

## ANNOUNCEMENT

You are invited to attend the opening of

## BAKER'S BOOT SHOP

at 41 North Front Street, Steelton, Thursday, Friday and Saturday, February 25, 26 and 27.



An exhibition of all the new Spring styles of the well-known "La France" shoe for Women and the "Barry" shoe for Men will show you what the best-dressed people will wear.

Other lines, including the newest shapes in shoes for Boys, Girls and the little tots will be shown.

Baker's Boot Shop will be under the management of Mr. H. Lee McNeal, formerly with the Steelton Store Company, whose experience will always be at your service.

A full line of Hosiery for Men, Women and Children will be carried.

A SOUVENIR WILL BE GIVEN WITH EVERY PURCHASE

## BAKER'S BOOT SHOP

Daron Building, 41 North Front Street, Steelton, Pa.

"WEAR BAKER'S SHOES"



## STEPS IN MAKING A SALE OUTLINED

Frank Jewell Raymond Gives Last of His Series of Business Talks in City

## ORDER TAKERS ARE VALUABLE

Speaker Tells Salesmen to Give Patrons Only What They Need. Since Day of Grab Is Past, He Says—'Question Box' Answers

The various degrees of making a sale were taken up in regular order last night by Frank Jewell Raymond in his final talk in the series on "Making Good in Business." It was the best talk of the series and another capacity audience crowded the Technical High school auditorium.

The speaker dissected the sales person in his first speech, the customer in the second. His subject last night was "Making the Sale." He defined the various steps, ably illustrating his points with little anecdotes as he progressed. The steps outlined were, first, gaining attention, second, holding interest; third, securing confidence, and last, closing the sale. The talk was intelligible because it was preceded by talks on the contracting parties, the salesman and the customer.

Mr. Raymond divided the clerks into the sub-divisions, order-makers, order-takers and order-shakers, the second class, of course, including the valuable persons who make the sales, while the order-takers perform the functions of a slot machine and the order-shakers ruin future sales by bad treatment of possible purchasers.

He cautioned the salesmen to sell what patrons really need, saying the day of grab is past and that the day of build and hold is here.

An hour was consumed after the lecture in the answering of questions presented to the "question box." Every body was given an opportunity to have his difficulties solved by presenting questions, and the answers given by the business evangelist invariably helped his hearers.

## ASAEL S. VADAKIN DIES

Succumbs at Home of Brother-in-Law, Adjutant General Stewart

Following a short illness Asael S. Vadakin, brother-in-law of Adjutant General Thomas J. Stewart, died at the home of the latter, 923 North Second street, last night at 10.30 o'clock. He was a clerk in the Adjutant General's Department of Pennsylvania. He is survived by his wife, of this city; a son, Louis A. Vadakin, in Camden, N. J.; a daughter, Mrs. D. V. Gardner, of Montrose, Pa.

Mr. Vadakin was a member of Harrisburg Lodge No. 629, Free and Accepted Masons; Perseverance Chapter No. 21, and Pilgrim Commandery No. 11, Knights Templar.

Funeral services will be held Sunday evening at 6.30 o'clock at the home of General Stewart, the Rev. Harry Nelson Bassler, pastor of the Second Reformed church, officiating after which Pilgrim Commandery will hold their service. The body will be taken to Norristown Monday morning at 10.30 o'clock, where services will be held by Hutchinson Lodge of Masons. Interment will be made at Norristown.

## Mrs. Sarah M. Fralick

Funeral services for Mrs. Sarah M. Fralick, aged 90 years, who died yesterday at the home of her daughter, Mrs. Kathryn Weidie, Phoenixville, were held at the home of her son, Samuel K. Fralick, 2219 Jefferson street, this afternoon at 2 o'clock. The services were in charge of the Rev. A. S. Williams, pastor of the Curtin Heights Methodist Episcopal church. Interment was in Shoop Church cemetery.

Mrs. Fralick is survived by seven children: George, Samuel L., Lewis L., John H., Louis B., all of Harrisburg, and Mrs. Adam Bell, of Hummelstown, and Mrs. Harry Weidie, of Phoenixville.

