GOSSIP OF THE STREET

APPARENT SCARCITY OF BONDS DUE TO MISLEADING QUOTATIONS

Frequently a Sale Is Made Under Duress, and Price Obtained Is Not Indication of Real Value—Gossip of the Street

SPEAKING of the difficulty which many bond and investment houses experience these days in providing bonds for their customers, the head of one of the large houses said today tha tthe trouble in many instances arose from the published lists of "bid" and "asked" prices in general circulation. Picking up one of the most reliable of these sheets he read the quotations of a number of standard bonds which showed a difference of from 5 to 20 points between the "bid" and "asked" prices, when as a matter of fact the difference should only be ¼ or 1-16 for that class of bond.

In explaining the present system of making up these quotations he said that one important point should be borne in mind by the investor, namely, that unlike stocks, bonds are not bought for speculation, but for investment, and once an issue is distributed, no matter how large, it soon finds its way into the strong boxes of the private investors in quantities all the way from one bond to hundreds or thousands.

Frequently it happens the owner of, say, one bond of an issue has put up his bond as collateral, and the bank calls for additional collateral which he is not in a position to supply, so he decides to sell his bond to make good and calls on his broker to sell it. Perhaps the last quotation for that particular bond was 86, but his broker knows that the market has changed since the last sale, and when he tries to sell he can only get 75 and so informs the owner, who is in a position where he must sell and so the sale of one bond is made at 75 and goes on the record as 75 "bid" 86 "asked," so that that one sale remains as a standard till the next sale.

And so these published lists, except in a few cases, remarked this broker, are not a criterion of the real bond market. There are many circumstances where bonds in small quantities are sacrificed, he continued, and the prices quoted are misleading.

Now, he said, a customer, picking up one of these lists, or looking over the lists published in the papers, and desiring to buy a certain bond which we will say is down as 80 "bid" and 97 "asked," requests his broker to buy him one or more at 80 and the broker finds it impossible to buy for less than 96 or 97, while the customer is unwilling to pay at outside more than 85. That, he said, is why so many bond houses today are finding it difficult to secure the bonds customers want to buy. The trouble is that most of these customers only want to pay the low quotations of some time ago, and are not willing to pay present prices. The bonds can be had if the price is right.

Peace Talk Wanes, but Market Holds Strength

The statement by the Inter-Allied Council that the war must be fought to a finish is in the opinion of a majority of financiers in this city the principal reason for the sudden cessation on the street of all the peace talk which was so prevalent some eight or ten days ago. Many have come to realize what was stated in this column some days ago as the general opinion among those best informed, namely, that all the fuss over the labor troubles and the opposition of the Socialists in Germany was all camouflage, and a part of the German propaganda, as is now patent to every one. Some traders who had allowed this illusion to get the better of their good judgment have become disillusioned, and any who still retained even a faint hope that the Allies would soon win an economic victory hold such opinions no longer, since it is now known that the German military party has gained the ascendancy.

It is a matter of considerable speculation in brokers' offices whether in view of the possibility of a strong German drive on the west front the market will continue strong, as it has done for some time past in the face of most adverse reports, or whether there will be a break in prices. Many are inclined to think that even if the American sector should meet a slight reverse it would not affect the market, as it is now generally admitted that the Germans are preparing what will probably be their most powerful blow at that sector with the hope of causing demoralization in our army both here and in Europe.

There is, on the other hand, a very strong feeling that should such a setbacdrive occur, the Americans will give an excellent account of themselves. It is admitted that they are not likely to be taken unawares, and that they will be prepared for any eventuality.

For these reasons many believe the market will continue strong for some time yet.

No Head for Federal Reserve Bank Not Yet Considered

From a reliable source it was said today that any speculation on who would or would not succeed Charales J. Rhoads as governor of the Philadelphia Federal Reserve Bank would be useless; that as a matter of fact no one has been even considered as yet. In proof of this it was pointed out that the directors, whose duty it is to make the selection, held a meeting yesterday and no action was taken in regard to the matter.

Monday Holiday Apparently to Continue Indefinitely

Just as almost every one in the financial sections of the city had talked about made up his mind that we had seen the last of the heatless and lightless Mondays, the statement comes from apparently good authority that they are to continue indefinitely.

Railroads report more serious congestion than ever, but with the rising temperature which began yesterday it is hoped that freight, especially coal, will be moved more expeditiously both for family use, to relieve the suffering in the 10,000 homes which are said to be coalless in this city alone, as well as for the many industrial plants which now threaten to shut down, adding the misery of unemployment to the other trying conditions of the working classes.

It was freely said on the Street today that if there isn't an immediate improvement in the trolley service in this city, an influential deputation would visit the Public Service Commission in Harrisburg to see if relief could not be secured in that way.

