

# Want Advertising "Knack" Has Become an Essential Part of Good Housewifery

Only a woman who is a "good executive" is a "successful" wife. A woman may be a "good wife" simply because she is a good woman; but she is not a "successful" wife unless she is a good manager—unless she has "executive knack"—the ability to do things in the easiest and best way; the ability to reduce home-annoyances to their lowest terms; to "keep things running"—not merely as smoothly as her husband does in his office, but a great deal more so. She must manage her home so well that no one would suspect that it was managed at all.

More than half of the "want ads." are written by women; and are aimed to smooth out the rough places in home-making; to erase the little vexations and worries of the day; to keep the "pot boiling", the purse full, the "old things", from accumulating, the domestic machinery from getting rusty. She has learned that by advertising for a music teacher for her little girl she can not merely find

the right one, but can secure the right rate; that by having a dozen applicants for the place of gardener she can "pick and choose" and make reasonable terms; that by advertising for a lodger she can get an agreeable one and one who is "good pay;" that by advertising the household things which are no longer needed she can find the best markets for them.

**RATE--1 CENT A WORD FOR THE FIRST INSERTION AND 1-2 CENT A WORD FOR EACH INSERTION THEREAFTER**  
THE ABOVE RATE IS FOR BOTH MORNING AND AFTERNOON EDITIONS.

### HELP WANTED--MALE.

WANTED--Teamsters, \$1.75 per day. Go west to Ziegler, either car line, walk north. J. F. Reynolds.

Practical instruction in a garage and repair shop under the direction of the most skilled and high class automobile experts. A splendid automobile text book, and kit of tools free to each student. Day and evening classes. Prices reasonable. Payment plan if so desired. We teach you thoroughly in a few weeks' time. Write, call or phone for particulars. Seely Auto Sales & Training School, 222 N. Michigan st. Both phones.

WANTED--Salesman. Apply Box G, News-Times.

WANTED--Girl to do general housework. Max. adler, 507 W. Lassaie av.

WANTED--Lady solicitor, no goods to sell. Apply manager Newsman's-Williams.

AGENTS WANTED. WANTED--Representatives in this city. Big opportunity in clean, profitable work for business woman, selling our fine plumage, cigarettes, ostrich, fancy feathers, etc. Wholesale prices. All goods guaranteed satisfactory. We are importers and manufacturers. Write today. Vogue Specialty Co., 109 N. Michigan av., Chicago, Illinois.

SALESMEN WANTED. WANTED--Salesmen to call on retail grocers with an article used in every household. You will be representing a factory which has \$1,000,000 resources. A live proposition. Call on J. M. Brown, Crescent hotel, from 10 to 12 o'clock, Sept. 1.

WANTED--Salesmen for "Little Wonder" Electric Eggs. Strictly commission proposition. Sell readily to Grocers. Best fester made. Works perfectly. Big demands. Excellent time. Investigate. Homer C. Smith, Centerville, Ohio.

SALESMEN WANTED--No experience required. Hundreds of positions open paying \$1,000 to \$5,000 a year. Position assured where you can earn good wages while you learn. Write nearest office, Dept. 405, National Salesmen's Training Association, Chicago, New York, Kansas City, San Francisco.

WANTED--Salesman local or traveling. Steady work, \$2.75 per day to begin. Select territory and get early start. GILMAN NURSERY COMPANY, Rochester, N. Y.

HELP WANTED--FEMALE. WANTED--A competent maid. Small family. References, Mrs. Howard Longley, 312 W. Colfax av.

WANTED--A girl for general housework. One who can go home nights is preferred. 1069 Riverside Drive, Bell, none 1255.

GRADUATES Always in demand for well paying positions. The High Grade school in a select location. Thomas school of stenography and typewriting. American Trust Bldg., Fall term opens Sept. 2-8. Day and night school. Stenography, typewriting, office methods, emp. dept. Special course, call at once, and arrange to enter.

WANTED--Cashier, none but experienced. . . . . and competent need apply. Address C-75, care News-Times.

WANTED--Housekeeper in small family. References required. Address H. L. care News-Times.

WANTED--A young girl to assist in general housework, small family. 1229 Vista av. Home phone 6922.

WILL pay Reliable Man or Woman \$12.50 to distribute 100 FREE pkgs. Perfumed Borax Soap Powder among friends. No form work. Exchange family of three. Call 2466 Bell. 629 W. Lassaie st.

WANTED--Chambermaid at once. Windsor hotel.

WANTED--Lady solicitor. Apply box G-24, News-Times.

WANTED--Competent stenographer. Lick River Lumber Co., 303 Dean Bldg.

