HELP WANTED—FEMALE

NURSE — Wanted, capable undergraduate nurse for general night duty in private sanatorium; salary $50 per month. Apply Box K, Summit, N. J.

OFFICE CLERICAL

MOTHERS WHO HAVE BEEN TO SEE US REGARDING EMPLOYMENT FOR THEIR DAUGHTERS have been delighted to find the excellent working conditions we have. If you have a daughter with 2 years' high school education, 18 to 25 years of age, who is considering employment, why don't you come in with her and let us talk over with you the excellent clerical positions now open? No previous experience necessary. Employment office open from 8:30 A. M. to 5 P. M., including noon hour.

MRS. PATTON
Curtis Publishing Co., 604 Sansom st.

PART-TIME WORKERS

We will consider a few women as wrappers and inspectors on part-time work, 12:30 to 6 o'clock.

Apply Bureau of Employment
WANAMAKER'S

PRIVATE secretary and stenographer to chief executive new Philadelphia corporation; state experience, age and education. Address M 336, Ledger Office.

SALESLADIES — Several neat-appearing women for contingent work on Saturdays and Mondays in our woman's, misses' and children's department; good wages to experienced help. Apply superintendent, M Silverman & Son, 6th and South sts.

SALESWOMEN

CAN YOU GIVE US 2 DAYS A WEEK?

WE ARE ORGANIZING A CONTINGENT FORCE OF MARRIED WOMEN WHO HAVE EXPERIENCE IN SELLING WOMEN'S AND CHILDREN'S WEARING APPAREL. SALARY ABOVE THE ORDINARY WILL BE PAID TO WOMEN WHO CAN GIVE US MONDAY AND SATURDAY EACH WEEK.

APPLY IMMEDIATELY

THE FINK CO.
925-27 MARKET STREET

SALESWOMEN
WE REQUIRE SALESWOMEN FOR VARIOUS DEPARTMENTS; FORMER EMPLOYES WILL BE GIVEN PREFERENCE.
APPLY LIT BROTHERS
BUREAU OF EMPLOYMENT
SECOND FLOOR, 7TH AND FILBERT

SALESWOMAN — Thoroughly experienced only. J. M. Gidding & Co., S. E. cor. Broad and Walnut sts.

SERVANT for general housework in family of 4 living in Wilmington, Del.; middle-aged white woman, single, or widow without children preferred. Reply in writing to M 323, Ledger Office, stating wages wanted. Permanent home for suitable party.

STENOGRAPHER

CURTIS PUBLISHING CO.
Has an opportunity with good future for a stenographer.
If you are ambitious, intelligent and capable of advancement, you should not fail to call and see us about this position.
Employment office open from 8:30 A. M. to 5 P. M., including noon hour.

MRS. PATTON
Curtis Publishing Co., 604 Sansom st.

TELEPHONE OPERATING OFFERS

$13 a week to start
plus
Opportunity for promotion
Pleasant communication
Healthful surroundings
Permanency of employment

Experience not necessary; salary paid while learning; a training class is now being formed from applicants between the ages of 18 and 23.

Young women over 21 desiring all night work will receive extra pay. Apply to

MISS STEVENSON
The Bell Telephone Co.
1631 Arch st.

TYPING

Have you picked up typing yourself?
Are you a "one finger" typist?
Do you have general knowledge of any machine and especially the keyboard?
YES!
Then we can very quickly train you to become an expert
STENCIL TYPIST
that is cutting addresses stencils on a typewriter—and at a
GOOD SALARY WHILE LEARNING
See our Mrs. Patton any time between 8:30 A. M. and 5 P. M., including noon hour.
CURTIS PUBLISHING CO.
604 SANSOM ST.

WARD HELPERS, $35 a month and board; room out. University Hospital, 34th and Spruce.

WOMAN, energetic, high school graduate, unusual opportunity to grow into executive position within 100 days; salary bonus basis. Address C 926, Ledger Office.

WOMEN

HAVE OPPORTUNITY
TO EARN MONEY AT
WANAMAKER'S
JUST NOW WE WANT WOMEN
FOR THE WRAPPING OF PARCELS
FOR CLERICAL WORK
AND THE DISTRIBUTION OF GOODS IN
THE SHIPPING DEPARTMENT
FULL TIME, OR FROM NOON TO CLOSING

APPLY BUREAU OF EMPLOYMENT
WANAMAKER'S

YOUNG WOMEN

18 to 25 years of age

We have several permanent positions to offer young women who are interested in typing, correspondence or statistical work; a high school education or its equivalent is desirable.

Apply Employment Department
8 A. M. to 5 P. M.

SEARS, ROEBUCK AND CO.
4640 ROOSEVELT BOULEVARD

YOUNG WOMEN
LIT BROTHERS REQUIRE GOOD-APPEARING YOUNG WOMEN BETWEEN THE AGES OF 20 AND 35 YEARS; EXP. NOT NECESSARY. APPLY BUREAU OF EMPLOYMENT, SECOND FLOOR, 7TH AND FILBERT STS.

