GOSSIP OF THE STREET

UNION PACIFIC'S DIVIDEND PUTS NEW STRENGTH INTO MARKET

Action of Directors Accepted as Evidence of Satisfaction With Government Control of Railroads—Gossip of the Street

MANY bankers and brokers in this city attributed the strength of the market yesterday, especially shortly after the opening, to action of the directors of the Union Pacific Railroad Company on Thursday in declaring a dividend on its common stock, thus putting the extra one-half of 1 per cent declared for the previous quarter into the regular declaration and thus placing the common stock permanently upon a 10 per cent annual dividend basis. In addition, the regular semiannual dividend of 2 per cent on the preferred stock was also declared. Both dividends are payable on April 1 to stockholders of record March 9.

It is generally acknowledged in financial circles here that this action by the Union Pacific directors will go a long way toward restoring public confidence in the future of railroad investments, which had been badly shaken, especially toward the close of 1917. The public now recognizes the intention of the Administration and Congress to give a square deal to the holders of railroad securities and to see that they have adequate compensation during the period of governmental control.

By their action on Thursday the Union Pacific directors show they believe that Government control is far from being prejudicial to the interests of the road's security holders, but they have placed themselves on record as believing that under that control a regular 10 per cent dividend can be maintained.

For several years past the regular dividend has been 8 per cent and a 2 per cent extra disbursement.

Such an expression of confidence in the future earning capacity of the road has made a most favorable impression not only on the holders of Union Pacific securities, but has had a marked influence on virtually all other railroad securities. Indeed, the effect can be traced to almost every stock on the general list in a greater or less degree.

* * *

There were others, however, who maintained that the Union Pacific dividend was only one of the contributing causes of the strong condition of the market and that the principal reason was the belief, which is particularly strong in Wall street, that peace is in sight. One well-known banker who had just returned from a short visit to New York said the belief there is that peace is due anywhere from thirty to ninety days.

Asked if this opinion was based on anything tangible, he said he could not pin any one down to concrete reasons for the belief, and the only way to express what is meant would be to say that it is the consensus of the opinions of the foremost financiers of the country.

"In the same way," he remarked, "if I were in Great Britain I would draw my conclusions from the consensus of opinion of the leading financiers in Lombard street, as it has always been the case that these men of big and far-reaching affairs get so much and so varied information from all quarters that they naturally 'sense' the general drift of affairs ahead of the rest of us. In Wall street," he repeated, "the early peace talk is very strong."

Baldwin Locomotive Company's Big Earnings

Baldwin Locomotive Works stock sold on the New York Stock Exchange yesterday at 72 at the close. It was announced in the last week of December that the gross business of the Baldwin Locomotive Works in 1917 was in excess of $100,000,000. This record volume compared with $59,219,057 in 1916 and $22,083,011 in 1915. The 1916 total included $25,614,033 from shell contracts, etc. The annual report for 1917 has not yet been completed.

An unofficial preliminary estimate, however, is about $10,000,000 earned over fixed charges, after writing off some deferred accounts in connection with munitions contracts. Deducting war taxes and depreciation reserves and preferred dividend, the estimate is around $7,000,000, or 35 per cent, earned on the $20,000,000 common stock, though the final figures may not reach quite as high.

There is still $10,000,000 floating debt, a reduction of $5,000,000 since a year ago, and the management has heretofore pursued a conservative policy of writing off liberally for reserves, depreciation, etc., it being the apparent desire to eliminate water from the common stock. For this reason reports of stock dividends have been described as entirely unfounded. The annual meeting of the stockholders will be held March 7.

A well-known broker in the downtown section remarked that if he were a director of the Baldwin Company and if it anticipated any new financing during the present year, he would vote against a dividend on the common stock if the above figures were correct. He remarked that the banks that were carrying the floating indebtedness would insist on getting paid off in preference to having a dividend.

"We must take into consideration," he said, "that these are war-times, that the Government is in need of a great deal of money and that its claims come first. Perhaps," he added, "if times were normal I might consider a dividend would be the proper thing."

Rally in Liberty Four Per Cents

One of the surprises of the Street yesterday was the rally in Liberty 4 per cent bonds, which had made a new low record the day before.

A news bureau attributed the rally to a suggestion of C. W. Barron which came over the Dow, Jones & Co. ticker that the new Liberty Bonds should be 3.65 per cent tax-exempt bonds, callable in five years. The same suggestion was made in this column several days ago, so it is not an altogether new idea.

Bankers and brokers whose opinions were asked as to the rally in these bonds said it was sympathetic with the general upward trend of the market, and that the growing prospects of peace had more to do with the strengthening of the prices for Liberty 4s than any other influence.

