

WOMAN SLAIN FOR GEMS

Body Found on Long Island Identified—Jewelry Missing
New York, Oct. 25.—That robbery was the motive back of the murder of Mrs. Jenny Kusel, the young woman found strangled Friday among the hills of West New Brighton, S. I., was the opinion expressed yesterday by her husband, Kasel, Jersey City.

government in the campaign to extend the use of apples and aid in the distribution of the enormous crop by observance of the period between October 30 and November 6 as "Apple Week."

ASK FOR and GET Horlick's The Original Malted Milk for Infants and Invalids Avoid Imitations and Substitutes

L. D. Berger Co., 58 N. 24 St. Main 4800, Market 835 Galvanized Boat Pumps

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MUSICAL INSTRUCTION EMILIE School of Expression & Stage Art BRIDGER 1714 Chestnut St. Spruce 3458 KILGORE School Dramatic Art—Special eye, elocution, dress, art, stage training, public speak. 1714 Chestnut St., Spruce 4699. HELP WANTED—FEMALE ADVANTAGES WHICH EVERY YOUNG WOMAN WANTS Are a part of the daily life of a BELL TELEPHONE OPERATOR THERE ARE OPENINGS NOW IN OUR TRAINING DEPARTMENT A GOOD SALARY IS PAID WHILE LEARNING AND RAPID ADVANCEMENT IS ASSURED See MISS STEVENSON, 1631 ARCH ST. BELL TELEPHONE CO. OF PHILA.

State to Observe "Apple Week" Harrisburg, Oct. 25.—(By A. P.) Pennsylvania will unite with the federal

PERSONALS MISS MARIE JOSEPHINE NEWTON, 28 years old, daughter of Mary K. McCaffrey, and your address to 1515 Park ave. of 412 W. Norris st., Philadelphia. HELP WANTED—FEMALE BOOKKEEPER A good opportunity for a young woman with a good education and who is an experienced bookkeeper. PUBLIC LEDGER CO. 6th and Chestnut sts. Ask for Mr. West. CLERK, receiving, experienced on women's suits, coats and dresses; permanent position. Apply 2d floor, 405-414 Bourse Bldg. and Brown, second floor, 6th and Market.



"It makes me somewhat tired to have people ask me if we have much trouble with labor," says Samuel M. Vauclein. Since 1888 he has helped build 48,317 locomotives. One of his ways of avoiding trouble of all kinds has been, he says, "to treat everyone around me as a human being fully equipped with brains."

Getting out of "tight places"

YOU get into them in your business as everyone else does; things come up that you didn't expect. Sometimes the situation is very serious. You have to get out; you can't throw up your hands. What do you do?

Samuel M. Vauclein, president, Baldwin Locomotive Works, tells in November SYSTEM what he did in a case like that. It looked like disaster; it would have been, if he hadn't known what to do.

"It has always been part of my business," he says, referring to possible sources of supply, "to know what everybody is capable of." But nobody was "capable" enough for this emergency. Yes, they could "help him out in a month;" a few days was all he had.

But he did get out of that tight place, and how he got out makes the story of an interesting business experience. It has a lot of value, also, for no business man can know too much about how to meet emergencies. Read Mr. Vauclein's article, "Why we are always ready for the unexpected." It's in SYSTEM for November; ready now on the news-stands; 25 cents. Get your copy before they're all gone.

Also in November SYSTEM

- Gets 75% of the trade You'd like to do that in your business; here's a concern that does it, no monopoly about it; just initiative, resourcefulness, and looking ahead. The story of the Victor Manufacturing and Gasket Company is interesting reading for any business man. In November SYSTEM.
Have "trade acceptances" made good? Maybe you take "trade acceptances" in your business. Do you know just what bankers think of them? Melvin A. Traylor, president, First Trust and Savings Bank, Chicago, tells you in SYSTEM for November.
Better collection plans With money getting tighter, will it pay you to collect more closely? Twelve concerns contribute their best methods; some are unusual; all are worth checking with your own.
Letters or salesmen? With thirty people in the office and seventy-five in the shop, the overhead ate up all the profit. Now with four in the office and twenty-five in the shop, profits are sailing along merrily. Good letters had a big part in the change; letters that get and hold business where salesmen sometimes fail.
"My 64 years in business" If you've been reading the Farquhar series in SYSTEM, you will enjoy this picture of business conditions during the Civil War. In a series of picturesque incidents Mr. Farquhar contrasts the commercial standards of those days with what we expect of business today.
"Our salesmen own their own territories" Salesmen have "owned" territories to the management's disgust. It's not that kind of ownership this executive tells about. This manager's plan gives each salesman a basis from which to start and a background that spurs encouragement and results.