HELP WANTED—FEMALE

General

LADIES

If you have a few hours to spare each day, we can show you how to make $1 an hour for every hour you work, calling on your friends and neighbors; no experience necessary; all we require is your ability to follow instructions; reliable company; 15 years' success; write today for easy plans; send no money. American Products Co., 8111 American Bldg., Cincinnati, O.

WE FIT YOU

For our executive board with our special course of training; promotion according to ability; best of reference required. Call personally for interview, 10 Widener Bldg., 10 to 12 M. or 2 to 4 P. M.

MAKE MONEY AT HOME—You can earn from $1 to $2 an hour in your spare time writing showcards; quickly and easily learned by our new simple method; no canvassing or selling; we teach you how, sell your work and pay you cash each week; full particulars and booklet free. Write today to the AMERICAN SHOWCARD SCHOOL, 230 Adams Bldg., King and Frederick sts., Toronto, Canada.

SELL us your spare time; you can earn $15 to $50 weekly writing showcards at home; no canvassing; pleasant, profitable profession easily, quickly learned by our simple graphic block system; artistic ability unnecessary; we instruct and supply work. Wilson Methods, Ltd., Dept. 47, 64 E. Richmond, Toronto, Canada.

WOMAN wanted, 25 to 40; high school education; former teacher preferred; educational work; $50 weekly to right person; permanent with promotion. S. E. Farquhar, 17 E. 42d st., New York.

$1 to $3 an hour for your spare time; write display cards for us at home; we instruct and provide steady work; no canvassing; particulars free. Kwik Showcard School, Toronto, Canada.

PHOTOPLAYS, 5000 ideas needed; working girl paid $10,000 for ideas she thought worthless; details free. Write Producers' League, 157 St. Louis.

EARN $25 weekly spare time writing for newspapers, magazines; expr. unnec.; details free. Press Syndicate, 328, St. Louis.

BUSINESS SERVICE CO., 1116 Land Title. BKPRS. & STENOS; CLERKS northern section.

EARN $5-$10 weekly, addressing, mailing circulars; send stamped envelope for particulars. Palace Mailing Co., Toledo, O.

GIRLS wanted: Govt. positions; $120 mo.; many vacancies; examinations Nov. and Dec. Write for pos. open, P 1421, Led. Off.

HELP WANTED—MALE

ADVERTISING SALESMAN
Permanent position with unlimited future for first-class newspaper advertising salesman who can write real copy. Give full experience, age, reference. Address Post Office Box 352, Camden, N. J.

ADVERTISING SOLICITOR — Man wanted by old-established firm; good leads; commission bases with drawing account; all answers confidential. P 1415, Ledger Office.

ALCOHOL plant needs capable yeast man. Address A 103, Ledger Office.

BOILERMAKERS
CAR REPAIRMEN
ROUNDHOUSE MACHINISTS
WANTED
PENNSYLVANIA RAILROAD
1628 FILBERT ST.

BOY, 17 to 18, with typewriting experience for order writing in wholesale paper and envelope manufacturing plant; excellent opportunity for a bright and ambitious boy to work into a good position. Apply P 1427, Ledger Office.

BOY, 16, for office work and errands; must be exceptionally neat and willing; Gentile. Apply after 10 A. M. C. T. Mooney, 7th floor, 328 Chestnut st.

BOYS

16 years of age, to enter our employ as office messengers; an opportunity for promotion to higher positions.

Apply Employment Department
8 a. M. to 5 P. M.

SEARS, ROEBUCK AND CO.
4640 ROOSEVELT BOULEVARD

BOYS

Unusually good opening for manly young chaps, 15 to 16 years of age; good pay, excellent working conditions and splendid opportunity for promotion.

Apply Bureau of Employment
WANAMAKER'S

BOYS, 18 TO 18

We will teach you a good mechanical trade with increasing pay while learning. Bright willing, ambitious boys. Apply at Employment Department, Leeds & Northrup Co., 4901 Stenton ave.

BOYS, between 14 and 16 years of age, to work as messengers; good chance for advancement. Address P 1, P. O. Box 3470.

CATHOLIC SALESMAN — A corporation established 24 years and nationally known has an exceptional opportunity for a salesman to canvass the Catholic clergy of the State of Pennsylvania. This position requires sales experience, initiative, tact and proven character; those who have been successful in selling church goods lines are preferred, but such qualification is not entirely essential; in answering give us full details of former connections. Address M 322, Ledger Office.

CARPENTERS
ELECTRICIANS
JOINERS
PIPEFITTERS
PLUMBERS
SHEET METAL WORKERS

PLENTY WORK; SOME OVERTIME

SUN SHIPBUILDING CO.
CHESTER, PA.

TAKE SUBWAY-SURFACE CAR 37 MARKET ST.

CARPENTERS—$6.50 day, $39 week rough work all winter. 716 Vine st.