Light, Heat and Note Company's Note Issue

A. B. Leach & Co., Inc., Field, Richards & Co. and the bond department of the Fifth-Third National Bank of Cincinnati, are offering $1,560,000 Union Light, Heat and Power Company of Covington, Ky., two-year 6 per cent first mortgage lien gold notes at 96¾ and interest, yielding 7¾ per cent. The notes are due February 15, 1920. Net earnings of the company for the year ended December 31, 1917, were $303,974, or nearly three times the total annual interest charges, including interest on this issue, upon retirement of the first mortgage 4s, May 1. The note issue is secured by a first mortgage lien on all property of the company. The Columbia Gas and Electric Company, which guarantees payment of the Union Light, Heat and Power Company bonds, reported for the calendar year 1917 a net surplus, after paying all fixed charges, including taxes, of $2,934,485.11. The sale of the new issue of notes has been approved by the capital issues committee of the Federal Reserve Board.

Public Utility Notes of the Week

Columbia Gas and Electric Company's income account for the year ended December 31, 1917, showed gross earnings of $10,861,840, an increase over 1916 of $1,803,588; net income after taxes, $5,222,073, an increase of $737,597; other income, $1,948,614, an increase of $1,121,012; total income, $7,170,087, an increase of $1,908,609; surplus after charges, $2,934,485, an increase of $1,777,009.

Arizona Power Company reports for October, 1917, gross earnings of $52,259.07, an increase of 55.4 per cent over the corresponding month of 1916; net earnings, $27,422.14, an increase of 24.6 per cent. For the twelve months ended October 31, gross earnings were $454,179.38, an increase over the twelve months ended October 31, 1916, of 61.2 per cent. Net earnings were $281,091.14, an increase of 47.8 per cent.

COPPER SITUATION IMPROVES

Factors Affecting Red Metal Market Unfavorably Have Been Removed

NEW YORK, Feb. 16.—There has been a turn for the better in the copper situation during last week, due to the improvement in the various factors which were affecting the red metal market unfavorably in the last month or two.

The local copper trade up to a week ago was suffering as much from the inability to unload cars which reached this section as it was from the embargo. While receivers here were notified that their copper had arrived at the railroad yards, upon investigation they had invariably found that the cars were in such a location that unloading was out of the question for the time being.

Another factor which has caused a pick-up in the anxiety of some copper consumers is the virtual settlement of the strike of longshoremen on coastwise vessels. While it is true that the men have returned to their jobs only on the strength of arbitration being carried, the fact that between 400 and 500 men were moving freight this week brought in some copper ore which had been held up for several weeks.

Inquiries for copper metal from regular consumers during the last week have continued fairly good, but the dealers again displayed a tendency to hold off and many contracts are still pending. This is due to the fact that the Government is purchasing its requirements from time to time and all the sellers are anxious to be able to supply the war needs as soon as called upon to do so.

Reports received from most mining sections are that operations are going ahead at a satisfactory rate, but no one is looking for a great increase in the production figures for February as a whole due to the fact that there are four less working days this month than in January.

Meat Shipments Increase

CHICAGO, Feb. 16. — Shipments of fresh and cured meats from Chicago during the week ended today were 51,560,000 pounds, against 46,874,000 pounds the previous week and 48,818,000 pounds the same week last year.

Business Career of Peter Flint

A Story of Salesmanship by Harold Whitehead

(Copyright)

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. Answers to technical questions 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.

XIV

WELL, this is my second day in the grocery department where Benton sent me to get some selling pointers from Rogers, the star salesman of the store.

I felt a bit disappointed, for all he did was to take the customers' orders and in every case suggest a lot of extra things they might have forgotten. He generally found something each customer wanted.

Just the same I expected to get on to some tricks of selling that helped to force sales, but his sales just came easily and naturally. I said as much to Butler, another salesman in that department. "That's the beauty of Rogers's selling," he said. "He does it so easily—all his customers ask for him, they like him so much."

The grocery department had a new breakfast food—fifteen cents a package—that it was pushing, and it really was interesting to me to notice how Rogers sold nearly every one a package of it.

He said something like this: "By the way, Mrs. Blank (he nearly always knew the customers' names), you always appreciate something unusual, so I know you would like to try a new breakfast food we have and let us have the benefit of your opinion on it."

The customer would begin to say, "We have plenty at present," but Rogers would tactfully break in:

"Now, this isn't any of the ordinary ten-cent package goods, Mrs. Blank, but an unusual product" (and here he would give a brief description of it) "at fifteen cents—of course, not such a big package as the cheaper cereals come in, but you will appreciate the delicious flavor of this, besides realizing that you are getting something really satisfying and nourishing. How many packages may I include with your order?"

I wondered why the customers nearly always fell for it, and so I asked him. Rogers is a big, rather fat, ruddy-faced, jolly man about thirty-five, and is as good-natured as can be.

"Listen, Peter," said he (somehow it seemed quite natural for him to call me Peter the first time he saw me), "and I'll explain a great psychological phenomenon to you. Here's the idea: Always make it easy for the customer to say 'yes' and difficult for him to say 'no.'

