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READING PLANT CLOSES

Embargo on Shipments Makes 4500 Employes Idle Until Tomorrow

READING, Pa., Feb. 4.—Rather than stack up its products in its yards, if it gets enough coal to run its numerous plants here, the Reading Iron Company shut them all down until Tuesday. The freight embargo is the cause. The company is exempted from the Garfield shutdown order, but the company cannot ship its bar iron, pipe and other products as long as the embargo lasts. More than 4500 employes are affected by the order. For lack of coal the plant has been running only 50 per cent capacity recently.

GOSSIP OF THE STREET

WAR FINANCE CORPORATION MEETS WITH OPPOSITION

Some Claim It Will Produce Inflation; Others Say Not— Gossip of the Street

THE criticism of Secretary of the Treasury McAdoo's $500,000,000 war finance corporation by the National City Bank of New York in its February letter is a subject for discussion in some of the brokers' offices and the investment houses.

Following a summary of the proposed bill authorizing the formation of such corporation, the bank letter says:

"These are extraordinary times, and nobody wishes to withhold from the Administration at Washington any degree of authority which may be necessary to secure the most effective mobilization and use of our resources during the war, but this measure clearly contemplates the use of credit in a manner and to a degree which in our opinion cannot be advantageous to the country under any circumstances."

It then proceeds to remark that, while it is exceedingly important to give support to the essential industries of the nation and to bring them to the highest point of efficiency, "the printing press is not an effectual agency for accomplishing that purpose." The only way to accomplish that end, it says, is organizing, co-ordinating and directing the industries and concentrating them on war work.

This latter view, the bank says, is the view which the Federal Reserve Board and the Secretary of the Treasury have advocated in the past and the bank says it feels it is bound "to assume that they are not really intending to depart from it so far as the text of this measure would indicate. We think it a mistake to even countenance such a policy by providing for its possible adoption."

The bank then goes on to say that it recognizes one condition under which it might be desirable that sound investment securities should be accepted by the reserve banks as the basis of loans and currency issues, and such a condition, it indicates, would arise in a great crisis which included a run on member banks or savings banks by depositors, and goes on to say:

"There is a distinct difference, however, between the use of currency to pay off depositors and its use to increase the purchasing facilities of the community. When used to pay off depositors there is no inflation of credit, but merely a substitution of one form of credit for another, and it occurs at a time when contraction and liquidation are the order of the day.

"The refunding of railway and other obligations maturing in the near future does not involve any serious competition with Government financing, for they do not require a net amount of new capital. If they are paid off by fresh capital an equal amount of old capital is released. Their successful refunding is almost wholly a matter of interest rates, and a guarantee by the War Finance Corporation or by the Government direct would certainly take care of such cases."

* * *

There were several well-known bankers and brokers in the financial district who on Saturday were inclined to "side" with the National City Bank. Others said that they would need first to give the subject more study, as the progress of the war had apparently knocked some pet ideas and theories of finance and economics into a cocked hat, and that they had not yet forgotten how some very large and prominent banks and bankers had bitterly opposed the Federal Reserve act and then were the first to proclaim it as the greatest thing that had ever happened when it became a law.

* * *

Others were inclined to believe with Secretary McAdoo as to the absolute necessity at present for the War Finance Corporation, that certain banks were discriminating in the matter of loans against war industries and that the proposed act to incorporate a war finance corporation was to enable both national and State banks and trust companies to furnish the necessary credits for such industries or enterprises as are essential to the prosecution of the war.

The Secretary acknowledges that Government borrowings have tended to curtail the credit facilities of the banks and thus prevented them from giving the usual assistance to semipublic and private enterprises, and that instances have been brought to his attention where railroads, public utilities, etc., were unable to perform important service in connection with war work because the Government had absorbed the bank credits which were ordinarily available to them.

In a statement issued by the Secretary on this subject he said:

"The provisions of the Federal Reserve law which permit member banks to rediscount and purchase paper secured by the Government's obligations and commercial paper have the effect of driving the banks to discriminate against loans on ineligible paper, even where such loans were vitally necessary for war purposes, and in favor of the commercial paper, even though the companies whose activities were not related to the war and which might well be curtailed during the period of the war. It is believed that the proposed bill has been wisely and conservatively conceived as a war measure to give relief from this condition during the period of the war."

The Last Heatless Monday?

While no official announcement has as yet been made, it is generally believed that this will be the last "heatless Monday." That the plan did not produce the results which were anticipated can not all be laid at the feet of Fuel Administrator Garfield. Nature seemed to take sides with all his other opponents to defeat the object he aimed at. That there has been some relief of the railroad congestion is generally acknowledged even by opponents to the drastic order, but it will never be known whether the same results could not have been brought about in some other way which would have been more effective and have caused less confusion and unsettlement of business in general.