WANTED--Girl or woman to assist with housework, no washing. Home phone 8267-712 California

WANTED--An experienced girl with ref. . . . . to distribute 100 FREE pkgs. Perfumed Borax Soap Powder among friends. No form work. Exchange family of three. Call 2466 Bell. 629 W. Lassaie st.

WANTED--A maid for general housework to go for a time to the country. No form work. Exchange family of three. Call 2466 Bell. 629 W. Lassaie st.

WANTED--Immediately experienced dining-room girl. Bell phone 1230. Home phone 5183.

WANTED--Bunch makers and rollers, steady work. L. S. Kent Cigar Co.

WANTED--Girl for stripping tobacco, good wages, steady work. L. S. Kent Cigar Co.

WANTED--Girls to learn cigar making; paid while learning. L. S. Kent Cigar Co.

WANTED--Young man for Shirt Making, no previous experience necessary; good pay while learning. Saturday afternoon or Wilson Bros. Shirt Factory, W. Sample st.

OFFICE HELP. WANTED, YOUNG PEOPLE--The Third Anniversary Fall term opening occurs Tuesday, Sept. 2. Get our catalog and souvenir watch, job or ladies' hat pin. Free to all prospective students. Office open every evening as well as during the day. SOUTH BEND BUSINESS COLLEGE

SITUATIONS WANTED--MALE. A GOOD, steady, sober man wants work of any kind. Will furnish references. Address J-115, care News-Times.

WANTED--Position by first-class chauffeur, does own repairing. Bell phone 6222 or address C. A. Waterman, 220 S. Lafayette st.

WANTED--Position of young man who wishes to attend high school, to work first school hours. Have had considerable office experience. Address A. B. C. News-Times.

### SITUATION WANTED--MALE.

BRIGHT, willing ambitious, German boy, age 16, desires situation; prefers office, state or factory work. Phone Bell 1771 or Home 6066.

SITUATIONS WANTED FEMALE. WANTED--Congenial young lady wishes home in which to earn board while attending business college. Will give best services mornings, evenings, Saturdays and Sundays. Call 551 Bell or Home 5551 for appointment.

OFFICE HELP. JULY AND AUGUST--Our Emp. Dept. received many calls during these months. If you did not secure one of these positions, we are now offering positions in Stenographers Typists, General Office People, THIS MEANS YOU. Sept and Oct. 22 will be called upon to fill many positions.

BUSINESS MEN--Call us, free of charge, for competent office assistants, substitute or permanent. Bell 2906. Home 2110. Res. 4-474. Home.

AGENTS WANTED. WANTED--Representatives in this city. Big opportunity in clean, profitable work for business woman, selling our fine plumage, cigarettes, ostrich, fancy feathers, etc. Wholesale prices. All goods guaranteed satisfactory. We are importers and manufacturers. Write today. Vogue Specialty Co., 109 N. Michigan av., Chicago, Illinois.

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WANTED--Position of young man who wishes to attend high school, to work first school hours. Have had considerable office experience. Address A. B. C. News-Times.

### BUSINESS OPPORTUNITIES.

WANTED--Ideas. Write for List of Inventions Wanted by manufacturers and prices offered for inventions. Our four books sent free. Patent secured or Fee Returned. VICTOR J. EVANS & Co., Washington, D. C.

TYPEWRITERS. Repairs on any typewriter carefully executed by experts. We can clean and adjust your typewriter. Better let us overhaul that machine NOW. It will last longer and do better work. Prices reasonable. THE TYPEWRITER SHOP, INC., 119-121 W. Jefferson Blvd. H-6170, B-949.

WANTED--Surgon wishing to locate in South Bend, would like to meet physician, corporation or fraternal organization interested in the establishment of a small private hospital; have everything necessary except suitable building. Address Box J-110, care News-Times.

FOR SALE--At a bargain on account of leaving city a shine parlor, good location. To rent pool and popcorn wagon, good as new, cheap rent. 114 S. Main st., Mishawaka, Ind. Home phone 158. Bell 123.

SCREEN DOOR and windows should be ordered now. We make all kinds and those that last. Miller Cabinet and Machine Shop, 316 Portage av. Home phone 2032.

TYPEWRITERS. All makes rented, sold, repaired. Remingtons, Nos. 6 and 7, like new, \$25 and \$30. Smith Premier, No. 2, rebuilt, \$20 and \$25. Fox, No. 3, rebuilt, \$20. Oliver's, No. 3, rebuilt, \$32.50. Remington, No. 8, rebuilt, carriage, \$30. Cash or easy payments. THE TYPEWRITER SHOP, INC., 119-121 W. Jefferson Blvd. Open evenings.

