

Industrial Management

Under the Personal Direction of
George F. Barber

An internationally known industrial engineer, we shall conduct a 16 weeks' course of practical training for Foremen, Superintendents, Factory and Production Managers and other factory executives. The course will consist of lectures and discussions of the broadest nature, covering: Work of a Supervisor, Organization, Management, Standardizing Operations, Plant Working Conditions, Materials and Production Control, Inspection, Wages, Cost Records, Timekeeping, Safety, Maintenance and other subjects on which production is dependent. This course has been carefully planned to give real constructive instruction to executives who wish to conduct their work along practical modern lines. Phone, write or call for full details and for tickets to opening meeting, October 22.

SCHOOL OF COMMERCE, ACCOUNTS & FINANCE
YMCA
Central Building, 1421 Arch Street

COX AND ROOSEVELT DEMOCRATIC MASS MEETING

Democratic Women of Pennsylvania
Academy of Music, Broad and Locust Sts.
THURSDAY EVENING, OCT. 21, 8 O'CLOCK

ADDRESSES BY
HON. JOSEPH W. FOLK Former Governor of Missouri
MAJOR JOHN A. FARRELL
Democratic Candidate for U. S. Senator from Pennsylvania
MRS. CARROLL MILLER, of Pittsburgh
MRS. CLARENCE RENSCHAW, of Pittsburgh
JUDGE R. E. GOODALE, of Washington, D. C.
DR. CYRUS ADLER, of Philadelphia, President of Dropsie College
COL. SAMUEL PRICE WETHERILL, of Philadelphia
MEN AND WOMEN VOTERS INVITED

There will be a complete presentation of the purposes and function of the League of Nations and reasons why mothers and fathers should support the ratification of the Peace Treaty and the Covenant of the League by voting for Governor James M. Cox, who has declared in favor of the League and for participation of the United States in the world wide plan to end war and restore peace. The \$1,000 sons, brothers and husbands who died in France and Flanders to make an end of war call to us to support the candidates who are pledged to enter a union of the civilized nations of the world.
Tickets will be distributed free of charge at the following places:
Democratic Women's Committee of Penna., 221 S. Broad St.
Democratic Women's Committee of Phila., 23 South 18th St.
Democratic City Committee of Phila., N. E. corner 10th & Walnut Sts., second floor.
The Philadelphia Record office.



The **Oldsmobile**
Six Coupe

At \$2145 F. O. B. Factory, this handsome finely appointed Oldsmobile Coupe is unsurpassed in dollar for dollar value.

A little later, when cold weather sets in, the demand will likely exceed the supply; right now we can make prompt delivery.

LARSON-OLDSMOBILE COMPANY,
800 North Broad Street



An Exceptional Cleaner
at an
Exceptional Price
and on
Easy Payment Terms

HERE is your opportunity to buy a really first-class electric cleaner—one which is endorsed and recommended by us—at a price considerably lower than others in its class and on very easy payment terms.

\$2.50

places this Philadelphia Electric Cleaner in your home—and easy payments of \$3.50 per month will soon complete the balance.

This is an exceptional offer and holds good for a limited time only. The Philadelphia Electric Cleaner is a splendid machine, sturdily and substantially built, with many special features—carpet sweeper brush, adjustable nozzle, double thickness bag, General Electric motor, extra length cord.

Remember: This sale has only a little longer to run. Demonstrations of the Philadelphia Electric Cleaner at the Electric Shop and District Offices, or phone Walnut 4700 for full information.

The PHILADELPHIA ELECTRIC CO.
TENTH AND CHESTNUT STREET

3 South 40th Street 6th and Diamond Streets 4800 Frankford Avenue
2100 Kensington Avenue 18th Street and Columbia Ave. 7 and 9 W. Chelton Avenue
Broad and Ruscumb Streets (Logan)

DELAWARE COUNTY ELECTRIC COMPANY
Chester Media Landowne

This is "American Beauty" Electric Iron Week
American Beauty Electric Irons on sale at the Electric Shop and all district sales offices.

