

Men From All Parts of Country Attend Elliott-Fisher School

Students in Sales Schools Are Receiving Advanced Information in Act of Salesmanship

Almost a score of salesmen from all parts of the United States are attending the Elliott-Fisher sales training school, being conducted by the Elliott-Fisher company at its general offices in this city.

The school was opened several weeks ago with W. R. Busch in charge. Mr. Busch has been with the firm in the office and on the field as a salesman for a number of years.

School Lasts a Month
The course lasts one month, after which the salesman is turned out on the field. It is conducted along the most modern lines of instruction in salesmanship and was instituted with the same object that many other large manufacturing concerns have; that of educating the sales force.

School opens at 8.15 o'clock in the morning and lasts until 5.55, in the afternoon with a short lunch hour. It closes on Saturday at noon. The entire time is taken up in lecturing, the students hearing a talk on some phase of practical salesmanship each day. Each one has his own desk and typewriter. The department is situated on the fourth floor of the office building, and is fitted up with modern equipment.

Ready For Next Class
A number of applications have been received for the second course which will be started shortly after the first is completed.

Mr. Busch speaks to the men about selling points of the machine, its advantages over other makes, how to overcome the objections of the purchasing firm, accountancy, the many features of the typewriter which they are trying to sell and other important points which are developed as the course progresses.

Executives Lecture
Lectures on the advantages of the machines in county and city offices, department stores, banks and other business places, are given by other members of the firm.

G. F. Watt, president and general manager; O. L. Gagg, treasurer; C. H. Hunter, transportation manager; C. H. Miller, assistant treasurer, and other managers and superintendents in the factory have special lectures which they give during the course. These are all given as an aid to the salesman as he comes in contact with the many different classes of business men in the country who want a typewriter for their particular work.

The company instituted the educational department for the benefit of their salesmen and are constantly on the lookout for ambitious young men who wish to devote themselves to the work and show enough merit to proceed in the course and then enter the field as a representative and salesman of the company.



HARRISBURG, JAN. 21st, 1915

Concerning Your Grocer and the Beech-Nut Delicacies

EVERYBODY in Harrisburg has heard of the Beech-Nut Delicacies. So have the people of the whole state of Pennsylvania and of every other state in the Union.

Wherever you go nowadays—in the big cities, in the small towns or in obscure villages, you find people familiar with the Beech-Nut reputation and Beech-Nut methods.

You will not find a body of men anywhere who are more deeply convinced than the grocers of America that Beech-Nut Delicacies are as fine as human skill can make them.

The Public Appreciation of Beech-Nut Delicacy and Flavor

It is agreed by grocers and housekeepers alike, and conceded by everybody, that for purity, for delicacy and flavor, the products of the Beech-Nut Company stand alone.

Whose fault is it then if there are some people in this city who have been deprived of a chance to taste the Beech-Nut Delicacies—to critically examine and compare them with the ordinary products of commerce?

For there are many Beech-Nut Delicacies besides Beech-Nut Bacon that you would like to know about and be glad to try.

You will be surprised to know that a certain class of grocer is to blame. And the peculiar reason he gives for his pathetic and impractical mistake is, that Beech-Nut Delicacies are too good for his trade. Taking it for granted that their quality standards are fixed on inferior goods, and that it is no use to offer them Beech-Nut.

This, mind you, when we are living in an age of advancement. When the tendency everywhere is rapidly and strongly towards a higher standard of quality, especially in those things which contribute to the comforts and pleasures of life.

The Growing Store Should Progress with the Advanced Standards of Public Taste

And where is there another nation in which there is a stronger desire among the people for good food than here in the United States?

You never hear an American housewife accused of stinting her husband and children in their meals. She is regarded everywhere as an ideal provider. She is so discriminating, so lavish in her expenditures for the things she places upon her table, that strangers who have observed her generosity criticize her for spoiling her family.

But the women of this country have been trained from infancy to appreciate the good things of life. They are noted for the nicety and superiority of their taste. They have

always been animated with a deep-rooted desire for the best of everything.

*It Is Un-American for Any Man to
Set Limits on the Aspirations
of the American People
Toward Better Living*

Even the workmen of our land demand better food and a greater variety of it than many of the titled aristocracy of Europe.

For the wage earners of America are leading the world in the amount of cash to their credit.

They have loaned the savings banks \$4,727,403,950; to the savings departments of national banks, trust companies and other banks, over \$2,000,000,000 more—a total of Seven Billion Dollars.

