

No. 16 DEAR FOLKS:

BUSINESS took me to Scranton, Pa., during the week of May 12-17, and while there I was fortunate in meeting forty-seven men who represent the IRON DIVISION of Wilson and Company—managers of branches and salesmen. It was during this week that the people of the Keystone State bubbled over with enthusiasm and a wonderful welcome to the men of the IRON DIVISION OF PENNSYLVANIA who had returned from France, after having performed in magnificent fashion at a great sacrifice of life, but showing that indomitable courage and will power which are attributes of the men of rugged character and physique that the hills of Northern Pennsylvania raise.

I wouldn't have missed this unexpected meeting of these forty-seven men for anything. Heretofore my knowledge of the Wilson and Company organization has been confined largely to personal contact with the rank and file of workers in the Chicago and New York plants. It had not been my pleasure to meet sales representatives in a convention of their own. This convention of the managers of branches and salesmen of Wilson and Company in the Northeastern District of Pennsylvania, had been planned to discuss ways and means to better promote the sale of the Wilson Certified food products such as the smoked meats, boiled hams, sausage and canned fruits, vegetables and meats.

It was my privilege to sit in their meeting and I am very glad I had the opportunity, because these men have got it in their souls to promote the interests of their Chief, Thomas E. Wilson, who has put intelligence and integrity into food products, something that has given his name and his products a reputation which permits his sales organizations in all sections of the country to sell Wilson Certified Brands under their good name and quality, without necessitating salesmen to carry samples.

I heard a new phrase used by one of the branch managers that I think is a "corker," and I am passing it along to you because you will appreciate what it means for an organization to be backed up by men who are as proud of his achievements in food-productions as if they owned the business themselves.

"Isn't it great, boys, to be associated with an organization in which our CONFIDENCE IS CERTIFIED to as great an extent as the Certified products which we have the pleasure of selling? You can't beat that, boys, can you?"

Did you ever hear before the expression "Certified Confidence"? Do you appreciate what it means? How many friends have you got on your list in whom you have "certified confidence"?

Answering that question for yourselves, you know what it means when I tell you that this Northeastern Division of Pennsylvania has workers and salesmen as well as the other divisions of salesmen in all sections of the country HAVE "Certified Confidence" in Thomas E. Wilson and his food products.

The Chairman of the meeting made these remarks: "With the splendid backing that our sales people are getting from Mr. Wilson and his family of executives and their associates working in the various plants, we must pull together and see to it that Wilson products may be found on sale on the shelves of every food merchant in our territory. Wilson products must be liberally distributed among dealers so that the consumer will have no difficulty in buying them. We must develop and cultivate the trade of the small dealer. We must not overlook the fact that the small dealer is the large dealer of next year. Banded together as we are no power on earth can hold us back from making a place for our Company and ourselves in the business world. We know that the policy of the business is sound to the core and the fact that our Wilson Certified Food Label Protects Your Table insures a square deal for all, there is no reason why dealers everywhere should not carry a full line of Wilson and Company products, thus enabling us to establish a wonderful chain of dealers handling Certified foods from one end of the country to the other, and through these dealers establishing a splendid relationship between the consumers and our organization. We have confidence in our Company and in its methods—we have confidence in ourselves and with these three fundamentals we cannot fail to build a business that will endure in honor and service forever.

The general consensus of opinion among the forty-seven representing the IRON DIVISION of Wilson and Company in Northeastern Pennsylvania, is that it is an honor to be on the Wilson and Company payroll, and that it gives them an opportunity to satisfy their own ambition in life. They say they like to be identified with an organization which stands for idealism and CERTIFIED PRACTICE in business.

One man, in speaking of Wilson and Company's Certified Boiled Hams, said: "Boys, if we have any difficulty in persuading any dealer to buy Wilson and Company's Certified Boiled Hams from us, it's our own fault. Why, do you know that we made a recent test of how this ham cuts up and we discovered that there was only one ounce of waste in the whole ham. We not only certify as to the quality, but we certify to economy in use."

The price that Wilson and Company workers feel in their organization hasn't a chance on earth of ever having a fall because it is too genuine and too deep rooted and so entirely justified. Sincerely yours, William C. Freeman, 225 Fifth Ave., New York City.

HUSBAND POMMELS HIS WIFE'S OVER

BALTIMORE, June 6.—Trapped in a secluded spot with another man's wife near Windsor Hills yesterday afternoon, William H. Smith, forty-eight years old, who gave his address as Tobin's Basin, was attacked and almost beaten to death by the enraged husband of the woman, who fled after she, too, had been struck by her husband.