Speaking on this subject, a well-known banker said on Saturday that the real adverse effects of the closing down order will not begin to show themselves till the various industries and other corporations compile their reports of earnings, etc., for the first quarter of 1918. The inevitable result of this closing down order, he said, which primarily resulted in a reduction of working hours, also necessarily means a curtailment of production, and presumably a loss in earnings for the industries which were affected. In addition to this, the increased expense, which in many cases was borne by the manufacturers, precludes any hope of making up the loss of all these idle days.

* * *

A prominent broker called attention to what seemed a paradox in this same connection. While he acknowledged that many well-known corporations would show decreased net earnings for the first quarter of 1918, and therefore decreased dividends, yet the prices of stocks during this fuelless period have materially advanced. This, he said, is not confined to the industrial groups, but to railroads as well. In fact, he said, the general trend of the whole list has been upward.

* * *

The question then came up as to the relation between earnings and stock quotations. Here seemed a situation where the theory of income available for dividends did not seem to lessen stock values. What, then, is the explanation? The only plausible reason advanced was that a big majority of stocks are not on the market, but are held by those who believe them a good investment.

Opinions Differ on Date of Liberty Loan

Speculation as to the date of the issue of the third Liberty Loan on "the street" ranges all the way from March 1 to May 1. Certain members of the last Liberty Loan Committee have issued letters indicating that March 1 is to be the date, but in other and what would seem better informed quarters this date is said to be mere conjecture.

If these letters are even semi-official, there should be an understanding with all concerned in the mapping out of the coming campaign as to the exact date, if it is known, or a statement to the effect that it is not known.

The weight of opinion seems to favor a later date than March 1. It is a well-known fact that April 1 is universally acknowledged all over this State as "settling day," when farmers and merchants and banks in practically all the country towns get together and square accounts.

At that time of the year farmers have large sums in hand from the sale of their crops and manufacturers are also in possession of large profits.

Judicious campaigning will bring a good deal of this uninvested money into the third Liberty Loan, and to a great extent will prevent the liquidation of other securities, which accompanied to a large extent the first and second Liberty Loans and caused depression in prices.

PHILADELPHIA MARKETS

GRAIN AND FLOUR

WHEAT—Receipts, 17,953 bushels. Steady by held. The quotation ranged as follows: Car lots in export elevator (Government standard, inspection): standard prices—No. 1 northern spring, $2.27; No. 1 hard winter, $2.27; No. 1 durum, $2.27; No. 2 hard white, $2.27; red, winter, No. 1, $2.27; do, No. 2, $2.24; soft, No. 1, $2.23; do, No. 2, $2.22. Minimum prices—Red, winter, No. 2, $2.21; do, soft, No. 2, $2.19; do, do, No. 3, $2.15; mixed grade, $2.04@2.13; soft, No. 3, $2.10; do, No. 4, $2.10; do, No. 5, $2.12; mixed grade, $2.02@2.11.

Special examination may only be applied when the other qualities in the wheat are high enough to warrant it.

No. 3 wheat—Maximum price containing 31.1 per cent of moisture, 13.5 per cent moisture 4; under No. 1 or No. 2 red, $2.23; No. 3 soft red, $2.21. Maximum price containing 12.6 per cent, 14.1 per cent moisture 30 under No. 1 or No. 2 red, $2.22; No. 3 soft red, $2.20.

No. 4 wheat—Maximum price 6 under No. 1 or No. 2 red, $2.21; No. 4 soft red, $2.19.

No. 3 wheat—Maximum price containing not over 14.1 per cent moisture 4 under No. 1 or No. 2 red, $2.19. Maximum price containing not over 14.7 per cent moisture 7 under No. 1 or No. 2 red, $2.20. No. 3 soft red, $2.17. Maximum price containing not over 15 per cent moisture 30 under No. 1 or No. 2 red, $2.19; No. 3 soft red, $2.17.

Sample wheat handled on merits, but no one shall prices be higher than is under No. 1 of the subclass represented.

Sample wheat—Value shall be determined by each sample basis of the class and subclass.

CORN—Receipts, 1000 bushels. Supplies very small and market nominal.

OATS—Receipts, 17,154 bushels. Trade was quiet, but the market ruled firm under light offerings. Quotations: No. 2 white, 90@90½c; No. 3 white, 89½@90c; No. 4 white, 87½@88c.

