

INCREASING NET PROFITS. Write Today. A copy of this booklet will be sent to interested executives, gratis. Send for today.

What Makes Millionaires? ROGER W. BABSON studied the hundred leaders of our commercial world and the business they built. He found some very interesting facts on the effect of heredity, environment and training. But more important, he discovered a principle of doing business—the principle that has built every great business in America. It is simple, for it can be clearly stated in a single sentence. It is unusual, for it will practically double the net profits of any business large or small.

You will find the whole story—facts, figures and principles—in the new Babson booklet, 'Increasing Net Profits.'

Write Today. A copy of this booklet will be sent to interested executives, gratis. Send for today.

Tear out the Memo—now—and hand it to your secretary when you dictate the morning's mail.

Merely Ask for Booklet 34RN BABSON'S Wellesley Hills, 82, Boston, Mass. The Largest Organization of Business Advisors in the World

Tear Off Here MEMO For Your Secretary. Write The Babson Statistical Organization, Roger W. Babson, President, Wellesley Hills, 82, Boston, Mass., as follows: 'Please send me a copy of booklet 34RN, "Increasing Net Profits," gratis.'

FINANCIAL. HOTEL TRAYMORE COMPANY FIRST MORTGAGE SIX PER CENT SINKING FUND GOLD BONDS, DUE JANUARY 1, 1921. The following table shows the amount of the sinking fund for each year from 1920 to 1924.

THE ANNUAL MEETING OF THE PHILADELPHIA FIRE INSURANCE COMPANY. The annual meeting of the Philadelphia Fire Insurance Company was held at the Hotel Traymore on Monday, January 11, 1921.

THE ANNUAL MEETING OF THE PHILADELPHIA TRADING COMPANY. The annual meeting of the Philadelphia Trading Company was held at the Hotel Traymore on Monday, January 11, 1921.

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MUST NOT ANNOY WIFE. Jan is Held on Charge of Writing Threatening Letters. Threatening letters she had received from her husband recently led the wife of James Hagan, twenty-eight years old, of Chicago, Ill., to have him placed under arrest.

HELD AS HIGHWAYMAN. Prisoner is Charged With Robbing Man at Twenty-fifth and Lehigh. Magistrate: Rushway today held Charles Cook, of 2941 Lehigh street, without bail for a further hearing on a charge of robbing a man at Twenty-fifth and Lehigh.

WIN HARVARD HONORS. Two Philadelphia Boys Pass High in Entrance Examinations. Herbert C. Lowenstein, of 2123 North Grant street, was one of twenty-two students whose entrance examination to Harvard University was worthy of the honor roll.

Will Give New England Dinner. The Woman's Club of the Second Presbyterian Church is giving a New England dinner this evening at 7 o'clock in the parish house.

PEOPLES TRUST COMPANY OF PHILADELPHIA. The annual meeting of the Peoples Trust Company of Philadelphia was held at the Hotel Traymore on Monday, January 11, 1921.

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JONES & BAKER. Specialists in New York Curb Market Securities. Widener Bldg., Phila. Phones: Bell, Locust 4730. Keystone, Race 2290. Offices in 8 Principal Cities. Direct Private Wires.

"QUIET" IN GLOUCESTER. Only Two Attempted Robberies With Shooting Disturb Night. It was a "quiet" night in Gloucester City last night. Only two attempted robberies or hold-ups developed in which shots were fired at the suspects.

PARCEL POST. DOWN QUILTS RECOVERED. Write or phone for sample and return. C. SCHMITZ, Mfg. 1412 Frankford Ave.

COIN MACHINES. Bell Fruit and others. Call for sample and return. C. SCHMITZ, Mfg. 1412 Frankford Ave.

THE TAYLOR SCHOOL. Night School Instruction in various subjects. 1002 Market St., Phila.

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CABLE SUIT STILL PENDING. Counsel Unable to Settle Quarrel Between Company and U. S. Washington, Dec. 10. (By A. P.) Efforts of counsel for the government to settle out of court the litigation proceedings brought against Secretary Daniels to prohibit the navy from interfering with cable work by the company at Miami, Fla., have failed, Justice Stafford, of the District of Columbia Supreme Court, was informed today.

BANKS BUSINESS COLLEGE. Day School Night School ACCOUNTING. Course is especially for those who desire a thorough knowledge of the principles of modern accounting and to make audits. Bookkeeping, Banking, Finance, Insurance, Real Estate, Taxation, Commercial Law, Bonding, Office practice. 1200 Walnut St., Philadelphia.