This represents cash savings alone. It is the greatest accumulation of savings ever put together by a nation of wage earners—and goes far to show why the American people are the most discriminating in the world. They can well afford to be.

*Go to a Good Grocer—a Grocer Who
Encourages His Customers in
Their Desire for the Best*

The trouble with the indifferent type of grocer is that he allows his ideas of his customers to be bred in an atmosphere of distrust and fostered by a small coterie not at all representative of the community.

You will find it quite otherwise with the Beech-Nut Grocer. In all the good grocery stores of this city you will find Beech-Nut Delicacies displayed on counters, in show windows—out where everybody can see and examine them, and not held in reserve for a few favorite customers.

When a woman shows interest in Beech-Nut Delicacies the grocer does not say to her that she is prompted by a too ambitious motive and should cast it aside and be satisfied with something inferior.

It is of no consequence to the Beech-Nut Grocer whether the customer be a learned or an unlearned woman. He knows no distinction. He finds it politic as well as polite to respect the judgment of everyone who comes into the store. He provides his customers with the finest he can get. He never thinks the best is too good for them.

That is why Beech-Nut Grocers have the full confidence of their customers and they have his.

And that is why we are determined never to offer for sale any article under the Beech-Nut label until we are satisfied that it is better than any similar article made.

BEECH-NUT PACKING COMPANY
CANAJOHARIE, N. Y.

TO OPEN BIDS FOR SUPPLIES ON FEB. 3

County Controller Gough Asks
Proposals For All Stationery
and Books

Bids for all the books, letter and bill heads, envelopes, orders of court and the hundreds of other articles of stationery that will be required throughout the year by the register of deeds, register of wills, prothonotary, sheriff and county commissioners' offices will be opened by County Controller H. W. Gough at noon, February 3.

Samples of the supplies upon which proposals are invited may be seen at Mr. Gough's office. The cost will run into hundreds of dollars. The county commissioners will meet on the day the bids are opened and it is probable that Mr. Gough will make his recommendations at that time although the awards may go over until the following Friday.

"Movie" Men Start Suit.—Suit against M. P. Severino to recover \$250 was brought yesterday afternoon by Isaac Marcus and Moses Hall, proprietors of a moving picture show at Sixth and Cumberland streets. The plaintiffs allege that Severino represented himself to be an expert in laying terrazzo floors but made such a poor job of it that the floors will have to be relaid.

CONSIDER APPROPRIATION BILL

By Associated Press
Washington, D. C., Jan. 21.—The House met early today in order to expedite consideration of the army appropriation bill. General debate on the bill was to continue for eight hours followed by five minute speeches. The bill, which follows the Rivers and Harbors Supply bill, carries a total of \$171,144,588, a reduction of approximately \$2,000,000 from the war department's estimate.



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WOLF RESIGNS AS DEPUTY ATTY. GEN.

[Continued from First Page.]

The new Attorney General said that he had not considered the matter of appointments in his department and that things were going on as usual.

Many Congratulations
The mail of Mr. Brown, like that of the Governor, was filled with congratulatory telegrams and letters to-day. Among those who sent messages extending best wishes were ex-Governor Edwin S. Stuart, ex-Attorneys General W. U. Hensel and Hampton L. Carson, ex-Lieutenant-Governor Walter Lyon, of Pittsburgh; ex-Judge A. M. Bettler, Wolf Brothers, Congressmen J. Washington Logue and J. Hampton Moore, Joseph P. McCullen, A. T. Turner, John F. Lewis and others in Philadelphia.

On the desk of the new Attorney General was a large bouquet of roses marked from the Junior Bar of Philadelphia. Messrs. Ehrlich & Archbold, former students, also sent him flowers. Secretary of the Commonwealth Cyrus E. Woods said this morning that he had not taken up the matter of appointments or changes in his office. "There are men here whose services I would not want to lose. The force is very efficient," said he. Among the congratulatory letters he received were some from former colleagues in the Senate, including Bayard Henry.

Governor Is Busy
Governor Brumbaugh was on the "hill" bright and early to-day and had a number of the legislators as callers, among them R. P. Habgood, of McKean, one of the candidates for Speaker. Several state officials were in consultation with him, among them Adjutant General Thomas J. Stewart, who presented some routine matters.

Things are going along as usual on the "hill." The new Governor let it be known last night that he had no changes in immediate prospect and the presumption is that there will be nothing doing until next week. Comparatively few legislators were here to-day, most of them having gone home until next week. Bills will be in order Monday night and a shower is expected in each house.