FLOUR—Receipts, 1,628,755 lbs. in sacks. Demand was fairly active and the market ruled firm under light offerings. The quotations were as follows: Spring wheat, high-grade patents, $10.50@10.75; Kansas patent, $11.25@11.75; spring, first clear, good, $10.50@10.75; do, baker's patent, good, $11.25@12; do, patent, mill showing, $10.50@10.75; do, fancy brands, spec, $11.50@12; city mills, clear and fancy, $11.50@12; do, patent, $11.50@12; Pennsylvania and New York, straight winter, straight, $10.50@10.75. Quotations for 98-lb. packed in 98-lb. cotton sacks: Winter wheat, 95 per cent flour, $10.25@10.50; Kansas, 95 per cent flour, $10.25@11.25; spring, 95 per cent flour, $10.25@10.75.

RYE—Value is to good demand and firm. Quotations at $10.25@12, as to quality.

PROVISIONS

The market ruled firm with a moderate jobbing trade. Quotations follow: City beef in sets, smoked and air-dried, 32c; west ern beef in sets, smoked and air-dried, 32c; beef knuckles and tenders, smoked and air-dried, 34c; western beef knuckles and tenders, smoked, 35c; beef hams, $45. Pork, family, $50@60; Hams, S. P. cured, regular, 27½@28½c; do, smoked, boneless, 29½@30½c; do, smoked, loose, 29@29½c; do, smoked, 27½@28½c; other hams, smoked, cured and packed in brine and smoke, 28½@29½c; hams, smoked, western cured, 28½@29½c; do, boiled, boneless, 40c. Pork shoulders, S. P. cured, loose, 27½c; do, smoked, 28½c. Bacon, in pickle, according to average, loose, 30c. Breakfast bacon, as to brand and average, city cured, 35@36c; do, smoked, 36@37c. Lard, western, refined, 26½@27c; do, pure city, kettle rendered, 26½@27c.

REFINED SUGARS

Prices were steadily held on a basis of 7.45@8.25c for extra fine granulated.

DAIRY PRODUCTS

BUTTER—Demand readily absorbed the limited offerings and the market ruled firm. Quotations: Solid-packed creamery, extra, 52c; prints, creamery, 53@54c; extra, firsts, 49@50c; firsts, 47@48c; seconds, 45@46c; seconds, 43@44c; thirds, 42@43c; state dairy, 38@39c; seconds, 37@37½c; special brands of prints selling at 57@58c.

EGGS—The demand was very active and firm with demand equal to absorbing the offerings. Quotations: Fine cases, nearby, firsts, 49@50 per standard case; current receipts, 43@44c per case; western, extra firsts, 49@50 per case; firsts, 48c per case; fancy selected cases were selling at 52@55c.

CHEESE—Demand was fairly active and the market ruled firm. Quotations: New York, full-cream, fancy, June, 26@27c; specials higher; do, ordinary, September-made, 26. New York, full-cream, fall-made, fair to good, 27@27½c.

POULTRY

LIVE—Supplies were very small and the market ruled firm and higher, with demand fully equal to the offerings. Quotations: Fowls, extra quality, weighing 6 lbs. apiece and over, 32@33c; fowls, small to medium, 29@31c; chickens, soft-meated, 28@29c; stagy young roasters, 26@27c; old roasters, 23@24c; ducks, Pekin, 32@34c; do, Indian runner, 28@30c; geese, 28@32c; guineas, per half, 50@70c; pigeons, old, per pair, 20@25c; do, young, per pair, 20@22c.