Store Hours 9 to 5:30

GIMBEL BROTHERS

MARKET · CHESTNUT · EIGHTH · NINTH
FOR THURSDAY

Philadelphia, Pa., October 20, 1920

All the Player Pianos

From the International Piano Manufacturing Co.
Of Fall River, Massachusetts
In Bankruptcy


Have Been Sold to Gimbels

By Order of the United States Court

The International Piano Manufacturing Co. got into difficulty --- made instruments too good for the prices they asked---made so many that losses multiplied---and the concern failed.

Ready for You: **\$395** On Easy
Prices Start at— **Terms**

These Two Letters from Trustee and Receiver Tell the Story



INTERNATIONAL PIANO MANUFACTURING CO.
FALL RIVER, MASSACHUSETTS.
August 23rd, 1920

Gimbel Brothers,
32nd St., Broadway, 33rd St.,
New York City, & Philadelphia, Pa.


Gentlemen:-
This Company was petitioned into bankruptcy and the Court appointed me one of the receivers to administer the Estate.

Examining the inventory on hand, I find the Estate contains, up to date, good stock, in perfect condition, to complete about two thousand pianos and player pianos. Permission is obtained from the Court, to operate the shops of the bankrupt, and manufacture pianos for a limited time, in order to turn this merchandise, in part or all, into cash.

It is the opinion of the receivers, that a selling campaign might not be to the best interests of the creditors, and I am charged with the disposal of the pianos that are, and will be manufactured under the receiver-ship. I prefer to sell the entire output to one house, and knowing you are in a position to buy in very large quantities, for spot cash, I am willing to sell the instruments manufactured, considerably below the market price, and invite your offer in this matter.

Yours very truly,
MILTON REED,
JOHN J. MARTIN
JULIUS SCHNELLER
Receivers for the International
Piano Manufacturing Company.

(Signed) By J. Schneller
Trustee Receiver



INTERNATIONAL PIANO MANUFACTURING CO.
FALL RIVER, MASSACHUSETTS, U.S.A.
Oct. 11, 1920.

Gimbel Brothers,
32nd St., Broadway, 33rd St.,
New York City, & Philadelphia, Pa.

Gentlemen:-
I beg to acknowledge your offer of the 22nd September in connection with the entire manufactured output of the Estate, under our administration. The offer was submitted to the Court for approval, and I wish to advise you the order was issued this morning, confirming our agreement in full.

The first shipment is being made at once.

Yours very truly,
MILTON REED
JOHN J. MARTIN
JULIUS SCHNELLER
Trustees for the International
Piano Manufacturing Company,
in Bankruptcy.

(Signed) By J. Schneller
Trustee.

The stock came to Gimbels---the first lot we told of a few days ago---now the remainder of the bankrupt stock is coming. We paid considerably less than the regular price---so shall you: We pass the savings on to you.

All Are 88-Note Players—All Are Brand New

A remarkable opportunity to own an excellent Player Piano---we guarantee them fully---at a wonderfully low price, and on easy terms of payment.

The Piano Store Will Be Open Till 9 o'Clock
Beginning This (Wednesday) Evening—Enter at Ninth St. Door

—Gimbels, Hardman Hall, Seventh floor; also Subway Store



New Gimbel Conreid Phonographs, Save Third at \$79

Fully Guaranteed—On Easy Terms

First Payment May be as Little as \$5

The Conreid Plays All Disc Records

Polished mahogany case, 46 inches high, 20 wide, 20 deep.

They have the celebrated Heineman motor, tone arm and sound box.

Complete Record Filing Cabinet is built into the machine.

—Gimbels, Hardman Hall, Seventh floor; also Subway Store.

Messrs. Gimbel Brothers, Philadelphia

Without obligating me, please give full information regarding

Player Pianos

Talking Machines

Name

Street

City

E. L. 10-20-20