southampton, N. Y., the the school system breaking up. It is time we got away from our faith in the public schools. We have come to think that the public school will be with Ralph Mann, first officer of the vessel, rached his home, 2050 Sansom street, after midnight this morning. Mann, a former paval officer, today is recuperating from his experience, which was shared by Captain B. D. Laalways like the linoleum on the kitchen floor.

"I wonder if we are going into the markets of the world and finding the mont, the vessel's commander, also a Philadelphian, and thirty-one members best teachers for our schools, or are we just bickering over our personal wants? "The new schedule has done nothing of the crew Captain Lamont is at Southampton oday with several members of the crew. for those web contemplated entering the profession. Schools are not buildings. We need teachers, and we ought to be doing something now to induce the bet-Mr. Mann brought twenty-five of the crew to this city late yesterday evening to be paid off, before going to his home, where his wife had been informed of his safety. ter young men and young women to come into the schools. We seem to overlook the fact that it takes two years to train a teacher and that unless we

offer some inducement we shall have no teachers. We ought to have recruiting were seen by lifeguards. "When the haze lifted the guards teachers. stations for teachers as we have for the army and navy." tried to shoot us a line over a distance of three-quarters of a mile. They failed. For two days at regular inter-

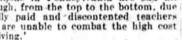
SPROUL FOR TEACHERS' RISE vals a line was shot toward us, but high winds and heavy seas balked the

Says Poor Condition of Schools Is Due to Low Salaries Paid Governor Sproul is strongly in favor of better salaries for school teachers. He tried to make this point clear in a recent address at Baltimore, but erro-neous newspaper dispatches received from that city gave the impression that

neous newspaper dispatches received from that city gave the impression that he merely had attacked general school conditions in Pennsylvania. In a letter to the editor of the Evg-NING PUBLIC LEDGER, written from Harrisburg under date of March 13, Governor Sproul says: In a dispatch from Baltimore in the navy and second

Pennsylvania are bad all through." "This is a slight misquotation which

makes much difference in the meaning. What I did say was that 'the school conditions in Pennsylvania are bad all through from the top to the bottom, due to illy paid and discontented teachers who are unable to combat the high cost





A great German battleship will soon be brought to the United States manued an American erew.

The vessel, which is the dreadnought Ostfriesland, will be brought over for experiment and study by American na-val officers and engineers and afterward will be dismantled. She is now in a

will be dismantied. She is now in a German naval base. The Ostfriesland is the only capital ship of the German navy to be taken over by this country and her probable ultimate destination is Philadelphia. The transport Hancock at the Phila-delphia Navy Yard has been recomdelphia Navy Yard has been recom-missioned to carry the crew across the Atlantic to bring back the German ship. More than 800 man have been assigned

to the Hancock. The Hancock, it is expected, will sail om Philadelphia about April 1. She ill be under the command of Captain

ohn G. Church. The Ostfriesland is one of ten the Helgoland class, several of which participated in the North sea battles, This class is the latest type of capital ship left to Germany by the Allies under the terms of the surrender of the German fleet. These ships, though still at German bases, remain under the ju-risdiction of the Allies. The Ostfries-land is virtually dismantled.

She mounts twelve twelve-inch guns, some of which are believed to have been breeches buoy from the grounded steamer removed during the latter months of the Lake Deval at Southampton, N. Y., war to bolster up the crumbling German defense on the western front. The vessel was completed at Wil-e'mshaven in 1909 and displaces 22.

perimental work and investigation. She will then be scrapped in accordance with ment the terms of surrender of the German

PAYNE ENTERS CABINET

"We went aground in a heavy fog about 10 o'clock Wednesday morning." Mr. Mann said today. "A heavy sea was running. We sent up signals which Quits Shipping Board and Becomes Secretary of Interfor

Washington, March 15.-(By A. P.) John Barton Payne retired today as chairman of the shipping board and was

chairman of the snipping board and was sworn in as secretary of the interior, succeeding Franklin K. Lane, who re-tired on March 1. Payne was replaced on the shipping board by Rear Admiral William S. Benson, retired. Admiral Benson was appointed only as a member of the

Benson, retired. Admiral Benson was appointed only as a member of the board, but it is expected that he will be also addressed he elected chairman.

"In a dispatch from Baltimore in "In a dispatch from Baltimore in resterday's EVENING PUBLIC LEDGER, was quoted as saying "The schools of entered the naval service as an ensign.

