

CANADA MANAGERS GO BACK TO SCHOOL

Dominion Employment Executives to Study Problems of Personnel Management.

COLUMBIA LENDS HELP

Prof. Cross Will Have General Direction of Courses at Toronto.

Canada is going to send its labor managers back to school. From all over the Dominion employment executives in the service of the largest industries will assemble at the University of Toronto September 1 for three weeks of intensive study in the problems of personnel management. The vast changes that have arisen in industry as a result of the war have given rise to pressing questions affecting workers in Canada as well as in other parts of the empire. Psychology, which played so important a part in the personnel problems of war, is gaining increased recognition in the peace time conduct of great enterprises.

Canada's venture is regarded as a step in closer relations between the universities of the Dominion and the United States. The general direction of the courses to be given at Toronto has been entrusted to Prof. John J. Cross of the faculty of philosophy, Columbia University, who during the war was a member of the Government Committee on Personnel with the rank of Lieutenant-Colonel. Prof. Cross will also give a general course in employment management and industrial relations. Prof. E. H. Strong of the Carnegie Institute of Technology, Pittsburg, will give a course in psychology as applied to business. Prof. Robert M. Melver will have charge of a course which takes up critical economic problems in the industry of today.

Aid to Management.

Prof. Cross, who is assistant director of the summer session, said yesterday that personnel management was becoming more and more important as an element of university curricula. He will give courses during the coming year in the Columbia School of Business and in the department of extension teaching. Personnel management will form a part of the curriculum of Columbia's new home study branch of extension teaching, work in which will begin in the fall.

Prof. Cross has been appointed chairman of the committee on vocational counsel for Columbia University. In this capacity he will consult with students as to the type of work for which they are best fitted and will make a general study of the employment possibilities for college graduates.

Prof. Cross stated that the work at Toronto would consist generally of special lectures and laboratory work. Meetings, eighteen in all, will be held daily except Saturday, and an elaborate schedule of class discussions has been worked out.

The general course in personnel management will include discussion of "The Man and His Job," "The Conditions of Management," "Industrial Democracy," "Solidarity and Cooperation," and "The Administrative Features of Personnel Management."

The first topic will include sub-divisions such as helpful and harmful attitudes in business, with the opposing roles which may be played by capital, management, labor and the consumer; the variety of human abilities and aptitudes in their analysis, the specifications of a job, the interrelations of man and machine, and job analysis, with production as a whole, and the promotion of a part of personnel specifications.

Care of Workers. The second topic comprehends wages, their determination and their part in keeping the worker satisfied, and the limits of profit sharing; the efficient limits of working hours, shop conditions and work; scientific management and labor; extra industrial conditions, including housing, food, education and amusement; and a discussion of how federated or international unions help and harm the worker and the employer; personal relations and the right to organize and bargain collectively; inside unions and industrial participation; with a study of English models and proposals, and the International Harvester plan. English and American plans for industrial democracy also will be taken up.

Consideration of the third topic will embrace the scope and organization of the personnel manager's office, the relation of the personnel manager with management and foreman, the employer's record card, containing records of efficiency and promotion. A visit to the personnel office of Toronto plants is planned for Saturday, September 28.

This is the first time that such a course has been given at any Canadian university, and the experiment will be watched with natural interest both by employers and workers.

At Columbia it was said that many of the university's best graduate students come from Canada. More than 150 students from various parts of the British Empire were enrolled in the summer session, and the British Empire Club, whose members include students from every province of Canada, was among the most active of the session's sectional organizations.

POLICEMAN TOO LATE TO PREVENT SUICIDE

Tobacco Salesman Leaps From Bridge; Leaves Letters.

Patrolman Holke of the Poplar street station was walking along the north passage over the Manhattan Bridge yesterday when he saw a man some distance ahead removing his hat and coat, making a bundle of them with a raincoat. The man kicked the bundle into the roadway, then mounted the parapet. The patrolman shouted and ran towards him but he was too late. The man had made the leap 130 feet to the corner of Adams and Plymouth streets on the Brooklyn side.

In his pockets were found cards bearing the name William Wylliner, tobacco salesman, and letters addressed to members of his family, living in Philadelphia. A card of the Greenpoint Lodge, 493, E. A. M., was also found. The letter to his mother read in part as follows: "Beloved Mother—God knows I love you. That is why I cannot leave you without these few words. Some day you'll understand. What I do to be will be. You taught me this saying, mother, and so I believe in it, and some day you'll understand why such a troublesome end was to be for me. I am going to die, and if I had a sin calling for such punishment, I'd tell you here, but I have not. I live, be happy with the knowledge that when you read this I will understand and know you will understand also."

