

SALESMANSHIP COURSE FOR DISTRICT SCHOOLS

Boston Expert to Advocate Plan in Lecture at New Willard.

Inclusion of courses of salesmanship in the curriculum of the Washington public schools will be urged by Mrs. Lucinda W. Prince, of Boston, at a meeting arranged by the Retail Merchants' Association, to be held the evening of October 9 in the ballroom of the New Willard Hotel.

Mrs. Prince, who is at the head of the educational department maintained by the National Retail Dry Goods Association, is making a tour of the country as the leader of this movement, which has the endorsement of the Washington retailers. She will come to the Capital as the guest of the local organization.

Leading business men of the country have endorsed the movement. Several Washington merchants heard Mrs. Prince speak in New York recently, and as a result it was arranged for her to come to this city.

Describing the proposed innovation as a help not only to merchants, but primarily as a material advantage to the youth of the District, Secretary Charles J. Columbus said:

"Finding one's self is one of the most important things for the youth about to begin his career. The sooner this is accomplished the more quickly will ambition's goal be reached."

DISCHARGES GUN WITH TOE.

Homeless Soldier Kills Self with Rifle.

Poughkeepsie, N. Y., Sept. 30.—Quartermaster Bert Santee, K Company, Third Infantry, of Hornell, shot and killed himself in his tent Friday. He had been melancholy for several days and eager to get home to his wife, who had been begging him to return.

FIRST FOOTBALL FATALITY.

Fourteen-Year-Old Boy Killed at Waycross, Ga.

Waycross, Ga., Sept. 30.—Palmer Bosworth, 14 years old, of Tampa, Fla., is dead today, the first victim of football this year. His skull was fractured when he was tackled by two opponents. With his mother he was visiting relatives here.

A MEDICINE

Conducive TO BETTER HEALTH HOSTETTER'S Stomach Bitters Try a Bottle for Poor Digestion or Liver Disorders.

Nutshell News

Lawrence E. Burton, editor, and Chester R. Draper, business manager of the Cherry Tree, the annual of the George Washington University, have already begun their subscription campaign. They state that the book will contain something about every one of the 2,300 students and members of the faculty of the university, as well as giving a review of all student activities.

Alfred Kleibman, who died suddenly on Friday, will be buried tomorrow at Sharpshurg, Md., following services at 7 o'clock today at the residence, 222 East Capitol street.

Requiem mass for Mrs. August R. Masino will be celebrated in St. Stephen's Church at 9 o'clock tomorrow, following services at the residence, 335 Pennsylvania avenue northwest, with interment in Mount Olivet Cemetery.

Maj. William G. Ramsey, who died Thursday at Guycencourt, Del., at the age of 55 years, will be buried tomorrow in Arlington Cemetery at 11 o'clock.

Funeral services for James B. Crandle, 31 years old, who died Thursday at Laurel, Md., will be held in St. Phillip's Episcopal Church at 2 o'clock this afternoon.

The Amphion Glee Club has completed arrangements to celebrate its silver anniversary December 1. Prof. J. Henry Lewis has reported the addition of C. R. Brown and Bartlett Burleigh as new members. Rehearsals are being held Wednesday evenings at 907 S street northwest.

The Sunday openings of the Corcoran Art Gallery will begin today for the season of 1916-17. The hours will be from 1:30 to 4:30 on Sundays. The admission will be free. The gallery will be open on week days from 9 a. m. to 4 p. m., except on Mondays, when the hours are from noon to 4 p. m. Admission is free except on Mondays, Wednesdays, and Fridays.

The Corcoran Art School will open tomorrow, with day and night classes. An exhibition of caricatures and cartoons by Felix Mahoney will be open for inspection in special exhibit rooms.

The Dunbar High School, First street between N and O streets northwest, will be ready for occupancy on Monday, October 2, 1916, at 9 a. m. Undergraduates of the M Street High School will report at 9 o'clock a. m. directly to the assembly hall for section assignments.

The Salvation Army Industrial Home for Men has issued an appeal for aid, requesting donations of clothing and furniture, which may be acquired at nominal cost by the poor of Washington and its vicinity. Paper is baled for disposal to mills and old furniture repaired by dependents at the home.

S. T. Dutton, of New York, secretary of the committee on Armenian and Syrian relief, yesterday appealed to the Navy Department for use of a battleship to carry relief supplies to Armenia and Syria. His request was refused.

Secretary of State Lansing yesterday afternoon appointed Dr. C. B. Luginbuh and Dr. E. H. Harma, both of Chicago, as special attaches of the American Embassy in Berlin to assist in relief work among wounded British prisoners.