## William Grove

William Grove, formerly a resident of this city, died yesterday morning at his home in Hunlock Creek, aged 56 years. He is survived by his mother, Mrs. Sarah Grove, and three sisters, Mrs. Jacob Kuhn, Mrs. Alice Snyder and Mrs. A. H. Shisler. Funeral services will be held to-morrow afternoon at 2 o'clock at the funeral chapel of T. M. Mauk & Son. Interment will be made in the East Harrisburg cemetery.

## James Graige

James Graige, infant son of Mr. and Mrs. James Graige, died yesterday evening at the home of his parents, 1251 North Seventh street. Funeral services will be held to-morrow afternoon at 2 o'clock.

## Coal That's Clean

The condition of the coal when it is deposited in the bin has much to do with its burning qualities.

The methods employed in the Kelley yards insure the delivery of clean coal. Every pound is screened before weighing—this means clean coal and honest weight. And then, when the weather permits, the load is sprinkled.

Nothing but coal gets into your cellar.

## H. M. KELLEY &amp; CO.

1 N. Third Street  
Tenth and State Streets

## CAPITOL HILL

## MUCH WORK AHEAD FOR THE LEGISLATORS NEXT WEEK

Nine Bills Up for Final Passage in Senate—Lower Branch Will Consider Number of Measures on Second Reading

The calendars for Senate and House on Monday evening, when both branches of the Legislature meet after a ten days' recess, show considerable work cut out for the lawmakers. In the Senate there are nine bills on second reading, the most important being the Spruill bill for the printing of 25,000 copies of the report of the reunion on the fiftieth anniversary of the battle of Gettysburg. There are four bills on second reading, among them being the Gerberich bill prohibiting the artificial coloring of noodles. There are eighteen bills on first reading in the Senate, none of them of particular import.

The House will be chiefly occupied with bills on second reading, there being thirty-one on the calendar, including the Campbell bill regulating the peddling of drugs. There are also four bills on first reading. The Nissley bill for a third judge in Dauphin county is on final passage, but has been postponed for the present. It can be called up at any time.

It is expected that the workmen's compensation bill as prepared by the Attorney General will be introduced in both branches simultaneously, but it will be held in committee until hearings can be had on it, of which many are expected. A number of bills will be introduced in both houses, as there have been many prepared by the Legislative Reference Bureau.

## At Farmers' Institute

Deputy Secretary of Agriculture Martin is attending farmers' institute in the western part of the State.

## Shoe Company Chartered

A charter has been issued to the Ryan Shoe Company, of Halifax, with a capital of \$25,000. The incorporators are L. W. Ryan, C. F. Still and C. G. Ryan, Halifax; T. F. Brandenbaugh and H. G. Frederick, Millersburg.

## New Directory

Senate Librarian Miller and House Chief Clerk Garvin have completed the compilation of a new legislative directory containing the names of the legislators and principal State officials, with their addresses at home and in Harrisburg.

## The Governor to Speak

Governor Brumbaugh is expected to deliver the principal address at the tenth anniversary dinner of the Committee of Seventy of Philadelphia this evening and to express his views upon the reform legislation proposed by that body.

## Workmen's Compensation

Attorney General Brown has completed the drafting of the workmen's compensation bill to be introduced in the Legislature next week, and it will be made public to-morrow. Copies will be sent to every member of the Legislature and they may look it over and have it carefully studied when the measure comes up for consideration.

## Will Be Messenger

Benjamin W. Kurtz, of Middletown, assistant foreman on the Capitol grounds, has been selected as messenger for the Attorney General's Department to succeed the late Daniel Brubaker, and will begin his duties on Monday morning. It is understood that a Dauphin county man will succeed Mr. Kurtz on the grounds.

## Will Attend Conference

Public Service Commissioners Emory R. Johnson and Walter Gaither will represent the commission at a conference to be held in Washington on March 22 relative to the question of the division of valuation. It will be attended by representatives of the carriers of other State Commissions and of the Interstate Commerce Commission.