CHEMICAL ENGINEER—There is an opening in the organization of a long-established Philadelphia manufacturer for a chemical engineer graduate premerred, who is willing to start at the bottom and learn the business, which covers both chemical and mechanical work; the job involves long hours and detail work, but provides an opportunity. P 1419, Ledger Office.

CLERKS—About 21 years age, experience on Burrough's Adding Machines, quick and accurate at figures, also good typewriters; prefer high school graduates with accounting qualifications. Call Monday 10 A. M., 516 Widener Bldg.

COLLEGE MEN

Here is your opportunity

Would you be interested in an opportunity to earn from $5000 to $10,000 annually?

We have openings in our sales force for two or three serious-minded, ambitious young men, who can devote spare time to a selling proposition of the soundest character.

If you are sincerely interested, write for an interview and we will demonstrate how you can immediately obtain a splendid income.

A 161, Ledger Office.

DRAFTSMAN—Reliable, competent architectural draftsman to make pen drawings for technical publications; desirable working conditions; location Kensington; city of 150,000 population; no applications considered unless accompanied by samples of work, which will be returned. M 316, Ledger Office.

DRAFTSMEN, electrical, experienced in the design of indoor and outdoor sub-station and equipment structural; experience in the design of large power houses and structures; first-class men only need apply, with references and samples of work. I. G. I. Co., 24 N. 22d st., Phila.

EVERYBODY SATISFIED?

If you are not, call and see Mr. Beyers, 1001 Colonial Trust Bldg., between 10 and 12 or 2 and 4 P. M. tomorrow; don't be too big to answer an advertisement.

FOREMAN—Practical man, capable of reorganizing shop turning out goods on sewing machines and making steel molds; future assured. A 116, Ledger Office.

HOSIERY MILL EXECUTIVE

Wanted—Factory superintendent for hosiery mill in the Middle West; experienced executive preferred; make appointment for interview by writing M 402, Ledger Office.

JOINERS and carpenters wanted; plenty of work; considerable overtime; bring tools. Sun Shipbuilding Co., Chester, Pa. Take subway-surface car 37, Market st.

KNITTER wanted on Brinton & Stafford & Holt circular machines, one who can take entire charge of a large going plant; a good proposition is offered. Roscoe Knitwear Co., 13-15 W. 28th st., New York City.

HELP WANTED—MALE

LABORERS
100 wanted; steady work for men who are willing and capable to do hard work; adv. assured for men who learn work quickly. Telephone Mr. Smith, Ardmore 89.

LABORERS, LAEORERS
(WHITE)
FOR TRACK WORK
$3.50 PER DAY
STRAIGHT TIME, RAIN OR SHINE
FREE TRANSPORTATION
BOARD ADVANCED
CALL A. C. R. R. OF N. J.
FREE EMPLOYMENT OFFICE
123 N. 15TH ST

LABORERS wanted, 35c per hour, 10 hours per day. Apply Truscon Steel Co., American and Huntingdon sts.

LABORERS, white, steady; $3.50 day; all winter work. 716 Vine st.

LIVE-WIRE SALESMAN of strong mental force and good appearance to sell building lots located in Delaware County near a new $7,000,000 enterprise; leads furnished; big commission. Call bet. 10 and 4, 1524 Chestnut st., Room 514.

LONGSHOREMEN WANTED

Men wanted work on riverfront as stevedores.

65c per hour straight time
$1.00 per hour overtime

Apply at

LONGSHOREMEN'S EMPLOYMENT BUREAU OF PHILADELPHIA
138 S. Front st.

NO ENROLLMENT CHARGE

Organized by shipping and employing stevedore organizations of Philadelphia.

MACHINISTS
BOILERMAKERS
CAR INSPECTORS
CAR REPAIRMEN
FOR RAILROAD WORK

STEADY EMPLOYMENT AT STANDARD WAGES
PLENTY OF OVERTIME
FREE BOARD AND TRANSPORTATION
APPLY TO COMPANY OFFICE
123 N. 15TH ST
PHILADELPHIA, PA
CENTRAL RAILROAD OF NEW JERSEY
OPEN DAILY, 7 A. M. TO 5 P. M.

MEN—An international chain-store organization requires two ambitious men of strong personality for important positions. Apply between 10 and 12 or 2 and 4, 702 Candum Bldg., 1001 Market st.

MEN, wide awake, to take charge of our local trade; no experience or capital required; pay starts at once; write today. Albert Mills, employment manager, 8110 American Bldg., Cincinnati, O.

OFFICE MANAGER
Experienced accountant and executive of proved ability; exceptional opportunity for man capable of handling office force and details large manufacturing corporation; salary $3000, with good prospects for advancement; replies treated confidentially. Address for interview, giving brief summary of experience, C 810, Ledger Office.

OFFICE BOY—Newspaper office, good opportunity to learn advertising business. Apply GEORGE E. KILPATRICK
Detail Department
Public Ledger, 6th and Chestnut sts.

OFFICE and mail boy wanted for large office; state age and salary expected. 252 Ledger Branch, 1820 Columbia ave.