RALPH MANN

som street, is first officer of the steamship Lake Deval, which grounded off the New York coast, He was hauled ashore, unconscious,

ESCAPE WRECK

Lake Deval Battled for

Days in Storm

Hauled ashore unconscious in

Mr.

Mann, a former lieutenant in navy, who lives at 2050 San-



DIPLOMATS from the

know the best in comfort

and service. Many foreign

representatives accredited

to the Capital make their

American homes at the

Wardman Park Hotel. They

find there the luxury and

attentive service to which

HARRY WARDMAN ELMER DYER

Wardman Park Hotel

WASHINGTON, D.C.

they are accustomed.

cities of the Old World



20-WILLIAM F. RORKE

WILLIAMS SUCCEEDS ROPER

Alabaman Chosen Commissioner of Internal Revenue by President .Washington, March 15.-(By A. P.) -William Martin Williams, of Ala-bama, will succeed Daniel C. Roper as commissioner of internal revenue.

Williams's selection by President Wilson was announced today at the White House. He is soliictor for the Department of Agriculture and was recommended for his new post by Secwas announced today at the etary of the Treasury Houston, who formerly was secretary of agriculture. As head of the Bureau of Internal Revenue. Williams will direct the work of collecting millions of dollars in taxes and also will have charge jointly with

the Department of Justice and of prohibition enforcement. Commissioner Roper recently sented his resignation to President Wil-

After visiting several scaports, where ant commissioner in charge of income tax collections, will leave the bureau she will be open to public inspection. it is believed the ship will be sent to the Phi'adelphia Navy Yard for the ex-chief clerk of the Treasury Depart-

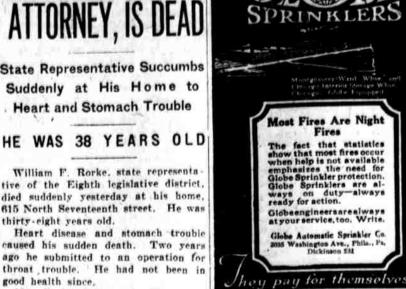
and prior to that time practiced law in New York and Montgomery, Ala.

THE tombstones in the graveyard of business are covered with names of

HERBERT M. MORRIS

Investing in Advertising

that Pays



ago he submitted to an operation for throat trouble. He had not been in good health since. Mr. Rorke leaves a widow, daughters and one sister.

WILLIAM F. RORKE;

daughters and one sister. He was born in Philadelphia and was graduated from the Central High School and the law school of the University of Pennsylvania. He was admitted to the bar twelve years ago. Two months ago Mr. Rorke was ac-quitted of a charge of subornation of perjury. The witnesses, arrested for osciary in a murder case, testified he Mr. Rorke introduced and champion

ed a bill in the last Legislature to per mit Sunday concerts and motion-pictures. The bill was strongly opposed and defeated. Mr. Rorke was a prominent Catho-

Fires

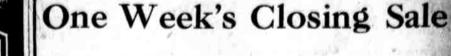
Dickinson Sil

perjury. The witnesses, arrested for perjury in a murder case, testified be-fore the coroner that they had changed their testimony on the advice of Mr. Rorke. His arrest followed. At the lic. He was active in Thirteenth ward politics and a member of the Union League.

He was elected to the Legislature as the colleague of John R. K. Scott in 1918. Prior to that he had been astrial many judges and prominent mem-bers of the bar testified to his good character and he was acquitted. sistant city solicitor for several years.



Memorial Tablets of Bronze and Brass



HALF PRICE

at

Commencing this Monday morning and ending next Saturday night -- if the goods on sale last-we will close out at Exactly Half their. Original Prices, Odds and Ends and Accumulations of stock of one to two years' standing.

Suits and Overcoats marked \$25 will be sold for \$12.50; Suits and Overcoats marked \$30 will be sold for \$15-and so on up through all prices to Suits and Overcoats marked \$60, which will be sold for \$30.00!

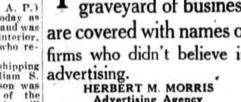
Fur-outside Coats marked \$125 and \$225 will be sold for \$62.50 and \$112.50.

\$12, \$18, \$20 and \$25 Rubberized Raincoats will be sold for \$6, \$9, \$10 and \$12.50.

\$40, \$48 and \$60 U.S. Army Raincoats will be sold for \$20, \$24 and \$30.

\$28 U. S. Navy Raincoats will be sold for \$14.