DRESSED—Fine desirable stock was scarce and firm and prices of fowls advanced ½c. The quotation ranged as follows: Fowls, 32 to 36c, milk-fed, dry-picked, fancy selected, 37c; do, weighing 4½ lbs. and over apiece, 33½c; do, weighing 3½ lbs. apiece, 32@32½c; do, weighing 3 lbs. apiece, 29@31c; do, weighing 2 lbs. apiece, 29@31c; do, weighing 3 lbs. apiece, 27@28c; do, in bbls., fancy, dry-picked, weighing 4½ lbs. and over apiece, 35c; do, weighing 4 lbs. apiece, 32c; do, smaller sizes, 27@30c. Old roosters, dry-picked, 25c. Broiling chickens, weighing 1½@2 lbs. apiece, Jersey fancy, 40@42c; do, Virginia, fancy, 38@39c; do, other fancy, 34@36c; do, western, 34@36c. Roasting chickens, western, in boxes, weighing 4½ lbs. and over apiece, 32@33c; do, weighing 4 lbs. apiece, 31c; do, weighing 3½ lbs. apiece, 29@30c; do, weighing 2½@3 lbs. apiece, 27@28c; capons, per lb, weighing 8@10 lbs. apiece, 38@39c; smaller sizes, 36@37c. Turkeys, dry-picked, nearby, spring, dry-picked, fancy, 39@40c; do, fair to good, 32@37c. Turkeys, western, dry-picked, fancy, 37@38c; do, fair to good, 32@36c. Turkeys, toms, 31@33c; do, common, 30c. Ducks, western, weighing 4 lbs. and over apiece, 30@32c; do, smaller sizes, 28@29c. Geese, nearby, 26@28c; do, western, 25@27c. Guineas, per pair, weighing 3½@4 lbs. per pair, 60@75c; do, smaller sizes, 40@50c. Squabs, per dozen, White, weighing 11@12 lbs. per dozen, $6.50@7.50; do, do, weighing 9@10 lbs. per dozen, $6@6.50; do, do, weighing 8 lbs. per dozen, $5@5.50; do, do, weighing 7 lbs. per dozen, $4.25@4.75; do, do, weighing 6@6½ lbs. per dozen, $3@3.75; dark, $1@ small and No. 2, 75c@$1.75.

FRESH FRUITS

The market was quiet but prices were firmly held on choice stock of most description. Quotations: Apples, per bbl.—Jonathan, $5@6.50; King, $4@5.75; Winesap, $4@6.50; Northern Spy, $3.50@5.50; Twenty ounce, $4@5.50; Rhubarbs, $2.25@5.25; Greening, $4@6; Baldwin, $3.50@6; Rome Beauty, $4@5.75; Stayman Winesap, $4@5.50; Black Twig, $3.50@5.75; Paroquin, $4@5.25; King, $4@4.50; York Imperial, $3.75@5; Ben Davis, $3@4.50. Apples, western, per box—Jonathan, $1.75@2.25; Winesap, $2@3; Winter Banana, $1.75@2.50; Spitzenberg, $1.50@2.50; Rome Beauty, $1.75@2.25; Delicious, $2.25@3; King, $1.50@2.50; Orlies, $1.50@2.50; Stayman Winesap, $2@2.25; Pearmain, $1.75@2.25; Newtown Pippin, $1.75@2.25; York Imperial, $1.50@2; Baldwin, $1.50@2; Black Twig, $1.50@2; Gano, $1.25@1.75. Apples, marie, per hamper, $1.50@1.60; do, do, per ½-bushel basket, 75@$1.25. Lemons, per box, $4@7. Bananas, per bunch, $1.25@2.50. Oranges, Florida, per box, $2@6. Tangerines, Florida, per box, $3@7. Grapefruit—No. 1, per box, $2@5. Pineapples, Porto Rico, per crate, $3.50@6. Cranberries, Jersey, per crate, $3.50@5; do, do, per box, $3@5. Strawberries, Florida, per qt., 60@75c.

VEGETABLES

Choice stock ruled firm, but demand was quite moderate. Quotations: White potatoes, Jersey, per ½-bush. bskt., 33 lbs.—No. 1, 75@90c; No. 2, 40@60c; white potatoes, per 100 lbs.—Pennsylvania, $2.25@2.65; New York, $2.30@2.45; western, $2.30@2.75; sweet potatoes, Jersey, per ½-bush. bskt., 33 lbs.—No. 1, $1.35@1.50; No. 2, 70@75c; sweet potatoes, Delaware, per hamper—No. 1, $1.50@2; No. 2, $1@1.25. Celery, New York, per bunch, 25@60c; do, do, per crate, $1.50@4.50. Lettuce, Florida, per hamper, 50c@$1.25; do, Louisiana, per bbl., $1@1.50. Cauliflower, California, per crate, $1@1.50; do, Florida, per hamper, $1.50@2.50. Brussels Sprouts, Long Island, per qt., 15@25c. Eggplant, Florida, per box, $2@5. Cucumbers, Florida, per hamper, $3@5. Squashes, Florida, per crate, $2.50@4. Spinach, Washington, per crate, $2.75@3.50. Kale, Norfolk, per bbl., $1.50@2. Beans, Florida, per hamper, $6@10. Beets, Florida, per crate, $2@3. Peas, Florida, per hamper, $3@4.50; do, California, per drum, $5@10. Peppers, Florida, per crate, $5@6. Tomatoes, Florida, per crate, $1@3.50; do, Cuban, per crate, $4@3. Turnips, Canadian rutabagas, 100 lbs., $1.50@2. Cabbage, Danish, seed, per ton, $45@58; do, Florida, new per bbl., $1.50@2. Onions, New York and western, per 100-lb. bag—No. 1, $2@2.40; No. 2, $1@1.75. Mushrooms, per 3-lb. bskt., $1.25@1.75.