## Secretary Houck to Talk

Henry Houck, Secretary of Internal Affairs, last night addressed a large audience in the Middletown Presbyterian church on "Home Life Among the Pennsylvania Germans." On Saturday night Secretary Houck will deliver the same address before the Alumni Association of Swarthmore College at a dinner at the Bellevue-Stratford, Philadelphia.

## Treasury Money

The State Treasury yesterday received \$364,772 and paid out \$179,355, and there was a balance in the treasury of \$7,262,539.60. Treasurer McCoach, of Philadelphia, turned in \$261,692 county loan tax; the auto license fund amounted to \$13,646; tax on foreign insurance premiums to the amount of \$16,615 were received, and tax on bank stock paid \$36,334.

## New Movie Company

The Liberty Motion Picture Company, of Philadelphia, was chartered at the State Department to-day. It will manufacture and deal in motion pictures, films, photographs, etc. The capital is \$50,000 and among the incorporators are Colonel Sheldahl, former Director of Public Safety in Philadelphia, and a retired member of the Governor's military staff.

## Focht Resigns

Congressman-elect Focht has resigned his position as member of the State Water Supply Commission, to take effect March 1, and a dozen applicants are fighting for the place, which will be filled by Governor Brumbaugh. It is said that the choice lies between former Senator Walter McNishol, of Scranton, and Republican County Chairman Epyker, of Huntingdon.

## Not For the Governor

The joint resolution adopted by the Senate and House calling on Congress to repeal the tariff law is said by Attorney General Brown not to require any action on the part of the Governor, being merely an expression of opinion by both bodies and not directive to the Governor. It will be sent to the Vice President and Speaker of the House in Congress by Secretary Baker, of the Senate, where the resolution originated.

## In Balm Florida

It is said that Senators Crow, McNichol and Vane are so enamored of the balmy breezes at San Lucie, Florida, where they have been sojourning for the past week, that they are not coming home this week, but will stay until March 7. This means that there will be very little heavy legislation done in the Senate next week, as the

## CLASSIC WAR POEMS

Selected by J. Howard Wert

## THE FALL OF POLAND, OR BATTLE OF WARSAW

BY THOMAS CAMPBELL

In connection with a previous poem of this series some facts were given in regard to the unhappy fate of Poland. Perhaps the most vivid description of the final battle which sealed the nation's fate is found in Campbell's "Pleasures of Hope." The leading stanzas are here presented.

Our new land of freedom felt a special interest in this contest because the Polish leader was the gallant Thaddeus Kosciuszko who had fought so valiantly for us in our Revolutionary struggle in which he rose to the rank of general.

Of noble family, born in 1756, Kosciuszko, after the success of our struggling colonies, returned to his native land and signaled himself at the head of one of his armies in 1792 and 1793; and when the Poles rose up against their oppressors in 1794, he was made their generalissimo, and dictator. He was wounded and taken prisoner by the Russians at the fatal battle of Maciejowice, October 1, 1794, and the complete downfall of his country soon followed. He closed his unstained and noble life in Switzerland in 1817.

The very fields over which the Poles and Russians fought 120 years ago, for months, have been deeply dyed with the blood of tens of thousands of the Russian and German armies locked in a death struggle for the possession of Warsaw.

O sacred Truth! thy triumph ceased awhile,  
And Hope, thy sister, ceased with thee to smile,  
When leagued oppression poured to northern wars,  
Her whiskered pandors, and her fierce hussars,  
Waved her dead standard to the breeze of morn,  
Pealed her loud drum, and twanged her trumpet horn!  
Tumultuous horror brooded o'er her van,  
Pressing wrath to Poland and to man.

Warsaw's last champion from her height surveyed,  
Wide o'er the fields, a waste of ruin laid;  
O Heaven! he cried, my bleeding country save!  
Is there no hand on high to shield the brave?  
Yet, though destruction sweep these lovely plains,  
Rise, fellow-men! our country yet remains!  
By that dread name, we wave the sword on high,  
And swear for her to live, with her to die!

