

A. J. Bennett & Co

INCORPORATED

New York Ave. and 14th St.

CLOTHING FOR YOUNG MEN AND MEN WHO WANT TO STAY YOUNG.

The artistic ingenuity of America's foremost designers of men's clothing is impressively exemplified in

Bennett's Suits and Overcoats

—the handsomest ready-to-wear clothing shown in Washington.

Inspect our lines at \$15, \$18, \$20, and \$22.50.

In Our Hat Department

All the smartest blocks, in Soft and Stiff Hats, are on show. Also a comprehensive showing of Silk and Opera Hats.



ADVERTISING TALKS.

WRITTEN BY WILLIAM C. FREEMAN

That there is a great and growing interest in ADVERTISING is demonstrated by the desire of young men in different associations to take it up as a study. There are several advertising classes conducted by able men in Y. M. C. A. ASSOCIATIONS all over the country.

Recently I talked to young men in one of the branches of the Y. M. C. A. in New York, and the same week I talked to the Young Men's Hebrew Association. On both occasions the young men showed the greatest interest in the advertising experiences I related to them.

The questions asked by the Y. M. C. A. young men were numerous and pointed, and it was all I could do to answer them. One young man, after the meeting was over, said that he knew some friends who started to put a good soap on the market. They had a capital of a few thousand dollars.

In every town where they tried to introduce their soap they met with the opposition of another soap company, whose representatives told the dealers that if they placed orders in the new company they would refuse to sell them any more of their soap.

The older company had established a big trade in every community—it was a POWERFUL ORGANIZATION, and the men back of it made it impossible for the new company to compete with them.

The young man said his friends wanted to try again, since they knew they had a good soap, and he asked me how to go about it

to succeed. He thought his friends could raise \$100,000 to start anew.

What would you have told him?

I said this: Take up one community at a time. BUY SPACE IN LOCAL NEWSPAPERS TO TELL THE STORY ABOUT THE NEW SOAP.

Tell the FACTS to the people about the threats made by the other company. Don't abuse anybody, but make it plain that you are entitled to a FAIR DEAL.

If the dealers won't buy your soap because of the other fellow's intimidation of them, open up a place of your own—INVITE HOUSEWIVES TO TRY YOUR SOAP—give them samples—and shame the other fellow into decency.

People resent INJUSTICE very quickly. They want everybody in business to have a fair show. THEY WILL SUPPORT YOU—PROVIDED YOUR ARTICLE WILL DO WHAT YOU SAY IT WILL.

Cover one town thoroughly. Get everybody talking about you. Get everybody to buy your soap before leaving that town—then take up another in the same way.

NEWSPAPER ADVERTISING WILL DO IT FOR YOU. Nothing else will.

If I were in business making a good article, I wouldn't let any competitor scare me. The people will BACK UP any business that has the right goods and that will give them a square deal.

(TO BE CONTINUED)

DEEDS OF TRUST.