CHICAGO GRAIN QUOTATIONS

Leading futures ranged as follows:

	Open	High	Low	12:30 p.m.	Sat. close
Corn (new delivery)—					
March..	1.27	1.28⅛	1.26⅞	1.27⅞	1.27
May....	1.25⅛	1.25⅞	1.25	1.25	11.24⅞
Oats—					
Feb....	*82⅞			*83⅞	*82⅞
March..	83	83⅞	83⅜	83	*82⅞
May....	80	80⅞	79⅞	80	79⅞
Lard—					
Feb....	*25.85				
March..	25.92	25.92	25.80	25.80	25.77
Ribs—					
May....	24.82	24.80	24.72	24.75	124.80
Pork—					
May....	47.25	47.25	47.00	47.00	47.15

*Bid. †Asked.

Kansas City Theatre Robbed

KANSAS CITY, Mo., Feb. 4.—Robbers blew open the safe of the Royal Theatre in the heart of the business district early today and got away with $1000.

Business Career of Peter Flint

A Story of Salesmanship by Harold Whitehead

Mr. Whitehead will answer your business questions on buying, selling, advertising and employment. Ask your questions clearly and give all the facts. Your correspondence and full name will be treated as confidential if you wish, but you must be willing to all inquiries. Those which are unanswered must be in error. Questions regarding technical matters will be sent by mail. Others will be answered in this column. The most interesting problems of inquiries will be woven into the story of Peter Flint.

(Copyright.)

III

WELL, today was my first day at business. Say, a department store looks mighty different to you when you are working in it from what it does when you go into it to buy.

I was a little late getting down because I had such a job getting a room last night that I overslept myself this morning.

Phillips acted like a bear about it. As soon as I got in he roared, "What time did I tell you to be here?"

"Eight-thirty."

"Quarter to nine now. What do you think this is—a pink tea, where it's stylish to be late?"

"But I had an awful job to get a room last night and I overslept this morning! Your making an awful lot of fuss over ten minutes, aren't you?" said I, getting hot under the collar.

"You get here at half-past eight or you'll be fired," he snapped, right before some customers. I hate any one who calls you down before strangers.

After he had finished serving the customers he beckoned me to follow him and led me through the warehouse, where there were some crates of enamelware and my first job was to unpack these.

Holy smoke! It was the hardest day's work I ever did; and yet when 5:30 came Phillips called me down because I hadn't unpacked more. I had opened four, but he said any one in a decent day's work would get through with ten of them at least. He's a regular nigger-driver. However, it won't be many weeks before I will be in a bigger job.

Another thing made me hot at him: During lunch time, when I was on the floor looking around and trying to learn where things were, he called out, "Boy, give me one of those Wheel sweepers." How did I know what a Wheel sweeper was? He pointed, I thought, to some whiskbrooms, so I brought him one of these.

"Is that what you mean, Mr. Phillips?" I soon saw that I had made a bad guess.

"Bonehead!" he roared. "Don't you know what a Wheel sweeper is?" He caught me by the arm and yanked me along to where the dirty things were, and I found out that a Wheel sweeper is a long-handled carpet sweeper on little rubber rollers.

"No more sense than a stuffed monkey!" he snapped, and when I saw the two women he was waiting on snicker I felt myself getting hot all over. I was just going to hand him a line of talk when Mr. Truss, the floor manager, came along and Phillips hastened to his customers.

I'm not going to let Phillips walk all over me, and if he keeps on calling me down in front of people I'll spoil the looks of his face, and I'm big enough to do it, too.

When I got back to my room I was mighty down in the mouth, but after I began to think over the day and I'd had my supper I happened to think of something dad said to me about the right use of time:

"You can waste money and make it again, but time can be spent only once."

Just the same, I think Phillips might have been a bit more decent about my being late.

There's a gay fellow at the store. He's been there some months. His name is Billy Murray. I've got to work with him tomorrow. Wonder what he is like?

TODAY'S BUSINESS EPIGRAM

Time can be spent only once.
What does this mean to **YOU?**

Business Questions Answered

I recently dismissed a young man working for me, and he says unless I give him a reference I am willfully hurting his reputation and he will sue me. Can he do so?

M. E. W.

He cannot get judgment against you. You can give him a reference or not, just as you see fit.

Last summer I was selling vacuum sweepers, or rather trying to do so. My work was going from house to house, but I never seemed able to get into the house to demonstrate my goods. What do you think was the reason?

