"Abe and Mawruss" On Friends in Business

Translated for The Evening World by MONTAGUE GLASS.

"Take It From Me, a Competitor Couldn't Be a Friend, Even on Sundays and Legal Holidays"—The Postage Stamp Danger—And Don't Forget the Filet Mignon—Then, Too, There's Soup, and It May Take the First Blush Off a Gown.

"In business a man couldn't be too careful about the friends he is making," said Abe Potash, when interviewed at the Lyric Theatre by a representative of the Daily Cloak and Suit Gazette, "because it is an old saying and a true one that competition makes a spicy life. If you make friends out of your competitors it gets to be too spicy, and don't you forget it!

"As soon as you make a friend of a competitor he would drop in at your flat every time you are entertaining an important customer, and not only would he eat your food on you but if you play pinochle after dinner he would on purpose lose four hundred hands by two points, so that he could show what a helluva good loser he is before your customer. Leon Sammett copped out two accounts on me that way, and now if I've got up to five hundred on forty Jacks and sixty Queens, I never let any one get the bid away from me when I am playing with a customer in the game. You can take it from me, a competitor couldn't be a friend even on Sundays and legal holidays.

"From a customer also you should be careful about making a friend, because when you sell goods to a friend he thinks you are trying to stick him, and you think he ain't going to pay you, and usually you are both right. Also, again, the more friends you've got among your customers the more postage stamps you buy for mailing monthly statements, because, as my partner, Mawruss Perlmutter, always says, 'old friends is the slowest.' A merchant who prides himself that he makes a personal friend out of a customer should get a rubber stamp made:

THIS ACCOUNT IS OVERDUE. PLEASE REMIT.

He could save himself writer's cramp that way.

"Once more also, you should be particular about making a friend from the feller you buy goods off. Lots of ladies is going around in garments Mawruss and me manufactured which cost $5 for workmanship, $10 for material and 50 cents on account of some filet mignon which Louis Minta, the salesman for the Hamawickett Mills, blew us to and added to the cost of the piece goods when he billed them to us. Louis is such a good friend of ours that we couldn't kick about it.

"No one returns goods on you so much as friends. In particular, I had a friend by the name of Harris Fashman, who shipped us back a $75 dinner gown which had a pint of lockshum soup spilled all down the front panel, and when we refused to accept it he got awful sore, and said 'Didn't we expect that his wife must eat the same like anybody else?'

"When you make a friend from a customer you should be sure to get from him a signed statement of his assets, otherwise you would sooner or later got to settle with him for ten cents on the dollar, because a shaky retailer's best friends always show up strong in his list of creditors. His enemies made his life so miserable that he paid 'em all up months before he filed his petition in bankruptcy.

"Furthermore, if you allow a customer to become your friend, he would take advantage from you in other ways. A customer of ours by the name Charles Schuldenfrei of Bridgetown was in New York last month and he made such a hog of himself with some lobster a la Newburg which Mawruss bought him for supper after the theatre that when he went to bed he got an idea he was dying. In the middle of the night he sent out for a stomach specialist at $20 an office call and told him to mail the bill to us. As he, Schuldenfrei, already owed us $850, we couldn't afford to let an account like that die on us. I told Mawruss that the next time he entertains Schuldenfrei, the last thing before seeing him to his hotel he should buy Schuldenfrei for 5 cents a drink of bicarbonate of soda and leave him the telephone number of a reasonable general practitioner like Dr. Eichendorfer. If you act so easy with such a feller as Schuldenfrei, the first thing you know he would be getting appendicitis on you and expecting you to blow him to an emergency operation, with two trained nurses and a private room in Mount Sinai Hospital.

"A salesman which you got working for you, you should never make a friend of neither, otherwise he will be insulted when you try to get from him an explanation of his expense account. We once had a salesman by the name Ignatz Kreasnick, who had a bedroom, parlor and bath in every town he made, because he thought that, being such a good friend of ours, we would like him to have every comfort. We called him back from the road just so we could quarrel with him, and he went back an enemy and made the rest of his trip at $2 a day, American plan houses.