"So," continued Rogers, "if I say to a customer, 'Will you buy this?' it is just as easy for the customer to say 'no' as 'yes.' See what I mean? Therefore, if I say, 'You don't need this, do you?' I've made it easy for the customer to say 'no.' So I say, 'How many shall I sell you,' or 'Which size will you take?' or some such positive question. By so doing I assume the customer is going to buy and the only thing to decide is the quantity or size or what not.

"This makes it difficult for the customer to say 'no,' and very easy for him to follow the buying suggestion I've made; and most people follow the path of least resistance. Simple, isn't it?"

"It is—now you've told me," I admitted, "but I never should have thought it out by myself."

I see why Rogers is so successful—he thinks things out.

TODAY'S BUSINESS EPIGRAM:
Make it easy for the customer to say "yes."
What does this mean to **YOU?**

(CONTINUED MONDAY)

OPTIMISTIC FEELING IN THE STEEL TRADE

Improvement Is Admitted by All Authorities—Railroad Congestion Relieved

NEW YORK, Feb. 16.

For the first time since early in December it is possible to report a more optimistic feeling in the steel trade. That there has been considerable improvement in the situation is admitted by all trade authorities.

The favorable weather of the last week has done much to bring about the change, in so far as it has relieved the railroad congestion and permitted receipts of fuel at the steel plants which had been curtailing production because of the lack of fuel.

Although the movement of finished and semifinished products from the mills is better than it was some weeks ago, there is still room for much improvement in this direction. Steel companies' officials express the belief that this condition will be remedied within a comparatively short time.

Of course, the continuation of the betterment depends entirely on weather conditions. Should the high temperature of the last week hold on for a time longer, it is felt that much headway can be made in clearing tracks, and this will be reflected in heavier receipts of materials at steel plants and also in the removal of products from the storage yards.

While no official figures of the improvement which has taken place are obtainable, it is estimated by those who study steel conditions closely and who should know what is going on that the increase in operations ranges all the way from 10 to 35 per cent.

The largest producers are choosing the smallest increases, namely, from 5 to 16 per cent on the average; but this is due to the fact that the curtailment at these plants was not so drastic as at some of the smaller mills of the country.

One instance is heard of where the operations have been increased about 50 per cent during the week at a small independent plant, but this is due to the shutdown of many departments at this company's mill, which was resumed on last Tuesday.

Throughout eastern Pennsylvania the greatest gain is recorded. The steel mills in that section had been suffering for a number of weeks from lack of fuel and many plants were virtually closed, the men being put to work outside in an effort to clear railroad tracks and sidings and make more room for storing finished products.

That the change came in good time is the opinion expressed in the trade. The situation was becoming serious in many localities and production was kept going at the rate it did only because of the widely separated plants of the larger companies.

There has been a good demand for various steel products, according to those handling the selling end of the business. Domestic consumers are showing signs of taking care of their future requirements, because they are of the opinion that there will be no reduction in present fixed prices by the Government.

The situation in ferro-alloys is still acute. The receipts continue rather small, and independent companies which have taken care of their future requirements are again scrambling for ferromanganese when it is available.

"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 XXXIII (Continued)

"IF THEY were living," he said, "I am pretty sure they would take me out today."

Olga Loschek had found the day one of terror. Annunciata had demanded her attendance all morning, had weakened strangely and demanded fretfully to be comforted.

"I have been a bad daughter," she would say. "It was my nature. I was warped and soured by wretchedness."

"But you have not been a bad daughter," the Countess would protest, for the thousandth time. "You have done your duty faithfully. You have stayed here when many another would have been traveling on the Riviera, or ——"

"It was not sacrifice," said Annunciata, in her peevish voice. "I loathe traveling. And now I am being made to suffer for all I have done. He will die, and the rest of us—what will happen to us?" She shivered.

The Countess would take the one, would enlarge on the precautions for safety, on the uselessness of fear, on the popularity of the Crown Prince. And Annunciata, for a time at least, would relax. In her new remorse she made frequent visits to the sickroom, passing, a long, thin figure clad in black, through lines of bowing gentlemen, to stand by the bed and wring her hands. But the old King did not even know she was there.

The failure of her plan as to Nikky and Hedwig was known to the Countess the night before. Hedwig had sent for her and faced her in her boudoir, very white and calm.

"He refuses," she said. "There is nothing more to do."

"Refuses?"

"He has promised not to leave Otto." Olga Loschek had been incredulous, at first. It was not possible. Men in love did not do these things. It was not possible, that, after all, she had failed. When she realized it, she would have broken out in bitter protest, but Hedwig's face warned her. "He is right, of course," Hedwig had said. "You and I were wrong, Countess. There is nothing to do—or say.

And the Countess had taken her defeat quietly, with burning eyes and a throat dry with excitement.

"I am sorry, Highness," she said from the doorway. "I had only hoped to save you from unhappiness. That is all. And, as you say, there is nothing to be done." So she had gone away and faced the night, and the day which was to follow.

