

GOOD RECOVERY FOLLOWS DECLINES IN STOCKS ON SELLING PRESSURE

Conjectures on President's Message to Senate Disturb Wall Street—Fears Disappear When Contents Are Made Known

High Points in Today's Financial News

Conjectures on contents of President's message to Senate disturbed Wall Street throughout day. Stocks declined in morning; recovered in afternoon. Italian exchange weak in foreign exchange market. Sterling and francs unchanged. Wheat higher. Sharp break in cotton. Philadelphia bank statement showed big gain in individual deposits and surplus. Price for buy silver higher. Lat Bruders delivered extra dividend. Price of zinc ore up \$10 a ton.

Wall street was disturbed all through the forenoon today by conjectures as to what the President's message to be delivered to the Senate in the early afternoon would present for public consideration. At the opening the tone was fairly strong because of the reports that the German raid had been destroyed, but the demand for stocks was quickly supplied and the Street and Stock Exchange lobbies were filled with rumors about new German undersea activities and about some position to be taken by our Government that might again confuse the diplomatic situation. For a time the Street became nervous, fearing that the selling pressure indicated another leak similar to that which preceded the publication of the peace note.

When the President's message was read these fears quickly disappeared and the fact that nothing was found by the speculative element in the expressions of the Executive to cause any new alarm made it apparent to many in the Street that those who sold stocks in the first half of the day did not have any information in regard to the Administration's attitude. The fears, which were later dispelled, made many stocks recover a good deal of ground.

United States Steel common, after selling at 114 1/2, dropped to 112 1/2 and then turned back to 114. Marine issues were strong in the first few minutes, when the preferred stock rose 2 points to above 92, but quickly dropped to 87 1/2 and rallied again to above 91. Atlantic, Gulf and West Indies ranged from 121 1/2 to 116 and then moved up again to above 121. General Motors ranged from 128 1/2 to 126 1/2 and rallied to above 125. In the late trading the market tone was strong, but with business almost wholly of a professional character, the buying chiefly coming from those who had sold stocks in the morning.

Bonds moved for a time during the day in the same manner as stocks and also rallied when the stock market recovered. The foreign bonds, Convertible Issues were directly influenced by the weakness in stocks. Chile Copper 2 1/2 dropping from 129 1/2 to 127 1/2, and some of the reorganized railroads sold off fractionally. Anglo-French 5s sold at 95 1/2 to 95 3/4. New York Railway 5s sold at 97 1/2.

CURB RECOVERS QUICKLY AFTER PRESIDENT DELIVERS MESSAGE

Securities were pressed for sale in the outside market from the beginning of business until after the text of the President's message was published. At first there was a strong tone to some issues on the Broad Street Curb, with a number of stocks making moderate gains in the early trading, but before the first hour had passed nearly everything in which there was active dealing dropped 1 to 2 points, and the way in which stocks were offered created a good deal of nervousness.

After the message was published the situation changed. Stocks which had been pressed for sale were in brisk demand and nearly everything moved up to a substantially higher range. This left prices at the end of the day showing a small net change.

Among the lower priced ones of the widest was in Marine Arms, which dropped from 69 1/2 to 66. Midvale ranged from 61 1/2 to 60 and United Alloys sold point falling from 52 to 51. The motor stocks were without much support, Chevrolet falling from 122 to 115 and United Motor from 18 1/2 to 17 1/2.

The oil stocks were fairly well held. Oklahoma Producing selling at 12 1/2 and 12 1/2 and Otago at 9 1/2 and 8 1/2. Sinclair was traded in during the first half of the day at 62 to 61 1/2.

Some of the lower priced mining stocks were active, with Arizona Mines attracting attention because of brisk buying at 3 1/2 to 1, based on reports of development at the mines. Butte Copper and Zinc sold down the first half of the day from 11 1/2 to 10 1/2, but later recovered nearly all this loss.

The United Kingdom one-year new bonds sold at 99 1/2 and the new two-year bonds sold at 95 1/2.

INDUSTRIALS

Table listing various industrial stocks such as American British Mfg, American Marconi, American Wire Paper, etc.

INDEPENDENT OIL STOCKS

Table listing independent oil stocks such as Barnett Oil & Gas, Condon Oil & Gas, etc.

MINING STOCKS

Table listing mining stocks such as Alaska Standard, Big Ledge, etc.

RAILROADS

Table listing railroad stocks such as Rock Island, Erie, etc.

STANDARD OIL STOCKS

Table listing standard oil stocks such as Illinois, Ohio, etc.

FOREIGN EXCHANGE

Table listing foreign exchange rates for various countries.

New York Stock Sales

Large table listing various stock sales with columns for High, Low, Close, and other details.

New York Bond Sales

Table listing various bond sales with columns for High, Low, Close, and other details.