It seems that if anything the trolley service in Pittsburgh is even in a worse condition than it is here, in fact it is reported to have broken down completely.

Referendum on Utilization of Water Power

The Chamber of Commerce of the United States has been engaged recently in sending out a number of referendums on various matters of public interest, some of which are said to be wise and some otherwise. Its most recent one is admitted by many investment bankers to be timely, as it brings up a subject on which there should be a nationwide interest awakened, namely, the passage of legislation by Congress for the development of the vast water-power resources of the United States.

A special committee of the chamber has recommended the enactment of such legislation after an inquiry into the subject.

More than half a million American business men in Chambers of Commerce throughout the country will vote on the question. The vote will be taken on the basis of the recommendations of the special committee, of which the chairman is L. S. Gillette, engineer and manufacturer, of Minneapolis. The committee's recommendations will be accepted or rejected by vote of all the organizations. Every ballot sent out is accompanied by arguments for both the affirmative and negative, to insure impartial judgment on the question.

Then follow nine separate recommendations taking up virtually every phase of the subject.

It will be interesting to learn the result of this referendum in view of the fact that in a recent message to Congress President Wilson emphasized the subject as one for early legislation.

Amount of "Rent" to Be Paid to Railroads

Some discussion was raised yesterday in one of the large brokerage offices over a disputed point in the railroad bill now before Congress.

It was stated that the present bill says the railroads shall receive in total "not more" than the average net income for the three years ended June 30, 1917.

Some argued that this might be easily interpreted to mean "less" than the three-year average in some cases. It was pointed out in this connection that the re-routing and shifting of the business by the Government is going to increase enormously the earnings of some roads while it is taking the freight away from others, and if there is to be any division of the surplus earnings by the Government it should be equally apportioned pro rata among the lines used by the Government.

HAVE MADE ART PAY

Associated Artists of Philadelphia to Divide Profits at Banquet

The Associated Artists of Philadelphia held their annual banquet tonight at 1218 Sansom street, to celebrate the successful end of their third year of business. A feature of the banquet will be the distribution of profits among all the artists who have been with the organization a year or more. This city is the only one, so far as is known, where an organization of this kind, doing its work in its own building and having every employe a share in the profits and the opportunity of owning stock.

The organization is to start its fourth year by becoming a corporation under the laws of Pennsylvania.

Woman Dies at Age of 99

NEWPORT, Pa., Feb. 7.—Miss Margaretta Loudon Bell, ninety-nine years old, Perry County's oldest woman, died late yesterday at her home here from valvular heart lesion. She was one of the pioneer settlers of this town, remembering when only two farmhouses occupied the site of this now prosperous town of more than 2000.

PHILADELPHIA MARKETS

GRAIN AND FLOUR

WHEAT—Receipts, 18,452 bush. Steady. Quotations: Car lots in export elevator (Government standard inspection), standard prices—No. 1 northern spring, $2.27; No. 1 red winter, $2.27; No. 1 durum, $2.27; No. 1 hard white, $2.27; red, winter, No. 1, $2.27; do, do, No. 2, $2.24; soft, No. 1, $2.25; do, No. 2, $2.22. Minimum prices—Red, winter, No. 3, $2.21; do, do, No. 4, $2.18; do, do, No. 5, $2.15; sample grade, $2.04@2.13; soft, No. 3, $2.19; do, No. 4, $2.16; do, No. 5, $2.13; sample grade, $2.02@2.11.

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

No. 3 wheats—Maximum price containing 31.1 per cent moisture to 13.5 per cent moisture 4c under No. 1 or No. 3 red, $2.23; No. 3 soft red, $2.21. Maximum price containing 13.6 per cent to 14 per cent moisture 5c under No. 1 or No. 3 red, $2.22; No. 3 soft red, $2.20.

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

No. 5 wheats—Maximum price containing not over 14.3 per cent moisture 6c under No. 1 or No. 3 red, $2.21; No. 5 soft, $2.19. Maximum price containing not over 14.7 per cent moisture 7c under No. 1 or No. 3 red, $2.20; No. 5 soft red, $2.18. Maximum price containing not over 15 per cent moisture 8c under No. 1 or No. 3 red, $2.19; No. 5 soft red, $2.17.

Sample wheats handled on merits, but in no case shall prices be higher than 4c under No. 1 of the subclass represented.

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

CORN—Receipts, 1000 bush. Offerings were light and it was impossible to establish figures.

OATS—Receipts, 128,477 bush. The market ruled firm under light offerings, but trade was quiet. Quotations: No. 2 white, 99½@1.00½; standard white, 99@99½c; No. 3 white, 98½@99½c; No. 4 white, 97½@98c.