Mrs. Emma Leaman, 1021 Park road northwest, yesterday was severely cut

on the hands in a collision at Sixteenth and W streets northwest, when an automobile, in which she was driving with her husband, collided with a delivery wagon.

The comptroller of the Baltimore and Ohio Railroad system has issued a report showing the official mileage of tracks owned, jointly owned, leased and over which the railroad has trackage rights, as of June 30. The statement shows a total, for all track operated, of 5,041.32 miles, an increase of 25.2 miles over 1915.

William James Wilson has been appointed superintendent of the Washington Terminal Company, effective today, succeeding A. M. Keppel, who resigned September 1. Mr. Wilson was detailed in 1907 as inspector to organize the Washington Terminal, later in the same year was appointed acting general yard manager, and in December, 1908, was advanced to the position of trainmaster, which was retained until he was further advanced to the position of superintendent.

Health Officer W. C. Woodward is preparing for submission to the next session of Congress recommendations for bidding the running at large of dogs. Muzzled and tagged dogs will be included in the legislation recommended. Too many people have been bitten by dogs running in the streets and the health officer is afraid the dogs will spread rabies.

Suffering from a gunshot wound in the jaw, alleged to have been received in an all night crap game, Herbert Johnson, 27, colored, of 81 Myrtle street, was taken to Homeopathic Hospital early yesterday morning. The police are looking for William Duckett, also colored, to answer for the shooting.

Two automobiles, stolen in the streets Friday night, were recovered early yesterday by the police. Central Office Detective Springman found the car of M. A. Williams of 1717 Euclid street northwest, abandoned at Fifteenth and Corcoran streets northwest. The machine of H. T. Rodler, of 1033 Lamont street northwest, was found near Baltimore and the Washington-Baltimore boulevard.

A marriage certificate, two razors, and some wearing apparel were among articles reported to the police by Raymond Broadstreet as stolen yesterday from his home, 619 W street northwest.

Baron Yoshira Sakatani, a delegate to the recent economic conference of the allied nations at Paris, France, was entertained yesterday afternoon by officials of the Carnegie Endowment for International Peace. He leaves Washington today.

While picking flowers beside Holy Rood Cemetery yesterday afternoon, Mrs. Mary Crawford, 65 years old, of 3415 O street northwest, slipped on the grass and fell, injuring her hip. She was removed to Georgetown University Hospital for treatment, later returning home.

Seven-year-old Charles Godson, 1385 1/2 Potomac avenue southeast, while playing in the streets yesterday, ran into Capital Traction car No. 84 at Fourteenth street and Pennsylvania avenue southeast. He received a cut over his eye, but went home for treatment.

Charged with violating section 548 of the police code, referring to the destruction of certain classes of receipts, C. J. Hunter, a bicycle dealer, at 113 Pennsylvania avenue northwest, was arrested yesterday. He was released on \$20 collateral.

Artificial flowers can be restored by being held in steam.

The Town Crier

The Biblical and Literary Society of Adath Israel congregation, under direction of Dr. Benjamin A. Grossman, will hold its next meeting in the vestry rooms, November 5, at 8 o'clock.

The Y. W. H. A. will give its first dance of the season on October 17 in the old Masonic Temple, Ninth and F streets northwest. Miss Rose Hornstein is chairman of the committee on arrangements.

The Sixth Annual Flower Show of the Hyattsville Baptist Sunday School will be held Thursday and Friday, October 5 and 6. The exhibition will be open from 8 to 10 o'clock on Thursday evening, and from 3 to 10 on Friday.

The Washington Secular League will begin its season's program at Pythian Temple today. A. M. Bradley is president of the league.

The Business High School Alumni Association will meet October 24. Progress on the compilation of the Alumni Record, which now contains the names of graduates from 1884 to date, will be reported by E. W. Chatterton, 97. Plans for a banquet will be discussed.

The West Virginia Society of Washington will hold a business meeting at the Ebbitt House on Friday, October 6.

The Rebekah Orchestra will give a public rehearsal in the lecture room of the Keller Memorial Church tomorrow night. Miss Estelle Wilde, soprano, and Miss Marguerite T. Harbers will be the soloists.

Dedication exercises of the new Petworth M. E. Church, at New Hampshire avenue and Grant Circle, will begin today and continue through the week.

A special meeting of Ladies' Auxiliary of Eagles will be held tomorrow night at 8 o'clock at Eagles' Hall, Sixth and E streets northwest.

The next meeting of the Piney Branch Citizens' Association will be held October 8, at 8 p. m., at Iowa Avenue M. E. Church. Committee reports on the summer's work will be presented.

The Petworth Woman's Club will meet tomorrow evening in the Petworth School Building. The home committee will be the hostess at a fall festival.