E. M. R.

Probably you did not imply that the housewife should let you in. If you try it this summer, after you have rung the bell and the woman comes to the door, step to one side, so that she can push open the screen door. This action will imply that you expect to be let in and it will be the most natural thing for her to push open the screen door when she sees what you expect.

(Continued Tomorrow)

PLAN NEW FEATURES FOR NEXT BOND SALE

Third Liberty Loan Campaign Will Be Most Vigorous Yet Conducted

Inspiring preparations are being made for the launching of the third Liberty Loan bond sale. The campaign promises to be the most vigorous yet conducted.

Unique advertisements and designs will cover all sections of the city. Vivid reminders that Uncle Sam needs cash to carry on the war will greet one from every vantage point available.

The most elaborate of these Liberty Loan designs or symbols will be erected at City Hall. On each facade of the immense building will be a gigantic creation to impress upon passers-by that Uncle Sam is at war. An immense statue of Liberty will face South Broad street—on the north side will be the figure of a soldier going over the top. A reproduction of a tank in action will ornament the east side, while on the west there will be an immense plaque showing the destruction of a German submarine by an American battleship.

The construction work of these novel exhibits will begin on Wednesday and will be attended by imposing ceremonies. Many prominent men, including officials from Washington and Governor Brumbaugh, will attend.

The ceremonies will begin at noon. A golden spike to mark the spot where the Statue of Liberty shall rise will be driven by Mayor Smith, E. T. Stotesbury, John T. Windrim, Gilbert Gable, John Wanamaker, Lewis H. Parsons, Richard E. Norton and others.

The entire decorative plan for City Hall was conceived by Gilbert Gable, of the Record.

MANY WOULD BOSS COPS

One Lieutenant's Vacancy Wanted by Half Hundred

Forty-nine detectives and sergeants of the Bureau of Police have registered with the Civil Service Commission for the examination, scheduled for Thursday, for lieutenants of police.

Sergeants get $1400, detectives $1800 a year and the position of lieutenant carries a salary of $1900. At present there is one vacancy among lieutenants.

BIG SUN SHIP PLANT TO DOUBLE CAPACITY

Works With Greatest Fabrication Shop Will Employ Additional 3500 Experts

MUCH DONE IN ONE YEAR

Photographs illustrating this article will be found on the last page of this newspaper.

CHESTER, Pa., Feb. 3.

The year-old Sun Shipbuilding Company, at Chester, launched its second big cargo ship last week and its 2500 workers will go on putting ships together as fast as any 2500 men in the world can work from this time until the war is won and from then on until the United States is the greatest maritime nation in the world.

And there seems no reason to believe that the great yards will not continue to send ships down the six great concrete ways even after that time. Rather, the likelihood is that there will be more ways and more men and ships in even greater number.

Even now the Sun Company has its Mr. Drennen—Mr. C. J. Drennen, to be exact—out after 3500 more workers, and Mr. Drennen has found enough and has prospects of finding enough more to warrant the statement that in another month another shift will be added and the shipbuilding capacity of the yard will be doubled. There are so many interesting features to be found when one goes through the Sun Shipbuilding plant that it is difficult to decide which to mention first, but the thing that most deeply impresses one who is fortunate enough to find himself within the gates is the fact that such a huge institution is so thoroughly organized and is working with such smooth and machinelike precision when it has been established only a year.

There are new buildings, of course—buildings that have been erected only a few weeks—and other buildings in course of construction, but the buildings erected a year ago are weather-scarred now and one does not get the impression that the plant is new. Everything is so well organized, the different shops are so carefully and satisfactorily operated and the work done by each is so well co-ordinated that one would think the establishment had been going on for years. That is true only of the machinery department, which was the famous Wetherill Works before it was taken over by the newly organized Sun Company a year ago and which is still known as the Wetherill plant.

Another remarkable feature of the plant is that it sends out ships that are complete in every detail, ready for sailing—or steaming, if one wishes to do away with figures of speech. The Sun Company produces everything but seamen, and if called upon to do so perhaps it could produce those.

In the storeroom, which itself is a huge building and not a room, can be found every part of a ship except the huge engines and the steel plates which form the structure of the vessel itself. All kinds of bolts, nuts and bars and valves and pipes and bars are here. There are thousands of them in cases, arranged like the books in a public library, and catalogued and card indexed so that each can be found in a second whenever it is needed. That is not all, for there are also all the fittings and fixtures and furnishings, even to bed linen for bunks and teakettles and coffee pots for the cook.