Trustees, to secure Margaret Park Leech, \$5,000, 3 years, 5 per cent, semi-annually.
Square 135—Lots 238 and 237; William C. Bates to the National Savings and Trust Company, trustee, to secure John E. Jones, \$1,500, 2 and 3 years, 5 per cent, semi-annually.
Square 366—Lots 25; Jacob Flax et al. to Benjamin E. Talbot and Frank M. Cissell, trustees, to secure Sebastian Goldsmith, \$2,000, 1 to 10 months, 6 per cent, semi-annually.
Square 741—Lot 21; Long Meadows, lot 228, block 27; Rosedale and Inverwood, lots 27 and 28, block 27; Kate L. Wright to Victor Mysbridge and J. D. Campbell, trustees, to secure Mary P. Mysbridge, \$3,100, 10 years, 5 per cent, semi-annually.
North grounds of Columbian University—Part of lot 10, block 32; Katherine A. Mason et al. to William J. Parker and William H. Walker, trustees, to secure John E. Jones, \$1,500, 2 and 3 years, 5 per cent, semi-annually.
Holman Manor—Lot 67, block 67; Francis A. Blundell et al. to Henry H. Bergmann and Charles Schaffer, trustees, to secure the Northern Liberty German-American Building Association, \$1,000, 2 years, 6 per cent, semi-annually.
Square 127—Lot 58; Harry Lutsky et al. to Robert H. Stone and Arthur L. Hill, trustees, to secure the Washington Loan and Trust Company, \$2,500, 1 to 10 years, 6 per cent, semi-annually.
Woodley Park—Lot 158, block 23; Katherine L. Spalding et al. to the Union Trust Company, trustee, to secure H. Foster Duhany et al., \$5,000, 1 and 2 years, 5 per cent, semi-annually.
Square 22—Lot 44; Simon Feldman et al. to Meyer Rosenberg and Judson T. Cull, trustees, to secure Lewis Rosenberg, \$3,500, monthly payments, 6 per cent per annum.
Square 198—Lots 6 and 7; Dennis Walsh to James A. Cahill and Frank P. Madigan, trustees, to secure Philip Schwartz, \$2,000, 3 years, 5 per cent, semi-annually.
North of square 85—Lot 3; Rosa Miller et al. to the American Security and Trust Company, trustee, to secure the National Savings and Trust Company, \$2,500, monthly payments, 5 per cent per annum.
Square 71—Lot 21; Long Meadows, lot 228, block 27; Rosedale and Inverwood, lots 27 and 28, block 27; Kate L. Wright to Victor Mysbridge and J. D. Campbell, trustees, to secure Mary P. Mysbridge, \$3,100, 1 to 10 years, 5 per cent, semi-annually.
Bon's Cousin Wants to Fight.
Paris, Nov. 18.—Count De La Estaing attempted to trip Count Raymond De Castellane, cousin of Count Bon, while they were skating at the St. Didier rink. A duel is likely.

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D. R. STANSBURY
Furnaces, Ranges, Warm Air Heating and Ventilating.
Stove Repairs. Metal Roofing.
Roof Leak?
Phone M. 129.
1304-5 New York ave. n.w.

HARVARD PICKED TO DEFEAT YALE

Big Collegiate Game at New Haven This Afternoon.

THE BULLDOG IS CONFIDENT

Crimson Supporters Offer 2 to 1 Odds and There is Plenty of Yale Money in Sight—Wearers of the Blue Engage in Light Practice. Spend Night Out of Town.

New Haven, Nov. 18.—Every Yale man who came to town to-night was told that if Harvard thought she had a cinch in the game to-morrow she would find herself mistaken before the contest was over. Hundreds of the Yale crowd were given to understand that the Yale eleven was in excellent condition to meet Harvard. Yale men are not overconfident. Most of them think, as Walter Camp expressed himself to-night, that it will be a very hard battle.

Quite a delegation of Yale rooters and Harvard supporters arrived in New Haven this afternoon and all the evening trains brought in more. There was one thing missing to the Yale men, who came back for the game, and that was the old New Haven House, for a quarter of a century the gathering place of the football hosts the night before the game. Half this building has been torn down to make room for a new hotel to be known as the Taft Hotel, named after the President and a Yale man. In the absence of this rendezvous there really isn't any definite headquarters for the football enthusiasts of both universities, and they were scattered through the different hotels of the city.

All the old Yale graduates who have arrived wanted to see the men on the team or wanted to get a line on them from Head Coach Coy, but the eleven and subs went out of town for the night, the first time in many years, in order to avoid the excitement and to be away from the distractions of the anxious Yale alumni. They went to Meriden for diversion, and while there listened to a talk on north pole region incidents from Harry Whitney and Capt. Robert Bartlett, who went on the trip to the pole with Peary. The two lecturers threw in stereoscopic views of happenings in that northern country.

Betting Odds Favor Harvard.

There has been little change in the betting on the game. Harvard men to-night backed their team generally at odds of 2 to 1. Considerable Yale money was put up that Yale would win the game. It was given out that Ted Coy, Tom Shevlin, Brink Thorne, and Foster Sanford had all declared that Yale was sure to win. A large sum of money was telegraphed this afternoon from brokerage offices in this city to Boston at the prevailing odds.

