

SELLING PROBLEMS ARE THE CAUSE OF THE PROBLEMS

Deaths

ESSENBAUGH — On Thursday, December 28, at the Harrisburg Hospital, David Essenbaugh, aged 68 years. The funeral services will be held on Saturday afternoon at 2 o'clock, at the home of Mrs. Alex. McCann, 122 Locust street. Relatives and friends invited to attend without further notice.

REINHARD — At Philadelphia, Pa., on Thursday, December 28, 1916, George William Reinhard, aged 62 years. The funeral services will be held at the home of the family, No. 1803 North Third street, on Tuesday afternoon, January 2, at 2 o'clock. Relatives and friends are invited to attend without further notice.

LODGE — On December 29, 1916, George H. Lodge, aged 72 years. He was a member of the Grand Lodge of the Grand Order of the Eastern Star, No. 1234, and of the Grand Lodge of the Grand Order of the United Brotherhood of Carpenters and Joiners of America, No. 1234. The funeral services will be held on Tuesday afternoon, January 2, at 2 o'clock, at the home of the family, 1622 North Fourth street. Interment East Harrisburg Cemetery.

HEAM — On December 28, 1916, John L. Heam, aged 72 years. He was a member of the Grand Lodge of the Grand Order of the Eastern Star, No. 1234, and of the Grand Lodge of the Grand Order of the United Brotherhood of Carpenters and Joiners of America, No. 1234. The funeral services will be held on Tuesday afternoon, January 2, at 2 o'clock, at the home of the family, 1622 North Fourth street. Interment East Harrisburg Cemetery.

In Memoriam

Harrisburg, Pa., Dec. 29, 1916. In sad but loving remembrance of our dear baby, Richard Wadsworth Wenrich, who fell asleep in Jesus the year ago to-day, December 29, 1915. HIS FATHER AND MOTHER.

In loving remembrance of our dear father, William G. Foutz, who departed this life the 24th of December, 1916, one year ago to-day. Gone, but not forgotten.

FROM HIS CHILDREN AND FRIENDS, MAGGIE BECK.

Lost and Found

LOST — Sable and white thoroughbred Collie Pup. Return 1304 Liberty. Receiver the gratitude of boy who won him recently for most sales of 'The Country Gentleman'.

Help Wanted—Male

EXPERIENCED casket coverers and trimmers wanted by a company located in Harrisburg, Pa. City. Good wages, steady employment. Write A. C. Box 50, 1234 North Second street, Harrisburg, Pa.

WANTED — Fifty carpenters, 40c per hour, 10 hours per day, seven days per week. Apply Aetna Chemical Company, Newton Hamilton, Pa.

STENOGRAPHER — A monthly salary of \$100 a month to young man who can take dictation and operate typewriter. State age, experience, if any, and references. Apply to Mrs. J. K. Kipp, 2205 North Fourth street.

WANTED — Young man as bookkeeper and stenographer. Union Sales Co., Second and North streets.

BANKING HOUSE desires capable representatives; young men with good family connections, or men capable of selling stocks and bonds. Franklin Bank Building, 1416-1418 Chestnut street, Philadelphia, Pa.

DEAFSMEN WANTED IN EVERY CITY IN THE U. S. Secure one of these jobs through SURE, EASY home-study method. Big pay; pleasant work. International Correspondence Schools, 202 Tenth Street, Philadelphia, Pa.

WANTED — Boys over 16 years of age to learn shoemaking. Apply Devine & Yungel Shoe Manufacturing Co., Sixteenth and State streets.

WANTED — Office boy, at once. Good wages. Apply at Harrisburg Foundry and Machine Works, Seventh and Curtin streets.

WANTED — Boys over 16 years old to learn to cut shoes and trimmings. Apply at Daughin Shoe Co., 320 Market, Fourth Floor, Over Hub.

STENOGRAPHER — Young lady having medium speed and can transcribe accurately; salary, \$3; give age, whether employed at present, phone number. Apply Box 8, 4500, care of Telegraph.

WANTED — A lady clerk. A permanent position to one who can qualify. Address 47, Telegraph.

WINTER TERM AT YOUNG MEN'S BUSINESS INSTITUTE begins Wednesday, January 3, 1917. Day and Night sessions. New departments, enlarged course of instruction. Classes open evenings one week before term opens.