"After all, a man's best friend is his partner, and even a partner you shouldn't be too friendly with neither. It's an old saying and a true one: 'Familiarity is a dangerous thing,' and if you want your partner to respect you, you shouldn't be so friendly with him that you couldn't once in a while call him all kinds of names. At the same time, if Mawruss Perlmutter didn't treat me like a dawg occasionally, I would get an idea that he wasn't taking no more interest in the business at all. But what is the use talking? No matter how much trouble with his friends a man has, when it comes to getting stuck for real big money, there's only one person can do it thoroughly, and that's a relation." MONTAGUE GLASS.

MEALS WILL FIT! NO INDIGESTION, GAS OR ACIDITY

Eat without fear of sourness, heartburn, belching or dyspepsia.

The moment "Pape's Diapepsin" reaches the stomach all distress goes.

If your meals don't fit comfortably, or you feel bloated after eating and you believe it is the food which fills you; if what little you eat lays like a lump of lead on your stomach; if there is difficulty in breathing after eating, eructations of sour, undigested food and acid, heartburn, brash or a belching of gas, you can make up your mind that you need something to stop food fermentation and cure indigestion.

To make every bite of food you eat aid in the nourishment and strength of your body, you must rid your stomach of poisons, excessive acid and stomach gas which sours your entire meal—interferes with digestion and causes so many sufferers of dyspepsia, sick headache, biliousness, constipation, griping, etc. Your case is no different—you are a stomach sufferer, though you may call it by some other name; your real and only trouble is that which you eat does not digest but quickly ferments and sours, producing almost any unhealthy condition.

A case of Pape's Diapepsin will cost fifty cents at any pharmacy here, and will convince any stomach sufferer five minutes after taking a single dose that fermentation and sour stomach is causing the misery of indigestion.

No matter if you call your trouble catarrh of the stomach, nervousness or gastritis, or by any other name—always remember that instant relief is waiting at any drug store the moment you decide to begin its use.

Pape's Diapepsin will regulate any out of order stomach within five minutes, and digest promptly, without any fuss or discomfort all of any kind of food you eat.—Advt.

Old Remedy That's Always Best For Liver, Stomach and Bowels

Liver, Stomach and Bowel remedies have been coming and going for 50 years, but **Carter's Little Liver Pills** keep right on giving health, strength and happiness to millions. Lay aside the harsh cathartics that act violently on liver and bowels and give this old, gentle, sure constipation remedy a trial.

It's really wonderful how speedily they banish headache, indigestion, biliousness and nervousness and clear up sallow, blotchy, pimply skin. Purely vegetable.

Small Pill, Small Dose, Small Price

GENUINE must be bear signature

Brent Good

Novel Show of Polychrome Toys And Statuettes

Mr. E. Carter Preston is now showing at Brentano's, No. 597 Fifth Avenue, a number of his polychrome models and statuettes. These have been exhibited at the Fine Arts Society in London, which is indicative of their merit.

The little figures and toys that have been fashioned by Mr. Preston suggest some of the German work, in a somewhat similar field, that are constructed of single pieces of wood. Mr. Preston has done some of his minor pieces thus, but the most elaborate and interesting figures are built up of thin wood lamina which are the fruit of a saw. When the work of the saw is done the sections are assembled and carved. Paint is then applied and lo and behold, the result is novel and almost startling.

The work done by Mr. Preston lends itself well to caricatures, and in the sawed out portrait of the Sphinx this is admirably exemplified. The Egyptian myth is shown in symbol, but with much more animation than is customary. His tail, not usually in evidence at all, curls gracefully and he has his forepaws planted firmly upon the back of the prostrate slave. The Egyptian head dress is introduced and the decoration is in entire consonance with the silhouette finish.

Some of the toys have mechanical features, thus differing from their German prototypes.

His Blue Bird differs essentially from Maeterlinck's conception, and his tail is given a triangular twist. His neck becomes highly tortuous and he is provided with a top-knot, that, in common with the rest of him, is elementally decorated.

The Chameleon is given a hoop, upon which he glides around the circle.

"Toucan on Spice" is a clever caricature of "a man on a bat." He carries both umbrella and suspicious black bottles. He wears a stovepipe hat and his eyes are befittingly represented as bleary. The gentleman is gratuitously provided with a long tail and a corresponding beak.

King George, Kitchener, Joffre, Churchill, Sir Pertab-Singh, Sir Edward Grey, Grand Duke Nicholas and Asquith, as well as St. George and the Dragon, all constitute motifs for the new art of Mr. Preston.