Then there is the great fabricating shop, which is the largest now in use by any shipbuilding plant and one of the largest single rooms to be found in any industrial plant in the world. There may be a larger, but the Sun people and no one else that can be found knows anything about it. The shop or room is so large that one of the 10,000-ton standard vessels that the company builds could be set up in it if any one wanted to do so.

In the great mold loft in the top of this fabricating shop the wooden patterns of the ships are made. In most mold lofts these patterns are made smaller than actual size and much work and expense is incurred in making the actual parts larger than the patterns. There is no such expense here. The ship is patterned in actual size in this tremendous mold loft.

In the fabricating shop itself, on the ground, the huge steel plates are heated in huge furnaces and bent and shaped until they conform to the wooden patterns. Then they are bolted and riveted together.

And in the machine shops of the Wetherill plant all the engines and various machines that go to make a complete ship are being manufactured. Here the most highly skilled mechanics—many of whom are true artists and nothing less—are at work. They do not only make the ship's engines, but they make the engines that are needed in building engines. All the machinery used in the Wetherill plant bears the brass plates of that plant itself. Of course, the first engines of the Wetherill plant were not built there, but all the others were.

Charles Morris, who presides over the Wetherill plant, is assistant to President J. Howard Pew, of the Sun Company, watches every piece of manufacture, no matter how big or how little; no matter how important or unimportant. He is through the various shops all day, and nobody of all the workers is afraid to have Mr. Morris come around—because Mr. Morris doesn't employ the kind of men who are afraid to have the boss come around. There is no place anywhere in the Sun plant for such men, but there are places for all of the other kind who want to come.

C. J. Drennen, the employment manager, is the man who goes out after more workmen and seems to be getting them. He is the man who undertook the big task of landing 3500 more men to make the extra shifts and is getting them.

He gets them because the Sun Company is making a reputation for treating its men decently and because he, being a shipbuilder himself, knows how to hire men. He doesn't have to take an applicant's word for his ability. If the man poses as an expert in a line when he isn't, Drennen finds it out by asking half a dozen questions and he doesn't hire him. He asks more questions and finds out that the man would be valuable elsewhere, and if he wants to go there he puts him there, otherwise he never goes to work.

Once in a while a man doesn't quite "hit it off" with his foreman. If it is certain the man is no good he quits, and quits quick, but if there is any doubt of it he gets another chance—a clean slate with another foreman in another department.

"Nobody is going to go away from here and say he wasn't treated right," says Drennen.

The employment manager has every worker catalogued and card-indexed for years back. He knows which men have been excused from military service because they are doing war work and if they quit he sees that the draft boards that excused them know about it.

All over the country the employment manager advertises the Sun yards and their inducements. He has enlisted postmasters to help him, with the result that the Sun's postmaster, designed by Drennen are pasted up in postoffices from the Atlantic to the Pacific. Contented workmen are urged to tell their fellows in the craft to see Drennen if they want good jobs and in this way every worker is made a willing and enthusiastic assistant to the employment manager.

"LONG LIVE THE KING"

A Human Story of Child-Desire, Court Intrigue and Love, the Latest Novel

By MARY ROBERTS RINEHART

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CHAPTER XXIX (Continued)

THE concierge bent closer over the table. "Doctor Weiderman, the King's physician, is one of us," he whispered. "The King lives now only because of stimulants to the heart. His body is already dead. When the stimulants cease he will die."

Old Adelbert covered his eyes. He had gone too far to retreat now. Driven by breeding and trouble, he had allied himself with the powers of darkness.

The strain, he felt, was already on his forehead. But before him, like a picture on a screen, came the scene by which he had lived for so many years, the war hospital, the King by his bed, young then and a very king in looks, pinning on the breast of his muslin shirt the decoration for bravery.

He sat silent while the concierge cleared the table and put the dishes in a pan for his niece to wash. And throughout the evening he said little. At something before midnight he and his host were to set out on a grave matter, nothing less than to visit the Committee of Ten and impart the old soldier's discovery. In the interval he sat waiting and nursing his grievances to keep them warm.

Men came and went. From beneath the floor came, at intervals, a regular thudding which he had never heard before and which he now learned was a press.

"There are days of publicity," explained the concierge. "Men are influenced much by the printed word. Already our bulletins flood the country. On the day of the carnival the city will flame with them, printed in red. They will appear, as if by magic power, everywhere."

"A call to arms?"

"A call to liberty," evaded the concierge.

Not in months had he taken such pleasure in a recruit. He swaggered about the room, recounting in boastful tones his influence with the Committee of Ten.

