FRIDAY EVENING,

ELLIOTT-FISHER MEN CLOSING **BIG CONVENTION**

16

Prizes Awarded Crack Salesmen For Establishing

New Records

New Records Business at the Elliott-Fisher Field Force convention at the Penn-Harris Hotel was handled on schedule time The chairman, G. W. Spahr, was anxious to clean up the calendar by 7,30 this evening. The 'banquet takes place at 8,30 p. m. and each speaker was given a set time to de-liver his goods. Officially one of the gragtest conventions will close with the big feast to-night. The local lefty has a clean-up program for to-morrow, which will include golf matches and outings and office work. Tresentation of "9 to 5" prizes was the closing business on the program for day. Salesmen who made a rec-ord of 105 per cent. over and above their six months quota, up to 175 per vert, were given recognition, and 24 prizes, will be distributed by G. W. Spahr, chairman. In addition, six salesmen who joined the company too late for a half year record, up to June 30, will each roceive a hand-some diamond stickpin for their spe-vith the percentages attained folvork. Prize winners and award the percentages attained fol

with the percentages attained fol-low: Prizes Awarded 175 per cent.-W, W. Hunter, Flint, 550.8 per cent. diamond ring: H. P. Zerbe, Cleveland, 220.2 per cent, three-piece tapestry living room suit: H. F. Bowser, Boston, 209.5 per cent, Aeolian vocalion tapestry; J. Pi. Stange, Washington. 182.2 per cent, three piece tapestry living room suit: H. B. Gilmore, Chicago, 176.1 per cent, three piece tapestry living room suit: F. X. Muckermann, St. Louis, 176 per cent. 150 per cent.-J. M. Morton, Rich-mond, 154.7 per cent. tapestry daven-port. L. W. Koss, Boston, 154.5 per cent, Limoges china set. 125 per cent.- Mrs. M. F. Nofus, Toledo, 131.6 per cent., to be an-nounced; M. V. Maloney, Chicago, 131.5 per cent., platinum diamond-sapphire cisco, 126.6 per cent., watch. scarf pin; E. W. Wilkinson, San Fran-105 per cent.- K. May, Fitta-

Bernest, platinum diamond-sapphire cisco, 125.6 per cent., watch. scarf pin: E. W. Wilkinson, San Fran-105 per cent.--R. K. May, Pitts-burgh, 124 per cent, watch: C. W. Jones, Joliet, 121.6 per cent, hand bag: F. W. Husted, Los Angeles, 120.2 per cent, kodak: S. W. Keenan, New Orleans, 116.1 per cent, tapestry rocker: F. G. Glassford, San Francis-co, 116.9 per cent, diamond-amethyst ring; A. C. Brownlee, New York, 115.5 per cent., diamond lavaliere: J. B. Stader, Kansas City, 111.3 per cent., tapestry chair: W. E. Phillips, New York, 111.1 per cent., diamond hava-liere: J. A. Kaiser, New York, 110.2 per cent., wrist watch: J. D. Oglesby Birmingham, 109.1 per cent., kodak: W. J. Crowley, Milwaukee, 105.2 per cent., refrigerator: E. M. Whitaker, St. Paul, 107.7 per cent., watch: L. F. Betts, New York, 106.8 per cent., watch.

watch. Speaker From London One of the speakers to-day was E. W. Tedder, who arrived yester-day from London, England. He told of conditions in his country and of the large amount of busi-ness done during war times. Mr. Tedder was given a rousing wel-come.

ness done during war times. Mr. Tedder was given a rousing wel-come. C. H. Miller, treasurer of the com-pany, was a special speaker to-day, telling his views from a treasurer's standpoint. He outlined plans to be followed which would bring about better results, and urged greater co-operation. M. H. Dean, assistant secretary, gave a timely talk to the representatives. The morning pro-gram started with a talk by P. D. Wagoner, president of the company. Others who spoke included: J. O. Shephard, Pittsburgh, on "Department Stores"; H. C. Rose, Harrisburg, "Retuil Accounting"; T. O. Grisell, Harrisburg, "Accounts Payable and Distribution"; E. M. Whitaken, "Itemized Versus Skele-ton Statement: O. H. Cook, Dallas, Texas. "The Dual Plan"; F. W. Husted, Los Angeles, "Instalment Accounts"; F. X. Muckerman, "Sell-ing the Ice Plants"; and W. A. King, Detroit, "Elliott-Fisher as a General Purpose Machine." **Afternoon Talks** Following an interesting and edu-cational talk this afterpoon on "Pre-sentation of Our Advertising Pro-gram." by Starling H. Busser, vice-president of the George Batten Company, R. R. Steel, of this city told "How to Make Our Publicity Fay." Mr. Busser's talk was illus-trated with the presentation of col-ored sheets showing various branch-es of advertisement, and folder of advertisements to appear in the near future.

dvertisements to appear in the near

Mr. Steel touched on "Sales Rec-ords" and told of the value of maga-zine work, publicity in Ginger, and took up in general publicity out-

theatricals and vaudeville. Crowds lined the sidewalks to see the unique turnout and to hear the 100-piece band. It was some parade and the "Goats," who are the sales forcies of the Elliott-Fisher Com-pany, handed out something very original.