He said, and on the rampart heights arrayed  
His trusty warriors—few, but undismayed;  
Firm-paced and slow, a horrid front they form,  
Still as the breeze, but dreadful as the storm;  
Low murmuring sounds along their banners fly,  
Revenge, or death—the watch-word and reply;  
Then peal'd the notes, omnipotent to charm,  
And the loud tocsin toll'd their last alarm!

In vain, alas! in vain, ye gallant few!  
From rank to rank your volleys dashed flew:  
O! bloodiest picture in the book of time!  
Sarmatia fell, unwept, without a crime;  
Found not a generous friend, a pitying foe,  
Strength in her arms, nor mercy in her woe!  
Dropp'd from her nerveless grasp the shatter'd spear,  
Closed her bright eye, and curb'd her high career;  
Hope for a season bade the world farewell,  
And freedom shriek'd—as Kosciuszko fell!

The sun went down, nor ceased the carnage there,  
Tumultuous murder shook the midnight air,  
On Prague's proud arch the fires of ruin glow,  
His blood-dyed waters murmuring far below;  
The storm prevails, the rampart yields away,  
Bursts the wild cry of horror and dismay!  
Hark! as the smoldering piles with thunder fall,  
A thousand shrieks for hopeless mercy call:  
Earth shook—red meteors dashed along the sky,  
And conscious nature shuddered at the cry.

O! righteous Heaven! ere freedom found a grave,  
Why slept the sword, omnipotent to save?  
Where was thine arm, O vengeance! where thy rod  
That smote the foes of Zion and of God?  
That crush'd proud Ammon, when his iron car  
Was yoked in wrath, and thunder'd from afar?  
Where was the storm that slumber'd till the host  
Of blood-stain'd Pharaoh left their trembling coast,  
Then bade the deep in wild commotion flow,  
And heaved an ocean on their march below!

Departed spirits of the mighty dead!  
Ye that at Marathon and Leuctra bled!  
Friends of the world! restore your swords to man,  
Fight in his sacred cause, and lead the van!  
Yet for Sarmatia's tears of blood atone,  
And make her arm puissant as your own!  
O! once again to freedom's cause return  
The patriot Tell—the Bruce of Bannockburn!

## CREW BOARD

## HARRISBURG SIDE

Philadelphia Division—115 crew to go first at 3.30 p. m.: 129, 127, 118, 105, 125, 130, 110, 132, 106, 131.

Engineer for 129.  
Fireman for 115.  
Conductors for 110, 115, 116.  
Flagmen for 106, 116, 132, 133.  
Brakemen for 105, 118, 129.  
Engineers up: Smith, Albright, Madenford, Grass, Seitz, Smith, Sparver, Supple, Young, Foster, Snow, McCauley, Long, Kennedy, Wolfe, Layman, Streeter, Speas, Smeltzer, Earhart, Bissinger, Huber.

Firemen up: Kreider, Collier, Madenford, Robinson, Dunlevy, Gelsinger, Weaver, Huston, Everhart, Brenner, Gilberg, McNeal, Rhoads, Horstik, Balsbaugh, Chronister, Moffitt, Bleich, Whicello, Penwell, Farmer, Bushy, Over, Mulholm, Copeland.  
Conductor up: Housheer.  
Flagman up: Harris, Clark, Donohue, Mellinger.

Brakemen up: Albright, Shultsberger, Buser, Brown, Wiland, Coleman, Kockenouer, Malsed, Desch.

Middle Division—246 crew to go first at 1.30 p. m.: 216, 219, 247, 234, 242, 235, 245, 236.  
Preference: 2, 3, 9, 7.

Conductor for 235.  
Engineers up: Simonon, Moore, Free, Mumma, Garman, Hertzler, Kugler, Kniesly, Wissler.  
Firemen up: Wright, Sheelsy, Stouffer, Karsetter, Bornman, Fletcher, Arnold, Zeiders.  
Conductors up: Gant, Huber, Patrick, Baskins.

