

GOSSIP OF THE STREET—PHILADELPHIA COMMERCIAL MARKETS—GRAIN AND COTTON

MERCHANTS AND BANKERS STUDY TRADE ACCEPTANCES

Campaign Under Way to Popularize Them as Negotiable Instruments for Commercial Purposes and Help in War Financing. Gossip of the Street

The Philadelphia Company, which supplies Pittsburgh and many of the suburban towns that are included in what is known as the Pittsburgh district with electric light, power and traction, and also with natural and artificial gas, should make a good showing in net earnings toward dividends at the end of its next fiscal year on March 31, 1918. In the year 1916-17 the surplus toward dividends after deducting the dividend on preferred was equal to 9.2 per cent.

This company is now setting twenty-one cents wholesale for its natural gas delivered in Pittsburgh. Before the war the price was fourteen cents, and six months ago the price advanced to eighteen cents. The present price of twenty-one cents will, therefore, apply for about six months of the present fiscal year.

In addition the Philadelphia Company owns some valuable coal acreage (about 300 acres) about ten miles down the river from Pittsburgh. The present output from this source is said to be about 2500 tons daily, with arrangements under way to increase this to 4000 tons daily.

One year ago this coal property was not owned by the company, it is said, and was not in running condition, and as a new source of earning is adding a profit of \$20,000 a month to the earnings of the corporation.

Popularizing Trade Acceptance

The campaign to popularize the trade acceptance not only as a negotiable instrument for commercial purposes, but as a necessary help to finance the war, is being studied by merchants, bankers and manufacturers in all parts of the country.

Dr. J. T. Holdsworth, dean of the school of economics of the University of Pittsburgh, gave an address, entitled "Win the War With Trade Acceptances," before 400 leading manufacturers, wholesalers, jobbers, bankers and retailers of the city of Cleveland recently, in which he said that it is the next step following the Federal Reserve law.

"The Federal Reserve law," he said, "made possible America's entrance into the war. Without it our financial system would never have stood the strain. Now we need a means to wipe out bad debt losses and put money tied up in mercantile transactions into usable form. If we get it the flotation of this and subsequent Liberty Loans will be made easy. It is the one remaining thing needful to insure winning the war from a financial standpoint. Every business man should adopt the trade acceptance."

Concerning Standards of Value

There was a time in the dim and distant past when prices of commodities and, in fact, all kinds of merchandise were ruled by the market prices of the two great staples, iron and wheat. But that was before the days of pools and combines and general stock market manipulation. Today many people are trying to find if, anywhere, not taking the gold standard into consideration, there really is a regulated standard of values. Certainly the daily quotations of the stock market do not represent such a standard. Take United States Steel, which is probably the most representative stock that could be selected for the purpose of establishing a barometer of values, and we find it gyrating, now high, now low, and on Monday last reaching a point where it was quoted lower than it had fallen for months.

What happened to produce such a fluctuation in price for this stock? Not decrease in orders or production, for its plants are running to the limit and the unfilled tonnage orders, both actual and prospective, will take months to fill. Not a violent fluctuation in prices for the finished product, as even Judge Gary has expressed his satisfaction with the prices fixed by the Government. Not the war taxes, for the corporation had already deducted for the purpose an amount substantially greater than the highest figures arrived at by expert tax computers. Nothing but manipulation can account for such sudden price changes.

The same rule, and not the usual law of supply and demand, applies in a greater or less degree to virtually every listed stock. Stock exchange prices have seldom a close relation to intrinsic or even investment values.

Speaking on this subject of a standard of values yesterday, a prominent broker said that if he were invited to go into a syndicate, and he wanted to acquaint himself beforehand with the trend of the security market as to whether it was going up or down, the stock exchange quotations would be the last thing he would consult. There are in this city, he said, and in every large city, brokers who trade in unlisted securities. They keep record cards of every inquiry for each separate security, how much is "bid" and how much "asked," and the sale price if the transaction ends in a sale.

"I would put more dependence on such records where a matter of judgment would be involved than on any other method of arriving at the true state of this security market," of real intrinsic values. The difference between what these records show and what stock market quotations show," he said, "is the difference between a natural market carried on by the public who honestly want to buy or sell and an artificially manipulated market."

Mexican Oil Production

A prominent oil broker in the central section of the city says that the public in the United States has no idea of the oil production in the Tampico region in Mexico.

"Any one of four wells in that section is at present producing more oil than all the oil wells in the United States combined. This oil, he says, is of a sufficiently high grade to be used as fuel for naval and other vessels without refining. One well in the Tampico district in eleven years has sold its output for more than \$63,000,000. Another well in the same section, known as the Cerro Azul well, which came in on February 27, 1917, is flowing at the rate of 210,000 barrels a day, and still another well has produced 80,000,000 barrels in seven years.