A big delegation of Harvard men came as far as Hartford this evening and stopped there for the night to be near their team, which is stopping at Farmington, a few miles out from Hartford. The Harvard eleven will get here about noon, and after dining at the Yale dining hall will go to the Yale field.

The Yale coaches could not find a field level enough near Meriden for practice for the "Varsity football eleven this afternoon, so that the team and coaches piled into automobiles and had a ride from the Highland country field at Meriden to Yale field.

There had been a report circulated to-day that the team that had come down, a few hundred undergraduates who are far more nervous than the team, went out to the field and had the pleasure of seeing them go in behind the gates and the gates closed. They gave a cheer and waited patiently until the greatly reduced squad came out.

There was only signal drill in the severe practice outside of a little individual work. There was a little running back of punts, in which Yale has been weak this year, and then there was the signal work.

Yale Team's Line-up.

The team lined up as it will start the game to-morrow: Kilpatrick, left end; Seully, left tackle; Fuller, left guard; Morris, center; McDevitt, right guard; Paul, right tackle; Brooks, right end; Howe, quarter back; Field, left half back; Daily, right half back; and Kistler, full back.

With the team are several of the subs who are likely to get in the game to-morrow. These were Bumester, Vaughan, Savage, Francis, Buckingham, Corey, Strout, Daming, and Baker. Yale will use many men in the game to-morrow, and will take full advantage of the rule allowing a man to go in at the beginning of each period.

After the practice the members of the team left immediately for the Highland Country Club to remain there until to-morrow forenoon.

Carroll Donnelly Not Bet.

In an article published in yesterday's papers the statement was made that Carroll Donnelly, professional champion roller skater of the South, was defeated by L. Moore, of Baltimore, at the Arcade rink Thursday evening.

This is a mistake, as Carroll Donnelly has not taken part in a race in Washington this season, and the story printed was untrue.

The Donnelly that did race at the Arcade Thursday was a brother of the champion, Albert Donnelly, whose name should have appeared as having been defeated.

Carroll Donnelly is ready and willing to race any one in the South before the rink offering the largest purse or a side bet of from \$50 to \$100.

FEW ARMED MEXICANS SEEN.

Rumors of Large Bodies Crossing the Border Unfounded.

Austin, Nov. 18.—Gov. Campbell was in communication with sheriffs and other peace officers in the Rio Grande territory to-day. They reported that there are many rumors in circulation of armed bands of Mexicans crossing to this side, but none of the alleged invaders has been apprehended. The reports are generally regarded as largely imaginary. The reported prospective attack on Marathon by Mexicans is not regarded seriously by the people of that town. It is in the heart of the ranch territory and 100 miles from the Mexican line.

TAXI STRIKERS PEACEFUL.

Orders to Police to Use Night Sticks Has Salutary Effect.

New York, Nov. 18.—An order issued early in the day by First Deputy Police Commissioner Driscoll to the police assigned to duty on the scene of the chauffeurs' strike, to use their night sticks without scruple if necessary in case of riots, appeared to-day to have borne fruit.

There was a demonstration in the neighborhood of the Plaza Hotel in the afternoon which led to eight arrests, but during the day nothing that could be called a riot took place.

All the taxicab companies reported a marked increase in the number of cabs in commission, and said that the strike was ending.

STOLE TO SAVE HIS WIFE.

Man Raised Doctor's Fees by Taking Carloads of Iron.

Pittsburg, Pa., Nov. 18.—Pleading guilty to stealing twenty-one cars of scrap iron, Jeremiah F. McCarthy, formerly a minor official of the Crucible Steel Company, went before Judge Brown, accompanied by his mother and sister, who prayed while McCarthy told of the thefts.

McCarthy shipped the cars of scrap iron to junk dealers and sold each for \$500. He spent the money in paying specialists to raise doctor's fees for his wife. In the effort to raise doctor's fees he had speculated before committing the thefts, but had lost nearly every penny.