The exhibition will continue until Nov. 6.

MAGISTRATE BREEN BETTER.

Recovers After Delicate Operation for Trifacial Neuralgia.

City Magistrate Matthew P. Breen, one of the oldest Magistrates in the police courts of this city in point of service, has had a complete recovery from a delicate operation just performed. The Magistrate was up and about yesterday and sat for two sessions in the Bronx.

For some time past he has suffered violent pains in the left side of the face, and finally submitted to an examination by Dr. E. Ross Faulkner of No. 4 West Fifty-fourth Street, who pronounced it a case of "trifacial neuralgia."

Dr. Faulkner decided that to relieve the Judge it would be necessary to deaden the centre nerve trunk. He advised a new and delicate operation, which consisid of an injection of alcohol. To this Magistrate Breen submitted, to his great relief. The needle reached the affected nerve centre three inches beneath the centre of his head and the alcohol injection did the rest.

KEITH, PROCTOR AND LOEW VAUDEVILLE.

Lillian Russell returns to vaudeville next week at the Palace Theatre, where she will be heard in new and old songs. Other features will be a condensed version of the opera "Faust," with twenty people, including Salvatore Giordana, Thaddeus Wronski and Estelle Wentworth, William Courtleigh, in "Peaches;" the Courtney Sisters in new songs, and Craig Cambell, tenor.

At the Colonial Theatre, Nora Bayes, the singing comedienne, will head a bill, including Ralph Dunbar, in "Maryland Singers;" Frankie Heath and George Perry in songs, Isabelle Lowe in "Hope;" Mullen and Cobgan, comedians, and Dupree and Dupree in a cycling act.

The Alhambra will have Dorothy Jardin in new songs, Homer B. Mason and Marguerite Keeler in "Married," Gertrude Vanderbilt and George Moore in songs and dances, Al Herman, comedian; Chief Caupolican, an Indian orator, and Mr. and Mrs. Gordon Wilde, English shadowgraphists.

The bill at Proctor's Fifth Avenue Theatre the first half of the week will consist of the Military Quintette; "The Heiress and the Mummy," a miniature musical comedy; the Ward Sisters, singers, and Ford and Ramsey. At Proctor's Fifty-eighth Street Theatre Sager Midgely and Gertie Carlisle, Arnold and Florence, the Variety Four and La Follette, magician, will be seen. The Flying Henrys will top the bill the latter half of the week. Proctor's One Hundred and Twenty-fifth Street Theatre will have Rogers and Hart; Elliott, Fassett and Fleming in a comedy sketch; the Gus Nager Trio and "Darktown Review." The feature for the last part of the week will be the Hamilton Brothers in a comedy act. Proctor's Twenty-third Street Theatre will show a new movie feature every night, beginning Monday with William Farnum in "The Wonderful Adventure" and ending Saturday with Irene Fenwick in "The Sentimental Lady."

At Loew's American Roof and Theatre the bill for the first half of the week will include Jack Kraft and Bessie Gros in new dances; Jarrow, a trickster; Bruce and Kimball in songs; Noah Beer, Marguerite Abbott and Company in "The Surgeon," and Cummins and Seaman, acrobats. The headliner for the latter part of the week will be Jean Sothern, a singer.

Baron Welby, British Financier, Dead

LONDON, Oct. 30.—Baron Welby (Reginald Earle Welby), who was long prominent in financial circles, died yesterday at Malwood. The Earl who was 83 years old, was elevated to the peerage in 1894. He entered the Treasury in 1856, became Assistant Financial Secretary to the Treasury in 1880, Auditor of the Civil List in 1881, and Permanent Secretary of the Treasury in 1885, holding this position until 1894. He left no heir.

HOME GYMNASIUM FOR WOMEN

To Preserve Health, Strength and Figure

BY PAULINE FURLONG

APPLYING THE TONIC.

Next week Miss Furlong's articles will deal with common physical disorders which are caused by improper diet and insufficient exercise, and which can be prevented and relieved by getting and keeping in proper physical condition.

NO. 44—SCALP TREATMENT.

A clean, cool scalp, free from dandruff, itching and grease, is indeed a most agreeable and pleasant sensation, and any one may enjoy it with very little trouble or labor. The scalp should be treated at least twice each week to keep it in a healthy condition, and a very small quanitity of some good, reliable tonic should be applied at the same time.