A "get-together" dinner for members to be given by the University Club Saturday evening, October 14, at 7:30 o'clock. A program of entertainment is to be a feature.

The Twentieth Century Club will hold its first meeting of the season on Thursday at 10:30 o'clock at All Souls' Church, Fourteenth and L streets. Regular meetings will be held here-

after on the first Thursday of each month at the same place and hour. The business meetings will be followed at 11:45 by lectures.

There will be a meeting of the Citizens' Association of Chevy Chase next Wednesday evening, at 8 o'clock, at the schoolhouse. An illustrated lecture on the "Water Supply" of the District of Columbia with special reference to the Smith and Norris bills will be given by E. D. Hardy, superintendent of the Filtration Plant.

A mass meeting will be held at 3:30 o'clock for the benefit of the Washington Bible Society and Children's Welfare Work. Short talks and musical numbers will be the entertaining features. A silver offering will be taken.

The Board of Trade get-together dinner, to further a membership campaign, will be given in the Continental Hotel, October 10, with Charles J. Walters, Odell S. Smith and George H. Macdonald as the committee in charge.

Following an auto parade at Fairfax Court House on Thursday, there will be a good roads meeting, to be addressed by Col. Robert N. Harper and John G. Capers. Washington car owners will participate in the parade, leaving the Chamber of Commerce, Twelfth and F streets northwest, in the morning.

The first meeting of the North Washington Citizens' Association will be held tomorrow evening in the Gage School, Second street near U street northwest.

The opening fall meeting of the Twelfth Street Branch, Y. M. C. A., will be held today at 2:45 o'clock with an address by Judge W. F. Norris.

The regular monthly meeting of the Columbia Heights Citizens' Association will be held in the Post Office Building, west of Fourteenth street on Park road northwest, Tuesday at 8 o'clock.

The first autumn meeting of the League of American Pen Women will be held at Public Library tomorrow night. Plans for the coming winter's work will be discussed by the heads of committees and new writers will be taken into the membership.

The Citizens' Northwest Suburban Association will meet in Masonic Hall, Tenallytown, on Friday evening at 8 o'clock.

"School Sunday" will be observed today at Shuoh Baptist Church, L street between Sixteenth and Seventeenth streets northwest. "The consecration of School Life" will be the subject of the Y. P. S. C. E. meeting at 6 o'clock, with Miss Josephine Carroll as leader. At the 8 o'clock service Rev. Dr. J. Milton Waldron will deliver a sermon on "The Education that Counts."

The House Economics Association opens its season on Tuesday at 3:45

o'clock at the Morse School, New Jersey avenue and R street northwest, with a talk by H. O. Benson, of the Department of Agriculture. Mr. Benson will speak on "Canning Fruits and Vegetables."

Vesper services will be held in the Y. W. C. A. this afternoon at 4:30 o'clock. "The Value of Bible Studies" will be the subject of Rev. J. B. Martin. Mrs. Newton Baker will sing.

The Washington Society of Engineers will meet at Rauscher's on Tuesday evening, October 10. A lecture on "Federal Good Roads Work" will be given. The meetings of the organization will be held this year on the first and third Tuesdays of each month, with the exception of October, when the meetings will be on the 10th and 24th.

The Treasury Branch of the Federal Employers' Union will meet Tuesday night at 8 o'clock in G. A. R. Hall, 1416 Pennsylvania avenue northwest. Among the speakers will be James L. Wilmett, chief clerk of the Treas-

ury Department, and Thomas F. Flaherty, secretary-treasurer of the National Federation of Postoffice Clerks.

The Takoma Park Horticultural Club will hold a flower show in the Takoma Park Public Library for residents of Takoma Park tomorrow from 9:30 to 3 p. m., and Tuesday from 10 a. m. to 5 p. m. Prizes will be awarded.

Miss Elizabeth Askew, president of the Woman's City Club of Tampa, Fla., will be guest of honor at the next meeting of the Kate Gordon Chapter of the Southern States Suffrage Conference, to be held at the residence of the president of the conference, 1527 Rhode Island avenue, on the evening of October 6.

The Cardinal Pleasure Club will hold its first anniversary and the installation of its newly elected officers on October 8, at 476 Pennsylvania avenue northwest. The entertainment committee, consisting of Miss K. Krupshaw, Miss E. Freedman and S. Hirschman, has arranged an extensive program.

Complexion Fresh as a Daisy—Not a Wrinkle

in sight—Remarkable discovery of skin osmosis quickly enables women with sunken cheeks, wrinkles, and marks of age again to become most beautiful, youthful and charming.

By Mlle. MAREIX, France's Great Prize Beauty.