AT THE SUBWAY NOW--Six all expert barbers. A double shift. Open day and night. Plenty of good music. And see the prices. The maintenance face bleach free with your shave. Don't miss this and a lot of other good liberal stunts. We want your trade. Subway shop, under street car station.

JOHN L. JOHNSON. Practical Cabinet Maker. Furniture Packing, Reupholstering, Finishing and Caneing. Will call for and deliver. 318 N. S. Louis st. Bell phone 2468.

FILED CABINETS--Most complete line in the city. System Service Grates. Experts on all filing. Large shipment kept in stock. Let us help you find your papers. THE TYPEWRITER SHOP, INC., 119-121 W. Jefferson Blvd. Both Phones

MISCELLANEOUS. W. P. McHENRY. Vocal Instructor. (Musical Director St. James' Choir) Season begins Monday, Sept. 1, 233 Jefferson Building, South Bend, Ind.

FOR SALE--PLANOS. LOOK at this if you want a good piano at a very moderate price. An Oak case. Full iron plate full size piano with free stool, scarf and drainage, used a little over a year, now \$110. One full size, nice toned piano, was \$225, now \$115. One \$400 Cresson walnut piano, little used, for \$845. Call at once as these will go quickly. 814 N. Michigan st. Bell 1071, Home 8120.

FOR SALE--Square piano in good condition; also good upright. Must sell at once. Bargain for somebody. Easy terms. Also Columbia gramophone with records. Cheap. Bell 1904. 309 W. Colfax av.

FOR SALE--Large, hot air furnaces for sale cheap if taken at once. Robertson's Dept. Store.

FOR SALE--First-class violin by retired violinist. Address W. W., care News-Times.

FOR SALE--A shetland pony, cart, saddle etc. Gentle for children. Cheap. Home 1628. Bell 3449.

FOR SALE--White sewing machine, at a very low price. 208 S. Laurel st.

FOR SALE--Six brood sows with pigs by their side. Geo. A. Rowe. Home phone 4333.

FOR SALE--30 gallons of milk, buyer in north part of city preferred. Home phone 4822.

SPINELLA CORSETS--We do residence fitting. Bell 3449. Home 1628.

FOR SALE--Confectionery, cigar and tobacco store, good location, nice fixtures. Also 40 cars of cigars. See these bargains. Address Box E. L., care News-Times.

FOR SALE--Dining table, chairs, some kitchen furniture, stands; very cheap; leaving city. 315 S. Carroll. Bell 3450.

FOR SALE--Advance eight rook husk. er, run three seasons; in fair condition. Will sell for \$150. A bargain. Write H. W. Hays, Niles, Mich.

FOR SALE--Large, hot air furnaces for sale cheap if taken at once. Robertson's Dept. Store.

FOR SALE--Steel ranges, guaranteed bakers, at manufacturers' cost, six hole family size, \$25.00 for thirty days only. Call at factory for these bargains. Inquire Box H-146, care News-Times.

FOR SALE--All kinds of household goods; leaving city. 1031 Woodward av. Bell 4150.

FOR SALE--Large, hot air furnaces for sale cheap if taken at once. Robertson's Dept. Store.

FOR SALE--Suburban Grocery Store, clean stock, good fixtures, cheap rent. Store is a gold mine. Reason for selling poor health. Address O. C. Grimes, Goshen, Ind.

FOR SALE--Shoe store and fixtures. Men's and boys' shoes only. First-class stock. Sam Engel, cor. Michigan and Division st's.

FOR SALE--A fine building. Call 814 Cottage Grove av.

FOR SALE--Large rot. top desk, new safe and typewriter desk. Must sell. Apply to G. A. Elliott, room 808 J. M. S. Bldg.

FOR SALE--Cock stove good as new \$3.00. Apply Abe Schwartz, Spiro's.

### FOR SALE--MISCELLANEOUS.

FOR SALE--Meat market doing a cash business. 531 S. Michigan st.

FOR SALE--Sections, 6000 acres, bargain, 42 sections, 6 tops and bases, all quartered land. Sell all or in part. Apply to G. A. Elliott, room 808 J. M. S. Bldg.

FOR SALE--HOUSEHOLD GOODS. AUCTION SALE--Large lot of household goods Wednesday at 222 East Navarre st. Commencing at 1:30 p. m. J. A. Hartman, Auctioneer.

For Sale--Half Prices Sept 1 to 4 only. Exclusive home furnishings--Piano, mahogany parlor and bedroom suites, brass beds, rugs, old English buffet and dining room furniture, gas stove, lace curtains, etc. 103 Marquette av. Home phone 1753.

