









IN TRIM FOR THE RACE ?- CESARE, - STEALING HIS STUFF -BRONSTRUP, - THE GOOD NEWS ABOUT in The Evening Post (N.X).

in The San Francisco Chronicle -

-.. THE BROWNING GUN REACHES THE BROWNING CLUB - FITZ PATRICK, in The St Louis Post Dispatch --

POISON GAS SHELLS FOR

TOO BIG TO CARRY HOME -WESTERN FRONT - STINSON, HALLADAY - IN The Providence The Dayton (Ohio) Daily News -.. Journal -(P.J.)

## GOSSIP OF THE STREET-PHILADELPHIA COMMERCIAL MARKETS-CORPORATE ACTIVI

## BROKERS CONTINUE "WAITING FOR SOMETHING TO TURN UP"

Lack of Action on Important Matters of Public Interest Responsible for Dullness. Gossip of the Street

GENERAL stagnation prevailed yesterday in a majority of the brokers' offices. Every one seemed to be "waiting for something to turn up," but nothing of any importance came along to oblige them. The universal inswer as to the continued duliness was the lack of any action in a number of important issues which may or may not affect the security market, all depending on how they will be decided.

The most important of these would seem to be the Japanese-Russian ue and the postponement of the conference at Moscow till tomorrow, when in all probability President Wilson's latest message to Russia will be considered, and may be strong enough to influence a complete change

The holding up again of the railroad control bill also had a depressing effect, and again there is a hope that before many days announcement will be made of the amount and the terms of the anxiously awaited third

Taking it all in all the atmosphere of the financial district could hardly have been made more depressing if yesterday had been "Friday the thirteenth" instead of Wednesday the thirteenth.

While in the opinion of many the basis on which the Government uses or takes over the control of the railroads (if the three-year net perating income clause is left as in the original draft) leaves it merely a matter of easy calculating just what the dividends of any railroad will be and virtually puts the railroad stocks on almost the same basis as railroad bonds with a definite income rate, there seems to have been overlooked a very important item in the annual statements of many important railroads, and especially of those known as the coal roads, which is certain to have a very important bearing on the values of railroad stocks; and that is the item which is usually classified as "income from other sources." derived from the profits of the coal properties owned by the roads, while in other instances it is derived from investments made from time to time The Pennsylvania Railroad, it is said, gets enough income from such investments to cover its yearly fixed charges. As this "other income" is and distinct from the "average net operating ,ncome," on which the Government's payments are to be based, it will become a matter of prime importance to the investor in railroad stocks in future to give particular attention to the item of "other income."

Some of the principal roads in whose statements the "other income" amounts to a large percentage of the total income are the Union Pacific, Southern Pacific, Pittsburgh and Lake Erie, Pennsylvania Railroad, Northern Pacific, New York Central, Illinois Central, Central of Georgia, Buffalo, Rochester and Pittsburgh, Buffalo and Susquehanna and Atlantic Coast Line.

As to the coal roads it is said that holders of stocks in these roads are watching with more than usual interest the effect which governmental control may have on the equities in the coal properties. In the case of the Lehigh Valley Railroad, which last year received a large income from the Lehigh Valley Coal Company, a well-known stock exchange firm that recently announced that something of importance to stockholders of the Lehigh Valley Railroad would soon be given out issued the following

### Government's Life Insurance Business

There is a good deal of discussion going on among life insurance men h this and other cities over the Government's insurance of the enlisted and drafted men. The principal point at issue is in the matter of cost of Aministration of the insurance department of the Government, which they claim Mr. McAdoo has refused to segregate from the actual cost of the insurance. This the insurance men say is unfair, not only to their profession but to the public as well, who should be informed, they hold, as to just how much of the Government's insurance plan is covered by the contributions of the men insured and how much of it comes from the Government, which in the last analysis means, how much of it is philanthropic or contributed by the people through taxation.

There seems to be good reason on the part of the insurance men's equest, but on the other hand, this life insurance business of the Goverament is a new proposition, and the expenses of organization and inistration at this early stage would be abnormal, just as they are abnormal in the organization and administration of any new life insurance mpany, and if made public might be used in unfair comparisons.

Then again, our casualty lists have only begun to come in and there not yet nor will there be for some time to come any basis on which to culate the mortality issues. There is one thing the insurance men should not forget in their criticism of Mr. McAdoo in this connection and that is, the big companies who were doing a arge business in European countries did not segregate their European mortality experiences since the esinning of the war and publish them for comparison, but covered them up in the general total.

ant life insurance plan over the very expensive and unsatisfactory pension system with which this country has been and still is burdened.