The woman was Mrs. Blanche Crockett, thirty-two years old, and the husband who caught her with Smith was Edgar Crockett, thirty-four years old, of Hampden. The most remarkable feature about the attack was the fact, as explained by Crockett, that after he had overpowered the companion of his wife he was about to crush the man's skull with a stick when he suddenly abhorred the thought of murder and for several minutes watched Smith's prostrate form on the ground.

"Smith got up," said Crockett, "and I said to him: 'You come go with me or one of us will die now.' Smith said he would go with me and asked me where I was going to take him." Half an hour later, Crockett, who is a powerful man weighing close to 225 pounds, guided Smith up the steps of the Central Police Station. A formal charge of disorderly conduct was entered against Smith and a short time later he was arraigned before Justice Hawkins, holding to the jail for support.

"I was suspicious of my wife's behavior yesterday," said Crockett, "and when she told me that she was going downtown to pay a gas bill I told her I would make the trip for her. She refused, and her preoccupied attitude indicated to me that something was wrong. When she left the house I decided to trail her. She boarded a car and alighted at Franklin and Howard streets. I arrived at the corner on the next car just as she boarded another car.

"I followed on the next car and at Walbrook junction I received information that a woman answering the description of my wife had boarded the jerkwater car. I followed. A short distance from the car line I heard two people talking faintly, but I could not see them because of a hedge. I heard my wife's voice. I crept around until I found an opening in the hedge and jumped through.

"There I found them, and as my wife saw me she screamed and jumped up. I slapped her aside, and as the man got to his feet I knocked him down."

The fiftieth annual commencement of Howard University, for the higher education of colored students, began Wednesday afternoon at 4:30 o'clock. The exercises were held on the University campus. The attendance was large. Dr. J. Stanley Durkee, president of the university, presided and presented diplomas to 116 graduates.

Besides the presentation of diplomas to the 116 graduates, the following were awarded prizes: Miss Jennie Augusta Kelly Miller, Jr., George Arthur Parker, Jonathan Richard Contee Cook, Edward M. Johnson, Miss Sarah Marie Kinner, Charles Contee Cook, Archie Royal Fleming, Herbert Over Matthews, Harold Counsellor Stratton, Lawrence Waters Jackson, Ralph Johnson Young, Stansbury Murray Carter, Eugene Herriot Dible, Jr., Henry James Austin, John Benjamin Walker, and Charles Henry Boyd.

The Alumni Association of the University held its annual reunion in the forenoon. The board of trustees announced the election of the following members of the faculty and official staff: Secretary-Treasurer, Emmett J. Scott; Dean of the School of Arts, Carter G. Woodson; Registrar and Professor in Education, Dwight O. W. Holmes; Instructor in Physical Education for Women and Acting Dean of Women, Miss Helen Tuck; Dean of Men and Professor of Economics, Edward L. Parks; Dean of School of Commerce and Finance and Professor of Commercial and International Law, George W. Cook; Dean of Junior College and Professor of Sociology, Kelly Miller.

PLANS PERMANENT MEMORIAL BOARD Creation of a commission to supervise the erection of memorials and the burial of bodies of distinguished men in service in the Arlington Memorial Amphitheater in Arlington National Cemetery, is provided in a bill introduced in the Senate by Senator Williams of Mississippi.

BLISS NATIVE HERB TABLETS Don't be a health slacker, and allow yourself to yield to the dangers which are a result of neglect. As soon as you feel the first pangs of rheumatism, or suffer from Constipation, Sick Headache, or Biliousness, take Bliss Native Herb Tablets and you will find a marked improvement in health and vigor. Bliss Native Herb Tablets are recognized as the standard herb remedy for cleansing the system, regulating the action of the liver and kidneys, purifying the blood, and removing disease. One course contains 200 tablets, and lasts the average family six months. Price \$1.98. Money back guarantee in every box. None genuine without the trade mark. Sold by leading druggists everywhere.

Thomas H. Ince Offers \$50,000 In Prizes For U. S.-Australia Flight

VENICE, Cal., June 6.—An offer of \$50,000 as prize money for aviators who will attempt a flight from this city to Australia has been made by Thomas H. Ince, motion picture producer. To the first man to land on Australian soil \$35,000 will be paid, the announcement said. To the first aviator attempting the flight who, although failing to reach Australia, reaches the Hawaiian Islands \$10,000 will be paid. In the event none of those attempting the flight reaches the Hawaiian Islands \$5,000 will be paid to the one making the best showing.