FLOUR—Receipts, 2,904,260 lbs. in sacks. The market ruled firm under light offerings and a fair demand. The quotations were as follows: Per 196 lbs. in wood—Winter straight, $10.50@10.75; Kansas, patent, $11.25@11.75; spring, first, clear, spot, $10.50@10.75; do, bakers' patent, spot, $11.75@12; do, patent, mill shipment, $10.50@10.90; do, family brands, spot, $11.50@12; city mills, choice and fancy patent, spot, $11.50@12; do, regular grades, winter, straight, $10.50@10.75. Quotations per 196 lbs. packed in 98-lb. cotton sacks, winter wheat, 95 per cent flour, $10.25@10.50; Kansas, 95 per cent flour, $10.75@11.25; spring, 95 per cent flour, $10.25@10.75.

RYE FLOUR was in good request and firm. Quotations at $10.75@12, as to quality.

PROVISIONS

There was a moderate jobbing business and values were well sustained. Quotations: City beef, in sets, smoked and air-dried, 32c; western beef, in sets, smoked and air-dried, 32c; city beef, knuckles and tenders, smoked and air-dried, 33c; western beef, knuckles and tenders, smoked, 33c. Beef hams, $45. Pork, family, $51@51.50. Hams, N. J. cured, loose, 27½@28½c; do, skinned, loose, 26@27c; do, do, smoked, 27½@28½c; other hams, smoked, city cured, 28½c; do, brand and average, 28½@29½c; hams, smoked, western cured, 28½@29½c; do, boiled, boneless, 40c. Picnic shoulders, 8 lbs. cured, loose, 24½c; do, smoked, 25½@26c. Bellies, in pickle, according to average, loose, 30c. Breakfast bacon, as to brand and average, city cured, 36c; do, western cured, 36c. Lard, western, refined, 26½@27c; do, pure city, kettle rendered, 26½@27c.

REFINED SUGARS

The market ruled steady on a basis of 7.45@8.35c for extra fine granulated.

DAIRY PRODUCTS

BUTTER—Receipts were light and the market ruled firm, with a fair demand. The quotations follow: Solid-packed creamery, extra, 52c; higher-scoring goods, 53@54c; extra firsts, 49@50c; firsts, 47@48c; seconds, 45@46c; nearby prints, fancy, 56c; average, 53@55c; firsts, 48@50c; seconds, 45@47c; special brands of prints jobbing at 57@58c.

EGGS—Offerings were more liberal and prices further declined 90c per case, with demand less active. Quotations: Free cases, nearby firsts, $16.50 per standard case; current receipts, $16.50 per case; western, extra firsts, $16.80 per case; firsts, $16.50 per case; fancy selected eggs were jobbing at 64@65c per dozen.

CHEESE—The market ruled firm, but quiet. The quotations follow: New York, full-cream, fancy, June, 26½@27c; specials higher; do, do, fancy, September-made, 26c; New York, full-cream, fall-made, fair to good, 23@25c.

POULTRY

LIVE—Supplies were small and the market ruled firm, with demand readily absorbing the offerings. The quotations follow: Fowls, extra quality, weighing 5 lbs. apiece and over, 32@33c; fowls, small to medium, 29@31c; chickens, soft-meated, 28@32c; stagy young roosters, 26@27c; old roosters, 23@24c; ducks, Pekin, 32@34c; do, Indian runner, 28@30c; geese, 28@32c; guineas, per pair, 50@70c; pigeons, old, per pair, 26@28c; do, young, 20@25c per pair.

DRESSED—The market ruled firm, with demand readily absorbing the limited offerings. Quotations: Fowls, 12 to box, milk-fed, dry-picked, fancy selected, weighing 5 lbs. and over apiece, 33½c; do, weighing 3½ lbs. apiece, 30@32c; do, weighing 3 lbs. apiece, 28@29c; do, in bbls., fancy, dry-picked, weighing 5 lbs. and over apiece, 33c; do, weighing 3½ lbs. apiece, 29@30c; do, smaller sizes, 27@28c. Old roosters, dry-picked, 25c. Broiling chickens, weighing 1½ @2 lbs. apiece, Jersey, fancy, 40@42c; do, Virginia, fancy, 36@38c; do, other nearby, 34@36c; do, western, 34@36c. Roasting chickens, western, in boxes, weighing 4½ lbs. and over apiece, 32@35c; do, weighing 4 lbs. apiece, 31c; do, weighing 3½ lbs. apiece, 29@30c; do, weighing 2½@3 lbs. apiece, 27@28c; do, western, in bbls., weighing 4½ lbs. and over apiece, 32c; do, weighing 3½@4 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, fancy, fresh-killed, nearby, spring, dry-picked, 38@40c; do, fair to good, 32@37c. Turkeys, western, dry-picked, fancy, 37@38c; do, fair to good, 32@36c. Turkeys, old toms, 34@35c; do, common, 30c. Ducks, western, weighing 4 lbs. and over apiece, 30@32c; do, do, smaller sizes, 28@29c. Geese, nearby, 26@28c; do, western, 25@27c. Guineas, per pair, weighing 3½@4 lbs. per pair, 60@70c; do, smaller sizes, 40@50c. Squabs, per dozen—White, weighing 11@12 lbs. per dozen, $6.50@7.25; do, do, weighing 9@10 lbs. per dozen, $6.25@6.75; do, do, weighing 8 lbs. per dozen, $5@5.75; do, do weighing 7 lbs. per dozen, $4.25@4.75; do, do, weighing 6@6½ lbs. per dozen, $3@3.75; dark, $1@2; small and No. 2, 75c@$1.75.