FOR SALE--POULTRY. FOR SALE--Bantam chickens, 25 cents each. Call 433 Vista av.

FOR SALE--One used auto, 25 H. P., in good running order, equipped with Motz cushioned tires, good as new. Would sell good commercial price. Will sell cheap to make room. Call or address 1913 Lawrence st., City.

FOR SALE--One Orient backboard delivery auto in good condition. One Cadillac delivery auto, new body, has windshield, new tires, curtains, etc. One large 7-pass. touring car in good running shape. These autos will be sold cheap for cash. Call MILLER'S REPAIR SHOP, 293 N. Main st. Home phone 137. Mishawaka.

BEST PRICES YET. Reo 4 pass. or delivery . . . \$250.00 Electric Reo 4 pass. . . . . 300.00 Electric Reo 4 pass. . . . . 400.00 Buick 5 pass. for taxi work . . . 350.00 Buick 5 pass. . . . . 500.00 Maxwell Runabout . . . . . 250.00 Call and look them over. SHERLY AUTO SCHOOL AND GARAGE, 232 N. Michigan st. Both phone 2.

FOR A LIMITED TIME we will repair your automobile free of charge by experienced, competent mechanics. If new parts necessary same will be purchased subject to approval of owner. This free work is done for practical experience to auto school students and under the personal supervision of competent mechanics. Our work is guaranteed. Call and see us. W. P. McHENRY SCHOOL AND GARAGE, 232 N. Michigan st. Both phone 2.

FOR SALE--Five-passenger Overland; open survey; seat single harness; cutter; new tires; in excellent condition. Owner leaving city. Call Home 2163; Bell 4031. Les. 501 E. Ireland av.

FOR SALE OR TRADE--Good 40 horse-power Winton automobile. Looks like new. M. & S. Steam Vulcanizing Garage Co., 305-307 E. Jefferson Blvd.

Horses, Carriages, Wagons, etc. FOR SALE--A good 1300 bay horse for \$100.00 to party giving horse good home. No horse trading. Suitable for use at Ward's Livery or call Claude Dunn, Home phone 5119.

FOR SALE--Good young horse, weight 1200 lbs. Call L. Taylor, phone 305 Lapsz.

FOR SALE--Horse, harness and buggy, cheap, good reasons for selling. Inquire 1023 De Lande av. or Bell phone 3216.

FOR SALE--15 head of horses from 1000 to 1500 lbs. weight. Suitable for farm, taken at once. 202 S. Chapin st. Home phone 627. Bell phone 2681.

FOR SALE--Pony outfit; original cost, \$300; want \$125. Address Box J-113, News-Times.

DR. DANIEL J. HILL, Veterinary Surgeon. Ringbone and Botstraps cured. No pay till cured. No blemish. First-class reference given. All kinds of veterinary practice. Prompt attention to all day calls. Lebbman & Kirkley's 10c Hitch Barn, Bell Phone 3507.

FOR HIRE--LIVERY--A pair of nice driving horses, with Stanhope or carriage, for private parties. Suitable for physician, estate man, agent, collector or for pleasure driving. Rates very reasonable. Call at 404 W. Jefferson av. or phone 8536 Home phone.

FOR RENT--ROOMING HOUSES. FOR RENT--Large rooming house with bath, well located and money maker; also suitable for two families. Nice deal to right party. Inquire 417 Jeff. Bell. Home 1268.

FOR SALE--STORE BUILDING. FOR SALE--Store building, two-story frame and 2-room house adjoining. Thickly settled factory district. Bargain if taken at once, only part payment required. Call at factory for these bargains. Inquire Box H-146, care News-Times.

FOR RENT--UNFURNISHED ROOMS. FOR RENT--Suite of four unfurnished rooms, three connecting, 210 N. Main st.

FURNISHED ROOMS. FOR RENT--Two light, housekeeping rooms; also sleeping room; 1 1/2 blocks from postoffice. 224 S. Lafayette.

FOR RENT--Light housekeeping, also sleeping rooms, single or on suite; two blocks north and one block west Oliver hotel. Strictly modern. Bell phone 1400. 307 N. Lafayette st.

FOR RENT--One furnished room at 808 Cushing st., suitable for young lady, in a modern home.

FOR RENT--Suite of 2 beautiful large furnished rooms on first floor with private bath, toilet and private entrance. Everything modern. 40 W. Jefferson av. Home phone 8336.