"Powder" Surpluses May Buy Liberty Bonds

There is a great deal of curiosity expressed on the street and among holders of munition securities, especially the "powder" stocks, as to what these companies are going to do with their enormous surpluses which would fall on such accumulations of the very heavy taxation which, under the war-tax law, would fall on such accumulations not actively employed in the business.

None of the brokers who are supposed to be actively representing these stocks could be induced to venture an opinion, but from other sources it was said that they would invest the surpluses in Liberty Bonds and pay them out as dividends. In fact, in one quarter it was stated that a prominent member of one of these companies, who was in the city yesterday, had expressed himself on the subject in a manner which confirmed this rumor.

Hint of Let-Up in "Trust Busting"

The announcement from Washington that the Harvester trust case would not be heard for the present has been favorably received in interested quarters. Some critics say that the Government's contention is not based so much on the Harvester trust's operating methods as on the methods by which its original formation was accomplished.

The decision of the Government not to pursue the case just now is generally looked upon as indicating a willingness on the part of the Administration to postpone "trust busting" during the continuance of the war. The big combinations of the trade have recently proved invaluable to the work of the Government in the stupendous preparations for war purposes, and when the war is over better laws for their regulation and control will no doubt be enacted. Already steps have been taken toward this end to facilitate our foreign commerce.

Demands of Plane Building

A dispatch from Boston drawing attention to the enormous extent of the war preparations now in progress in the United States gives emphasis to one fact, and that is not generally known, in connection with the manufacture of airplanes as follows:

But probably the most remarkable and far-distant preparation for the war may be found in the great spruce forests on the Pacific coast. Trees there are now being cut to furnish wood for airplanes for the United States and the Allies, many of which trees were old when Caesar chased the Germans out of France across the Rhine and noted the bravery of the Belgians. Here are wings of victory for the Allies, which had their beginning a thousand years before the birth of Christ, and may be figured to antedate the civilization of Greece and Rome.

The United States and the Allies need 15,000,000 feet of this wood monthly, and mills are being specifically built to provide it. Spruce is the lightest, toughest and most elastic of all timber suitable for airships, and it is claimed that this spruce gives an airplane 10 per cent superiority in flying. Only about 15 per cent of the log can be used in airplane work, so that fully a billion feet of logs must be cut annually, to secure the best wings. The rest of the log can be used for pulp and timber.

These trees are so old—many of them more than 3000 years—that all the lower knots were long since bedded well back in the trunk.

Flour Output Increases

MINNEAPOLIS, Oct. 18.—Minnesota flour output last week increased 38,252 barrels. The mill made in the week ending October 13, 482,250 barrels, against 291,570 in 1916. Today only fifteen mills are in operation, due to the order of the Milling Division of the Food Administration restricting millage here to operate only 48 per cent capacity. Therefore, to large degree of capacity for this week. A year ago this date 281,729 barrels.

Granulated Sugar Unchanged

NEW YORK, Oct. 18.—The refined sugar market remained unchanged with the American, National and Pennsylvania companies quoting fine granulated at \$35c. The Federal Sugar Refining Company, Arbuckle Brothers and the Warner Company continued withdrawn and the plant of the latter company has been closed down, owing to the lack of raw material. The last sale of granulated sugar was at \$35c.

REA SUMS UP RAILROAD SITUATION

What the Roads Are Doing:
Expediting traffic.
Carrying more tons to a car and to a train.
Moving freight cars and engines more miles per day.
Eliminating unnecessary train service.
Releasing men, trackage and equipment to care for the movement of troops, military supplies, food, fuel and other necessities.
Furnishing material for the cantonments.
Providing additional facilities for shippers, industries and mines.
Expediting coal shipments.

Difficulties the Roads Have to Face:
Unprecedented scale of prices for all materials.
Wages higher than ever known before.
Labor difficult to obtain at any price and much of it incredibly inefficient.
Inability to obtain new locomotives, steel rails and many other materials.

What the Railroads Need:
Simplification of accounting.
Elimination of unnecessary reports.
Prompt accounting of all receipts and disbursements.
Legalizing pooling of traffic under proper public supervision.
Encouragement of mergers to promote efficiency.
Relief from obsolete restrictions of State statutes and the Sherman law.
Obtaining real valuation of railroads.
(The foregoing are the high points in an address delivered by Samuel Rea, president of the Pennsylvania Railroad, at a banquet of the National Association of Railroad Commissioners in Washington yesterday.)