FRESH FRUITS

There was a little better movement owing to milder weather and prices were well maintained on choice stock. Quotations: Apples, per bbl.—Jonathan, $5@$5.50; Kings, $4@$5; Winesap, $4@6; Northern Spy, $3.50@5.50; Twenty-ounce, $4@5.50; Hubbardston, $3.25@$5.25; Greening, $4@6; Baldwin, $3.75@6; Rome Beauty, $4@6; Stayman Winesap, $4@5.50; Black Twig, $3.50@5.75; Paragon, $4@5.25; Gano, $3@4.50. York Imperial, $3.75@5.50; Ben Davis, $3.25@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; Ortley, $1.50@2.50; Stayman Winesap, $2@2.35; 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, nearby, per hamper, 50c@$1.50; do, do, per ½-bush. basket, 25c@$1.25. Lemons, per box, $8@7. Bananas, per bunch, $1.25@2.50. Oranges, Florida, per box, $2@6. Tangerines, Florida, per strap, $3@7. Grapefruit, Florida, per box, $2@4. Pineapples, Porto Rico, per crate, $3.25@6. Cranberries, Jersey, per crate, $3.50@5; do, do, per bbl., $13@18. Strawberries, Florida, per qt., 50@75c.

VEGETABLES

The market for choice stock ruled firm, but supplies were large for the more or less frosted stock, which was dull and weak. Quotations follow: White potatoes, Jersey, per ½-bush. basket, 33 lbs.—No. 1, 75@90c; No. 2, 40@60c. White potatoes, per 100 lbs., Pennsylvania, $2.25@2.50; New York, $2@2.45; western, $2@2.45. Sweet potatoes, Jersey, per ½-bush. basket, 33 lbs.—No. 1, $1.15@1.50; No. 2, 70@75c. Sweet potatoes, Jersey, per hamper—No. 1, $1.50@2.25; 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@$1.50; do, Louisiana, per bbl., $1@1.50. Cauliflower, California, per crate, $1@1.50; do, Florida, per hamper, $1.75@2.25. Brussels sprouts, Long Island, per qt., 15@26c. Eggplant, Florida, per box, $2@5. Cucumbers, Florida, per hamper, $3@4. Squash, 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, $3@10. Beets, Florida, per crate, $2@2.25. Peas, Florida, per hamper, $3@6.50; do, California, per drum, $5@10. Peppers, Florida, per crate, $5@7.50. Tomatoes, Florida, per crate, $1@3.50; do, Cuban, per crate, $1@3. Turnips, Canadian rutabagas, 100 lbs., $1.50@2.25. Cabbage, Danish, seed, per ton, $45@60; do, Florida, new, per basket, $1.25@2. Onions, New York and western, per 100-lb. bag—No. 1, $1.75@2.25; No. 2, $1@1.50. Mushrooms, per 3-lb basket, $1@1.75.

THE WEATHER

Official Forecast

WASHINGTON, Feb. 7.

For eastern Pennsylvania and New Jersey: Fair and somewhat colder tonight and Friday; moderate west winds.

Light rains and snows have fallen in the Middle and North Atlantic States and over most of the Lake Region, and the temperatures have continued to rise in coast districts under the influence of a barometric depression that is central over southern New England this morning. The temperatures have fallen somewhat in the Ohio Basin following this storm, but are rising in the northern Plains States under the influence of a large low-pressure area that overspreads all of the western half of the country.

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 correct name and full address must be signed to all inquiries. Those which are anonymous must be ignored. Questions requiring technical answers will be sent by mail. Others will be answered in this column. The most interesting problems of inquirers will be woven into the story of Peter Flint.

Copyright

VI

BILLY MURRAY and I finished unpacking that enamel ware by quarter to 10 this morning, and, as there was a special sale on, Billy was called to sell on the floor, while I was told to wash my hands and go to the classroom. Just as we were about to leave the shipping room Billy yelled, "Three cheers—here comes the ghost!"

A thin, freckled-faced fellow, wearing spectacles, came along with a basket full of little envelopes, and I didn't have to guess twice that it was payday. He gave me an envelope, which I lost no time opening; but I must say my face dropped when I saw only $3.33. Then I worked out how much four days at $5 a week was and found it was correct.