\$2000 A YEAR AT 20. A young man who graduated at Strayer's Business College when 16 years of age, called at the College recently to introduce a friend who wanted a business education, and said that he is now earning more than \$2000 a year. He is only 20 years of age. Perhaps you could do as well if you get your education at Strayer's.

PHILA. BUSINESS COLLEGE and College of Commerce. 1013 Chestnut St., Philadelphia.

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EARN-LINE. U. S. Shipping Board Steel Steamers. General Cargo Regular Service. PHILADELPHIA-MANCHESTER. Calling at Avonmouth, Bristol, Cardiff and Newport, as sufficient cargo offers. A Steamer Dec. 11.

PHILADELPHIA-HAVANA. S. S. "Lake Fernando" Loading. For rates and particulars apply to Earn-Line Steamship Co., 139 South Fourth St., PHILADELPHIA, PA.

BERMUDA. Two Days From New York. Here you are free from the snow, ice and chill winds of the North, and in a quiet, old world setting of incomparable beauty you may enjoy rest or play your favorite sports of golf, tennis, riding, driving, motor-boating, sailing, bathing and fishing or dancing at the gay parties at the many modern hotels.

S. S. "Fort Victoria". S. S. "Fort Hamilton". For rates and particulars apply to FURNESS, WITBY & CO., Ltd., 1000 Market St., Philadelphia, Pa.

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WHITE STAR LINE. Nearby Sailings. CELTIC, DEC. 11 to Liverpool. ADRIATIC, DEC. 15 to Cherbourg and Southampton. OLYMPIC, DEC. 29 to Cherbourg and Southampton.

AMERICAN LINE. New York—Cherbourg—Southampton. After January 1, N. Y., Plymouth and Cherbourg Only.

ATLANTIC TRANSPORT LINE. Philadelphia—London. HOLLAND-AMERICA LINE. Philadelphia—Rotterdam.

IDEAL WINTER CRUISES. White Star Line, S. S. Magenta and American Line, S. S. New York and St. Paul. Largest, Most Comfortable Cruising Steamers. Entirely Devoted to Cruise Passengers.

MUNSON STEAMSHIP LINE. Regular Express, Passenger and Freight Service. N. Y. to Rio de Janeiro, Montevideo, Buenos Aires.

NAWSCO LINES. Freight Service. Between PHILADELPHIA and LOS ANGELES HARBOR, SAN FRANCISCO, SEATTLE, TACOMA, PORTLAND.

PHILADELPHIA TO SOUTH AMERICA. RIO JANEIRO, MONTEVIDEO AND BUENOS AIRES. S.S. "Lake Fannin" Sailed. S.S. "Lake Fagundus" Dec. 11.

UNITED AMERICAN LINES. INCORPORATED. JOINT SERVICE WITH HAMBURG-AMERICAN LINE. PHILADELPHIA TO HAMBURG S/S KERWEE, Dec. 22.

CUMMINS LINES. U. S. Shipping Board Steel Steamers. Regular Freight Service. PHILADELPHIA to Rotterdam & Antwerp.

KERR LINES. Sailings from Philadelphia FOR ROTTERDAM. A Steamer Dec. 20. FOR HAMBURG. S. S. CHARLOT, Dec. 11. A Steamer Dec. 20.