The plot was arranged, to the smallest detail. The King, living now only so long as it was decreed he should live, would, in midafternoon, commence to sink. The entire Court would be gathered in anterooms and salons near his apartments. In his rooms the Crown Prince would be kept, awaiting the summons to the throne-room, where, on the King's death, the regency would be declared, and the Court would swear fealty to the new King, Otto the Ninth. By arrangement with the captain of the palace guard, who was one of the Committee of Ten, the sentries before the Crown Prince's door were to be of the revolutionary party. Mettlich would undoubtedly be with the King. Remained then to be reckoned with only the Prince's personal servants, Miss Braithwaite and Nikky Larisch.

The servants offered little difficulty. At that hour, 4 o'clock, probably only the valet Oskar would be on duty, and his station was at the end of a corridor separated by two doors from the schoolroom. It was planned that the two men who were to secure the Crown Prince were to wear the palace livery and to come with a message that the Crown Prince was to accompany them. Then, instead of going to the wing where the Court was gathered, they would go up to Hubert's rooms, and from there to the roof and the secret passage.

Two obstacles were left for the Countess to cope with, and this was her part of the work. She had already a plan for Miss Braithwaite. But Nikky Larisch?

Over that problem, during the long night hours, Olga Loschek worked. It would be possible to overcome Nikky, of course. There would be four men, with the sentries, against him. But that would mean struggle and an alarm. It was the plan to achieve the abduction quietly, so quietly that for perhaps an hour—they hoped for an hour—there would be no alarm. Some time they must have, enough to make the long journey through the underground passage. Otherwise the opening at the gate would be closed and the party caught like rats in a hole.

The necessity for planning served one purpose, at least. It kept her from thinking. Possibly it saved her reason, for there were times during that last night when Olga Loschek was not far from madness. At dawn, long after Hedwig had forgotten her unhappiness in sleep, the Countess went wearily to bed. She had dismissed Minna hours before, and as she stood before her mirror, loosening her heavy hair, she saw that all that was of youth and loveliness in her had died in the night. A determined, scornful and hard-eyed woman, she went drearily to bed.

During the early afternoon the Chancellor visited the Crown Prince. Waiting and watching had made inroads on him, too, but he assumed a sort of heavy jocularity for the boy's benefit.

"No lessons, eh?" he said. "Then there have been no paper balls for the tutor's eyes, eh?"

"I never did that but once, sir," said Prince Ferdinand William Otto gravely.

"So! Once only!"

"And I did that because he was always looking at Hedwig's picture."

The Chancellor eyed the picture. "I should be the last to condemn him for that," he said, and glanced at Nikky.

"We must get the lad out somewhere for some air," he observed. "It is not good to keep him shut up like this." He turned to the Crown Prince. "In a day or so," he said, "we shall all go to the summer palace. You would like that, eh?"

"Will my grandfather be able to go?" The Chancellor sighed. "Yes," he said, "—he will go to the country also. He has loved it very dearly."

He went, shortly after 3 o'clock. And, because he was restless and uneasy, he made a round of the palace and of the guards. Before he returned to his vigil outside the King's bedroom he stood for a moment by a window and looked out. Evidently rumors of the King's condition had crept out, in spite of their caution. The Place, kept free of murmurs by the police, was filling slowly with people; people who took up positions on benches, under the trees, and even sitting on the curb of the street.

An orderly and silent crowd it seemed, of the better class. Here and there he saw police agents in plain clothes, impassive but watchful, on the lookout for the first cry of treason.

An hour or two, or three—three at the most—and the fate of the palace would lie in the hands of that crowd. He could but lead the boy to the balcony and await the result.

CHAPTER XXXIV

The Pirate's Den

MISS BRAITHWAITE was asleep on the couch in her sitting room, deeply asleep, so that when Prince Ferdinand William Otto changed the cold cloth on her head she did not even move. The Countess Loschek had brought her some medicine.

"It cured her very quickly," said the Crown Prince, shuffling the cards with clumsy fingers. He and Nikky were playing a game in which matches represented money. The Crown Prince had won nearly all of them and was quite pink with excitement. "It's my lead, isn't it? When she goes to sleep like that she nearly always wakens up much better. She's very sound asleep."

Nikky played absently and lost the game. The Crown Prince triumphantly scooped up the rest of the matches. "We've had rather a nice day," he observed, "even if we didn't go out. Shall we divide them again and start all over?"

(CONTINUED MONDAY)

ICE GORGES BREAK; MAY AVOID FLOODS

Danger Along Ohio River Is Lessened by Moderate Weather Prevailing

PITTSBURGH, Feb. 16.

Softened by the warm weather of the last week, ice which formed the large gorge in the Allegheny River near Parkers Landing, Pa., has been dislodged and is passing quietly out into the Ohio River.

The ice from the gorge in the Monongahela River near Brownsville, Pa., which also broke, was expected to reach the Ohio during the day. No reports of any extensive damage have been received from along the course of either stream.