Think of it! Here's me with a high school education. I can speak French and German. I took the elocution prize at school and was the first base on our team. And here I am worth only eighty-three cents a day!

Billy noticed my disappointment. "How much did they give you, kid?"

"Five dollars per," I returned. "How much do you get?"

"Twenty-five per."

"Phew! Twenty-five per week?"

"Nix," he said, "twenty-five per—haps! I earn twenty-five, but as a matter of fact they slip me ten and I'm to get twelve in two months' time. There are ways to get more if you know it," and he gave me a wise look.

"What do you mean?"

"Beat it—here's 'Flip'—I'll tell you next time I see you." And with that he left me.

Now what did he mean? He's certainly made me curious.

Old Benton was in the classroom when I got there. I was the last to arrive and it seemed I was a couple of minutes late. I had been talking with Billy longer than I should have. I had hardly got seated when Benton said:

"I want to ask you young people a question. Who is the boss here?"

Several of us called out, "You are!"

He shook his head with a smile.

Seeing we were wrong, I ventured that it was Mr. Felton (Mr. Marsh having died many years ago). Again he shook his head.

A girl next to me, Rosie Lever (some pippin is Rosie, and I think we are going to be good pals!) suggested Mr. Barker, head of the glove department.

"No," said Benton.

We looked blank.

"Who is it pays your salary?"

"The firm," said a fellow behind me.

"Where do they get the money from to pay you?" asked Benton.

As none of us answered, he went on: "It is really the customer who pays your wages; so it is the customer who is the real boss.

"Now, remember that every time you are serving a customer you are serving the boss, and if the 'boss' is cranky or unreasonable, you cannot afford to be cranky or unreasonable, because if you are, the 'boss' might get angry and put you out of your job."

"Some customers are pigs," said Rosie to me.

Benton heard the remark. "Exactly," he said, "but what's that to you? You can expect only a grunt from a pig, but if a pig grunts at you, do you grunt back at him?"

After more palaver Benton left us with the final admonition, "Remember that the customer is your boss."

I went down to the shipping room and Phillips told me that I had to go to the classroom again that afternoon, and that next week I would have to start selling in his department. I hope I'll be more satisfied with the selling end of the game.

TODAY'S BUSINESS EPIGRAM

The real boss is the customer.

What does this mean to YOU?

Business Questions Answered

We have a lot of small accounts on our books and have difficulty in collecting them. We have recently used the inclosed letter, but it doesn't seem to get results:

Dear Sir—Your account is now considerably overdue, so we must ask you to remit per return. It is so small as not to merit repeated application. You have received the goods—we have fulfilled our part of the bargain—it is now up to you to do the same. "Do it now!"

Yours very truly, etc.

I cannot "doctor" your letter because it is wrong in its principle. The way to collect small accounts is to coax the money out of your creditors' pockets. Your letter is too peremptory. Why not try something like the following?

Dear Sir—The check you intended to send us a few days ago has not arrived—probably forgotten. Not a serious oversight, of course, but for the sake of uniformity in handling thousands of these small accounts PROMPTNESS in remitting is greatly appreciated. Don't attempt to write a letter—we understand perfectly how such an oversight occurred—just pin your check to this letter and mail it back to us. An addressed envelope is inclosed for your convenience. Thank you.

Yours very truly,

Net amount overdue.....

(CONTINUED TOMORROW)

TRUST CO. FOR ROXBOROUGH

Citizens of Northwestern Suburb Apply for Charter.

A charter has been applied for at Harrisburg by the Roxborough Trust Company. The company will do a general trust company and banking business and will have $150,000 capital, par $50 a share. The stock has been placed among ninety-six subscribers. The institution will open in temporary offices, at the northwest corner Ridge avenue and Green lane, Roxborough. Fifteen directors have been elected. They are: Frank L. Kenworthy, William Spink, Erwin M. Simpson, George L. Littlewood, Charles C. Eddleman, Alfred R. Haig, George W. Davis, Henry S. Mills Miller, William J. Robinson, Jr., Fred Lord, Charles Schofield, Albert Walker, William R. Haggart, Newton J. Aspden and Nicholas A. Balton. Charles C. Eddleman has been elected treasurer of the company.

EDUCATOR JOINS COLORS

State College Professor Will Teach Soldiers Elements of French

STATE COLLEGE, Pa., Feb. 7.—Another faculty member at the Pennsylvania State College, making a total of thirty-two, joined the colors today.

Prof. Dana K. Merrill, a graduate of Bowdoin College, who has been an instructor in English at the State College for the last two years, is the latest recruit into Uncle Sam's service. He has entered a quartermaster's training camp, near Jacksonville, Fla. In addition to his military duties at the camp, Professor Merrill will teach the elements of French to the soldiers in the camp.