PAINT SALESMAN for salary or commission; exp. only. Address Colonial Works, 227 Norman ave., Brooklyn, N. Y.

PHARMACEUTICAL SALESMAN

Wanted for developed and well-paying territory in Philadelphia; must know the trade and submit A-1 references; all details in first letter to "Pharmaceuticals," 34 floor, 240 Broadway, New York.

PIPEFITTERS and plumbers wanted; steady work; come ready to work. Sun Shipbuilding Co., Chester, Pa. Take subway-surface car 37, Market st.

PIPEFITTERS and helpers wanted; experienced. Apply The Barrett Co., Margaret and Bermuda sts., Frankford.

POWER brake hands wanted on Ohl and Loy and Navrath power presses; no labor troubles. Leonard Sheet Metal Works, 800 Ferry st., Hoboken, N. J.

SALESMAN

When a salesman who has been earning about $5000 annually by hard, intelligent effort is told that there is $12,000 to $15,000 opportunity waiting for him, he is inclined to be skeptical; he does not realize that the same energy and ability applied in one direction will produce greater earnings than in some other business.

All lines are not equally remunerative. When a concern like the one advertising established over half a century with the highest rating, makes the definite statement that various of its salesmen have earned up to $25,000 a year by securing contracts for a highly specialized publicity service, it is well worth consideration.

Obviously only an able, experienced salesman qualified for such a vacancy; if you have a record of successful salesmanship, are willing to travel extensively, are from 27 to 45 and are available within a week, write us at once giving an outline of your experience, where you were born and telephone number.

A most desirable arrangement will be made with the salesman selected, and an established clientele will be turned over to him, his renewals, together with commissions on new business, will yield a large and immediate income. Address in confidence.

Mr. LONG, P. O. Box 203, Philadelphia

HELP WANTED—MALE

SALES CORRESPONDENT

for sales and service correspondence on radio instruments. Applicants must have ability and experience in letter writing and should have sufficient electrical knowledge to answer service problems intelligently. Apply by letter only, giving experience and personal qualifications to the Atwater Kent Manufacturing Company, 4937 Stenton ave., Germantown.

SALES CORRESPONDENT—A large rubber company wants young man for mechanical rubber goods department; some experience in work of mill and mine supply nature and experience in handling customers' orders by phone, mail or house calls desired; must have usual qualities required for development in field selling as opportunity arises; man of 25 to 28 years, who can work for moderate salary until well established; reply by letter, giving age, salary required, education and experience. C 934, Ledger Office.

SALESMAN

PRENTICE-HALL, INC., the leading organization of its kind, with over 20,000 customers in the United States, requires a strong salesman to represent it permanently in Philadelphia and one in Eastern Pennsylvania; our products, including tax and business services and other specialties, are used by the leading banks, investment houses, accountants, lawyers, manufacturers and other business houses in Pennsylvania; the man we require must have a successful selling record, backed up with references, a good education and sufficient business ability to meet the business executives of our own level; such a man will have the opportunity of earning $4000 to $6000 the first year, and his income will increase automatically each year due to renewals, mail and personal cooperation, sales helps and bonuses regularly given; little traveling; please give enough information in your letter to enable us to judge your qualifications for our work; your application will be treated in strict confidence. Write, giving your phone number, R. F. ETTINGER, President, Prentice-Hall, Inc., 70 5th ave., New York.

SALESMAN

as outside representative on the sale of radio instruments. Applicants must have actual selling experience and sufficient electrical knowledge to intelligently sell quality equipment throughout the country. Apply by mail only, giving experience and personal qualifications to Atwater Kent Manufacturing Co., 4937 Stenton ave., Germantown.

SALESMAN—We have opening for energetic salesman with successful experience in specialty selling to highest type executives, some knowledge of interior telephone business an advantage but not essential; salary and commission with splendid permanent future to man who makes good. Address for appointment, giving full details, experience to manager, 905 Franklin Trust Building, Philadelphia.

SALESMAN wanted; a very good proposition to offer to the right party to sell Chevrolet and Studebaker cars; will open a new showroom in one of the best locations in Philadelphia before November 1. Apply Chevrolet and Studebaker Sales and Service, at 9533-35 Bustleton ave., Bustleton, Philadelphia, Bustleton 8148. George Blake, Jr., sales manager.

SALESMAN—Ambitious young man with sales ability has opportunity to establish permanent connection and future with large manufacturer; do not reply to this ad unless you can supply concrete proof of your character and ability. Reply must cover all particulars, including age, initial salary required, and telephone number. A 107, Ledger Office.

SALESMAN AND DISTRICT MANAGER
Hundred thousand dollar corporation wants capable salesman to sell established repeating specialty and work into district manager; permanent, highly paid position. Write THE COLORCRAFT COMPANY, 767 West 70th, Cleveland, O.

SALESMAN—Permanent, straight salary position with large manufacturer calling on retail grocery trade; only a young man of the highest moral character and with real sales ability considered. In reply state age, salary, phone. A 108, Ledger Office.