Cyril Pennywitt, of the Pittsburg Weather Bureau, asserted there need be no fear of floods along the Ohio on account of the Allegheny and Monongahela ice movements. Warm weather, he said, had softened the ice and completely destroyed its destructive powers.

TIONESTA, Pa., Feb. 16.—Two aged men are dead, a steel bridge has been washed out and great property damage done by the flood which swept through this town. The dead are Jesse R. E. Dawson, sixty-five years old, and his brother, Walter Dawson, seventy years old, both of Dawson Run, near Tionesta.

A great gorge formed in the Allegheny River here several weeks ago. Other gorges broke further up the river and sent a great quantity of water against the Tionesta gorge without breaking it. The result was that the town was flooded by the backing up of Tionesta creek.

The two men were found just outside the house they occupied. Both were dressed in their night clothes.

SUNBURY, Pa., Feb. 16.—With a six-foot flood here, the ice on the Susquehanna River, much of it a yard thick, is bulging up at points on the miles-wide expanse of water and gives indications of a break-up.

Ten inches of water is running over the top of the ice. Railroads are weighting down their bridges with loaded coal cars in anticipation of a threatened flood.

Deaths

ABBOTT.—Feb. 13, DANIEL N. ABBOTT, husband of Clara Abbott (nee Bickel), aged 63. Relatives and friends, members of Baptist Temple, invited to funeral services, Sat., 2 p. m., 2505 N. 19th st. Int. private. Auto funeral.

ADAMS.—Feb. 13, at Linwood, N. J., Capt. ISRAEL G. ADAMS, husband of Anna Mary Adams and son of late Louisa C. and Israel S. Adams, aged 72. Relatives and friends, Keystone Lodge, No. 133, F. and A. M.; Trinity Chapter, No. 38, R. A. M.; Atlantic Commandery, No. 20, K. T.; Crescent Temple, A. A. O. N. M. S.; Seashore Lodge, No. 55, K. of P.; council of directors of W. J. & S. R. R. Co.; Atlantic Safe Deposit & Trust Co., Second National Bank, and all other organizations of which he was a member, invited to funeral, late residence, Linwood, N. J., Sat., 2 p. m. Int. Pleasantville Cem.

ADDISON.—Feb. 14, AMY S., wife of Samuel Addison (nee Pugh), aged 32. Relatives and friends, Chapter No. 40, O. of A., of Gloucester, invited to services, Mon., 8 p. m., residence of father-in-law, Arthur Addison, 431 Monmouth st., Gloucester, N. J. Int. Evergreen Cem., Camden, at convenience of family. Tues.

ARNOLD.—Feb. 15, at 247 E. Duval st., germantown, GEORGE MARTIN, husband of Vera M. Arnold and son of Lilly A. and late George C. Arnold, aged 21. Funeral services at residence Sun., 1:30 p. m. Int. St. Luke's Ms.

BARKLEY.—Feb. 14, EMMA L., widow of George H. Barkley. Relatives and friends invited to services, Mon., 8 p. m., residence of son-in-law, Dr. John K. Gilbert, 1801 12th st. Int. private.

BATTEN.—Feb. 16, at Montclair, N. J., GEORGE BATTEN, aged 81. Notice of funeral later.

BAUER.—Feb. 14, EMMA LOUISA (nee Engelmeier), wife of Philip H. Bauer, aged 61. Relatives and friends invited to funeral, Mon., 1 p. m., 4681 Mulberry st., Frankford. Remains may be viewed Sun. Int. Hillside Cem. Auto funeral.

BENISON.—Feb. 15, ISABELLA, widow of Captain Joseph Benison. Relatives and friends, Anna M. Ross Auxiliary, No. 1, Sons of Veterans, invited to funeral, Mon., 2 p. m., nieces residence, Mrs. Elizabeth Palmer, 6732 Woodland ave. Int. Mt. Moriah Cem. Friends may call Sun., 7 to 10 p. m.

BENTON.—Feb. 15, CHARLES BENTON, husband of Mary L. Benton. Residence, 806 42d st. Due notice of funeral will be given.

BLACK.—Feb. 15, ELIZABETH A. BLACK, wife of William J. Black. Relatives and friends, Chapter of the Sacred Heart of St. Thomas's Church, invited to funeral, Tues., 8 a. m., 1821 Morris st. Solemn high mass of requiem St. Thomas's Church 9:30 a. m. Int. Holy Cross Cem. Auto funeral.

BOARDMAN.—Feb. 13, MARTHA N., widow of William Boardman, aged 85. Relatives and friends invited to funeral services, Sat., 2:30 p. m., 7634 Tulip st., Tacony. Int. private. North Cedar Hill Cem.

BODINE.—Feb. 14, Collingswood, N. J., WILLIAM M. BODINE, aged 58. Funeral services Mon., 10 a. m., at St. John's Church, 12th st. above Chestnut st. Int. private. Please omit flowers.