He was indicted on six charges, and Judge Brown sentenced him to serve eighteen months in jail on each charge, the sentences to run concurrently.

KILLS DESTROYER OF HOME.

Texas Farmer Shoots Member of Field Artillery of Iron.

Dallas, Tex., Nov. 18.—C. H. Johnson, formerly a member of the Scurry, Tex., but because of domestic troubles, has been living with his family at the village of Brittain and in the city of Fort Worth for several months, came to Dallas this afternoon, went to room No. 5, at the Central Hotel, and there shot to death Joseph Bullock, who at the time was clad in his uniform of the Texas National Guard, he being a member of Battery A, Field Artillery, of Dallas.

Johnson fired five times at a distance of not more than six feet. Four bullets hit Bullock, causing instant death. A fifth bullet entered the foot of Proprietor M. H. Van Dusen, who rushed at Johnson in an attempt to disarm him and save Bullock. Johnson surrendered to the police, and he is held that Bullock was dead, he said: "I am glad he is dead. He ruined my home; he enticed my wife away from our farm home. I forgive her, took her back, and moved to Brittain, but he ruined my home. He again enticed her to Dallas."

Savings of Years Gone.

Chicago, Nov. 18.—Herman Schwenger, thirty-six years old, who for a quarter of a century has sold newspapers on the streets of Chicago, reported to the police last night that all the copies of many years, amounting to \$900, had been stolen from his house during his absence.

Prefer Direct Steamer Line.

Kingston, Jamaica, Nov. 18.—Reports received from the various West Indian colonies show that all the local legislatures are opposed to the plan to continue the direct steamship service to England in favor of a line by way of Canada as recommended by the royal commission.

DOWN THE ALLEYS.

NORTHEASTERN DUCKPIN LEAGUE.	
Knockers.	Easterns.
Dampier..... 25 25 24	Poston..... 17 20 21
Halsp..... 28 30 26	Herringer..... 27 33 22
Wright..... 22 24 21	Wright..... 24 25 21
Nall..... 20 21 18	Brown..... 16 19 16
..... 18 19 16	..... 18 19 16
Totals..... 89 83 83	Totals..... 82 85 82

DISTRICT LEAGUE.	
Cham.	West.
Cooper..... 170 222 144	Ward..... 179 200 180
Brown..... 153 176 141	Sherrwood..... 157 171 161
..... 121 141 109	..... 121 141 109
Totals..... 444 539 404	Totals..... 457 522 452

DISTRICT DUCKPIN LEAGUE.	
Cham.	West.
Kruger..... 113 95 86	Roberts..... 182 191 181
Hendel..... 75 112 86	Hendel..... 113 106 106
..... 75 112 86	..... 75 112 86
Totals..... 263 303 258	Totals..... 370 397 373

COLUMBIA DUCKPIN LEAGUE.	
Griff.	Buffalo.
Green..... 97 97 91	Mason..... 97 97 91
..... 97 97 91	..... 97 97 91
Totals..... 194 194 182	Totals..... 194 194 182

DISTRICT BOWLING LEAGUE.	
Y. M. C. A.	Carroll Institute.
Watson..... 217 219 173	Wright..... 207 207 153
Hilton..... 173 181 161	..... 173 181 161
..... 173 181 161	..... 173 181 161
Totals..... 567 681 495	Totals..... 387 388 314

ARCADE DUCKPIN LEAGUE.	
M. Pleasant.	Argyle.
Kennedy..... 94 93 89	Hart..... 92 93 81
Baker..... 89 89 79	M. Kohler..... 87 83 87
..... 89 89 79	..... 89 89 79
Totals..... 183 182 168	Totals..... 179 176 168

COMMERCIAL DUCKPIN LEAGUE.	
Thompson.	Goldenberg.
W. H. Hill..... 82 82 76	Conway..... 82 82 73
Poland..... 82 82 76	Wentz..... 82 82 73
..... 82 82 76	..... 82 82 73
Totals..... 164 164 152	Totals..... 164 164 146