CORN PRICES FIRM AFTER WEAK START

Bears Fail in Effort to Force Quotations Downward—Selling Is Overdone

CHICAGO, Oct. 18.—Absorption by commission houses brought about a firmer tone in the corn market late in the session today after it had been generally easy, due to nervousness over the attitude of the food administration. Bears were aggressive at times and tried to force quotations down further, but the selling was again overdone. There was little new business in evidence.

Weather conditions in parts of the belt were unfavorable, but lower temperatures were forecast which would be good for curing the grain. It was believed that sales by the country would become heavier soon. St. Louis reported tenders of new, to arrive for November shipments, at \$1.30, and 17c over December here was bid for new number 4 yellow for shipment by November 22.

The market at Liverpool was steady on light export offers from America, and indications that there would be no shipments from Argentina for the week. Private cables said that the strike in Argentina had been settled by Government interference.

The high on December was \$1.15 1/2, the bottom \$1.14, and the close \$1.15 1/2. The high on May was \$1.11 1/2, the low \$1.10 1/2, and the final \$1.11 1/2. Compared with \$1.10 1/2, yesterday's close was firmer, but trade was dull. The country continued to offer sparingly. There was some inquiry for the cash article from the seaboard at 5 1/2c over December.

Newport News reported that twenty-three boats were there waiting to load on the basis of 20,422 for midding. The sales were 2000 bales. There were no imports. Spot prices were American midding, fair, 23.57c; good midding, Canadian, 23.57c; 20,422; low midding, 18.92c; good ordinary, 18.92c; ordinary, 18.47c.

LIVERPOOL COTTON

LIVERPOOL, Oct. 18.—Spot cotton was quiet today, with prices easier on the basis of 20,422 for midding. The sales were 2000 bales. There were no imports. Spot prices were American midding, fair, 23.57c; good midding, Canadian, 23.57c; 20,422; low midding, 18.92c; good ordinary, 18.92c; ordinary, 18.47c.

LONDON STOCK MARKET

Business Irregular, With No Increase in Trading—Americans Narrow

LONDON, Oct. 18.—With the war news and the weekly British submarine figures colorless and ignored the Stock Exchange markets were irregular today. There was no increase in trading.

Helped by easier rates for money, the gilt-edged section was firm. Following the recent rise, there was slight realising of the 5 per cent war loan. Consols were flat in sympathy with exchange.

American were narrow and wavered, affected by the feeling at New York. In spite of better exchange, Canadian shares were easier, but Grand Trunk were hard. Conflicting reports concerning the strike caused hesitation in Argentine rails. Home news of the later maturity mentioned earlier spots. Rubbers were steadier on an improvement in the staple. Insurance and brewery specialties were strong.

FOREIGN EXCHANGE

NEW YORK, Oct. 18.—The feature of the foreign exchange market, and only one in the early dealings today, was a break in rubles. The decline amounted to about 60 points from yesterday's final figures and there was reported to be absolutely no bids in the market.

Quotations:
Demand sterling 4.75, cables 4.76-14, sixty-day bills nominally 4.71 1/2, ninety-day bills 4.69 1/2.

Francs cables 5.7 1/2, checks 5.7 1/2.
Lire cables 7.76, checks 7.77.
Soviet cables 4.85, checks 4.87.
Guilder cables 43 1/2, checks 43.
Pesetas cables 23.28, checks 23.20.
Ruble cables 14.50, checks 14.40.
Stockholm cables 21, checks 21.
Christiana and Copenhagen cables 31 1/2, checks 31 1/2.

BANK CLEARINGS

Bank clearings today compared with corresponding days last year are as follows:
Philadelphia, 1917 1916
Total, \$1,342,338,421.82 \$1,337,572,772.18
New York, 1,313,347,488.74 1,317,000,000.00
Baltimore, 95,100,000.00 95,100,000.00
St. Louis, 29,100,880.20 28,488,291.14

ALABAMA COMPANY PAYS 7 PER CENT

BALTIMORE, Oct. 18.—The Alabama Company has declared a dividend of 7 per cent on its second preferred stock, payable December 5 to holders of record November 30. The directors have ordered the cancellation of \$235,700 of the company's general mortgage 5 per cent bonds, as well as \$20,000 of the 5 per cent consolidated bonds in the Liberty Loan, which had been ordered.

September Gross Earnings of the Virginia Railway and Power Company

September gross earnings of the Virginia Railway and Power Company were \$574,328, against \$481,230 the same month last year. The gain is \$93,108. Net increase, \$18,218. Three months' gross was \$1,728,994, compared with \$1,497,235 during the same period in 1916, or an increase of \$231,659. Net for the three months' increase, \$53,290.

Bank of England Statement

LONDON, Oct. 18.—The weekly statement of the Bank of England, as follows:
Total reserves £22,246,000, increase £58,000; bullion £56,025,000, increase £547,000; other securities £100,359,000, increase £11,450,000; other deposits £132,048,000, increase £12,444,000; public deposits £42,721,000, increase £346,000; Government securities £58,231,000, increase £960,000.