It's wonderful to look beautiful and before your very eyes, all due to simple youthful. The Countess de Chevalne, skin osmosis produced solely by warm water and roseated cream. But be sure to use only pure roseated cream, as it is an entirely different thing from the ordinary face creams and must not be confounded with them. I personally prefer "Crema Tokalon (Roseated)", but any good brand will do. If you have wrinkles, get a box of Japanese Ice Pencils and use them in connection with the cream and you get quick action on the deepest wrinkles, no matter how long standing, in one night's time and awaken on the morning of the next day with astonishing results.

I personally guarantee success in every case. In any of my newspaper articles which I write on subjects relating to beauty, or I will refund the amount paid for any products which I recommended, provided you take your dealer's receipt at the time you make your purchase. My American address is: Mme. Mareix, 25 West 22nd street, New York.

NOTE—The manufacturers of Crema Tokalon (Roseated) have each undertaken to produce a particular brand, that they offer to force \$200 to any dealer, who will guarantee if it can be shown that it will not benefit every woman who uses it, and give most astonishing new beauty to wrinkles, sunken cheeks, rough skin, turns into new, fresh, soft, youthful looking skin almost

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HIRSH'S SHOE STORES, 1026-28 7th St. N. W.

Before You Buy Footwear, See HIRSH'S Display of

Fashionable Fall Models

The increased cost of leather has had such a revolutionary effect upon shoe prices that it is wise to "look around" a little before buying Fall footwear. A comparison of our shoes with those offered by other stores—taking prices into consideration—will convince you that we are giving unusually big values in footwear of smartest style and excellent quality.

We're Specializing on New Fall Shoes at \$3.85

At this exceptionally low price you may choose from an enormous stock of the very newest models.

Women's genuine nubuck boots; 11 eyelets; 2-inch Louis leather heels; white soles and heels. Women's English sport shoes; in genuine Tan Russia; calf; bling eyelets; corded tips; low broad rubber heels.



Boys' and Girls' Serviceable SCHOOL SHOES

At Moderate Prices School bells will soon be ringing! Send your young folks off shod in sturdy, comfortable, and

good looking school shoes—the only kind you'll find at Hirsh's.

The big cash savings permitted by our low prices are as pleasing to parents as our shoes are to the boys and girls. A few typical Hirsh values are printed here—come to our store and see them all.

MISSES AND GROWING GIRLS' COLLEGE SHOES Here's a model which cannot be surpassed in style, quality and service at anywhere near the price at which we are selling it. A sport style with broad low heels or medium heels; high cut tops. Specially priced at \$2.45

ANOTHER REMARKABLE VALUE IN BOYS' ENGLISH SHOES In Gun Metal leather. Mothers will appreciate the savings to be accomplished by buying these shoes for their youngsters. Not only is the initial cost low, but the shoes will outwear by far any other shoes on the market. Specially priced at \$1.95

WOMEN'S AND GROWING GIRLS' "BEATRICE" SHOES in Patent Colt and Gunmetal; kid and cloth tops; natural foot form shape; low school heels. Specially priced at \$1.95

MISSES' GUN METAL HIGH-CUT BUTTON SHOES With sensible foot-form shape; low heels; perforated tips; 11-button model; shoes which are the embodiment of quality, comfort and satisfaction. Specially priced at \$1.95

MISSES' and Children's School Shoes in Patent Colt with kid and cloth tops; 11 eyelets; "Little Trecco" make. Sizes 5 to 8, \$1.23 Sizes 8 1/2 to 11, \$1.49 Sizes 11 1/2 to 2, \$1.79 to 5, \$1.95

"HARDY" SCHOOL SHOES FOR LITTLE MEN Here's a shoe of sterling merit which has sold for more than a million pairs. It comes in both Button and Blucher styles and is a good sturdy shoe and will stand the strain of play and bad weather and serve for dress purposes as well. Sizes 5 to 13 1/4. Specially priced at \$1.39

"STORMFIGHTER" Shoes for Boys A lucky purchase enables us to offer these thoroughly serviceable shoes at these low prices. Made with low tongue, two buckles and water-proofed. "Little Men's" sizes, 5 to 13 1/4, \$1.95 to 6, \$2.35

Washington's Fastest Growing Shoe House. HIRSH'S SHOE STORES 1026-28 7th St. N.W. Est. 1881

THE Diamond Company, Inc. 402 7th St. N. W. The Season's Snappiest SUITS Worth Every Cent of \$25.00 \$17.95 —Every New Shade that Is Popular. —Every New Style that Is Correct. —Every Size for Women and Misses. —Every Suit Has a Guaranteed Lining. —Every Stitch Is the Finest of Tailoring.