

"OPEN DEAL" CURE FOR RADICALISM

Employers and Foremen Told Workmen Should Be Taken Into Confidence

SHERMAN ROGERS SPEAKS

"All we need in industry today is the truth, and all of it, all the cards on the table face up, with nothing up your sleeve. That is the cure for radicalism and unrest."

Hundreds of industrial establishments from leading cities that advise last night by Sherman Rogers, an Oregon lumberjack.

Hypercity Cause of Harm

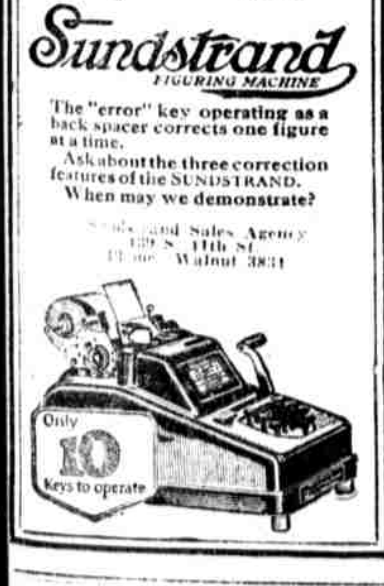
The affair was under the auspices of the Philadelphia Association for the Promotion of Employment Problems, and the speaker gave the employers the workers' point of view and insisted the worker is just as human as his employer.

Belknap Systems of Addressing are life savers for concerns who need business

Economically and effectively, they go after business and get it. When depression first set in to the tune of cancellations from all points of the compass, lots of concerns were able to keep things going—thanks to the facility and celerity with which their Belknap Systems enabled them to turn a vigorous broadside of direct selling effort on every worthwhile concern in their line.

AMERICOLITE

Instant Correction is unailing on the Sundstrand



"How I'd Like to Have That Picture"

How often have you said this when looking at a picture in the newspaper. If the picture has appeared in the PUBLIC LEDGER, Sunday or daily, or the EVENING PUBLIC LEDGER, your want can be supplied, if the paper owns the rights, by an inquiry addressed to Ledger Photo Service

truth and nothing but the truth and he will come back 100 per cent. Pride Hurts Americanism

"If the American had done his part as the radical has gone down the line and done his, with his idea, the foreigners in this country would not be radical. Americans are so proud of their Americanism and so jealous of it they are not willing to share it with any other people over here."

"Before we get to the bottom of this radical, I. W. W. business, also we must realize that 90 per cent of the radical agitators are as sincere as any missionaries that ever went to Africa to convert the heathen. He is as willing to suffer, to get his idea across. These fellows who are teaching the dictatorship of the proletariat are living as cheaply as they can. I know many of them who have been endorsing their pay checks over to I. W. W. headquarters at Seattle without using a cent themselves. There are 1000 of them out there now. How many are spreading radicalism in your works?"

"Well, how are you going to lick them? Tell the men the truth about the business. Remember this, lies grow by leaps and bounds, but the truth stands still. An ounce of truth however is enough to kill a pound of lies. I believe as much in men as I believe in God. Ninety-nine per cent of the men in overalls are white clean through. All I ask the employer to do, is to give them something to have confidence in."

"I don't care what system you put into effect in the works, if you do not mean it it is bound to fail. It does not make much difference what you do, it is the way you do it. It is the spirit, behind the act. But take warning, do not try to kid the workmen, it positively does not pay."

To Discuss Health Insurance

Members of the Legislature and state officials are to speak at the meeting of the Health Insurance Commission in this city Friday. The commission will shortly determine upon the form of its report to the Legislature.

What is Good Advertising?

Good advertising is sales effort. Words and pictures—copy and illustration—alone will never produce the highest possible sales-return on an advertiser's investment. It is the sales plan behind the campaign that does the work.

GLoucester Job Open Board of Education Unable to Select Secretary

There is keen competition in Gloucester for the post of secretary of the Board of Education. The position carries a salary of \$800 a year. Although the board met last night and two men were named for the job, neither nomination was seconded. The meeting adjourned without a selection being made. The two nominees are Louis Morton and Harry Wallace. Dr. John A. Beck, a board member, urged a man be chosen for secretary who was not a member of the board. The members decided to think this over and may appoint a secretary at the next meeting. Meanwhile, George Cahler, the present secretary, will continue at the post.

THE RICHARD A. FOLEY ADVERTISING AGENCY, INC. PHILADELPHIA

Are You Hungry For Orders? then: telephone Walnut 5641 write: Rapid Addressing Machine Company or visit us at 1208 Chestnut Street

Most businesses have a crick in the neck today from twisting their heads in search of orders. Apparently there is no royal road to deflation. But, you have taken your losses. Inventories have been reduced. Liquidation is about over. Business generally is clearing the decks for action. Just ahead lies a great cycle of sound growth and sane expansion. Heads up. Let's go!

Belknap Systems of Addressing are life savers for concerns who need business

Under any circumstances, and in all times, it is very valuable to have a wide acquaintanceship among the folks you ought to sell. But, today their acquaintanceship and good will are absolutely essential to your continuance in business. Let a Belknap Service Man explain to you our Systems in detail—from our 98% Guaranteed Lists of all trades to ways of reaching the concerns represented by these lists—inexpensively, systematically, and profitably.

Just a few of Our Guaranteed Lists of Names

- 15912 Agricultural Implement Dealers
27047 Bankers
12416 Booksellers and Stationers
20104 Boot and Shoe (Retail) rated \$3000 and over

STRAWBRIDGE & CLOTHIER UMBRELLAS Exceptional, \$3.00 Comparison of the Furniture and the February Sale Prices, here and elsewhere, substantiates beyond question our statement that our— Reduction of 33 1/3 per Cent. Makes this Store's values the most attractive in this City, and illustrates very clearly just what we mean by a— Double Reduction in Furniture Prices

S. & C. Brand Bed Muslins For durability, housewives know the value of S. & C. Bed Muslins of standard grade. The most-wanted sizes are— Pillow Cases, 45x38 1/2—75c each

Upholstery Fabrics Reduced Why Not Renovate Your Furniture Now? Handsome Upholstery Fabrics in plain and novelty weaves, rich colorings and designs.

Buy Silks Now for Spring One glance at these greatly reduced prices and you will realize that this is the time to buy Silks. Many seasons have passed since we have had prices like these:

News of Great Values In Clothing for Men! Every Suit, Overcoat, Raincoat and Fur-lined Coat, all Trousers—everything in this Men's Clothing Store is marked at far below the early-season price.

Clearance of Women's Coats At Great Price Reductions Lines are broken, of course, and there are not all sizes in each style, but there is a fair range of sizes in each lot, and the values are exceptional.

STRAWBRIDGE & CLOTHIER Market Street Eighth Street Filbert Street Market Street Eighth Street Filbert Street