ARMY FINGER PRINT OF LONDON SOUGHT

Washington Asked to End Uncertainty Over Hotel Victim's Identity.

SCAR IS CONFIRMATORY

Two Men Insist Body Is Detective Dent's, but Father Denies.

The service record of Sergt. Cecil E. Landon of the Quartermaster Corps, Brest, France, was procured yesterday by Capt. Arthur Carey of the police homicide squad from Camp Mills, L. I., in an effort to make certain the identity of the man slain in a room of the Hotel McAlpin last Thursday.

Capt. Carey was prompted to this move by the statement of Alfred Vos, 547 West 158th street, who on Friday visited the morgue and declared the body was that of Joseph Landon of 5324 Eighty-ninth street, Portland, Ore., who had come over on the transport North-Pacific with him and three other soldiers as casuals from Brest.

Vos said that the slain man resembled Landon, who was a sophomore at the University of Oregon previous to becoming a soldier. He assured the police, however, that he was not positive of the identification and in the belief that a service record might prove of some value Capt. Carey and his men went to the morgue with it yesterday.

They found that the army doctors who admitted Landon to the service at the Vancouver barracks, Washington, in 1917, had made note of the fact in the record that the soldier had a scar on the right finger of the right hand. This description tallied with a scar on the right hand of the murdered man.

The police and District Attorney's office feel uncertain about the identity and last night asked the office of the Adjutant-General in Washington to forward a copy of the finger print record of Sergeant Landon, who was discharged from the service at Camp Mills Tuesday, two days before the crime was committed in this city. The record is expected here by Monday evening. Although both the police and John F. Joyce, Assistant District Attorney in charge of the homicide bureau, stated positively they did not believe the body was that of Detective Darby Dent, who has not been seen since last Thursday morning, the mystery of where the policeman may be was yet to be cleared up when Mr. Joyce left his office in the Criminal Courts Building late in the afternoon.

Two men who claimed that they knew Detective Dent for the last twelve years continued to reiterate their early conclusion despite the police denials that the victim at the Morgue was the policeman. The men are Edward Lacey, 1544 First avenue, and Hugh McCarthy, 1143 First avenue. Capt. Carey and Sergeant McGee, when first called in to look at the body in the Morgue, were inclined to believe that there was a striking resemblance between the slain man and the missing detective. But when Thomas Dent, father of the policeman, said it was not his son, the two officials felt that he above any one else would be sure.

Detective Dent, according to Mr. Joyce, had been assigned to his office from the East 104th street station to do plain clothes work for the homicide bureau. He had been working on a special mission the past week and up to last night had not been seen by the staff of the bureau or at his home, 148 East Eightieth street, where he lives with his brother, John, a policeman, and his father.

Mr. Joyce said that one of his men had received a telephone message from a man who described himself as being at the office on Friday and at that time the sleuth said he would be at the office early yesterday morning. Another statement made at the office was that Detective Dent "had been in communication with his wife on Friday evening." The members of his family denied that he was married, and the statement was later tabooed by Mr. Joyce.

ALTERATION SALE

OPEN EVENINGS PLAYERS \$495

\$10 MONTHLY UNTIL PAID

NEW UPRIGHT \$250

USED PLAYER PIANOS

\$295 Regal \$8 Monthly

\$385 Pienista 10 Monthly

\$395 Caldwell 10 Monthly

\$410 Wilbur 10 Monthly

\$435 Lindemann 10 Monthly

\$445 Spielmann 10 Monthly

\$495 Goetz & Co. 12 Monthly

1/2 Price Sale of Veilings

Our regular \$1.00 quality of Fine French Made Veils with becoming border and scroll effects. In Brown, Taupe and Black. An exceptional offering and one that cannot be duplicated when the present assortment is exhausted.

Very Special .50

New Fall Modes in Women's Tailored Suits

(of interest to Visitors in New York)

A comprehensive showing of authentic styles in the newest and most favored fabrics—plain or fur trimmed.

A Special Offer As Illustrated

Suits of Heather Mixtures in a semi-sports model, ideal for town and country wear—handsomely tailored and finished with a high, convertible collar—smart skirt with pockets.

Specially Priced 43.50



Final Clearance of Summer Apparel

For Women and Misses

Cotton Dresses—all choice models in dainty fabrics with light or dark backgrounds.

Now **8.95 and 11.75**

Porch Dresses—150 reduced for the final clearance.