Gelsner's Hospital Bill
Representative F. E. Gelsner, of Easton, has a bill which he will present at the request of Eastern physicians providing that pay patients in a hospital may have their own surgeons or physicians and nurses with them.

LAND AGENTS ON THE LEVEL, THEY DECLARE

[Continued from First Page.]

a dispatch in answer to the Harrisburg Chamber of Commerce denying any familiarity with their proposition.

"Every knock we get is a boost," he said, "and that is how it is working out for us. When people talk personally with us and look closely into our offers they can see how straight our proposition is. We work with a legal contract binding us to fulfill our part and every purchaser of a lot is given a gold bond certificate of a guaranty company of \$2,500,000 capital.

"The lots we sell are within a few blocks of the post office of McAlester, a town of 20,000 population, and growing rapidly. To every purchaser of a lot we guarantee to act as agent in the government Indian land sale to be made next June, and if we do not secure a tract up to the client's expectations we refund the price of the lot. No money is required to be paid down on the land; that is attended to between the United States government men and the purchaser. Our surveys have gone over all this tract and we describe every quarter section just as it appears, woodland or prairie.

"Our car is as plain as a barn door and we couldn't escape from a blind man if we were playing a skin game. Do you suppose we would hire this Pullman car, as well as two others in other parts of the country, if we were crooks? I don't think much of the McAlester Commercial Club for not upholding us, they gave us support at home and their former secretary was one of our salesmen.

Harrisburg has got \$2 in its treasury from the Oklahoma car party in the form of a real estate license, collected by the city license inspector several days ago.

When Colonel Hutchison, Chief of Police, was asked about the matter he said he could have no authority in such a case unless complaints of fraud were brought to him, and this, he said, would probably be hard to do, because purchasers of town lots could not readily bring proof of fraud without making investigation in Oklahoma, which is some distance away. He went on to say that many real estate and town lot offers at a distance are not always up to representations, according to past experiences.

**MINING INDUSTRY
GROWING RAPIDLY**
Much of Interest About Development Brought Out at Banquet of the Inspectors

Much of interest to the public regarding Pennsylvania's great mining industry was told last night at a banquet that was tendered Chief Roderick

of the Department of Mines at the Columbus Hotel by the State mine inspectors. Forty-five of the inspectors were present, together with the employees of the Department of Mines. The occasion was very pleasant and the gaiety was contributed to greatly by the singing of Inspectors Davis, Williams and Jennings. Speeches were made by Chief Roderick, Deputy Frank Hall and R. J. Nelson of the Department, and Inspectors S. J. Phillips, A. B. Lamb, P. J. Moore, T. S. Lowther, I. G. Roby and C. P. Byrne. Chief Roderick was congratulated on his long service and urged for re-appointment. He entered the inspection force of Pennsylvania in 1881 as district inspector in Luzerne county. In 1899 he was appointed Chief of the Bureau of Mines by Governor Stone and in 1903 was appointed Chief of

the newly created Department of Mines. The great bituminous coal industry has had almost its entire development since Mr. Roderick entered into the service. In 1881 the bituminous productions amounted to only 15,000,000 tons. In 1913 it had increased to 172,000,000 tons. The number of employees had increased from 35,530 to 189,909 in 1913. In the anthracite region the production of coal increased from 34,000,000 tons to 92,000,000 tons and the number of employees from 76,031 to 175,311. In 1881 there were only four inspectors in the bituminous region and six in the anthracite region. There are now twenty-eight in the bituminous

region and twenty-one in the anthracite. There has been a continuous development in the State supervision of mines ever since the enactment of the first mining code. The progress and development of the inspection force has kept pace with the wonderful increase in production. As Mr. Roderick stated in his address last evening, Pennsylvania not only leads all other States in production, but can claim the further distinction of having the largest and most efficient corps of inspectors in United States. The coal industry that underlies all the industrial activity of the State has reached such proportions that Pennsylvania has now the proud distinction of producing about one-half of the entire coal output of the country.

ARBITRATION BOARD MEETS
Preliminary steps to secure legislation in the interests of labor were taken at the monthly meeting of the arbitration board of the Harrisburg Bricklayers' Association, last night. John Began, of Pittsburgh, a state deputy of the international organization will address the board at its next meeting.

ILLUSTRATED LECTURE ON FLOWERS
"The Buttercup Family of Flowers" will be the subject of an illustrated lecture by Professor William M. Faltnestock before the Natural History Society to-night. The meeting will be held in the Willard school building.