Brakemen up: Kane, Kipp, Kerwin, Peters, Keiffer, Kilgor, Baker, Pipp, Fleck, Schoffstall, Bickert, Puit, Heik, Spahr, Stahl, Reese, Bolan, Plack, Bell, McHenry, Henderson, Frank, Mathias.

## ENOLA SIDE

Philadelphia Division—232 crew to go first at 1.30 p. m.: 216, 219, 247, 234, 242, 235, 245, 236.

Preference: 2, 3, 9, 7.  
Conductor for 235.

Engineers up: Simonon, Moore, Free, Mumma, Garman, Hertzler, Kugler, Kniesly, Wissler.  
Firemen up: Wright, Sheelsy, Stouffer, Karsetter, Bornman, Fletcher, Arnold, Zeiders.  
Conductors up: Gant, Huber, Patrick, Baskins.

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go first at 3.45 p. m.: 227, 225, 207, 239, 228, 223, 209, 214.  
Engineers for 201, 209, 233, 235, 238.

Firemen for 206, 230.  
Conductors for 214, 238.  
Flagman for 214.  
Brakemen for 214.

Conductors up: Dewees, Kugle, Gundel, Pennell, Flickinger, Stauffer, Eaton, Logan.  
Brakemen up: Taylor, Lutz, Jacobs, Wolfe, Fair, Long, Rice, Summy, Stimmel, Decker, Campbell, Myers, Vandling, Knight, Werts, Deets, McPherson.

Middle Division—237 crew to go first at 12.45 p. m.: 224, 232, 238, 223, 239, 250, 241, 217.

Yard Crews—Engineers up: Breneman, Thomas, Rudy, Houser, Meals, Stahl, Swab, Crist, Harvey, Salsman, Kuhn, Snyder, Pelton, Shaver, Landis, Hoyle, Beck, Harter, Biever, Blosser.  
Firemen up: Royle, Crow, Rieve, Ush, Bostdorf, Schieffer, Rauch, Weigle, Cookman, Mayner, Sholter, Snell, Bartolet, Giff, Barkey, Sheets, Bair, Eyde, Myers.

Engineers for 2260, 322, 1820.  
Firemen for 2260, 1816, 1820, 2393, 1368.

## THE READING

P. H. & P.—After 2.15 p. m.: 14, 2, 20, 24, 24, 19, 5, 23, 16, 8.  
Eastbound—After 11.15 a. m.: 68, 53, 71, 65, 63, 67, 51, 60.

Conductor up: Gingham.  
Engineers up: Morrison, Crawford, Glass, Massimore, Barnhart, Petrow, Wood, Kettner, Sweeley, Pletz, Fortney, Lape, Sassman, Middaugh, Woland, Richwine, Martin, Wyre.

Firemen up: Dobbins, Zukowski, Anders, Bowers, Kelly, Anspach, Beecher, Rumbaugh, Sullivan, Chronister, Bingham, Nye, Longenecker.  
Brakemen up: Ayres, Stephens, Ely, Painter, Graeger, Haines, Slentz, Gardner, Hoover, Mumma, Hinkle, Miller.

Plotting Against the Teacher  
"Say, Tommy, what did you tell de teacher you got a toothache for? You know it's de mumps."  
"Sh-h-h! Got de matter wit you? If she catches dem we'll all git a day off!"—Cleveland Plain Dealer.

## 914 FOR BLOOD DISEASES 606

I have made a special study of Dr. Ehrlich's great discovery, salvarsan and neosalvarsan. I administer either safely and properly. It will pay you to have an experienced specialist treat you. Hundreds of treatments given without any bad effects. Men's diseases and weakness, syphilis, kidney, bladder and skin diseases.

DR. SCHANTZ. Come to me and get "fixed up" right.

9 N. FOURTH STREET  
Over the Busy Bee Restaurant

Gold Crowns & Bridge Work  
\$3, \$4, \$5  
Sets of Teeth  
\$5 and up  
We always make teeth that fit.

Come in the morning, get your teeth same day. Plates repaired on short notice.