Now **2.50, 2.95, 3.50 and 4.50**

Capes—our entire remaining stock offered without reserve.

Formerly \$38.50 to \$75.00
Now **27.50 to 55.00**

Tailor Suits—models from the regular stock consisting of Silk, Poiret Twill and Serge. These styles will be in vogue during the Fall season.

Formerly \$37.50 to \$105.00
Now **29.50 to 79.00**

All Wool Dress Goods

New Fall Weaves at very special introductory prices.

Tricotine—54 inches wide—a superior quality in great demand for dresses, suits and capes.

PEKIN BROWN TAUPE NAVY BLACK

Regular Value \$6.00 yard

5.50

Novelty Plaids—54 inches wide—in an interesting variety of new autumn colorings, including the popular black and white effects.

Regularly \$5.50 **4.95**

Check Velours in new blue effects—54 inches wide.

Regularly \$4.75 **4.25**

Peach Bloom Duvetyn—a soft, exquisite fabric that needs no introduction to discriminating buyers—for Coats and Suits.

Hundreds of New Pairs Fine Velour Portieres

Starting the new Fall season with a very superior quality of Velour Portieres—featuring fronts with French edges—open at the bottom which assures perfect hanging. The length is 2 1/2 yards. In beautifully blended color combinations of

Dark Blue and Brown
Dark Blue and Rose
Brown and Rose
Old Blue and Mulberry

Very Specially Priced 24.75 Pair



Arnold, Constable & Co.

5th Avenue at 40th Street

Announcing Another Sale of

8 Button Chamoisette Gloves—1.25 Pr.

Greatly resembling a Mocha Glove, this model boasts of another attraction because it is made of a fine fabric that is washable. In fashionable shades of

MODE, GREY, BUCK, WHITE and MASTIC.

The present assortment is complete, but early shopping is advised before sizes and colors are broken.

Sun and Rain Umbrellas

Presenting advance autumn styles in colors suitable to the season, also black. The handles are bewildering in variety and the score or more of entirely different ones assembled give ample choice for selection. The silks that go into the making of these Novelty Umbrellas are serviceable as well as attractive.

4.95 to 22.50

A Noteworthy Event in the Linen and Towel Departments

Offering Some Very Decided Purchasing Inducements

HOUSEHOLD LINENS

The readjustment of our Table Cloth stock brings these exceptional opportunities to procure some of our high grade Linen Cloths at to-day's wholesale prices.

Quantity	Size	Price
17	70x70	6.50 ea.
35	72x90	10.00 ea.
11	72x108	12.00 ea.
9	90x90	12.50 ea.

72 Odd Table Cloths that we cannot match with Napkins.

Round scalloped ALL Linen Satin Damask Table Cloths in attractive circular designs—at to-day's wholesale quotations.

Cloths—Size 70x70 inches, 7.50 ea.
Napkins—Size 22x22 ins., 11.25 dz.

300 Madeira hand embroidered Bread Tray Covers—oval shape—very fine Linen and neatly embroidered in several designs.

Specially Priced .55 ea.

Hemstitched All Linen Satin Damask Tea or Luncheon Cloths.

Size 36x36 inches, 2.50 ea.
Size 45x45 inches, 4.75 ea.
Size 54x54 inches, 6.75 ea.

Hemstitched Damask Tea Napkins—size 14x14 inches, 9.00 and 10.50 doz.

Continuing the Sale of

Sheets and Pillow Cases

Anticipating the cotton situation we placed our orders months in advance and as a result we can offer to our customers, for a limited time, this superior Clydesdale quality at the following special prices:

Size	Value	Sale Price
72x99	\$2.45	2.25 ea.
72x108	2.65	2.45 ea.
81x99	2.65	2.45 ea.
90x99	2.90	2.65 ea.
90x108	3.20	2.85 ea.

SHEETS—plain hemmed

Size	Value	Sale Price
42x38 1/2	.55	.50 ea.
45x38 1/2	.60	.55 ea.

PILLOW CASES—plain hemmed

Size	Value	Sale Price
42x38 1/2	.55	.50 ea.
45x38 1/2	.60	.55 ea.

HUCK AND TURKISH TOWELS

Hemmed Union Linen Huck Towels (Linen and Cotton); a very fine grade of Huck with Greek key border—size 20x38 inches.

Were \$7.00 Dozen This Sale **6.00**

Hemstitched Cotton Huck Towels—full bleached—unusually fine and durable. Only 68 dozen at this special price.

Were \$5.00 Dozen This Sale **4.25**

Hemmed Cotton Huck Towels—made of excellent combed yarn—full bleached, absorbent and durable. Size 20x40 inches.