You will have to decide which is the best for you to use by the condition and appearance of your scalp and hair. If the hair is dry and lustreless, a little liquid vaseline, olive oil or cocoanut oil should be rubbed into the scalp, but if oily apply a tonic made from the following ingredients: Lime water, one-half pint; glycerine, one ounce. Remember that you are treating the scalp, so let all of the tonic and labor be on it and not on the hair itself. Smearing the hair with oil will do no good whatever and only puts the hair in such a condition to gather and hold the dust from the streets.

Start the scalp treatment by dividing the hair straight down the centre, and while holding the part in the hair away with the fingers, as illustrated, apply the tonic to it with a narrow toothbrush. This prevents the tonic from getting on the hair, and the brush helps to give the scalp a good cleansing and loosens the dandruff. Proceed by dividing the hair in very small parts and applying the tonic to each one of them, first down the right and then down the left side, starting at the forehead and finishing each side at the nape of the neck. It is better to have another person apply the tonic for you, if possible, as this renders it more evenly distributed and also keeps it from the hair.

After the tonic has been rubbed in start the hand massage with the tips of the fingers in small circles from the nape of the neck and work up to the crown of the head. Now move the fingers down to the tips of the ears and proceed on up to the forehead. Work the fingers only from the knuckles, and do not move the arms or wrists up and down nor shake the head from side to side during the massage. The scalp should be massaged about five minutes at each treatment, and the effect should be soothing enough to make you slightly drowsy, in fact a good scalp treatment will cure an obstinate headache and put you to sleep. Do not use more than a tablespoonful of any tonic at each treatment, and apply only the smallest possible amount on the brush to each part. It is not the quantity of tonic applied to the scalp which improves its condition but the method of application which brings results.

(Monday I will explain how common "colds" are caught and how they may be avoided and cured.)

Readers of Miss Furlong's articles are invited to write to her, in care of The Evening World, requesting information that will aid them in following her illustrated lessons.

Letters From Evening World Readers Following Miss Furlong's Lessons.

F. F. writes: "I am following your exercises and getting great results. Please tell me how to remove a stubborn coat of tan. Do grapes bring out pimples or blotches on the face and body?"

The following is a god remedy for a severe coat of tan: Orange flower water, 1½ ounces; honey, ½ ounce; almond paste, 1 ounce; pure cold cream, 1 ounce. Mix and apply to a perfectly clean skin. Leave on over night. It will also remove dark collar-marks.

Grapes contain a large amount of tartaric acid, which, when taken in large quantities, will likely produce slight skin rash on some persons. Small doses of bicarbonate of soda—half teaspoonful—in half a glass of hot water each morning will correct this.

F. S. J. writes: "I have been following your exercises for reducing, but wish to ask you if you could show some new exercises for reducing the thighs? I am doing the leg circling for this, but it does not seem to have any effect. If you can advise me I shall be grateful indeed. Would rolling be good for this purpose? Is bran bread fattening?"

Lifting the leg out sideways, rope jumping and rolling exercises will all reduce the thighs. Gluten bread is the best to eat if you are trying to reduce, as it contains no starch.

MIRROR FILM CO. HAS IDEAL STUDIO.

The Mirror Films, Inc., recently formed with a capital of $2,500,000, with Clifford B. Harmon as President, is congratulating itself on the acquisition of a desirable studio at Glendale, L. I.

"Our ability to secure this property," said Andres de Segurola, one of the directors, "advances us at least six months in our operations. It is an ideal building of steel and concrete, which has been used as a casino, with floor space of 147x90 feet, unobstructed by pillars and the roof supported by steel arches. As a matter of fact, we scoured the country for such a building and it was the only one we would consider. We were anxious to start actual operations as soon as possible, and it would have taken us a half year to construct such a building. With a few alterations and the installation of our picture making equipments the wheels will be ready to turn.

"On the mammoth stage twelve companies can work comfortably at one time. The studio is easily accessible to Forty-second Street and Broadway by train, street car and automobile. There is a zoo close by and a country club, and an extensive wooded section. A private spur track runs to the building, which can be used for making railroad scenes. We also have a large ball park which can be utilized for many purposes. There is already installed a large dining room for the employees. There is a twelve room hotel attached to the larger building, which is being refitted for offices and dressing rooms.