NEW YORK BUTTER AND EGGS

NEW YORK, Oct. 18.—Butter—Receipts, 15,000 lbs. Market steady. Eggs—Receipts, 15,000 lbs. Market steady.

PHILADELPHIA MARKETS

GRAIN AND FLOUR

WHEAT—Receipts, 104,787 bushels. The market steady. Quotations: Car lots, in export elevators (Government standard) including No. 1 red, \$2.21; No. 1 soft red, \$2.25; No. 2 yellow, \$2.10; No. 3 soft red, \$2.18; No. 4 red, \$2.17; No. 5 white, new, \$2.15; same price as red. (Mixed wheat, 30 c.) No. 2 white, new, soft, and in no case at above the under No. 4.

CORN—Receipts, 3038 bushels. The market was dull and nominal. Quotations: Car lots, in export elevators (Government standard) including No. 2 yellow, \$2.10; No. 3 yellow, nominal; No. 4 white, new, \$2.04.

OATS—Receipts, 175,377 bushels. There was little activity in the market. Quotations: Standard and values ruled steady. Quotations: Canadian Car Co., No. 1, \$1.05; No. 2, \$1.04; No. 3, \$1.03; No. 4, \$1.02; No. 5, \$1.01; No. 6, \$1.00; No. 7, \$0.99; No. 8, \$0.98; No. 9, \$0.97; No. 10, \$0.96; No. 11, \$0.95; No. 12, \$0.94; No. 13, \$0.93; No. 14, \$0.92; No. 15, \$0.91; No. 16, \$0.90; No. 17, \$0.89; No. 18, \$0.88; No. 19, \$0.87; No. 20, \$0.86; No. 21, \$0.85; No. 22, \$0.84; No. 23, \$0.83; No. 24, \$0.82; No. 25, \$0.81; No. 26, \$0.80; No. 27, \$0.79; No. 28, \$0.78; No. 29, \$0.77; No. 30, \$0.76; No. 31, \$0.75; No. 32, \$0.74; No. 33, \$0.73; No. 34, \$0.72; No. 35, \$0.71; No. 36, \$0.70; No. 37, \$0.69; No. 38, \$0.68; No. 39, \$0.67; No. 40, \$0.66; No. 41, \$0.65; No. 42, \$0.64; No. 43, \$0.63; No. 44, \$0.62; No. 45, \$0.61; No. 46, \$0.60; No. 47, \$0.59; No. 48, \$0.58; No. 49, \$0.57; No. 50, \$0.56; No. 51, \$0.55; No. 52, \$0.54; No. 53, \$0.53; No. 54, \$0.52; No. 55, \$0.51; No. 56, \$0.50; No. 57, \$0.49; No. 58, \$0.48; No. 59, \$0.47; No. 60, \$0.46; No. 61, \$0.45; No. 62, \$0.44; No. 63, \$0.43; No. 64, \$0.42; No. 65, \$0.41; No. 66, \$0.40; No. 67, \$0.39; No. 68, \$0.38; No. 69, \$0.37; No. 70, \$0.36; No. 71, \$0.35; No. 72, \$0.34; No. 73, \$0.33; No. 74, \$0.32; No. 75, \$0.31; No. 76, \$0.30; No. 77, \$0.29; No. 78, \$0.28; No. 79, \$0.27; No. 80, \$0.26; No. 81, \$0.25; No. 82, \$0.24; No. 83, \$0.23; No. 84, \$0.22; No. 85, \$0.21; No. 86, \$0.20; No. 87, \$0.19; No. 88, \$0.18; No. 89, \$0.17; No. 90, \$0.16; No. 91, \$0.15; No. 92, \$0.14; No. 93, \$0.13; No. 94, \$0.12; No. 95, \$0.11; No. 96, \$0.10; No. 97, \$0.09; No. 98, \$0.08; No. 99, \$0.07; No. 100, \$0.06; No. 101, \$0.05; No. 102, \$0.04; No. 103, \$0.03; No. 104, \$0.02; No. 105, \$0.01; No. 106, \$0.00; No. 107, \$0.00; No. 108, \$0.00; No. 109, \$0.00; No. 110, \$0.00; No. 111, \$0.00; No. 112, \$0.00; No. 113, \$0.00; No. 114, \$0.00; No. 115, \$0.00; No. 116, \$0.00; No. 117, \$0.00; No. 118, \$0.00; No. 119, \$0.00; No. 120, \$0.00; No. 121, \$0.00; No. 122, \$0.00; No. 123, \$0.00; 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