FOR RENT--Furnished rooms for light housekeeping; 3 unfurnished rooms; also front sleeping rooms at 82 E. Cedar st.

### FURNISHED ROOMS.

FOR RENT--A suite of neatly furnished rooms complete for light housekeeping. Also a large front room for sleeping. 104 N. Hill st. Bell phone 494.

FOR RENT--Very desirable modern rooms, single or double, within walking distance from downtown. 615 W. Washington av.

FOR RENT--Sleeping room, 301 N. Lafayette st. Home phone 1490.

FOR RENT--Light housekeeping, also sleeping room, single or on suite; two blocks north and one block west Oliver hotel. Strictly modern. Bell phone 1400. 307 N. Lafayette st.

FOR RENT--Furnished rooms, modern, convenient, one block from Oliver. 213 N. Main. Home phone 6338.

FOR RENT--Large front room on first floor, suitable for two gentlemen, bath and telephone, 1 1/2 blocks from postoffice. 224 S. Lafayette.

FOR RENT--Furnished rooms; also light housekeeping rooms. 107 W. Colfax av.

FOR RENT--Furnished light housekeeping rooms. Modern. Both phones. 1396 Home, 2511 Bell, call evenings. References required. 1004 E. Madison st.

FOR RENT--OFFICE ROOMS. FOR RENT--Second floor, 116-118 E. Jefferson Blvd. Suitable for sales room, offices or light manufacturing. Office 3250 ft. one large room 33 ft. by 12 ft. and 1000 sq. ft. of storage space. In rear of first door. Equipped with elevator. Inquire News-Times office.

FOR RENT--Office rooms, either single or en suite, building is centrally located; elevator service and other modern conveniences. Are your offices properly kept up? Janitor service included in rental of office and everything is kept in first class condition. Apply to Dr. E. K. Dean, Dean Bldg.

FOR RENT--HOUSES. FOR RENT OR SALE--8-room modern house, \$40 per month. 325 S. Franklin St. Inquire Geo. Ford, 216 W. Wash. st.

FOR RENT--Oct. 1, strictly modern finely appointed apartment. 110 N. William st. Home phone 6720.

FOR RENT--7-room house, modern except furnace. Gas and electricity; bath with instantaneous heater, paved street, 40 feet from car line, \$15.00. No. 734 Wilber Inquire next door south, or telephone Home phone 5634, Bell 624.

FOR RENT--Strictly modern 8-room house, well located, cheap rent. 7-room house, 704 N. J. M. S. Bldg.

FOR RENT. 7 rooms, Ottawa court, part modern, \$15.00 6 rooms, 110 S. Main st. Both phone 2. Waka, Ind. . . . . 2.00 STORE & FLAT, Pulaski st. . . . . 8.00

FOR RENT--A 9-room oak finish, strictly modern, steam heated house on Horatio street, near downtown. Inquire 710 Park av. Home phone 5293.

FOR RENT--DANCE HALL. Lasalle Hall. American Hall. For Rent to Dancing Parties, or for other Entertainments.

THE AMERICAN AND LASALLE HALLS. Everything Complete. Prices Reasonable. GEO. F. KERNER. MANAGER. Home Phone 1833.

FOR RENT--STORE ROOMS. FOR RENT--Store 827 Portage av. To right party will help to finance a grocery or other business taking interest in same. Inquire 417 Jefferson Bldg.

FOR SALE--HOUSES. FOR SALE--A special bargain in a fine home on Allen or Logan St. or West End. Small payments down. Elmer Dodge, 124 W. Washington Av.

FOR SALE--A fine modern home on Woodward av., with garage. A small cottage with bath, gas and electric light in good neighborhood. A bungalow all modern except furnace on Quincey st., \$2,200. Also several new homes not far from the factory districts for sale for cash or payments.

W. K. McHENRY, 115 S. Main St. Bell Phone 299; Home Phone 5733.

ON ACCOUNT of leaving the city I must dispose of my residence in Navarre Place, and accept any reasonable offer for the same; house is strictly modern, cement cellar under whole house, furnace, hot and cold water, instantaneous heater, oak trim first floor. Newly painted. See at once. C. F. Wolcott, 414 N. Michigan st.; Bell 1971; Home 8120.

FOR SALE--HOUSE. I will build you a house on Allen or Logan St. or West End. Small payments down. Elmer Dodge, 124 W. Washington Av.

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W. K. McHENRY, 115 S. Main St. Bell Phone 299; Home Phone 5733.

FOR SALE--One 7-room modern house, 1004 E. Indiana av. C. R. Bunnuck.

FOR SALE--My home, 1247 Mich. av.; 7 rooms finished in