SALESMAN—State representative required by N. Y. firm; ambitious, live man to organize sales force; remarkable advertising and merchandising proposition; commissions easily worth $1000 monthly. Leven Sales Co., Dept. C, 164 Fifth ave., New York.

SALESMAN—If you are a producing tailoring salesman wanting exceptional line with large commission, write Diehl Kane & Diehl Tailoring Company, Cincinnati, O. Give references.

SALESMAN — Wanted, traveling salesman wishing to add a reliable hosiery line to his list of sellers on a commission basis; give full information, references and present line carried in first letter. C 906, Led. Off.

SALESMEN—A large manufacturing concern, backed by 25 years' experience, rated AA-1, at intervals since the first of the year has been adding to its sales force as business justified it, and right now wants 2 heavy-hitting high-powered salesmen who are looking for a permanent position where their efforts bring them a good round sum of money; by this we mean men who can earn $1000 a month and keep their feet on the ground; some of our men were of character who seldom read ads for new connections and others never had any selling experience before joining us; our men are making commissions of from $500 to $1200 per month and some even more, and our desire is of such character that it has an irresistible appeal to merchants; it is a profitable profitmaker, and that is the first essential to the success of any business; an average of 45 per cent of our business is done on leads furnished the men in the field from our national advertising; we want men above average ability, clean records, who are able to talk convincingly to prospective shop day when they are out on the firing line; we will train you if we accept you and guarantee you commissions on all sales in your territory, whether you make the deals or not, and give you drawing account of $75 a week on the basis of one sale if you can qualify, call 523 Lafayette Bldg., Monday only.

SALESMEN—Two reliable men, residents of and well acquainted in Philadelphia, to sell Ford cars at new prices and this location with our co-operation; it is a real opportunity for competent men. See John F. Daly, 27 S. 4th st.

SALESMEN
THE ELLIOTT-FISHER COMPANY
MANUFACTURERS OF ACCOUNTING
BILLING AND BOOKKEEPING
MACHINES

WILL INTERVIEW PROSPECTIVE SALESMEN FOR PHILADELPHIA TERRITORY; APPLICANTS MUST HAVE A KNOWLEDGE OF ACCOUNTING AND OFFICE SYSTEMS. SPECIALTY SALES EXPERIENCE PREFERRED, BUT NOT ESSENTIAL AS WE WILL TRAIN APPOINTEES IN OUR OFFICE. AGE 23 TO 35. SPECIAL CONSIDERATION WILL BE GIVEN ACCOUNTANTS AND OFFICE MANAGERS. TWO FORMS OF CONTRACTS ARE OFFERED: STRAIGHT COMMISSION AND DRAWING ACCOUNT AGAINST COMMISSION EARNINGS AND FUTURE COMMENSURATE WITH REQUIREMENTS OF HIGH-GRADE MEN. APPLY IN PERSON MONDAY AND TUESDAY.

ELLIOTT-FISHER COMPANY,
1211 CHESTNUT ST.

SALESMAN, well educated for new issue of educational encyclopedia, endorsed by leading educators; rapid promotion to managing position; we train you and guarantee big earnings. Write C 932, Ledger Office.

SALESMAN—Strong Massachusetts Life Co. has an opening for a capable life insurance salesman to follow up leads and inquiries; commission and expense allowance. P 1406, Ledger Office.

SALESMAN—Merchandise broker's office, to call on jobbers only, general line; reference, answers confidential. C 925, Led. Off.

SALESMEN

If an opportunity to earn a very large income annually appeals to you, we suggest that you investigate our proposition immediately.

We are offering to the investment public of Philadelphia a dividend-paying security of the highest caliber. This security is representative of an industrial organization which has been established in Philadelphia for almost twenty years, and has a distinguished record of success.

The Company is known throughout the country, and is directed by men of national prominence.

It has the best banking and credit references.

Only capable, ambitious men, who can furnish satisfactory references, will be considered.

Phone Spruce 6427 for appointment.

SALESMEN calling on druggists, hotels, confectioners, billiard halls, cigar stores, to sell high grade line Safeboard novelties and vending machines; easy sales, liberal commissions. Atkinson Co., 513 E. 63d st., Chicago, Ill.

SALESMEN for Pennsylvania, Ohio and Michigan; reliable dress house; must have clientele. P 1412, Ledger Office.

SALESMEN Reliable security salesmen, com. basis, no advs.; prop. of big pos. Apply A. O. Self, 742 Drexel Bldg., Phila.

SECTION MANAGERS
LIT BROS. REQUIRE EXPERIENCED SECTION MANAGERS. GOOD SALARY AND PERMANENT POSITION. APPLY BUREAU OF EMPLOYMENT, SECOND FLOOR, 7TH AND FILBERT STS.

SHEET METAL WORKERS. Good job; come ready to work. Sun Shipbuilding Co., Chester, Pa. Take subway-surface car 37, Market st.