\$12 fleece-collar jackets will be sold for \$6-\$30 sheep-lined Overcoats will be sold for \$15.



firms who didn't believe in

Advertising Agency Every Phase of Sales Promotion 400 Chestnut Street Philadelphia



hould be glad if ight in this matter

\$800 Loss Caused by Fire

Fire started in a two-story brick building, occupied by Harry Greenfield, at 2004 Mulfield street, shortly before 10 o'clock this morning, resulting in \$00 damage before it was put out after the response of four engine companies. The house is owned by the Emergency Fleet Corporation. The fire is believed to have been caused by an overheated o have been caused by an overheated

You yourself can "put up the best arguments" for taking the Collins System because you know where your "weak spots" are.

May we mail you our booklet?

COLLINS INSTITUTE OF PHYSICAL CULTURE OLLINS BLDG., WALNUT ST. AT 15TH

The Rosenbach Company announce the

OPENING OF THEIR New Galleries

> 273 Madison Avenue (Near Fortieth Street)

New York

All patrons of the Philadelphia House are cordially invited to inspect the many artistic and literary treasures, there on view.

The Rosenbach Galleries 1320 Walnut Street

Philadelphia

THE truthful gripping appeal that makes success inevitable in an advertising campaign must yield itself to our methods.

> We try no "royal roads" to achievement, we "sound" every source of information, we co-operate with every department of the advertiser's organization until we reach the vital appeal that makes our plan and copy irresistible.

> Scientific certitude replaces superficialities-we arrive carefully and painstakingly with each element in our organization keyed up to give the best that a skilled merchandising training permits, with a member of the firm in close touch with the campaign as it progresses through the organization.

Let us describe the process of a campaign

in our organization. First, our investigators study out every selling condition. We learn of the consumer's and dealer's attitude, every market and competitive condition.

The findings of our investigators are assembled in our Plan Department. In conference with Executives, Plan men, Accounts managers and Departmental heads, the campaign is understandingly planned on big, broad lines, the "copy" appeal decided. the media selected and dealer co-operative plans made up.

Each department has its own particular work to perform. If the product is a Food. it is tested and cooked in our Experimental Kitchen. Copy is written with the kitchen atmosphere-to appeal to the housewife.

Then our dealer work is judged in our Bulk Window. Car cards are compared in our duplicate street car; packages and labels are placed on our store display shelves to secure the best effects. Close contact is maintained with the Executives throughout.

* * * *

Perhaps this is one reason why our association with our clients is longer than usual.

The average life of our accounts is seven years and six months . . '. and this average is getting longer each year.

The average life of accounts with agencies in general is eleven months.

In 1919, our business increased 150 per cent.; and 96 per cent. of the entire volume of business we placed was from advertisers who had been with us for longer than one year and in some instances, for twenty-five years.

These advertisers, who were responsible for the bulk of our increase, have been through the test period with us. They know us and our work.

* * * *

We might be able to help you to solve your merchandising or advertising problem whatever it may be. Our basis of Complete Knowledge has given us the solution of many, such as "Distribution," "Private Brands," "Dealer Co-operation," "Sales." "Salesmen," "Costs," "Finances."

If you would like to know more about our methods, we will gladly tell you, without obligation on your part, any time that will be convenient for you to see us.

Donovan-Armstrong

National Advertising **1211 CHESTNUT STREET**

PHILADELPHIA

A few \$6.50 Aviation caps for \$3.25.

Golf Suits marked \$20, \$25 and \$30 will be sold for \$10, \$12.50 and \$15.

Leatherette Coats marked \$20, \$28, \$40 will be sold for \$10, \$14, \$20.

A few Evening Dress Coats (coats only) marked \$25, \$28, \$40 for \$12.50. \$14, \$20.

Breezeweve Suits marked \$12, \$15, \$18. \$20 and \$25 will be sold for \$5, \$7.50, \$9, \$10, \$12.50.

Sports Coats and Blazers marked \$6.50, \$8.50, \$12 will be sold for \$3.25, \$4.25, \$6.

Cutaway Coats and Vests marked \$20 will be sold for \$10 - Cutaway Suits marked \$25, \$30, \$35 and \$40 will be sold for \$12.50, \$15, \$17.50 and \$20.

As many of these Suits, Overcoats, Raincoats, etc., etc., are odds and ends of assortments that were marked much below the present market values, their present sale prices will appear almost ridiculous.

Terms of Sale

Cash Only No Alterations No Exchanges No Refunds None sold to dealers

PERRY & CO. "N. B. T." 16th & Chestnut Sts.