"We are now engaged in making contracts with well known stars and prominent motion picture artists, and the public and stockholders will be agreeably surprised when we make announcement of our personnel to see many of their favorites marshalled under the banner of the Mirror Films."

"HIP, HIP, HOORAY!" DRAWS GREAT THRONGS.

The tremendous vogue of "Hip, Hip, Hooray!" at the Hippodrome and its record breaking receipts are not a surprise to the thousands who daily attend the huge playhouse and witness the many wonders of Charles Dillingham's production. But it must please the new director to find that society folk are making this theatre headquarters for their entertaining. A list of the box holders during this week included John D. Rockefeller, Mr. and Mrs. Otto Kahn, Mrs. O. H. P. Belmont, Mrs. Hermann Oelrichs, Judge Dugro, Count Jean de Strelecki and Seward Webb.

Seats are now on sale up to December, including those for Thanksgiving Day, and the management urges patrons to secure bookings in advance in order to take advantage of the low prices by dealing direct with the box office.

ROLLER SKATING RINK WITH DANCING CARNIVAL.

This week the roller skating floor in the Grand Central Palace was opened under the management of the Dancing Carnival. Many of Mr. Grundy's patrons like to skate as well as to dance, and the combination has brought large numbers of people to the Palace. The Sunday crowds at the Dancing Carnival are surprisingly large, and have made it necessary to issue requests to the patrons to come earlier in the week if convenient. This certainly is a convincing sign that dancing is still a very popular amusement in this city.

Police Clubber Held for Trial.

Michael Moran, the policeman who at 4 A. M. on Oct. 20 clubbed Edward Denice, a Tribune reporter, who asked him to get an ambulance for a man he had hit in Park Row, was held in $1,000 bail for the Grand Jury this morning by Magistrate Cobb in the Centre Street Court.

"Otello" Draws Big Audience to The Manhattan

By Sylvester Rawling.

"OTELLO," presented by the Boston Opera Company at the Manhattan Opera House last night, drew a crowded house, aroused much enthusiasm, and held the audience intact until midnight. The production was not the best to the company's credit. "Otello," like "Faust," although the conception and construction of the two are wide apart, demands refined treatment. It is essentially an aristocratic opera that must be sung and acted with distinction. Just that quality it lacked.

Zenatello, in the name part, singing with the gratifying art that has been noticed in others of his recent performances, was too little the successful General, the fascinating man that wooed and won Desdemona, the daughter of a Venetian nobleman. George Baklanoff, the Russian baritone, in spite of his fine voice, lacked the suavity and grace that pertains to the villain Iago. Desdemona herself, impersonated by Luisa Villani, suggested only faintly the grand dame, distraught with love as she was for the miscalled blackamoor. Emilia, by Elvira Leveroni, fell into the same category, and Cassio, always more or less a popinjay in the opera, was not dignified by Ernesto Giaccone. Alfred Kaufman, as Ludovico, and Paolo Ananian, as Montano, completed the cast of principal singers.

Nevertheless, thanks in a large measure to Roberto Moranzoni and the orchestra and to much good singing, the performance moved smoothly and was approved by the vast majority. For the first time, Pavlowa and her ballet were absent from the entertainment; but the great dancer herself was in the audience and, manifestly, was interested and pleased.

Johanna Gadski, at her annual song recital in Aeolian Hall yesterday afternoon, was welcomed by a crowded house so full of admiration and devotion that she was compelled to double her programme. The floral offerings bestowed upon her broke all records. They covered not only the piano, but the stage. One was a wreath, displaying the German colors, which aroused a demonstration, with perhaps, something too much of significance. After Mme. Gadski's opening number, sung by request—the Donna Elvira aria from "Don Giovanni"—her regular programme was all German.

Great lieder singers, such as Mme Gadski and Mme. Sembrich, are always nervous when they begin a recital. The knowledge of what their art demands of them induces the condition. It was the case yesterday. Mme. Gadski has sung the Donna Elvira aria better. But she soon warmed up. Of the great sopranos of our time, none has a voice of more compass, and purity, and flexibility. Then her understanding of the songs she sings enables her to color them appropriately. Through Schumann, and Schubert, and Franz and Brahms she flitted to everybody's delight. A clever "Marching Song," by Paul Eisler, Mme. Gadski's accompanist was one of the several songs she repeated. Besides, among the added numbers, there was the inevitable, overworked "Erlking," a rollicking Irish ditty, an English lullaby and, of course, the Valkyrie cry from "Die Walkuere," sung twice.

