WOMAN SLAIN FOR GEMS

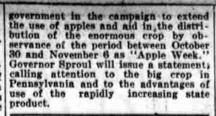
Found on Long Island Idenified-Jewels Missing

New York, Oct. 25.—That robbery was the motive back of the murder of Mrs. Jenny Kussel, the young woman found strangled Friday among the hills of West New Brighton, S. I., was the opinion expressed yesterday by her husband, Kasteinty Kussel, Jersey City. Kussel said yesterday that his wife smally wore considerable jewelry which he had given her. On October 16, the evening when he last saw her alive, she left their home to take up what she supposed to be her usual duties as cleaner at No. 63 Park row. She wore, in addition to her wedding ring, a diamond ring, two rings of plain gold and a platinum breastpin, containing seventeen pearls. She carried a silver mesh purse.

mesh purse.

According to the Staten Island po-lice no jewelry was found on the body,

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



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"It makes me somewhat tired to have people ask me if we have much trouble with labor," says Samuel M. Vauclain. Since 1882 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"

VOU 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. Vauclain, 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. Vauclain'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.

Has Europe gone to work?

You'reinterested to know. Here's an article by a man who traveled from Christiania to Constantinople and back; spent seven months doing business. Some of his facts may surprise you. In November System.

A new way to pay salesmen

You may know the salesmanager who wrote this article; he doesn't sign it. "Some of my facts," he says, "aretoo intimate to be given to some of our executives." He claims that his plan combines the advantages

and omits the disadvantages of seventeen other methods.

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

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 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 Farguhar 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 overhead ate up all the profit. Now background that spels encouragement and results.

Magazine of Business

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NEW YORK—CHERBOURG—
SOUTHAMPTON
*Lapland Oct. 30 Dec. 4 Jan. 8
Finland Nov. 6 Dec. 11 Jan. 15
Zeeland Nov. 13 Dec. 18 Jan. 22
*Kroonland ... Nov. 27 Jan. 1 Feb. 5
*Red Star Line Steamers call at Antwerp

NEW YORK-HAMBURG Mongolis ... Nov. 4 Dec. 16 Jan. 27 Invincible Manchuria ... Dec. 2 Jan. 13 Victorious PHILADELPHIA-LIVEBPOOL Vest Cherow Nov. 6
Vathena Nov. 20
(averford Dec. 3

PHILADELPHIA-GLASGOW

RED STAR LINE

NEW YORK—CHERBOURG—

SOUTHAMPTON—ANTWERP
Lapland ... Oct. 30 Dec. 4 Jan. 8
Finland ... Nov. 6 Dec. 11 Jan. 15
Zeeland ... Nov. 13 Dec. 18 Jan. 22
Kroonland ... Nov. 27 Jan. 1 Feb. 5 PHILADELPHIA-ANTWERP

ATLANTIC TRANSPORT LINE

HOLLAND-AMERICA LINE Western Star
PHILADELPHIA—HAMBURG
Anburn Oct. 30
Victorious Nov. 20
Western Star Nov. 30
Sloterdyk Dec. 16

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HANDBAG-Lost, a blue beaded handbag containing checkbook. Real Estate Trust Co., on Lincoln Highway about 4 miles south of lower Trenton bridge. Reward if returned to O. C. Badger. Leftram Hotel.

PACKAGE-Lost, tightly wrapped yellow package containing payroll, on Sansom et, between 16th and 18th sis. on Saturday morning, liberal reward. M. Ward Easty, Inc., 1420 Chesinut st.

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SPECTACLES-Lost, in black case, be-

SPECTACLES—Lost, in black case, be-tween 42d and Locust and 234 S. 44th st. Reward if returned to Reimald, 56 N. 18th street. MFRELLA—\$3 reward; lost, on October 19, silk umbrella; falcon's head in ivory. Mrs. R. W. Snith, 109 St. Clair ave., Spring Lake, N. J.

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