40 Hurt in Collision on Chicago "L"

CHICAGO, Feb. 7.—A head-on collision on the Humboldt Park branch of the Metropolitan Elevated Railroad occurred this morning. Forty persons were injured, eight seriously. Traffic was tied up for an hour.

BANES'S WORKERS FOR EXPANSION IN I. O. O. F.

Wide Work of the Boosters' Committee and Reunion of the Purity Mergers

Grand Patriarch George H. Banes gathered around the festive board on Monday night leading spirits of his staff and counselors, first for the purpose of carrying out his desire and promise two years ago to indicate his appreciation of their individual service and then for conference on the inauguration of a strong forward movement in the encampment branch of Odd Fellowship. These veteran associates were Grand Scribe Edwin L. Ritter, Grand Treasurer J. Henry Beitel, Grand Marshal Samuel S. Bowen, G. G. Sentinel Joseph Derr, G. I. Sentinel William Heppard, P. G. P. Samuel H. Pope and Deputies Charles Shotwell, Byard Kurtz, Wilson Peacock, Thomas Whitehead, Thomas C. Hill, J. Gordon Beaver, George M. Saul and William McM. Cull.

In outlining his plans for personal visitations to the lodges and encampments, G. P. Banes stated further that there had been called three meetings for the purpose of organizing a body of campaigners to be known as "Earnest Workers," but severe weather conditions had delayed the formation of a complete staff, such as he desired, and that he had fixed February 20 as the date for, he hoped, a successful organization, when a schedule of visitations to subordinate lodges for the dissemination of the principles and advantages of the higher branch of the order will be arranged. Brother Pope, who has held office continuously in both official and lay ranks, as well as in extension work of the order, and now as the master of the famous degree staff of Temple Encampment, said that in furtherance of the plan of education he had organized a substaff from the Temple team to exemplify the degrees in the subordinate lodges which were not able to confer the degrees in the proper way and that staff had already been started to work. Brother Heppard, who has been a patriarch for a period of nearly half of the life of the encampment branch (eighty-nine years), urged the mission against the general idea that the upper branch was merely a social institution and to preach the practical benefits, a view supported by Brother Bowen, who made it clear that it was only necessary to reach prospects, the third degree member for advancement in the order.

Brother Ritter thought it would be a mistake to ignore the social advantages which the encampments do possess for the graduates to their ranks, citing the existence of encampments having no benevolent features whatever. Brother Shotwell related his fraternal experiences in Australia, where he joined the order many years ago in which business there was no connection with the initiatory degree and where the encampment branch suffered by a law forbidding dual membership. He pleaded for effort here now for the strengthening of weak encampments of more importance than the institution of new bodies, and this he felt could be contemplated by the grand patriarch without embarrassment to his plans. Secretary Beitel echoed his predecessor and anxious desire to serve this grand movement to successful fruition and put himself at command at all times. All of the other brothers gave expression to their feelings in the matter, and the general interchange of ideas and suggestions resulted in the determination of re-operative service of expansion in all lines to be laid down.

Grand Patriarch Banes will visit Siloam Encampment tomorrow night, Tacony Lodge next Monday night, Cypress Encampment next Tuesday night and Nicetown Lodge next Thursday night. On Wednesday night, February 20, at Grand Lodge headquarters, he will receive committees from all encampments in the city and organize the corps of "Earnest Workers" for mission work in the interest of the higher branch of the order among the subordinate lodges.

General Harrison Lodge made a fine showing at the visit to Imperial Lodge, arranged by the boosters' committee. Imperial Lodge demonstrated its ability in securing candidates by giving two candidates the initiatory degree. Then P. G. Arentz, of General Harrison, secretary of the boosters' committee, introduced P. G. Joseph M. Walker, chairman of the boosters' committee, who commended Imperial Lodge for its noble work in the past and urged its earnest co-operation in the future. He outlined the operations of the boosters' committee and stated the good that will be accomplished by the members of the various lodges doing their share of the work. He said he was doing his work laid out for him in order that the members ship of the lodge might be doubled if possible. N. G. Eren, of General Harrison, made an interesting address, showing his appreciation of the visitations being conducted under the direction of the boosters' committee and feeling proud that he held the highest position in such a noble order as General Harrison. He presented the bundle of sticks signifying also the strength and unity of the lodges in these districts and read the accompanying verses.

P. G. Arentz, P. G. Fiels, P. G. Parshal, P. G. Schoyback, all of General Harrison, made elaborate addresses on the fraternal benefits being derived and the closer relationship acquired through the visitations between the various lodges throughout the districts in conjunction with the boosters' committee. N. G. Holden, of Imperial, has joined the 104 other members of Imperial Lodge called to arms. During N. G. Holden's absence Vice Grand Copeland is occupying the first chair in a very efficient manner. He thanked General Harrison for the courtesy shown Imperial Lodge by the large delegation present and extended an invitation to all the brothers to be present at any meeting of Imperial Lodge.