HELP WANTED—MALE

SALESMEN

American business firms which today are adding to their staffs may be divided into three classes:

FIRST: The large corporation established many years ago which is always on the lookout for young men of promise, but where advancement is necessarily slow. Ability alone is not enough to secure promotion—you must wait until a vacancy occurs. And there are so many above you on each rung of the ladder that it may take years to reach the top.

SECOND: There is the small one-man organization, which often offers good prospects of quick advancement, but where the future is always uncertain, because it depends on the one man who is head of the firm. If he dies, or falls out, or in any way proves unequal to the burden, your own future is sacrificed.

THIRD: And lastly—there is the successful corporation recently formed, which is expanding rapidly, and which needs to enlarge its personnel to cover this expansion. Such an organization can always make room for a few more high-caliber men and can guarantee that the only limit to their advancement is their own ability. Our organization comes under this classification.

This corporation founded and actively directed by thirty-six of the leading executives of this country, and which is an economic necessity, is growing at a rate which demands increased personnel.

Last month ten men were promoted from our sales staff to responsible executive positions. Their places must be filled.

To give you a concrete example of the experiences of one man who took advantage of this opportunity, am submitting to you his letter. His case has been duplicated by many others and should prove to you that opportunities are open here for you.

To the Personnel Director:

"A year and a half ago I was an officer in the army and, as my future was limited, I decided to get into civil life and seek an opportunity in the business world where my future was limited only by my personal ability.

"I heard of this organization, investigated it, and found it to be exactly what I was looking for. It was then a comparatively young corporation, with some of the biggest industrial leaders and technical experts in this country as its managers. It was soundly conceived, and I realized that it would be only a matter of a short time before it would rank with some of the major corporations of the country.

"I realized that if I joined at that time, getting in practically on the ground floor, and displayed ordinary ability at least, that as the corporation grew I would advance with it.

"My expectations have been amply realized, as you can see by the following record:

"I began in the Sales Department, and remained there about six weeks. My earnings were very large. I was then promoted to Assistant Sales Manager, and took charge of the New York office. I remained in that capacity for one year, when I was promoted to General Sales Manager of the Philadelphia office.

"Beside the money which I have earned, I have acquired an experience which it is impossible to measure in dollars and cents.

"As I look around me and see men who are also holding responsible executive positions, I can sincerely say that any man who becomes connected with this company, and who possesses these two things, i. e., a real desire to get somewhere and a willingness to work and achieve that desire, has a real future with this organization.

"R. S."

It is with our Sales Department that every new man begins. We wish to be quite frank about this. We will NOT take a sales man and elect him president of the firm at $50,000 a year within two months. We will not promote to the chairman of the advisory board the day after you arrive.

We insist that every man who joins us—no matter what his previous experience has been—comes in by the same door, and that door is the Sales Department.

We do not want to overestimate the value of this opportunity. We do not claim to be able to make drifters and incompetents into successful, high-power executives. But we do say that for the man who can exercise energy, the man who has both imagination and persistence, we offer a connection unparalleled elsewhere today.

That is a broad statement to make, but frankly we are not interested enough in your future to come in and have us PROVE this to you.

Many men are frankly skeptical of the value of an opportunity which is "broadcasted" as this one is. We, on the other hand, are equally frank in telling you that it is not easy to secure the exact type of man we are after.

We do not care whether he has had selling experience. We do insist that he have that intangible something called "personality." We do not care what his present position may be—whether he is an engineer or an accountant, a bank clerk or a specialty salesman. We do insist that he be the sort of man who thinks as much of the future as of the present—the sort of man who is planning for 1930 as well as 1923.

To arrange for a personal interview, write, giving a fairly complete outline of your work and yourself. All communications are held strictly confidential. Address Director of Personnel.

M 331 Ledger Office.

SIDE LINE OR FULL TIME
Unusual opportunity for salesmen calling on drug and dept. stores; splendid Xmas specialty; daily necessity; new, practical; no competition; strictly com.; refs. and territory covered; replies confidential. King C. Hudson Co., 1605 E. 67th st., Chicago.

SIGN WRITERS
Lit Bros. need experienced sign writers at once. Apply Bureau of Employment, second floor, 7th and Filbert sts.

SUPERINTENDENT for inside and outside work; must be thoroughly acquainted with sheetmetal construction on buildings and able to replant; state age, experience and salary wanted; permanent position for right man. P 1426, Ledger Office.

WANTED, SEWING MACHINE ADJUSTER —Capable of taking care of all classes of Union Special and Singer Sewing machines used in work shirt factory; write giving experience and salary wanted.
HARRISON BROTHERS
Harmesville, O.

WANTED FOR SERVICE ON
NORTHERN PACIFIC RAILWAY
MACHINISTS
BOILERMAKERS
BLACKSMITHS
RATES 70c to 80c PER HOUR
PERMANENT EMPLOYMENT
TRANSPORTATION WILL BE
FURNISHED
APPLY
ROOM 809, FINANCE BLDG.
1426 S PENN SQUARE
PHILADELPHIA

WANTED—Young man with active selling experience to represent in Philadelphia largest American importer and packer of olive oil, retail and jobbing trade; give age, experience, reference and minimum salary. The Pompeian-Romanza Corporation, Baltimore, Md.