Dental Preparations

Pebeco Tooth Paste 34c

Kolynos Tooth Paste 19c

Lyon's Tooth Paste16c

Lyon's Tooth Powder ... 16c

Stearn's Tooth Paste23c

Arnica Tooth Soap17c

Peroxide Tooth Paste...21c

Forham's Tooth Paste 19, 37c

Sanitol Tooth Paste 19c

Lilly's Tooth Paste. . 19c, 38c

Euthymol Tooth Paste...16c

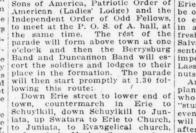
Colgate's Tooth Paste 10, 25c

Face Powders

Mary Garden Face Powder.....74c

Djer-Kiss Face Powder 49c

The processon formed in front of the Penn-Harris Hotel in Walnut street and followed the concert in Capitol Park by the combined band. There were in line upwards of 600, including the local factory forces of the Elliott-Fisher Company. The prevailing costume color was pink. Wrappers and kimonos with pink bathing caps were in the majority, but there were pink pajamas, dresses of every description and hundreds of other comic and unique outfits.





Soap

Woodbury's Soap19c

Resinol Soap19c

Hobson's Soap22c

Packer's Tar Soap18c

Germicidal Soap18c

Talcum Powders

Mary Garden Talcum45c

Mennen's Talcum19c

Butterfly Talcum19c

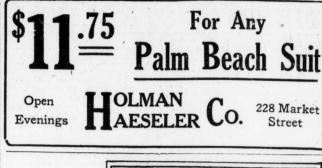
AUDITOR'S REPORT School district accounts for Derry township for the year ending July 7, show a balance of \$22.44 according to the report filed at the prothono-tary's office and approved by George E. Copenhaver and S. S. Balsbaugh, auditors. Expenditures were \$41, 677.09 and receipts \$41,699.52. The resources of the district total \$127, 678.44 and the liabilities are \$21,250.

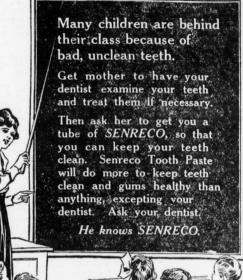
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HARRISBURG

300 Market St.







Valley Railways Team The Lemoyne Athletic Club last evening defeated the Valley Rall-ways by a score of 6 to 1. The game was well played by both teams. En-

swiler, the star southpaw, was on the mound for the Lemoyne team, fanning 13 men, while Beck pitched good ning 13 men, while Beck pitched good ball for the Valley Railways, strik-ing out 10 men. These teams will play quite a few games on the Lemoyne field in the near future. This makes 34 victories for Lemoyne. The Le-moyne team will play the Steelton Stars on the Lemoyne field to-night. It is expected that Fortney will be on the mound for the home team.

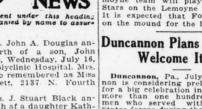
Cigar Specials Patent Medicines Havana Tucks, 6 for 25c Bromo-Seltzer17c, 73c 50.

306 Broad St

Alopien Fins 556 Doan's Kidney Pills 42c Olive Tablets 16c Pierce's Anuric 38c Peptonized Iron Tablets 66c Nelson's Hair Dressing, 22c Hay's Hair Health ... 33c, 66c Sample Perfumes 25c 25c 25c