DROPS STRAW GARB IN HER HULA DANCE

NEWARK, N. J., June 6.—It was a very hot night. But a jury decided that even at that Marie Cavelline, twenty-four years old, Hawaiian dancer from New York, should not have discarded the straw dress she wore at the beginning of her "hula-hula" dance in a local auditorium. She was convicted of dancing nude and is liable to a fine of \$1,000 and a jail term.

BLIND HOME HOLDS TAG DAY TOMORROW

Early tomorrow morning more than sixty women, under the direction of Mrs. Josephine Jacobs, president of the Aid Association for the Blind, will start on their attempt to tag 12,000 Washingtonians. The Home for the Blind, at 3050 R street northwest, has been hard hit by the cost of living, and an effort will be made to raise \$1,500 by the tag day tomorrow. Headquarters for the workers will be at 1330 G street northwest, in the store of L. M. Minnik Co. Among those who will sell the tags are Mrs. G. U. Rose, Jr., Mrs. Mary Gheen, Mrs. W. B. Spransy, Miss M. C. Metzger, Mrs. John Metzger, Mrs. William White, Mrs. G. G. Dennison, Mrs. W. Smith, Miss Sarah Hannay, Mrs. Thomas Calver, Mrs. David Skinner, Mrs. John King, Mrs. Roger Shale, Mrs. John Y. Gaynor, Mrs. E. Henry, Mrs. Annie Bell, Mrs. N. C. Harper, Mrs. Phillip Muth, Mrs. Robert Sutphen, Mrs. James H. W. Blake, Mrs. Beverly Evans, Mrs. Sidney Burnley, Mrs. A. C. Tingley, Mrs. P. Bush, Mrs. J. M. Baker, Miss Esther Behrend, Mrs. Andrew Stewart, Mrs. W. H. Callahan, Mrs. Ruck, Miss Levy, Mrs. Baxter, Mrs. Newbold, Miss Scott, Mrs. Swavely, Mrs. O'Keefe, Mrs. Huston, and Mrs. Pettis.

SLAYER SUSPECT SEES MUSEUM. NEW YORK, June 6.—Dr. W. K. Wilkins, charged with wife murder, sued Coney Island museum for \$25,000. The museum had a wax work of the alleged murder.

DEMOCRATS BLOCK IRISH DISCUSSION

Administration forces yesterday blocked discussion of the Irish question in the Senate. Senator Williams, Mississippi, objected to consideration of Senator Borah's resolution urging the American peace delegation to obtain a hearing at the Paris conference for Edward De Valera, Arthur Griffith, and Count Plunkett, Irish peace delegates. The resolution was acted on favorably by the Foreign Relations Committee.

Make your money "work or fight." If it is not fighting for you in the industrial field, put it to work in War Savings Stamps.

President Voices Hope For World in Message On King's Birthday

PARIS, June 6.—The following message of birthday congratulation was sent by President Wilson to King George V of England: "May I extend to your majesty your warm congratulations on your birthday and express the hope not only that you may see many more birthdays, but that each one may reveal a world growing steadier and more resolute in the pursuit of justice and of the true prosperity which proceeds from justice and that the great empire over which you preside may always continue to play a great part in the process. Mrs. Wilson joins me in warmest personal regard."

YANKS BRING BACK ADOPTED CHILDREN

PHILADELPHIA, June 6.—Adopted by two American doughboys, whom they call their "big brothers," two little stowaways, one French and the other Belgian, arrived in Philadelphia when the transport *Shoshone* docked recently. All of their folk killed in the army or slaughtered in their homes by German artillery, the small boys have now come to America with their "big brothers," and are going to grow up on the sunny fields of American farms. Having been kept in the brig throughout the entire voyage, when the vessel steamed up the river yesterday the children could stand it no longer. They wanted to come out and hear the band, see the crowds on the welcome-home boats, and look over their new country.

Quickly and Surely Conquers Constipation Don't let constipation poison your blood and curtail your energy. If your liver and bowels don't work properly get a box of Carter's Little Liver Pills to-day and your trouble will cease. For distress, lack of appetite, headache and blotchy skin nothing can equal them. Purely vegetable. Small Pill—Small Dose—Small Price. GENUINE must bear signature. *Dr. Wood*

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