Brother Baker, of Merchants', who is author of the verses accompanying the bundle of sticks, though a young member in the order, made a very impressive address. He is one of the "trail hitters" of the boosters' committee and can generally be found with Brothers Feldman and Sinquin, of Merchants' Lodge, at the various visitations in the three districts.

Brother Simpson, of Merchants' Lodge, is a real live booster, and on the theory that "charity begins at home" he said he believed that boosting should begin at home, and he, therefore, boosted the work being done by Merchants' Lodge, particularly that of the degree staff, which he considered the best he had witnessed. He also praised the work of the Boosters' committee and invited all to visit Merchants' Lodge. Brother Feldman said that, though young in the order, he thought it would be profitable if the brothers present would encourage the absentees to attend more regularly and take more interest in the lodge meetings, thereby becoming better Odd Fellows.

The next visitation of this committee will be held tomorrow evening, when Imperial Lodge will visit Caledonian Lodge on the sixth floor of the Parkway Building. A musical and literary entertainment has been arranged, and it is desired that as large an attendance as possible be present.

Owing to sickness and quarantine in the orphan home the services scheduled there on Sundays are suspended till further notice.

Purity Lodge announces a reunion of the "old guard" on February 26. This is the nearest meeting night to Washington's birthday, and it is not only to celebrate fittingly that event, but to commemorate the merger of George W. Childs Lodge and Anthony J. Drexel Lodge with Purity, which occurred on February 23, 1916, that this reunion is called. The object is to get together the brothers who were long active in the three lodges mentioned, as well as those who have more recently joined Purity. Another veteran of Purity, P. G. J. Knox Foster, answered the final summons last week and was laid at rest. Brother Foster was a well-known Odd Fellow identified with A. J. Drexel. He was a survivor of the Civil War. P. G. George Carr, representative to the Grand Lodge and chairman of the committee on finance, acted as chaplain. Brother J. Dewitt Jobbern, secretary of the Philadelphia Military Training Corps and a member of the order, was present as a guest of Puritan.

Brother Henry M. Hamilton, who resigned as secretary of the lodge in November, preparatory to reporting at Camp Meade, left for that camp this week with the Fifty-first district contingent. He has been unable to devote much time to the lodge since retiring from the secretaryship, as his Wednesday evenings had been given up to drilling and preparing for his new work in the country's service. Brother Hamilton spent last night at the lodge, where he bade good-by to his many friends. He is a civil engineer and was in the employ of the city, having made rapid progress in his chosen profession.

The initiatory degree was exemplified at Good Samaritan Lodge last Monday evening by a staff composed entirely of members of the Temple Encampment degree staff. The work was very well done indeed, and was under the direction of Brother P. G. Charles Entwisle. The Rev. Mr. Earp, rector of St. Paul's Episcopal Church, Fifteenth and Porter streets, was one of the candidates.

Caledonian Lodge admitted by card Brothers William Seehorn and Frank Collins and added another star to the service flag, making forty-six stars altogether. Degree Master Hamilton is putting in the time making a champion degree team. The brothers enjoyed the visit of Chairman Frank Shuman, of the boosters' committee; D. D. G. M. Jacob C. Henderson, T. Martin Wonderly, Jr., and R. W. McCulloch, of Texas, who gave good talks.

Imperial Lodge and the boosters, with prominent members of the order, will be guests of Caledonian tonight. The champion Temple Encampment degree staff has been invited to do the second degree for No. 700 on March 15. This staff is prepared to confer the degrees in subordinate lodges in the interest of educational work for the encampment branch.

Mills Lodge conferred the third degree in the presence of P. G. Hippard, of Pacific Lodge, who made an interesting address in the interest of the encampment branch of the order. H. Francis Boggert, of Phoenix Lodge, No. 212, and Andrew Wild, of Rogers, Arkansas, who also made good talks.

A large class is expected for the initiatory degree tonight, and the degree master is preparing a pleasing program. Active degree work will would be pleased to have a large turnout to assist in the work. Visitors are desired in view the week of Mills Lodge in the Parkway Building.

The missionary work of Spring Garden Lodge continued at Wayne Lodge, then at Franklin, and the next will be Good Samaritan next Monday night. The Temple Encampment staff was entertained and the seventy-third anniversary modestly observed, several members of Excelsior Lodge being received. The committee furnished a short tonight with one candidate for the initiatory, to which all members are invited to witness in the Parkway Building.