SALESMEN WANTED — Those having newspaper or magazine experience preferred. Nothing but live wire need apply. Salary guaranteed. See Mr. Beck, Room 203 Franklin Building, Federal Square.

GOOD, strong, healthy boys, over 16. Apply Superintendent, The Telegraph Printing Co., Harrisburg, Pa.

Help Wanted—Male

WANTED — Two quick, neat, young men for counter; experience not necessary, if willing to work. Apply Rustic Daily Lunch, 47-9 South Third street.

WANTED — 50 able-bodied men for piece work. Experienced truckers can earn \$75 to \$90 per month. Must be able to read and write. Apply in person only to agent of Pennsylvania Railroad Company at Division Street Transfer, P. R. Co., Harrisburg, Pa.

WANT — Young men to learn auto-mechanics and chauffeurs. We give our students a chance to make money at the rate of 20c per hour between class hours. We guarantee to pay you 30c per hour as soon as competent. \$20 in cash required. Auto Transportation School, 27-29 North Cameron street.

Help Wanted—Female

DOWNSTAIRS GIRL — And cooking. No washing. Good home and good wages. Apply 1813 North Second street.

MAID WANTED — White for general housework; small family; small house; good wages to reliable person; references required. Apply 420 Spruce street, Steelton.

ALTERATION HANDS WANTED — On coats, dresses and skirts. Apply at once, Robinson's Woman Shop, 20 North Fourth street.

WANTED — Girl to clerk in grocery store and do some clerical work. \$3, 4584, care of Telegraph.

DRESSMAKING TAUGHT thoroughly from any pattern. Make dresses for yourself while learning. Day and evening. Mrs. M. Henderson, 53 North street.

MOTHER'S HELPER — Good white girl to assist mother; good home to right girl. Call 125 North street.

An experienced girl to iron and shape collars; also girls for mangling, mending, sorting and starching. Royal Laundry, 1354 Howard street.

WANTED — A cook. Good wages. Mrs. Sides, 3205 Riverside Drive.

WANTED — Experienced binder on low shoes. Also woman or girl handy with needle for repairing. Steady work. Apply at once. Harrisburg Shoe Manufacturing Company, Vernon street.

WANTED — Operators on sewing machines. Wages \$5.00 per week will be paid to inexperienced operators while learning in addition to the liberal bonus in effect January 1. Call at the Blough Manufacturing Plant, Reily and Fulton streets.

THE Harrisburg Leather Product Co. requires the services of three additional hands in packing room. Clean, pretty work. 1450 W. 2nd avenue.

WANTED — A white woman for washing and ironing first part of each week. Write, giving references, to Box R, 5551, care of Telegraph.

WANTED — Girls 16 years and over, experienced and learners. Pay good wages. Apply Harrisburg Shoe Manufacturing Co., Second and Hofer streets, Steelton, Pa.

WANTED — Young girl to work in laundry; \$8 to start; no experience necessary to right party. Apply Sanitary Family Washing Co., Sixteenth and Elm streets.

WANTED — Girls 16 years and over, experienced and learners. Apply Harrisburg Silk Mill, Corner of North and Second streets.

STEADY WORK; good stock, good income. Apply Harrisburg Foundry and Machine Works, Seventh and Curtin streets.

WANTED — Shoe cutters for women, misses' and children's shoes. Steady work. Apply Harrisburg Shoe Manufacturing Co., Vernon street, Harrisburg, Pa.

Situations Wanted—Male

WANTED — Chauffeur wants position. Does own repairing. Apply William Burns, 1109 North Cameron street.

WANTED — Elevator man wants position. Apply 2211 Logan street.

Situations Wanted—Female

WANTED — Middle-aged white woman wishes position as housekeeper for widower or elderly couple; can give reference from last place. Call 63 North Twelfth street.

WANTED — White woman wishes work to do, the day, or cleaning of any kind. Call, or address, 1014 James street.

WANTED — Neat, young woman wants general sewing in private family; experienced; dexter and remodeling. Address E. 8422, care of Telegraph.

WANTED — Young woman desires a position in office; had had experience in bookkeeping and general office work. Address K. K., 4573, care of Telegraph.

WANTED — Work of any kind by the day or night by colored woman. Apply to 718 North Seventh street.

WANTED — Colored woman desires situation by the week or day's work. Address 907 Sarah avenue.

WANTED — General housework. 1308 North Seventh street.

WANTED — Chambermaid, experienced, desires work. Apply 1011 Market street.