DEPARTMENTAL LEAGUE.	
Commissioners.	Consular.
Myers..... 129 129 123	Waters..... 129 129 124
Hunt..... 129 129 123	Garner..... 129 129 124
..... 129 129 123	..... 129 129 124
Totals..... 258 258 246	Totals..... 258 258 248

NATIONAL CAPITAL DUCKPIN LEAGUE.	
Palace.	Tracy.
Carroll..... 96 96 108	Harris..... 96 96 87
Roberts..... 96 96 108	Lambert..... 96 96 87
..... 96 96 108	..... 96 96 87
Totals..... 192 192 216	Totals..... 192 192 174

SUNDAY SCHOOL LEAGUE.	
Rightwood.	Dunbar.
Fowler..... 154 154 175	Wolcher..... 154 154 167
Collier..... 154 154 175	Bagley..... 154 154 167
..... 154 154 175	..... 154 154 167
Totals..... 308 308 350	Totals..... 308 308 334

NEWS OF ALEXANDRIA

Capt. J. F. Webster Passes Away at Age of 83.

FORMERLY CHIEF OF POLICE

Aged Resident Served Forty Years on Force and Made an Excellent Record—"Jimmy" Robinson Nabbed for Looting Petty's Saloon of \$291—Children Receive Prizes.

Alexandria, Va., Nov. 18.—Capt. James F. Webster, former police chief, died shortly after 7 o'clock this morning at his home, 408 Wilkes street, at the age of eighty-three years. He was the following children: William F. Webster, Mrs. Kate Pullman, Mrs. Cora Kelly, and Mrs. Susie Deaton.

Capt. Webster was one of the oldest men in age and point of service in the department, and one of Alexandria's best known residents. He had been a member of the force for forty years, being elected captain by city council in 1870.

Capt. Webster made an excellent record, being regarded as a brave and efficient officer and made many important arrests. He was a member of the Friendship Veterans' Fire Association. As a mark of respect police headquarters was to-day draped in mourning, as was also the engine house. Funeral arrangements have not been completed.

Love for music, good clothes, and champagne dinners resulted in Adolphus (whose pet name is "Jimmy") Robinson, a negro, going behind prison bars to-night on suspicion of robbing the saloon of George W. Petty of \$291.

Adolphus had been a faithful servant for several years. He journeyed over to Washington last evening with some "friends" and showed them a "thing or two." One of his friends, Henry Washington, became so intoxicated with joy and other things that he required assistance.

In the meantime, Adolphus had fitted himself out in winter regalia, buying the best clothes and a small organ, for which he paid \$10. He deposited \$50 in one bank and \$35 in another, and is said to have given a negro in Washington \$110 to purchase a piano for him. After Adolphus had been arrested this morning the police went to his house and secured some of the articles.

Robinson says he banked the money for Henry Washington, who denies this statement. Robinson's brother Rufus and Henry Washington, another negro, are being held by the police as witnesses.

A largely attended public meeting of the Civic Improvement League was held this evening in the Young People's Building, and to purchase a piano for him. After Adolphus had been arrested this morning the police went to his house and secured some of the articles.

Raymond Barnett, first prize, \$10; Theron Hayden, second prize, \$5; Jack Reardon, third prize, \$2.50; Courtney Self, fourth prize, \$2.50. Prizes of \$2.50 each were awarded Russell G. Nicklin and Downham Brothers. They were given prizes last year, and were not, under the rules, allowed to compete, although they had such attractive yards the committee decided to give them prizes.

The awards were made by Representative Carlin, who made a brief address. C. S. Taylor Burke presided. A resume of the work of the league was given by J. V. Williams, and A. D. Brockport showed stereoscopic views of attractive and unattractive places in the city.

Arrangements have been made by members of the Second Presbyterian Church for an entertainment next Monday evening at the city as follows:

Michael and Patrick Lynch have purchased from Thomas J. Fannon lot No. 15 on the west side of King street, west of Peyton street.