Green Hill Lodge, No. 154, celebrated its seventy-second anniversary at Girard avenue and Hutchinson street, with an elaborate program that was greatly enjoyed by an assemblage that taxed the capacity of the hall. The entertainment began with raising of the service flag in honor of four members of the lodge who are in the army. Past D. D. G. M. John A. Peterson then introduced Brother Ross Mackver, grand conductor of the Grand Lodge, always a welcome visitor, whose intensely patriotic and eloquent address was warmly applauded. Next came the Juvenile Minstrels, who gave a splendid program and were repeatedly encored. The orchestra of the United States ship Michigan rendered enjoyable musical selections. James Leonard, monologue artist, was loudly applauded. Following a piano duet, Miss Margaret Brown and Miss Lillian Daniels, vocal selections, Miss Lillian Franks with Miss Jackson as pianist; violin duet, Miss Lillian and Master Harry Berand, with Margaretta Davis, pianist. Brother John Walter was presented with a beautiful fifty-year jewel. Brother Peterson making the address. Refreshments were served.

Merchants' Lodge conferred the initiatory degree on two candidates of an efficient manner. D. D. G. M. Henderson again assisted in the work, and his efforts were greatly appreciated. Pleasing remarks were made by following visiting brothers: D. D. Wonderly, of the tenth district; P. G. Craig, Caledonia Lodge, and D. D. Henderson. The attendance was excellent and the evening lacked for no successful entertainment. This program was presented:

Anniversary greetings, Wayne Lodge Orchestra; accordion selections, De John; tenor solo, Sarcone; violin solo, Horace de Pasquale; "Vision of Salome" (descriptive fantasia), orchestra; "Bridal Rose," operatic; tenor solo, Rocco Cozzi; "Ave Maria," solo, Master Dimatrio; piano solo, Charles de Gaetano; entertainer, songs, etc., Thomas Lalli; popular airs, orchestra.

The program was composed of Vincent di Stefano, Horace di Pasquale, A. Marinelli, G. Toracchio, G. Rozzelli, Charles di Gaetano, H. Frusolo, Magavero Frank, E. Buccerone and Palma.

The officers of the lodge are: Noble grand, James Calgiano; vice grand, Edmond M. Sarcone; secretary, Charles Sarcone; treasurer, William C. Montieth; third relief, Nicholas H. Lalli; warden, Joseph H. Mason; chaplain, Isaac M. Marshall; outside guardian, Domenico Tedesco; inside guardian, Vincent di Gaetano; organist, Benjamin Armenti; sitting past grand, Cesare Nanotello; right and left supporters to Horace di Pasquale, Peter Riccle, A. Marinelli, A. Carrea; outside supporters, Charles di Gaetano, Victor Verna; representative to Grand Lodge, William C. Montieth; alternate, Benjamin F. Ellis; to Old Fellows' Home, Nicholas H. Lalli; to Orphanage, Frederick Genovese; to Widows' Home, Joseph H. Mason; to General Relief Association, Benjamin Armenti; trustees, E. W. Ocker, William S. McCracken, V. di Stefano; campaign degree staff, Vincent di Stefano, degree master; N. H. Lalli, F. di Gaetano, Peter Riccle, D. d'Pasquale, I. Napoleno, V. Verna, E. F. Dubs.

The Degree Staff Association of Temple Encampment, No. 106, gave a surprise housewarming reception to its chief patriarch, Joshua N. Litchfield, and his wife. To say that Mr. Litchfield was surprised would be putting it mildly, as he was expecting the minister and his daughters' Sunday school teacher to pay a visit. When he opened the door the lady visitors gave the Indian yell of the degree staff, accompanied by the clanging of the bull bell and cow bell that have accompanied the staff on its pilgrimages to the Sovereign Grand Lodge sessions, where their clanging was always heard above the din and the shouting as the judges called the name of Temple as the victor. The "Council" at once took possession of the house, and after they had made themselves quite at home the Rev. Robert W. Herrman, assisted by the Rev. Charles A. Louis and the Rev. Abraham Durfor, performed a marriage ceremony between a bull bell and a cow bell. After the ceremony the bride and groom were escorted to the dining room by Colonel William McM. Cull and Captain Joseph W. Rogers, where the entertainment committee had arranged a wedding feast. Then the pope in his magnificent robes of state arose and in words of sincere sentiment presented to Patriach Litchfield and his wife in the name of the Temple Degree Staff Association a beautiful cut-glass lemonade set and reflector as a token of appreciation and regard. Patriach Litchfield and wife were again taken by surprise and were unable because of deep emotion to respond, and as the company sang "For He's a Jolly Fellow" P. G. P. Charles N. Entwistle, assisted by Scribe John Wolf, passed around a beautiful gray-enameled loving cup for each one to wish all good health and prosperity and new laurels for the encampment for the new year.

Those who participated were Mr. and Mrs. S. H. Pope, Mr. and Mrs. G. C. Stebbins, Mr. and Mrs. John Wolf, Mr. and Mrs. Robert Herrman, Mr. and Mrs. Charles D. Hamilton, Mr. and