Were \$5.50 Dozen This Sale **4.50**

Turkish Bath Towels with hemmed ends—high grade of Terry—full bleached and absorbent. Special for this sale.

Were \$4.50 and \$5.00 Dozen This Sale **3.75 & 4.25**

All Linen Glass Towels—hemmed and looped—good, old fashioned heavy quality with red stripes. Only 25 dozen left. Size 18x36 inches.

While They Last **11.40 Dozen**



Extra Special! Batiste Pajamas

We have grouped all Batiste Pajamas regardless of former prices and will sell them as long as they last at one price which is less than wholesale in some instances. Women will admire the dainty shades and various models, including V necks, empire styles and pretty ruffled effects.

The Present Market Value is \$5.00

To Close at **2.95**

Special Reductions on "Acco" Blouses

The word "Acco" stands for Cotton Blouses of quality, distinction and style at a price within reach of the most modest purse, and when this price is reduced to a figure that represents a trifle over cost the result should be an immediate clearance.

Illustrated is an Acco Blouse typical of the assortment, now

Reduced to 1.85 Regularly \$2.50

Other "Acco" Blouses in slipover models or buttoning down the front—fashioned of sheer Voiles, Organdies and Dimities.

Regularly \$3.00 Our Price **2.00**



Bathing Suits

At Decided Reductions

Surf Satin Bathing Dress—a one-piece model trimmed with contrasting shade—silk corded girdle.

Regularly \$5.00 Now **3.95**

Bathing Dresses of Taffeta trimmed with white silk and white patent leather—an unusually effective model.

Regularly \$10.75 Now **9.50**

Bathing and Diving Caps, also Bathing Hats in a diversity of the most charming styles of the season.

.25 to .75 each

Silks

Priced Less Than Usual

Imported Foulards in desirable patterns and colors.

Value \$5.50 yd. **4.50**

Georgette Crepe—40 inches wide—in a charming variety of colors suitable for all purposes.

Value \$3.00 yd. **2.75**

Black Dress Taffeta—an imported quality with a Chiffon finish—5 1/2 inches wide.

Value \$3.50 yd. **3.00**

Colored Dress Taffetas—35 inches wide representing in a complete assortment every fashionable shade in demand.

Value \$2.75 yd. **2.50**

Underwear—for Women

Lisle Thread Combination Suits—snuggly weight in regular and extra sizes. The dimensions of each size are carefully determined with a view to proper fit.

Regularly \$1.45 Now **.95**

Swiss ribbed Lisle Vests—summer weight—regular and extra sizes—neatly trimmed.

Regularly 50 Now **35**

Combination Suits of fine ribbed Lisle—pink or white—broad tops and tight knee—regular and extra sizes.

Regularly .95 Now **.78**

GOETZ & CO.

81-87 COURT STREET

OPEN EVENINGS BROOKLYN

Domestic Rugs

—in the August Clearance

We have selected these two kinds of Rugs as representative of the numerous other important values now on sale.

Wilton Rugs

Best English and Bigelow makes

The products of the world's foremost manufacturers in designs and colorings adaptable to any style of furnishing.

Sizes range from 4.6x7.6 to 11.3x13.6

Formerly \$30.00 to \$167.50
Now **25.00 to 139.00**

Prairie Grass Rugs

In novel or figured centres with fancy borders. In Blue, Brown and Green, at the following reduced prices:

Sizes range from 3x6 to 6x12
Formerly \$2.75 to \$12.50
Now **2.25 to 10.00**

Pure Silk and Finest Scotch Madras MEN'S SHIRTS

In a Special Sale

"La Jerz" Pure Silk Shirts with separate collar to match—one of the standard silk shirtings in an excellent range of neat, fancy stripes—finest making throughout.

Real Value \$12.00 Sale Price **8.95**

White Crepe de Chine Shirts of an unusually fine quality—separate collar with each shirt.

Real Value \$13.50 Sale Price **10.50**

David and John Anderson's Scotch Jacquard Madras Shirts—the finest of all ready to wear shirts.

Real Value \$6.50 Sale Price **4.50**

Neckwear and Underwear—also Reduced

Novelty Grenadine Neckwear in iridescent effects that are new and unusually neat for so popular a silk as Grenadine.

Regularly \$1.50 Sale Price **.95**

Athletic Underwear—various styles of our better grades of Union Suits assembled in one large group for final disposal.

Regularly \$2.50 and \$3.00 Sale Price **1.85 Per suit**