SYSTEM The Magazine of Business

Published by A.W. SHAW COMPANY, Chicago, New York, London. Publishers also of FACTORY and of SYSTEM ON THE FARM

Special Yachting Cruise To WEST INDIES Leaving New York Nov. 6th, Returning Dec. 1st NEW BRITISH STEAMSHIP CO. S. S. FORT VICTORIA 14,000 TONS DISPLACEMENT Embraces English, French and American Possessions Old-World Scenes in A Setting of Azure Seas Hotel The steamer is your hotel and has many upper deck rooms fitted with beds and private baths, hot and cold running water and electric fans in all rooms, and the cuisine is the very best. Rates Rates for the round cruise, including stateroom, berth and meals, 125.00, and according to accommodation. Early application is desirable to secure choice accommodation. For further particulars apply to QUEBEC STEAMSHIP CO., 24 Whitehall St., New York City. FURNESS, WITRY & CO., Ltd., Bourse Bldg., Boston

CUMMINS LINES U. S. Shipping Board Steel Steamers Regular Freight Service PHILADELPHIA TO ROTTERDAM AND ANTWERP S/S "Bonnie Brook" Loading Nov. 10 S/S "Arizpa" Loading Nov. 20 ROTTERDAM TO PHILADELPHIA S/S "Lake Harminia" Loading Nov. 5 PHILADELPHIA TO HAMBURG AND BREMEN S/S "Gateway City" Loading PHILADELPHIA TO CONSTANTINOPLE AND BLACK SEA PORTS A Steamer as sufficient cargo offers For space and rates apply A. D. CUMMINS & CO., Inc. 139 South 4th St., Phila., Pa. H. P. Dilkes, Manager Lombard 4127-4128-5467; Main 1348

The CHARLES T. MEGEE CO. Agents for U. S. Shipping Board 100 A-1 Steamers Philadelphia to Scandinavian Ports Christiania, Gothenburg, Copenhagen S/S "FORT ARMSTRONG" Loading Oct. 20 S/S "ORONOKE" Loading Nov. 15 (Other Scandinavian and Baltic Ports if sufficient cargo offers) Philadelphia to Greek, Adriatic & Black Sea Ports Piraeus, Patras, Salonica, Venice and Trieste A STEAMER Loading Nov. 10 (For Black Sea Ports if sufficient cargo offers) Loading Berth: Pier 78, South Wharves For Rates and Space Apply to The CHARLES T. MEGEE CO. Drexel Building, Philadelphia Lombard 5100-1-2-3 Main 5064

SOUTH AMERICA via MUNSON STEAMSHIP LINE United States Shipping Board's Passenger Service N. Y. to Rio de Janeiro, Montevideo, Buenos Ayres S. S. MARTHA WASHINGTON, 15,000 tons (b) Oct. 30 S. S. HYPHEN, 17,000 tons (c) Nov. 16 S. S. APOLLO, 21,000 tons (d) Nov. 30 (b) First and second class. (c) First, second and third class. For rates and particulars apply to any Passenger Agency or to Munson Steamship Line 82-92 Beaver Street, New York Drexel Building, Philadelphia Keyser Bldg Baltimore Mobile Ala. Conway Bldg, Chicago, Ill. St. Louis

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FRENCH LINE Compagnie Generale Transatlantique Inward and Outward Fast Freight Steamers Regular Service (CARGO ONLY) PHILADELPHIA TO FRENCH-ATLANTIC PORTS LE HAVRE AND HAMBURG S/S "ONTARIO" substituting S/S "NORTHERN" 100 A-1 Loading Oct. 30 LE HAVRE AND BORDEAUX (and such other French-Atlantic Ports as cargoes offer) Nov. 25 A Steamer Dec. 10 To Load Pier 56 South AGENTS—NEW YORK OCEANIC COMPANY, INC. For Rates and Space Apply GEYELIN & COMPANY (Inc.) Philadelphia Representatives 108 South Fourth Street Lombard 4207 Main 2128

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Course in Higher Accounting The Peirce School of Business Administration will in November inaugurate a course in higher accounting, to be given on Tuesday and Friday evenings. The course will be of C. P. A. grade, and is intended for those who wish to prepare for the State examination for the degree, as well as for business executives and others who wish to master accounting in its various phases for use in their own businesses. The course will be given with the same thoroughness that characterizes the other courses offered by Peirce School. For Further Particulars, Communicate With PEIRCE SCHOOL of BUSINESS ADMINISTRATION Fine Street West of Broad Philadelphia

NIGHT SCHOOL IS NOW OPEN The Night School of Strayer's Business College is now open and students who wish to take any course of business training should enroll at once. Call, write or telephone for particulars and state what course you are interested in. Strayer's Business College 807 Chestnut Street Phone, Walnut 384 BANKS NIGHT SCHOOL Day School Night School Real Estate Law Conveyancing Practice work in Contracts, Agency, Real Property, Mortgages, Wills, Deeds, Leases, Landlord and Tenant, Abstracts, Assignments, Releases, etc., etc. Monday and Thursday evenings 7:30 to 9:00 1200 Walnut St., Philadelphia SCHOOL OF COMMERCE 8th Year Applications for admission November 1 to the day and evening courses in Short-hand (Primer and Great), Bookkeeping or Typewriting, should be made at once. Reservations are made in the order in which applications are received. TEMPLE UNIVERSITY BROAD BELOW BERKS The Taylor School 1002 Market St. Our business training courses, day or night, will increase your salary. Enroll now.