BOULSTER.—Feb. 14, GEORGE, A son of Charles and Mary Boulster, aged 28. Relatives and friends invited to funeral, Mon., 7:30 a. m., parents' residence, 2942 Hurley st. Mass Church of the Visitation 8:30 a. m. Int. Holy Redeemer Cem.

BIRD.—Feb. 15, CHESSON STANLEY BIRD, aged 29. Due notice of funeral later.

BREWSTER.—Feb. 15, ALFRED J., husband of Sarah E. Brewster, aged 81. Relatives and friends, Washington Lodge, No. 59, F. and A. M., of Phila., invited to funeral, Tues., 11 a. m., 231 Stevens st., Camden, N. J. Int. private. Woodland Cem. Friends may call Mon. eve.

BRICE.—Feb. 15, PATRICK J., husband of Bridget A. Brice (nee O'Donnell), formerly of Killologa, County Donegal, Ireland. Relatives and friends, Holy Name Society of St. Agatha's Church, Division No. 24, A. O. H., and Funeral Society invited to funeral, Mon., 8:30 a. m., 3806 Melon st., W. P., solemn high mass of requiem St. Agatha's Church 10 a. m. Int. Holy Cross Cem.

BROILEY.—At Royal Apartments, Feb. 13, WILLIAM H., husband of Clara G. and son of John H. and Mary W. Broiley, aged 54. Relatives and friends invited to funeral services, Sat., 3 p. m., residence of father, 137 W. Susquehanna ave. Int. private. Kindly omit flowers.

BROWN.—On Feb. 15, 1918, MARY ELIZABETH, beloved wife of the late John Crosby Brown and daughter of the Rev. William Adams, D. D. Funeral services at her home, 34 E. 37th st., New York city, on Mon., Feb. 18, at 2:30 o'clock. It is earnestly requested that no flowers be sent.

BURKHARDT.—Feb. 14, GUSTAV A., husband of Josephine Burkhardt. Relatives and friends, Hermann Lodge, No. 125, F. and A. M.; General John A. Koltes Post, No. 228, G. A. R., invited to funeral, Mon., 2 p. m., 2511 Fairmount ave. Int. Mt. Vernon Cem. Remains may be viewed Sun. eve.

CABEY.—Feb. 12, ELIZABETH A., widow of Thomas J. Cabey, aged 64. Relatives and friends invited to funeral services, residence of son-in-law, John A. Reynolds, 3015 N. 16th st., Sun., 2 p. m. Int. private. Mt. Moriah Cem. Auto funeral.

CALLAN.—Feb. 14, ELEANOR, wife of Pierce Callan (nee Hassett). Relatives and friends, St. Anthony's B. V. M. Sodality, invited to funeral, Mon., 8 a. m., 2625 Alter st. (26th and Ellsworth). Solemn high requiem mass St. Anthony's Church 9:30 a. m. Int. Holy Cross Cem.

CASEY.—At Plymouth Meeting, Pa., Feb. 13, MARGARET E., wife of William Casey and daughter of late John and Margaret O'Neil. Relatives and friends invited to funeral, Mon., 8 a. m., residence, Plymouth Meeting, Montgomery County, Pa. Solemn high mass of requiem St. Matthew's Church, Conshohocken, Pa., 10 a. m. Int. St. Matthew's New Cem.

CASEY.—Suddenly, at Riverside, N. J., Feb. 14, ELLEN, widow of John Casey. Relatives and friends invited to funeral, Mon., 8 a. m., 123 Lippincott ave. Solemn requiem mass St. Peter's Church 9 a. m. Int. St. Peter's Cem.

CHESHIRE.—Feb. 13, JOHN W., husband of Eva S. Cheshire (nee Stowell) and son of Elizabeth and late Alfred Cheshire, aged 43. Relatives and friends, Covenant Lodge, No. 161, F. and A. M., and all other societies of which he was a member, invited to funeral services, Mon., 2 p. m., 3217 Federal st., Camden, N. J. Int. private Evergreen Cem. Remains may be viewed Sun. eve.

CLINE.—Feb. 14, W. PERCY, son of late Levi S. and Kate Cordner Cline, aged 35. Relatives and friends invited to funeral services, residence of uncle, Henry R. L. Farrow, 918 County Line rd., Bryn Mawr, Pa., Mon., 2 p. m. Int. private. Friends may call Sun., 7 to 9 p. m.

COLLIER.—Feb. 15, 101 Fern ave., Collingswood, N. J., Rev. FRANCIS J. COLLIER, D. D., husband of Maria A. Collier. Relatives and friends, members of West Jersey Presbytery, Presbyterian Ministers' Association of Phila. and Presbyterian Social Club, invited to funeral services, Mon., 2 p. m., Presbyterian Church, Fern and Maple aves., Collingswood, N. J. Int. Woodlands Cem., Phila.