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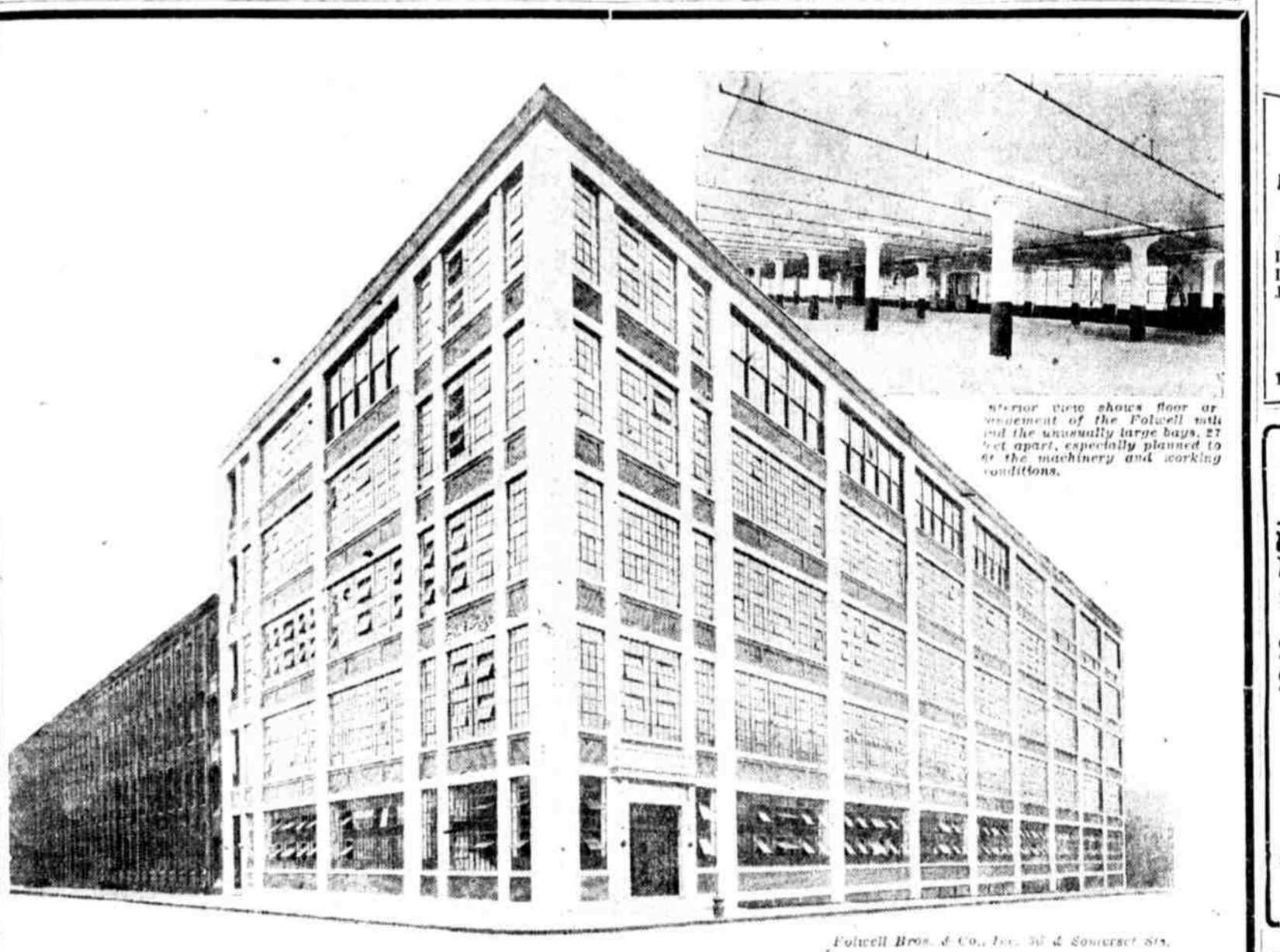
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New Folwell mill built by Steele

This roomy, concrete structure is the newest of the textile mills we have erected for Folwell Bros. & Co., Inc., during the twenty-eight years we have been their building counsel. It was designed to fit in with the original structure shown to the left of the illustration, built in 1892.

The new Folwell plant is the culmination of 53 years of constant growth. It takes its place among Philadelphia's industries as one of the finest textile mills in the country—a lasting monument to the name of Folwell in the "workshop of the world."

Every detail of design, construction, mechanical equipment and sprinkling system was planned and executed by us according to The Steele Idea of Industrial Construction. This means that our industrial experts, engineers, architects and constructors, especially trained and equipped to produce factories of utmost efficiency, working together as one organization, under one direction, one contract and one responsibility, constructed the Folwell plant.

When our work was completed it was THOROUGHLY COMPLETED and the factory was turned over, ready to run—an efficient operating unit. Manufacturers contemplating building, eventually or now, would do well to consult us about their problems—about us, consult our clients, some of whom we list below:

Electric Storage Battery Co. The George W. Bablon Co. Link Belt Co. Welsbach Co. Commercial Truck Co. of America. Reyburn Manufacturing Co. Steel-Hedde Mfg. Co. Dill & Collins Co.

WM. STEELE & SONS CO. Architects : Engineers : Constructors PHILADELPHIA TORONTO



The CHARLES T. MEGEE CO. Agents for U. S. Shipping Board. Philadelphia to Greek, Adriatic & Black Sea Ports. Piraeus, Patras, Salonica, Venice and Trieste.

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Kerr Steamship Co. Inc. 615-16 LAFAYETTE BUILDING PHILADELPHIA, PA.