MESSAGE TO SENATE STRENGTHENS WHEAT

President's Address Causes Buying on Active Scale and Allays Nervousness of Traders

WEATHER CONDITIONS

NEW YORK, Jan. 22.—A letter received at the Weather Bureau this morning indicated the following weather conditions:

Canadian Northwest clear 20 to 22; Middle West clear 18 to 20; Southwestern clear 18 to 20; Lower Mississippi valley clear 18 to 20; Upper Valley clear 18 to 20.

The following precipitation (in inches) was reported: St. Louis, 1.0; St. Paul, 1.0; Chicago, 1.0; Detroit, 1.0; Cleveland, 1.0; Philadelphia, 1.0.

On Jan. 22, President Wilson's address to the Senate turned a heavy wheat market into a strong one today. It induced buying on quite an active scale and allayed nervousness previously created about the foreign relations of the United States.

The low on May was \$1.87 1/2, the high \$1.87 1/2 and the closing \$1.87 1/2. The bottom on July was \$1.90, the top \$1.91 and the ending \$1.91 1/2.

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PHILADELPHIA MARKETS

GRAIN AND FLOUR. WHEAT—Receipts 158,400 bush. The market was steady with demand fair.

POULTRY

LIVE—The market was steady with demand fair. The market was steady with demand fair.

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COMPERS' HELP MAY STRIKE

Stenographers Consider Walkout When \$3 a Day Wage Is Refused

WASHINGTON, Jan. 22.—Stenographers in the headquarters of the American Federation of Labor here, who work for President Compers, are threatening a walkout. Their demand for a minimum wage of \$3 a day has been refused, although Compers and the federation are lined up behind the bill now in Congress to pay Government laborers such a wage.

The typists and clerks who work for the federation belong to the Stenographers, Typewriters, Bookkeepers and Assistants Union. The union is ready to decide whether or not a strike vote shall be taken, according to Miss Margaret Stewart, its secretary.

\$2140 Paid for Field Manuscript. CHICAGO, Jan. 22.—It was announced at the close of the Allied Bazaar here that the manuscript of Eugene Field's poem, "Little Boy Blue," brought \$2400. It went to John McFormack, the singer.

WINTER RESORTS. ATLANTIC CITY, N. J. Hotel Dennis. Open at all seasons of the year. A recognized standard of excellence. Capacity 600. WALTER J. BUZZY.

THE LEADING RESORT HOTEL OF THE WORLD. Marlborough-Blenheim. ATLANTIC CITY, N. J. JOSHUA WHITE & SONS COMPANY.

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OLD POINT COMFORT, VA. HOTEL CHAMBERLIN. Old Point Comfort, Va. Sea-View. Full Board. Every European. Capacity 100. J. H. Adams, Manager.

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TEMPLE UNIVERSITY. Broad and Seeca Streets. STRAY'S. The Best Business School. Practical instruction. 1811 Chestnut Street.

"IT COSTS MORE TO GET A BARREL OF POTATOES FROM THE CORNER GROCERY STORE TO YOUR HOME THAN IT DOES TO BRING IT FIVE HUNDRED MILES FROM WHERE IT WAS GROWN TO THE CORNER GROCERY STORE.

The bill for cartage that is going on about us now is a bill possibly equal to ten thousand million dollars a year," says Secretary Redfield.

The business of carrying goods is as old as the hills, but cities with populations of millions, in a country of one hundred million people have no precedent in history.

Cutting down the "bill for cartage" has in twenty years developed the motor truck from an idea to a necessity. In 1917 it is estimated that there will be 60,000 more motor trucks made and sold than in 1916.

These motor trucks are being absorbed by every line of business; the transportation of a million of the one thing common to every industry.

The express companies have the delivery of goods as their one problem—the big express companies have fleets of hundreds of motor trucks, the smaller ones find their profits growing when they install their first truck.

Department stores have become absolutely dependent on motor trucks—a delivery system less efficient would be inadequate.

The coal dealer and contractor prospers or fails as his delivery costs compare with his competitors; and the motor truck has been the one effectual answer to his problem.

Manufacturers are buying trucks in tremendous quantities to solve the thousand and one hauling problems within their own plants.

Business, large and small, has acquired wide motor truck knowledge based on experience.

But knowledge has brought a sense of motor truck values, and today it is not a question of any motor truck.

The purchaser of a motor truck requires a machine that will do continuous, effective and economical work.

A motor truck is a piece of machinery, after all—to keep going at maximum efficiency it requires attention.

The responsible and successful motor truck manufacturer assumes the responsibility of service. It pays a prospective buyer to investigate the service facilities that are at his disposal.

THE RESPONSIBLE AND SUCCESSFUL MOTOR TRUCK MANUFACTURER ASSUMES THE RESPONSIBILITY OF SERVICE. IT PAYS A PROSPECTIVE BUYER TO INVESTIGATE THE SERVICE FACILITIES THAT ARE AT HIS DISPOSAL.

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