COOLEY.—Feb. 14, FRANK COOLEY, aged 73. Relatives and friends, Ellis Post, No. 6, G. A. R., Robert Morris Council, No. 41, Jr. O. U. A. M., and Walker Lodge, No. 300, I. O. O. F., invited to funeral services, Sat., 2 p. m., 163 Wayne st., Germantown. Int. private. Please omit flowers.

CRAVEN.—Suddenly, Feb. 14, ELIZA (BETH YA), wife of William H. Craven. Relatives and friends invited to funeral, Sun., 2:30 p. m., residence, Montgomery ave., Haverford, Pa. Int. private.

DALY.—Feb. 14, MARY M., daughter of Patrick and late Hannah Daly. Funeral Mon., 9:30 a. m., residence of father, 816 N. Marlboro st. Solemn requiem mass Our Mother of Sorrows' Church, 11 a. m. Int. Holy Cross Cem. Relatives and friends invited to funeral. Note—Kindly omit flowers.

DAVIS.—Feb. 12, ELEANOR J., wife of William V. Davis, aged 54. Relatives and friends invited to funeral, Sat., 2 p. m., 6332 Woodbury st., Roxborough. Int. Leverington Cem.

DAVIS.—At Oaks, Pa., Feb. 15, MILTON L. DAVIS, aged 85. Relatives and friends invited to funeral services, without further notice, Mon. All services at the house, 3 p. m. Int. private.

DAWSON.—Feb. 15, MARGARET DAWSON, widow of Jerome Dawson. Relatives and friends invited to funeral, Tues., 8:30 a. m., 101 S. 41st st., Darby, Pa. Solemn requiem mass Church of the Blessed Virgin Mary, 10 a. m. Int. Holy Cross Cem. Auto funeral.

DENNY.—Suddenly, Feb. 14, JOHN DENNY. Relatives and friends, Isaac C. Cheesman Assembly, No. 35, A. O. M. P., invited to services, Sat., 2 p. m., 2124 Market st. Int. private. Pennsgrove, N. J.

DIETERICH.—Feb. 15, ANNA ELIZABETH, widow of Frederick Dieterich. Relatives and friends invited to funeral services, Mon., 2 p. m., 5000 Cedar ave. Int. private. East Cedar Hill Cem.

DIETZ.—Feb. 14, LOUIS, son of Charles and late Mary L. Dietz, aged 27. Relatives and friends, Audubon Athletic Assn., invited to funeral services, Mon., 2 p. m., residence of father, 1062 Sarah st. Int. Hollywood Cem. Auto funeral.

DOEBLER.—Feb. 15, HARRY, son of Louis J. and Sadie A. Doebler (nee Toomey), aged 7. Relatives and friends, pupils of Miss Packard's School, invited to funeral, Mon., 7:30 a. m., parents' residence, 2337 E. Lehigh ave. Solemn requiem mass St. Ann's Church 9 a. m. Int. St. Ann's Cem.

DREHER.—Feb. 14, MARGARET, wife of Louis Dreher and daughter of late William and Mary Kyle. Relatives and friends, Columbia Lodge, No. 10, S. of R., invited to funeral services, Mon., 2 p. m., residence of husband, 1516 N. Conestoga st. Interment private. Auto funeral. Cemetery flowers. Friends may call Sun., 8 to 10 p. m.

DUNN.—Feb. 14, ANDREW J., son of late Andrew and Mary Dunn. Funeral to leave his residence, 2210 Mt. Vernon st. Solemn mass of requiem Church of St. Francis Xavier 10 a. m. Int. Cathedral Cem. Auto service.

DUNNE.—Feb. 14, MICHAEL J., husband of Annie Dunne (nee Maguire), formerly of Norristown, Pa., aged 78. Funeral Sun., 2 p. m., residence of Joseph H. Farrow, 1333 N. 59th st. Solemn mass of requiem Our Lady of the Rosary Church 10 a. m. Relatives and friends invited to funeral services, Mon. Members of Adams Post, No. 6, G. A. R., invited. Int. Holy Cross Cem. Auto funeral.

ENDRES.—Feb. 15, ANNA M., wife of Bertho Endres (nee Krauss), aged 62. Relatives and friends invited to funeral, Mon., 7:30 a. m., 3237 Tampa st., 4th st. and Allegheny ave. Solemn mass Church of Our Lady Help of Christians 9 a. m. Int. Holy Sepulchre Cem. Auto funeral.

ENGLE.—Feb. 12, SYLVESTER FRANK LIN, son of George J. and late Margaret Engle, husband of Mary Engle (nee Washington), aged 36. Relatives and friends invited to funeral services, Sat., 2 p. m., 4 A. Court Sylvan Americus, No. 73, F. of A., invited to funeral services, Sat., 2 p. m., at shrine's residence, 2011 N. 23d st. Int. private. Kindly omit flowers. Int. Ivy Hall Cem. Auto funeral.