"And with reason," he boasted, pausing before the old soldier. "I have served them well; here in this house is sufficient ammunition to fight a great battle. You, now, you know something of ammunition. You have lived here for a long time. Yet no portion of this house has been closed to you. Where, at a guess, is it concealed?"

"It is in this house?"

"So I tell you. Now, where?"

"In the cellar, perhaps."

"Come, I will show you." He led old Adelbert, by the elbow to a window overlooking the yard. Just such an inclosure as each of the neighboring houses possessed, and surrounding by a high fence. Here was a rabbit hutch, built of old boards, and familiar enough to the veteran's eyes; and a dovecote, which loomed now but a deeper shadow among shadows.

"Carrier pigeons," explained the concierge. "You have seen them often, but you suspected nothing, eh? They are my telegraph. Now, look again, comrade. What else?"

"Barrels," said old Adelbert, squinting. "The winter's refuse from the building. A—a most untidy spot."

His soldierly soul had revolted for months at the litter under his window. And somewhere in the disorder lay his broken sword. His sword broken, and he——

"Truly untidy," observed the concierge complacently. "A studied untidiness, and even then better than a room I shall show you in the cellar, filled to overflowing with boxes containing the winter's ashes. Know you," he went on, dropping his voice, "that these barrels and boxes are but a third full of rubbish. Below that in cases is—what we speak of."

"But I thought—a peaceful revolution, a——"

"We prepare for contingencies. Peace if possible. If not, war. I am telling you much because, by your oath, you are now one of us, and bound to secrecy. But, beside that, I trust you. You are a man of your word."

"Yes," said old Adelbert, drawing himself up. "I am a man of my word. But you cannot fight with cartridges alone."

"We have rifles, also, in other places. Even I do not know where all of them are concealed." The concierge chuckled in his beard. "The committee knows men well. It trusts none too much. There are other depots throughout the city, each containing supplies of one sort and another. On the day of the uprising each patriot will be told where to go for equipment. Not before."

Old Adelbert was undoubtedly impressed. He regarded the concierge with furtive eyes. He, Adelbert, had lived in the house with this man of parts for years, and had regarded him as but one of many.

Black Humbert, waiting for the hour to start and filling his tankard repeatedly, grew loquacious. He hinted of past matters in which he had proved his value to the cause. Old Adelbert gathered that, if he had not actually murdered the late Crown Prince and his wife, he had been closely concerned in it. His thin, old flesh crept with anxiety. It was a bad business and he could not withdraw.

"We should have had the child, too," boasted the concierge, "and saved much bother. But he had been, unknown to us, sent to the country. A matter of milk. I believe."

"But you say you do not war on children?"

"Bah! A babe of a few months. Furthermore," said the concierge, "I have a nose for the police. I scent a spy, as a dog scents a bone. Who, think you, discovered Haeckel?"

"Haeckel!" Old Adelbert sat upright in his chair.

"Aye, Haeckel. Haeckel the jovial, the archconspirator, who himself assisted to erect the press you hear beneath your feet. Who but I? I suspected him. He was too fierce. He had no caution. He was what a peaceful citizen may fancy a revolutionist to be. I watched him. He was not brave. He was reckless because he had nothing to fear. And at last I caught him."

Old Adelbert was sitting forward on the edge of his chair, his jaw dropped. "And what then?" he gasped. "He was but a boy. Perhaps you misjudged him. Boys are reckless."

"I caught him," said the concierge. "I have said it. He knew much. He had names, places, even dates. For that matter, he confessed."

"Then he is dead?" quavered old Adelbert.

The concierge shrugged his shoulders. "Of course," he said briefly. "For a time he was kept here, in an upper room. He could have saved himself, if he would. We could have used him. But he turned sulky, refused speech, did not eat. When he was taken away," he added with unction, "he was so weak that he could not walk." He rose and consulted a great silver watch. "We can go now," he said. "The Committee likes promptness."

They left together, the one striding out with long steps that were surprisingly light for his size, the other, hanging back a trifle, as one who walks because he must. Old Adelbert, who had loved his king better than his country, was a lagging "patriot" that night. His breath came short and labored. His throat was dry. As they passed the opera, however, he threw his head up. The performance was over, but the great house was still lighted, and in the foyer, strutting about, was his successor, Old Adelbert quickened his steps.

At the edge of the place, near the statue of the Queen, they took a car, and so reached the borders of the city. After that they walked far. The scent of the earth, fresh-turned by the plow, was in their nostrils. Cattle, turned out after the long winter, grazed or lay in the fields. Through the ooze of the road the two plodded; old Adelbert struggling through with difficulty, the concierge exhorting him impatiently to haste.

At last the leader pa