THE GOOD WORKMAN.

I hired a toiler whose name was John, to come with his weapons and mow my lawn, for long green whiskers were growing there; it badly needed some tender care. And John arrived at the break of day, and whittled grass in a cheerful way; the job was fierce, for the weeds had grown, and the dog had scattered some chunks of bone, but John, he labored to beat the band, and shaved that lawn with a master hand. He named his price when the work was o'er, and I gladly coughed up a quarter more. And whenever I find that my lawn is due for a good, clean shave or a dry shampoo, I'll hunt up John, if he's still on earth, and him more than the job is worth. I'll hunt up John if I have to trot from the courthouse clear to the dumping spot, for he does his work as a workman should, and doesn't quit till he finds it good. The streets are haunted by shiftless men, who seek employment and seek again; they say that jobs are as hard to find as pearls of price in a melon rind; their hopes are hazy, their chances gone—for most employers are hunting John!

WALT MASON.
(Copyright, 1910, by George Matthew Adams.)



Saks & Company

Pennsylvania Avenue and Seventh Street.
We Advise Attention to the Special Lots of Overcoats at \$15--\$20--\$25 They're Out of the Ordinary.



The clever styles offered in the special lots at these three prices will at once impress you—and when you look into the qualities you'll appreciate that they are SPECIAL indeed. Every Coat has had our scrutinizing examination—and passed as "perfect." They are plain and fancy—in regular and novelty models—with velvet or self collars; high band collars, "Presto" and Convertible collars; Single and Double Breasted; with fly-fronts or buttoning through. Full line of sizes.

If you want to measure the values by comparison, place them beside others' \$20, \$25, and \$30 Coats. That's what they actually merit being marked.

Last Opportunity You'll Have for Men's \$25, \$28, and \$30 Suits at \$17.50.

There are sizes enough to last the day out—but not longer. They are high class Suits, from a high class maker. In the fashionable Browns and Grays—Cheviots, Cassimeres, and Worsteds.

Both Overcoats and Suits have our GUARANTEE.

ATLANTIC CITY HOTELS.

HOTEL WESTMONT

Ocean view of Rhode Island avenue, splendid table and service. Special winter rate, \$10 per week; ocean front rooms without bath, \$12.50; with bath, \$15. Sea-water baths. Booklet, W. H. MOORE, Manager.

at the Young People's Building of the Methodist Episcopal Church South under the direction of Mrs. O. F. Carter. The funds will be devoted to the new Presbyterian Sunday school building fund.

The following illustrated poems, illustrated with calligraphy, will be read by Miss Prettyman: "Maid Muller," "Loch-nivar," and "Hiawatha's Wooing." "The Hour of Prayer" and other selections will be sung by Mrs. W. P. Woolls.

Henry Burke, a lineman, employed by the Southern Bell Telephone Company, had his right foot badly smashed by iron falling on it yesterday. His injuries were dressed by Dr. Walter A. Warfield.

Excursions. THE ELECTRIC LINE REDUCED RATES Saturdays and Sundays \$1.25 BALTIMORE AND RETURN.

Tickets good on all cars, with return limited to Monday midnight. Half hourly limited cars on the hour and half hour. Cars 5 minutes before every hour to Annapolis and Direct to United States Naval Academy.

NORFOLK & WASHINGTON STEAMBOAT CO. MODERN STEEL PALACE STEAMERS. Lv. Washington, 1st St. Norfolk, daily, 6:30 a. m. daily, 6:30 p. m. Ar. Old Point Comfort, 1st St. Norfolk, daily, 6:30 a. m. daily, 6:30 p. m. Ar. Norfolk, 1st St. Norfolk, daily, 6:30 a. m. daily, 6:30 p. m. Ar. Washington, 1st St. Norfolk, daily, 6:30 a. m. daily, 6:30 p. m. Ar. Norfolk, 1st St. Norfolk, daily, 6:30 a. m. daily, 6:30 p. m. Ar. Washington, 1st St. Norfolk, daily, 6:30 a