FUNKENRICH.—Feb. 14, CHRISTIANE, husband of Lena Fruhbeisser (nee Grieser, widow of Frederick Funkenrich, Bunnerett Lodge, No. 205, K. of P., and employee Phila. Saponifier Co., invited to funeral services, Sun., 2 p. m., 4236 N. Franklin st. Int. private. Auto funeral.

GLYNN.—Feb. 14, JOHN P., husband of Anna M. Glynn, aged 72. Relatives and friends invited to funeral, Mon., 8 a. m., 1225 N. 6th st. Solemn high requiem mass St. Michael's Church 9:30 a. m. Int. St. Mary's Cem. Auto funeral. Special train leaves Market st. ferry 12:25 p. m.

FOSTER.—At New Hope, Pa., Feb. 14, FRANK L., husband of Georgianna Harris (nee Foster), aged 42. Relatives and friends and P. and R. R. employees invited to funeral services, late residence, Sun., 4 p. m. Int. private, Lambertville, N. J.

FUNK.—Feb. 14, SUSAN, wife of John W. Funk, of Hatfield, Pa., aged 52. Relatives and friends invited to funeral, Wed., 10 a. m., Phila. Friends Meeting House, Germantown and Coulter sts. Int. Plain Mennonite Cem., Lansdale, Pa.

FOGARTY.—Feb. 13, BRIDGET, wife of Matthew Fogarty. Relatives and friends invited to funeral, Mon., 8:30 a. m., residence of son-in-law, George J. Dougherty, 136 Elizabeth st., W. Conshohocken. Solemn requiem mass St. Thomas of Villanova Church 9 a. m. Int. St. Matthew's Cem.

GALLAGHER.—Feb. 14, NAVAL Reserve Johnstown, Va., ANDREW J. F. GALLAGHER, U. S. N. R. F., Naval Aviation, aged 20, son of Elizabeth T. and late William B. Gallagher, Jr. Burial at Philadelphia. Due notice later.

GARDNER.—Feb. 13, ROBERT T., husband of Ida B. Gardner (nee Roester). Relatives and friends invited to funeral services, Sat., 2 p. m., residence, 5600 Chestnut st. Remains may be viewed Sun. after 8 p. m. Int. private. Northwood Cem.

GEIGERT.—Feb. 14, GEORGE H., husband of Hattie V. Geigert (nee Gerhard), aged 44. Relatives and friends, Mignot Assembly Lodge, No. 636, P. and A. M., Camden Lodge, No. 21, I. O. O. F., and Camden Encampment, No. 7, I. O. O. F., and employees of Robert M. Green & Son, invited to funeral services, Mon., 2 p. m., 1427 W. Somerset st. Int. private. Camden. Remains may be viewed Sun. eve. Limousine funeral.

GEIGER.—Feb. 15, HORACE GEIGER. Funeral services 502 Pelham rd., Mt. Airy, Mon., 11 a. m. Int. private.

GESSEL.—Feb. 13, AMELIA RUOFF GESSEL, daughter of Amelia Hecker and the late Christian Gessel. Relatives and friends invited to funeral services, Sun., 2 p. m., residence of son, 1237 S. Ruby st., 55th and Springfield ave., Int. Mt. Vernon Cem.

GIBBS.—Feb. 13, ANNA M., widow of Hughes Gibbs, aged 90. Relatives and friends invited to funeral, Sat., 2 p. m., residence of son's residence, Charles H. Gibbs, 4739 Mulberry st., Frankford. Int. private Greenwood Cem. Kindly omit flowers.

GOTSCHALL.—Feb. 12, MARTIN, husband of Susan Gotschall (nee Lewis). Relatives and friends, members Evangelical Church and York ste., 37th Ward Sionic's Relowship, all other societies of which he was a member, invited to funeral, Sat., 1 p. m., 1007 W. Allegheny ave. Services at Evangelical Church, 9th and York sts., 2 p. m. Int. private, Ardsley Cem. Remains may be viewed Fri., 8 to 9 p. m. Auto funeral.

GREEN.—Feb. 10, WILLIAM H., husband of Anna M. Green, formerly of Trenton, Anna M. Ross Post, No. 94, G. A. R., Camp No. 1, Sons of Veterans, Headquarters Dept. of Penna. G. A. R., Old Guards of Second Regt., N. G. P., invited to funeral, Sunday, 1:30 p. m., 1425 Girard ave., for Northwood Cem. Remains may be viewed Sat., 7 to 9 p. m. Int. private.

HAINES.—Early in the morning on the 14th inst., ANNE WISTAR HAINES, wife of Henry Everard Haines and daughter of the late Thomas Wistar and Priscilla Fisher Wistar. Relatives and friends are invited to attend the funeral, at her late home, 5125 Pirazzi st., Germantown, on Seventh-day, Second Month 16th, 1918, at 2:30 p. m. Int. private.

HAMMILL.—Feb. 15, HANNAH A. WAMMILL (nee Hardman), wife of John M. Hammill and daughter of the late John Hardman. Funeral will be given from her husband's resid