Real Estate For Sale

FOR SALE — A nine-room, strictly modern brick residence located on one of Harrisburg's better residential sections. Owner has excellent reason for selling. This is an ideal home at a moderate price. Terms easy. J. E. Gipple, 221 Market street.

FOR SALE — 114 Washington street, corner River alley, two-and-one-half-story frame; eight rooms and a bath; all conveniences. Price, \$3,500. Corner Bridge and Eighth streets, Elkwood, two-and-one-half-story frame; eight rooms and a bath; all conveniences. The above properties will be sold at a bargain. Apply Keeney & Simmons, 200 Cumberland street.

WOODBINE ST., 239 — This brick and stucco property, practically new, must be sold, as owner has left the city; price below that of original cost; \$5,500. BACKENSTOSS BROS., Russ Building.

DERRY ST., 2840 — 3-story brick dwelling; nine rooms and bath; chestnut andypress finish; gas and electric light; combination range; steam heat; cemented cellar; hardwood floors downstairs; front and rear porches; stairs; front and rear porches; alley on rear; this property is in excellent condition. Price, \$5,100. Brinton-Packer Co., Second and Walnut streets.

FOR SALE — Desirable residence property, with modern improvements, 2835 Herr street, in opposite St. Joseph's Hospital. Inquire on premises. Sophia K. Barnes.

BRESSLER, PA., DAUPHIN COUNTY — Bungalow and four lots, small barn and outbuildings. Fruit trees and grape arbor on lots. John Lotz, Box 51, Bressler.

SIXTH STREET, 2303 — This 3-story brick dwelling, with all improvements, suitable for garage and living house. A cheap home; price, \$4,500. BACKENSTOSS BROS., Russ Building.

DERRY ST., 1805 — 2½-story frame dwelling, eleven rooms and bath; gas and electric light; steam heat; cemented cellar; front and rear stairways; front porch; garage; lot, 30x120. Price, \$5,500. Brinton-Packer Co., Second and Walnut streets.

EXCHANGE STABLE FOR SALE OR RENT — On Fulton street. Farm for rent or sale. 10-acre tract, 100-foot front, 100-foot depth. Possession immediately. Inquire 2217 North Fifth street.

322 BROAD STREET — BUSINESS PROPERTY, opposite Broad Street Market. Storefront, 9 rooms, bath, steam heat, electric light, gas, water, sink, Sycamore avenue. Rooming house. CHAS. ADLER, 1002 North Third street.

Real Estate For Rent

FOR RENT — Three-story brick dwelling, No. 18 North Seventeenth street. Inquire at 1813 North Second street, front and back porches. Apply Irvin Johnson, 2111 Swatara street, Bell Phone 1827.

LOGAN ST., 1939 — 3-story brick house, 12 rooms, bath, steam heat, gas, water, sink, Sycamore avenue. Rooming house. CHAS. ADLER, 1002 North Third street.

FOR RENT — In Highspire, 7-room house, large garden, on Keshelmas street, below York street. Inquire, \$11 per month. Inquire of J. K. Kipp, 2205 North Fourth street.

FOR RENT — Desirable new houses — all modern — porches and yards — rent \$2 to \$40 per month. Apply Williams Construction Co., 2150 North Fifth street.

FOR RENT — Two two-story brick houses, Nos. 2502 and 2552 Derry street. Inquire at room 15, Harrisburg National Bank Building, 14 South Second street.

FOR RENT — Two-story stucco house, No. 3215 North Sixth street. Inquire at room 15, Harrisburg National Bank Building, 14 South Second street.

FOR RENT — 1428 Market street, \$30; ten rooms and bath; all improvements. Apply 1319 Market street. Bell phone 2629.

FOR RENT — No. 507 N. Eighteenth St. \$25.00. No. 511 Race St. 12.00. No. 521 Race St. 15.00. No. 531 Race St. 20.00. J. E. GIPPLE, 1251 Market St.

STOREROOMS FOR RENT — No. 60 South Cameron Street. Apply 88 South Cameron Street.

Real Estate For Sale or Rent

NORTH FIFTH STREET HOMES — Located at 2313-15-17 North Fifth street. Easy terms. Fred C. Miller, Builder, 213 Walnut street, Harrisburg, Pa. Bell phone 792M.