Roderick White, violinist, a young American possessed of talent that is promising, gave a recital at Aeolian Hall last night. He had been heard here last year, arousing favorable anticipations, and he showed growth. He is worth watching. Bruch's concerto in D minor was his principal number. Besides, he played compositions by Kreisler, Dvorak and Sarasate.

Olive Fremstad's appearance in the name part of Puccini's opera "Tosca" on Wednesday night is the significant feature of the Boston Opera Company's announcement of its bills for next week at the Manhattan Opera House. For the rest, there are to be presented "Otello" on Monday, "Madama Butterfly" on Tuesday, "Carmen" on Thursday, "L'Amore dei Tre Re" on Friday, "Pagliacci" at the Saturday matinee and "Madama Butterfly" on Saturday night. Mme. Pavlowa and her Russian ballet will appear at every performance save that of "Otello," and on Wednesday will give a special ballet matinee.

John McCormack, the Irish tenor, will give his first New York recital of of the season at Carnegie Hall a week from to-morrow afternoon. He will sing at the Brooklyn Academy of Music a week later.

At the Standard Theatre to-morrow night the New York Orchestral Society will begin a series of Sunday night concerts with fifty musicians under the conductorship of Max Jacobs, assisted by Alice Verlet, coloratura soprano.

The first of a series of six historical recitals will be given by Ossip Gabrilowitsch in Aeolian Hall on Tuesday afternoon. The Russian pianist's purpose is to illustrate the development of piano music from the early days of clavichord and harpsichord to the present time.

Arkady Bourstin, a Russian violinist, will give a recital at Aeolian Hall on Wednesday afternoon.

There will be a benefit concert for Italian war sufferers at Carnegie Hall on Monday evening, the feature of which will be Verdi's "Requiem Mass," which will have a chorus of nearly 300.

Prof. Samuel A. Baldwin will give free organ recitals at the City College on to-morrow and Wednesday afternoons.

The largest price for a single ticket for the Polish Victims' Relief Fund recital given by Paderewski at Carnegie Hall last Saturday afternoon was paid by the Musicians' Club of New York, of which Walter Damrosch is President. The club sent a check of $330 for one parquet seat.

Chair for Two Murderers.

ALBANY, Oct. 30.—The convictions of Antonio Ponton and William Flack for murder in the first degree were affirmed by the Court of Appeals to-day. Ponton, a young Porto Rican, attending the law school, stabbed to death Bessie Kromer, a school teacher of Schenectady, with whom he was infatuated, on Oct. 2, 1914. Flack killed Giuseppe Marino in New York in April, 1914.

PHOTOPLAYS PHOTOPLAYS

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THEDA BARA IN "CARMEN"

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SEE Jose's Death Plunge at Au Sable Chasm. Old Spain. Shuddering Cigarette Factory Combat. Real Bull Fight.

TRIUMPHANT SCREEN DEBUT ROBERT B. MANTELL IN "THE BLINDNESS OF DEVOTION." SUNDAY, NOV. 7th Supported by GENEVIEVE HAMPFER

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the world's premier million dollar play house, devoted exclusively to the proper presentation of the Silent Drama, offers GERALDINE FARRAR in the greatest triumphant achievment of the Photo-dramatic art, "CARMEN" A Jesse L. Lasky production released through Paramount Film Corporation—by arrangement with MORRIS GEST

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SCHOOL CHILDREN'S MATINEE, Saturday Morning at 11 o'clock. Special Prices: Entire Orch. 50c. Entire Bale., 25c.

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TRIANGLE PLAYS

NEXT WEEK: "Saved by Wireless." Bessie Barriscale in "The Golden Claw." Weber & Fields in "The Best of Enemies." Douglas Fairbanks in "Double Fairbanks." Evenings at 8. Matinees at 2. Prices—Matinees, 25c and 50c; Evenings, 25c, 50c, 75c, $1 & $2. Knickerbocker Theatre, Broadway at 38th St.

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