Love-Me Djer-Kiss Azurea Houbigant's Ideal Fiancee ...250

Ointments



zine work, publicity in Ginger, and		Powder		lcum					Bromo-Seltzer		San Cura Oint	
took up in general publicity out- side of space advertising. He call-	Pompeian Face Powder			Colgate's Talcum		King Oscar, 9 for 50c		50c	Quaker Herb Extract			
ed attention to articles written in which the name of the Elliott-Fisher	Freeman's Face Powder19c Sanitol Face Powder21c								Sal Hepatica			
Company was not mentioned, and to valuable results that followed. His			IC Squibb's Tai			Sweet Girls, 9 for 50c		50C	Swamp Root		K Y Jelly19c	
long experience in the publicity game gave him opportunity to ex-		owder8	Dalmaling T	alcum	15c La	Tiftons, 9 for		50c	Pinkham's Compour			lly19c, 39c
plain many phases of publicity and results obtained and his talk was	Garden Fragrance Face Powder, 53c Mavis Face Powder			Djer-Kiss Talcum					Dianala Demodian 77		Mustarine19c, 37c	
timely and interesting. Other speak- ers this afternoon were:						Even Steven, 9 for 50c			Limestone Phosphate		Resinol Ointment	
E S. Vineyard on "Making the Sales Promotion Department Your	L-Ame (La May		the state of the s	Riveris Talcum		Cinco, 9 for 50c					Vick's Salve17c, 36c	
Assistant": W. R. Busch. "The Nec- essity of Elliott-Fisher Training as	19c, 37c Love-Me Face Powder68c			Melba Talcum19c Mavis Talcum18c							Musterole	
Related to Sales and Service"; and M. S. Roosevelt on "The Influence		Powder4	1.			Counsellor, 9 for 50c					Mentholatum	
of the Operator on Future Sales." The presentation of prizes by Chair- man Spahr followed.			Jess Laicuin	Jess Talcum24c		General Hartranft, 9 for 50c			Glycothymoline18c, 73c		Cuticura Ointment	
Banquet Tonight	Swansdown Face Powder12c Woodbury's Face Powder17c		7.	E C							Sassafola	
The banquet to-night will bring together in addition to the sales and factory force, the officials of the		Powder1	1 10	Face Creams		Roigs, 9 for 50c			California Syrup Fi	Fige 37c		
company and a number of guests. Covers will be placed for 300. The	•	wder	Turners's MAIN	Ingram's Milk Weed Cream, 38c, 77c Elcaya Cream44c		Box of 50 for \$2.59			Fellows' Syrup Hyp	\$1.05	\$1.05 Camphorole	
directors include: K. B. Schley, E. B. Schley, Reeve		Powder2							Nujol			
Schley, J. D. C. Bradley, Herbert	Mellier's Violet	Face Powder7	4c Pompeian Da	ay Cream	37c 3 H	3 Henriettas			Pierce's Anuric Tab	Fablets		
Wagoner and L. G. Julihn. Guests, T. J. Watson, H. A. Fox, J. H. Tre-	Waltz Dream F	ace Powder7		ight Cream					Resinol Ointment		Toilet Waters	
goe, W. J. Evert. Evan Johnson and Frank E. Tupper. The music will	M.	Section States		ight Cream1					Fletcher's Castoria23c			
be by Braxton's Jazz Orchestra. The prizewinners will occupy one table:				shing Cream1		3 La Carma for 25c			Stanolind		Mavis Toilette\$1.15	
directors, officials and another, and the sales forces another.	Sample Sachets Mary Garden10c			Oriental Cream\$1.09		3 Girards for 25c			Mulsified Cocoanut Oil		Fiancee \$2.05	
One of the speakers last night at the big gathering in Chestnut street				Wax	67.				Bell-Ans		Azurea Vegetale \$1.19	
auditorium was Horace L. Wiggins, manager of the Penn-Harris Hotel.	Djer-Kiss10c			Mum18c		For the Baby Shaving Items			Merck's Sugar Milk		Azurea Toilette \$1.98	
He was given a great ovation, the big crowd cheering and giving the famous yell of the Pink Goats.	Azurea10c			Sempre Giovine		Horlick's Malted Milk, \$2.79 Mellin's Food 546 \$1.00 Gem Razor		Razor\$3.87	100 Aspirin Tablets, Bayer's80c Father John's		Flormye Vegetale\$1.19	
Manager Wiggins said it was the liveliest crowd he has met within	Garden Fragrance10c			Creme De Meridor18c, 37c		6 Gillette Blades 45c		des 45c			Flormye Toilette .	\$1.98
"I like you boys because you are	Fiancee10c		Oc Orchard Wh	Orchard White		Eskay's Food 55c Mennen's Shaving Cream,		iving Cream,	Nuxated Iron 66c		Djer-Kiss Vegetale	A REAL PROPERTY AND A REAL
live wires and I am ready to do any- thing for you I may be called upon	Ideal		Oc Sassafola		17c Castor	ria, Fletcher's	23c Pinaud's Lila	c Vegetal. 79c	DeWitt's Kidney P			
to do. You are hard workers and work early and late. I know this		_				1		1	1			
because I have seen committees at work until early hours in the morn-	Sani-	Ever-	Diamond	Nestle's	Milks	Miles'	Grape	Sterate	Glover's	2-Quart	Whirling	Waldorf
ing." Flowers were sent to-day to two	Flush	Ready	Dyes	Food	Emulsion	Pain	Juice	Zinc	Mange	Fountain	Spray	Daman
sick representatives. S. L. Magner, Louisville, Ky., and A. Clarke, of	19c	Razors		Hospital	45c and	Pills	pints, 42c	and the first provide	and the second second	Syringe	Syringe	Paper
New York city. "The Ancient Order of Pirk	190	79c	3 for 20c	\$2.49	89c	19c - 79c	quarts, 84c	15c	48c	79c	\$1.68	9c
Goats' was officially launched last night with a parade and amateur												
and and and and anateur	The same and a stand of the second second					· · · · · · · · · · · · · · · · · · ·			A DESCRIPTION OF THE OWNER OF THE			the second states and the

Saturday, July 26th