WATCHMAN—Reliable and experienced man for Saturday nights only; must furnish the best of reference. C 811, Ledger Office.

HELP WANTED—MALE

WEAVER or mender wanted by a large out-of-town clothing house; steady position; liberal pay. M 334, Ledger Office.

YEASTER wanted in alcohol plant. A 102, Ledger Office.

YOUNG MAN

The Public Ledger Co. has an opening in its purchasing department for a young man who has had some experience in clerical work and can operate typewriter; stenography not necessary, but would be an asset. Apply 600 Chestnut st., between 9 and 10 A. M., Saturday. Ask for Mr. Flynn.

YOUNG MAN, accurate at figures, on stock record of manufacturing concern; advancement if work proves satisfactory. Address, stating age, salary expected and reference, Leather, P. O. Box 1341.

YOUNG MAN, capable typist; reply, stating age, experience and salary expected. Address P 11, P. O. Box 3448.

YOUNG MAN wanted in shipping room of Kensington mill; exp. not necessary. Address, stat. wages, etc., L-13, P.O.Box 3448.

YOUNG MEN, with or without sales experience, who know they could sell if they had an opportunity to learn successful selling methods and the right article; we have something of proven merit, requiring determination and hard work, upon which your future will be based. See Mr. Myrick, Room 842, 1011 Chestnut st.

General

BECOME A
TRAFFIC MANAGER

Conditions point to an enormously increasing demand for traffic experts within the next 6 months; starting salaries will range from $3000 to $12,000 a year.

A system has been devised by a group of traffic specialists to fit men for this growing need.

By this system, without interfering with your present work at all, you can qualify for this splendid profession in a few months.

Find out about it; call or phone for information or write for booklet R-112; no obligation.

LA SALLE EXTENSION UNIVERSITY
Philadelphia Office
1324 Walnut st. Phone Spruce 1481

Open evenings

BUSINESS SERVICE CO., 1114 Land Title. ACCTS.—Mfg., $2100-$3000; Asst., Auditor, $3000-$5000; Tax expert, General Acct's. BKPRS.—Lumber, $2000; Hardware, $1800. CREDIT MGR. (Asst.), bkps. exp., $1500. CLERKS—Learn leather business, $1500. CHEMISTS—Young graduate, $1500; varnish and paints $1800. DRAFTS—Orn.Iron; $2600; Detailer Str. Stl. ENGRS.—Mining; Str. Rwy. Gen. Sta., $3000 up; Civil, $1500; Mech., $1300. SALES MGR.—Asst., paints and varnishes. SALES—Lubricants; Screens; Spec.; Seeds; Bonds; Paints, etc. SUPT—Paint experience, $3000 up. SECY. & STENO.—Sales Dept., $25-$30.

AN INTERVIEW

Will convince you that we have the opportunity you have been looking for. Our salesmen are making more money than they ever expected. Our special course of training fits you for our work. Experience not necessary. Promotion to those who qualify. Best references required. Call 710 Widener Bldg., 10 to 12 noon or 2 to 4 P. M.

TRANSPORTATION WORK — Traffic Association wants reliable men to qualify for positions directing domestic and foreign shipping; $250 to $500 monthly; ex. unnecessary; common school education essential; only men of good character need apply; if willing and desirous of making connection worth while, write, without obligation, stating present position, age. Philadelphia P. O. Box 414.

CHANGING JOBS AGAIN?

What will it be this time. Just another job or the position for which you are best fitted? Don't simply "try again," but let us tell you from an analysis of your mentality as shown in your face the work you can do BEST; ask for booklet "B." Merton Institute, 1702 Walnut st. Spruce 6295.

MEN WANTED TO BECOME DRAFTSMEN
Salary $250-$300 monthly when competent; chief draftsman will train you at your home, also furnish FREE all tools; training given until in position at above salary. Address CHIEF DRAFTSMAN DOBE, 4001 Broadway, Div. 232, Chicago.

CARPENTERS, bricklayers and builders
Send for free plan of 6-rm. bungalow and our book "How to Read Blue Prints." Just out. No charge, learn how to make more money in the building business. Address Building Department, 2114 Chicago Tech., 2721 S. Michigan ave., Chicago, Ill.

SALESMEN—Write for list of lines and full particulars; we earn $2500 to $10,000 yearly; big demand for men; inexperienced or experienced; city or traveling. Nat'l Salesmen's Tr. Asso., Dept. 277, Chicago.

MEN—Several men to work spare time refinishing metals by new method; no experience required; good wages made. Write Gunmetal Co., 63 Ohl, Decatur, Ill.

MEN WANTED for detective work; experience unnecessary; write for details explaining guaranteed position. J. Ganor, former Government detective, St. Louis, Mo.

AUTHORS' MANUSCRIPTS typewritten in proper form for publication. Write Howard G. Marston, Riverton, N. J., for terms.