Mack's Painless Dentists  
310 Market St.  
Open Evenings.

PROPERTY 501 Bessemer St., Steelton, consisting of corner lot 68x100 feet, with 1-story 2-room house thereon; excellent garden. Inquire 404 N. Third street, Steelton.

REAL ESTATE FOR RENT.  
AN 8-room house with improvements, lot for garden, at Steelton Heights, opposite frog shop office. Apply J. M. HEGAGY, 28 S. Front street, Steelton.

FURNISHED ROOM FOR RENT.  
FOR RENT—Nicely furnished rooms, with bay windows, having all conveniences. Apply 318 North Front St., Steelton.

## NEWS OF STEELTON

## CENTRAL GRAMMAR PUPILS RENDERED FINE PROGRAM

Unannounced Part of Program Consisted of Gift of Prof. Henry in Honor of His Birthday by Scholars of Class B—Prof. Harclerode Sang

The B class of the Central Grammar school rendered an interesting literary program before a large audience yesterday afternoon, as follows:

Opening address, "Great Men Born in February," John Ford, president of the class; response to roll call; reading of minutes; secretary's presentation of a birthday present to Prof. Henry, Rollin Goodfellow; biography of Frances Willard, Elizabeth Tolbert; declamation, "Washington's Character," Bruce Spink; a talk, Margaret Gasner; essay, "A Loaf of Bread," Agnes Placer; referred question, "Our National Songs," answered by Margaret Vanatta; music, Central Grammar school; recitation, Grace Hershey; declamation, "Lincoln's Dedication Speech at Gettysburg," Emmet Shelley; two songs, Prof. William M. Harclerode; a talk, "Spelling," Lucinda Clave; several songs, Central Grammar school; recitation, "The Life of Abraham Lincoln," Beatrice Donnelly; vocal solo, Elizabeth Tolbert, accompanied by Myrtle Diegel on the piano, with the pupils joining in the chorus, after which they were presented with a free ticket to the basketball game to be held this evening; debate, "Resolved, That the average young men of to-day have greater opportunities to make life a success than their forefathers," affirmative, Martin Miller, Sarah Lodge and George Brashers, negative, John Kock, Alma Conifer and Lawrence Evans, won by the affirmative side.

Miss Crouse was given two stands by the A class for use in drawing.

## CHAPERONED YOUNG FOLKS

Mr. and Mrs. Earl Troup Entertained and Chaperoned Friends

Mr. and Mrs. Earl Troup entertained a number of young folks at their home, Lincoln street, last evening. After spending part of the evening in games and music, the party went in a body to the home of Mr. and Mrs. John Waggonbach, where the remainder of the evening was spent. Music was furnished by Miss Marian Troup and at a late hour refreshments were served to the following persons:

Mr. and Mrs. Earl Troup, Mr. and Mrs. John Waggonbach and son, Parker; Mr. and Mrs. Daniel Troup, Gilbert Cooper, Bruce Housholder, John Kahlbans, Frank Troup, George Troup, Charles Troup, Roy Blosser, Miss Marian Troup, Miss Edna Troup, Miss Kathryn Troup and Miss Verna Hartman.

## SAMSON

The film representation which the Universal has evolved from the history of Samson, and told in six wonderful reels following the account in the Book of Judges with startling accuracy. Nothing is left out. The film shows the anxiety of Samson's parents for a son, the prophecy of his birth and tremendous strength so long as he remains unshaven. Then the camera skips to the period of his young manhood, his courtship of a daughter of the Philistines and his betrothal. On the way to the marriage he slays a lion, and upon returning to the carcass sometime later he notes that bees have begun to hive in it. This entire show is dramatically told in motion pictures at the Orpheum Theatre to-night.—Adv.

## Orpheum Theatre's Program

Samson, the Biblical Hero and Strong Man. Six reels, 200 scenes with 2,000 men used in its production. Featuring J. Warren Kerrigan as Samson and Miss Kathleen Kerrigan as Delilah.

## The Rural Demons. A howling laugh.

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