FOR RENT OR SALE — New house, six rooms, large cellar, balcony, front and rear porches with kitchen on water in the kitchen and large cupboards and closets, on North Walnut street, Hummelstown. Inquire to Samuel L. Emrich, Swatara Station, Dauphin County, Pa.

Real Estate Wanted

WANTED — House and lot in suburbs close to Harrisburg. State terms and price. Address 4559, care of Telegraph.

Wanted—Miscellaneous

WOULD like to have on hand about \$1,000 worth of good second-hand furniture. Highest cash prices paid for Furniture, Stoves and Carpets. Bell phone 3373, 224 North Third street.

WANTED AUTOMOBILES IN ANY CONDITION, to sell or buy. Why not consign your car with us to avoid trouble and worry in trying to dispose of it? We make no charge for storage or for any repairs while car is on sale. Auto Transportation Co., 27-29 North Cameron street.

For Sale—Miscellaneous

30,000 ODDS AND ENDS IN IMPORTED CALENDARS FOR 1917 AT BARGAIN PRICES. Good Selection. Orders Promptly Filled. MYERS MFG. CO., Third and Cumberland Sts. BELL PHONE 1577R.

GERBER FURNITURE COMPANY, 42 Reilly street, offers GREAT REDUCED PRICES in its stock of Furniture, Carpets, etc., on account of moving to its new place of business, 1427 North Third street. Goods and fixtures also. Beds, 100 to select from, \$10 and up. Rugs, Tapestries, Axminsters and Wiltons, 415 and up.

FOR SALE—Genuine Patrick-Duluth mackinaw. Worn short time. Color, gray. Original cost, \$12. Will sell at a very reasonable price. Address Box R-5550, care of Telegraph.

ONE GOOD HORSE — Suitable for delivery purposes. Inquire of S. S. Fomeroy, Market Square, Harrisburg.

CALKS—CALKS—CALKS For sale at Gable's, 111-117 South Second street. Neverslip Call Slip Rugs, Diamond Giant Grip, Green Bay, Always Chumb.

WHITE DETECTIVE AGENCY Truly reliable. All kinds of detective work handled. See ads on page 4. BELL PHONE 4392.

RAZOR BLADES SHARPENED All kinds of SAFETY RAZOR BLADES RESHARPENED, 25c doz., except Star heavy, 10c; old style, 25c each. HENRY GILBERT & SONS, 219 Market street.

LEATHER TRAVELING BAGS and Suitcases (Globe) made to order at the lowest prices in the city. Call and be convinced. Also overcoats and clothing, watches, diamonds and sporting goods at low prices. Cohen & Son, Reliable Pawnbrokers, 431 Market street, at Subway.

Real Estate For Sale

GET THE LOWEST PRICE on No. 57 South Cameron street — frame house — 8 rooms — bath — gas — furnace — porch — electric light. Bell Realty Co., Bergner Building.

WHY NOT INSPECT No. 1518 Fifth street? Corner property — suitable for business. Price is right and the time to act on this property is now. Bell Realty Co., Bergner Building.

FOR SALE — No. Fifteenth Street, No. 617, a modern brick, steam-heated house with electric and gas lights, front and rear porches, side entrance and paved street. This is an ideal home at a moderate price. Terms easy. J. E. Gipple, 221 Market street.

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For Sale—Miscellaneous

FOR SALE — Western, Electric portable pneumatic cleaner, nearly good as new. Will sell cheap. Address Post Office Box 452, Harrisburg.

FOR SALE — Pair of scales — one Toledo drum scale and one Jacobson scale. Will sell cheap to quick buyer. R. Abott, Fifth and Kelker streets.

REMOVAL SALE — Everything in stock must be sold account of moving to our new location, 1315 North Third street. N. Brenner, 423 Walnut street.

FOR SALE at Gable's, 111-117 South Second street, Lewin Fence, Field Fence, Gates, Fencing, Building Hardware, Plaster Board, Upon Wall Board, Compo-Board, Doors, Sash, Shutters, Moldings, Porch, Posts, Pumps, etc.

For Rent—Miscellaneous

FOR RENT — Space in private, steam-heated garage; electric light and water. Inquire 213 Pine street.

DESK ROOM FOR RENT — Good location, near Post Office, ground floor. Telephone Office, 211 Locust street.

FOR RENT—Suitable for second floor retail business, two entire business floors, corner of Second and Walnut streets, above Rose's confectionery. Wide hall entrance on Second street. Inquire at Keller's Drug Store, 405 Market street.