EARN $25 weekly, spare time, writing for newspapers, magazines; exp. unnec.; details free. Press Syndicate, 328, St. Louis.

MEN wanted, Govt. postal clerks, carriers; write for instruction part, immed. for application Nov. 1. P 1421, Ledger Office.

SITUATIONS WANTED—FEMALE

CHAMBERWORK and waiting by an exp. colored maid. C 835, Ledger Office.

EXECUTIVE
Young woman, college and business school training, desires position; accustomed handling important correspondence, making statistical reports and caring all details office and staff set-up and management. A 105, Ledger Office.

HOUSEKEEPER, experienced with schoolboy; responsible for small adult family vicinity of Philadelphia. C 910, Ledger Off.

HOUSEKEEPER—Lady of ref. & exp. wishes pos. as manager, com'n or as chaperon in pri. family; references. C 922, Ledger Off.

LAUNDRESS, colored would like to have fine hamper wash to take home; good ref. C 936 Ledger Office.

LAUNDRESS, white, first class, wants work at her home; references. Ph. Locust 7247.

MOTHER and daughter, exper., col., desire work together. Phone Preston 3770.

SECRETARY AND CORRESPONDENT—Well-trained secretary, experienced stenographer and bookkeeper wishes position; capable taking entire charge of office. A 106, Ledger Office.

TEACHER—Wanted, connection with girls' school near Philadelphia, in January, 1923, in executive capacity; I have had 18 years' experience as principal of girls' school in San Antonio, Tex., but desire a change; can furnish best social and bank references. Address Miss J. C. Hall, 440 Romana st., San Antonio, Tex.

SEWING wanted at home or by day. 2444 Christian st.

STENOGRAPHER—Capable, thoroughly exp. young woman wishes responsible position as sec'y to busy executive; High School and Wharton School training. C 907, Ledger Off.

STENOGRAPHER, competent, several yrs. exp., des. perm. pos.; start $25. C 915, L.O.

TEACHER, visiting, desires position; college grad.; 10 years' exp.; mod. rates. C 821, Ledger Office.

WAITRESS first class, wishes position; private family; references. Call at 2, 2248 Catharine st.

YOUNG LADY desires position as bookkeeper or assistant; good references; 6 years' experience. C 917, Ledger Office.

YOUNG LADY desires clerical position in office; good references. C 820, Ledger Off.

SITUATIONS WANTED—MALE

AN EMPLOYER who has gone out of a large manufacturing business is interested in placing a former executive employe in a good position worthy of his ability; this employe was connected with a large manufacturing enterprise for over 20 years and rendered highly valued services and is still young and active and is seeking a new connection; is an experienced manufacturer, also good accountant and general executive; he will be a loyal and valuable employe for any one who can give him the right opportunity. P 1409, Ledger Office.

AUTHORS' MANUSCRIPTS typed in proper form for publication; rates on request. J. C. Riley, 121 N. Broadway, Pitman, N. J.

COUPLE, experienced, colored, desire position; man driver also; ref. Preston 5445.

ENGR., tech. grad., 6 yrs. mech. elec. exp., sales or commercial work only. C 919, L.O.

MAN, colored, wishes position as cook or butler; 2 years last place; refined; best reference. Hunter, 1724 Alter st.

MAN wishes pos. in private family as butler; country preferred. C 921, Ledger Office.

MECHANICAL ENGINEER, with many yrs. exp. in leading and respon. positions as designer of tools, mills and power plants, air compressors, steam and oil engines, desires engagement; West Jersey pref.; excellent record and references. C 916, Ledger Office.

OFFICE ASSISTANT, bus. or professional; long exp. with leading local corp.; O. K. reference. C 903, Ledger Office.

RECENTLY retired army officer, West Point graduate, desires connection with firm or corporation in traffic department; connection with other departments will be considered. C 901, Ledger Office.

YOUNG MAN, 25, Wharton School graduate, specializing in accounting and business management, formerly connected with chain store co., seeks opp. M 321, Led. Off.

AGENTS

ONLY ONE SALE DAILY MEANS $200 PER MONTH! Five sales, $1000 monthly! Main or side line; marvelous new 5-lb. adding machine; retails $15; work equals $300 machine; adds, subtracts, multiplies, divides automatically; speedy, accurate, durable, handsome; 5-YEAR GUARANTEE; tremendous demand; amazing profits. Write QUICK for liberal trial offer and protected territory. Lightning Calculator Co., Dept. 50 B, Grand Rapids, Mich.

SALESLADIES

$25-$40 PER WEEK INCREASED INCOME handling line of PERSONAL GREETING CARDS, spare or whole time; our proposition and co-operation insure success; write for details; representatives at country points. JOHN HERTEL CO., 9 S. Clinton Chicago.

WHY WORK for others? Make and sell your own goods; we show you how; free book explains everything. National Scientific Labs., 217 N. Monroe, Richmond, Va.

SALESMEN—Goodyear Mfg. Co., 18-C Goodyear Bldg., Kansas City, Mo., has opening for salesmen to take orders for t