ROOMS FOR RENT CARDS can be obtained at the Telegraph Business Office.

FOR RENT—Offices suitable for a doctor or dentist or general purposes. Light, heat and attendance. Dr. John Oenslager, 711 North Third street.

Farms

DAUPHIN COUNTY — Farm containing 40 acres, located seven miles east of Harrisburg along the Hummelstown trolley line, improved with a 2½-story brick house, 100-foot front, 100-foot depth. Price, \$4,000. Brinton-Packer Co., Second and Walnut streets.

Apartments For Rent

306 N. SECOND ST. (three blocks from Market Square) 2½ floor front, five rooms and bath, city steam heat (gas and electricity); suitable for home or business. Inquire at 1002 North Third street. MILLER BROTHERS & CO., Locust and Court Sts.

SECOND ST., 1756 — Five and six rooms with porch; most pleasant and open surroundings in city.

TWO ROOMS — Completely furnished for housekeeping; corner house; all improvements; gas range; separate entrance; hot water heat; very desirable; inquire 2336 Kitittany street.

FOR RENT — One large, furnished room, with bath, electric light, gas and sitting room, communicating; modern conveniences; use of phone. Apply 1827 North Third street.

FURNISHED ROOMS — Second floor, large, pleasant city steam heat, plate attachment; bath near; also large, first floor room; twin beds; hot and cold water; electric light; gas; central heating system. 114 Chestnut street, Burlingame.

TWO communicating rooms, with bath, furnished, steam heat, \$10 per month. Apply Savoy Hotel, Third and Mulberry. Other desirable rooms.

FOR RENT — On second floor, two or three rooms and bath; steam heat, electric light, hardwood floors, nicely furnished. Inquire at 1002 North Third street.

FOR RENT — Large second floor front room, with four windows, electric light, city steam heat, hot running water, gas, and bath. E. J. Deichler, 225 North Second street.

NICE, nicely furnished room; steam heat, electric light, bath included. Apply 35 South Fourth street.

FOR RENT — Rooms for light housekeeping in private family; centrally located; all conveniences. Address R. 5423, care of Telegraph.

FOR RENT — Rooms with stationary washstands; one apartment, two bedrooms and sitting room; also three communicating rooms for housekeeping; centrally located. 123 Walnut street.

THREE second floor rooms, two with bay windows, unfurnished, suitable for light housekeeping; electric lights, gas, hot water bath. Call 6 to 8 P. M., 511 Seneca street.

FOR RENT — Two communicating rooms; one can be used as sitting room, furnished; gentlemen only. Address A. 5648, care of Telegraph.

FOR RENT — Furnished room facing Capitol Park; stationary washstand, electric light, gas, hot water, bath, sitting room and bed room. Apply 410 North Third street.

FURNISHED ROOMS FOR RENT — City steam heat; use of Bell phone. Address 719 North Sixth street.

Wanted—Miscellaneous

WOULD like to store a high-grade upright piano with a reliable family tuner. Answer J. 435, care of Telegraph.

OLD VIOLINS, MANDOLINS, GUITARS, BANJOS bought, sold, exchanged. Artistic repairing on all stringed instruments. Bowls, strings and repairs a specialty. GLACE, 604 Herr street.

FREE — I will show any person the factory of polishing furniture free with every order for piano tuning at \$1.50. Twenty-five years' experience. Seneca Factory Tuner, 322 North Third street.

ANGELUS PLAYER PIANO—Full size; 12 rolls of music; bench, scarf, tone and tuning free; special price, \$150. On easy payment plan. H. C. Day, 1515 Derry street. Our high rent district.

Automobiles

HERP-BROOKS — 5-passenger car for sale. 1916 Buick. Overland, electric equipment, all modern improvements. Andrew Redmond, Third and Boyd streets.

TIRE REPAIRING — We repair all makes of pneumatic auto and motorcycle tires successfully. Good Service Tire Co., 1019 Market street.

FOR SALE — One five-passenger Buick car. Good for jitney. Good tires, good running condition. \$75. Fred C. Miller's Garage, Forster street near Front.

A DELIVERY TRUCK in first-class condition. Carrying capacity, 1,500 to 2,000 pounds. Open body, with top and side curtains. A bargain for any merchant that makes deliveries. This car can be bought on easy terms. AUTO TRUCKING CO., 27-29 North Cameron street. Bell