EW YORK COFFEE MARKET New York, March 14.—The market for

The market for year opened quet and unsatisfactory penefactive of the lack Kilburn Have Good Year, and from factory for the peneral market was quiet and prices favored buyers, and from factory from the peneral market was quiet and prices favored buyers, and from factory from fa

## PHILADELPHIA MARKETS

GRAIN AND FLOUR

by each whealth value shall be determined by each sumple basis of the class and subclass of the class of the

PROVISIONS

There was a fair Jobbins inquiry and values ruled firm. The quotations follow, City beef, in sets, smoked and air-dried, 33c; western beef, in sets, smoked, 33c; city beef, knuckles and tenders, smoked and air-dried, 33c; western beef, in sets, smoked, 33c; city beef, knuckles and tenders, smoked and air-dried, 34c; western beef, in sets, smoked, and indied and air-dried, 34c; western beef, in sets, smoked, and indied are smoked, 34c; city beef, knuckles and tenders, smoked and air-dried, 34c; beef hams, 445. Ports, family, 531 631,50. Hams, 8. P. curd, foose, 286726; do, smoked, 286726; do, slivined, losse, 276726; do, smoked, 28572, beef bornesse, 44c. Pictor creamory, 445c; consistent of the smoked, 28572. Bellies, in pickle, according to average, losse, 2647c; do, smoked, 2557c. Bellies, in pickle, according to average, losse, 2647c; do, western cured, 36c. Lard western, refined 275 2858c.

\*\*REFINED SUGARS

Supplies were small and the market ruled steady under a fairly active demand. We quote on a basis of 7.45c for extra fine granulated.

\*\*DAIRY PRODUCTS

DAIRY PRODUCTS

BUTTER—The market ruled steady, with demand fairly active. Quotations follow: Solid-packed creamery, extra, 45c, do, higher scoring lots, 467-41; extra firsts, 44c; seconds, 43f-31; c, nearby prints; fancy, 49c; average, 46f-48c; firsts, 44c; seconds, 43f-33; c; special brands of prints; jobbing at 50@52c.

EGGS—The market ruled weak and 30@ 52c.

EGGS—The market ruled weak and 30@ 65c.

EGGS—The market ruled weak and 30@ 65c. dozen.

CHEESE—Trade was quiet and the market showed little change. Quotations: New York, full-cream, fancy, June, 25th 275 ct. specials higher; do. do. fancy, September, 25th 225 ct. New York, full-cream, full-made, fair to good, 23fh 24c.

## POULTRY .

POULTRY

LIVE—The market ruled firm under light offerings and a fair demand. The quotations were as follows: Chakes, soft-meated rootsters, 258 floor, ducks, political discount rates at the twelve rootsters, 258 floor, ducks, political discount rates at the twelve respectively. The political discount rates at the twelve respectively.

## FRESH FRUITS

## berries, Jersey, per bbl. \$18.918, steam berries, Florida, per murt, 25.6 abe.

WHEAT—Receipts 31,022 implies. Market from the Act for the interpretable of the Children School (Carlotte School) and the Special Received of the Children School (Carlotte School) and the Special Received School (Carlotte School) and the Special VEGETABLES

10c higher. SHEEP-Receipts, 12,800 head. Steady, 10@15c higher.

Liverpool, March 14.—Spot cotton was quiet today with prices easier on the basis of 24.08d for good middling, old contract, a decline of 7 points. Sales were 3000 bales. Receipts were 50.000 bales. Receipts were 50.000 bales, including 23.600 bales American. Futures were quiet in the early dealings. Old contract spot prices were: American, middling fair, 24.76d; good middling, 24.08d; middling, 23.05d, good ordinary, 22.03d; ordinary, 21.50d.

### Refined Sugar Unchanged

New York, March 14.—Refined sugars are unchanged, with all refiners quoting at 7.45c. The Federal and the Warner companies are withdrawn. The National expects to accept business today. Cuban raws are unchanged at 6.005, duty paid.

all periods up to and including the fif-teen-day maturity, the second for a-pe-riod of sixteen to ninety days. The \$557,000.

compared with \$5.50 on January 10. Tin plates are now selling at \$8.40 a box, compared with \$8.60 two months



Government's Local

This daily report is sent out by the

Market Reports

ASPARAGUS—Georgia and South Caroline, per box (1 dozen), extra fancy, large size, \$467; fancy, medium size, \$5.56; extra, small size, \$4.566; extra, extra fancy, \$4.566; extra, \$4. GEOGPLANTS—Florids, per crate, \$465. KALE—No arrivals, LETTUCE—Florida, per hamper (3 to 3½ dozen heads), 50e#12.25, California, per crate (3 dozen heads), ficeberg, \$2.25.93.75, MUSHIGOMS—Nearby, per 3 and 4-b. bakt, 308.45e per lb. ONIONS—New York and castern, per 10o-lb. sacks, yellows, 75e.631.25.
PARSHIPS—Nearby, per bbl. (35 to 40 quarter pecks), \$1.50.62.

ONIONS—New York and eastern, per 100ib, sacks, yellows, 75-691.25.

PARSNIPS—Nearby, per bbl. (35 to 40 quarter pecks), \$1.50.22.

FEAS—Florida, per hamper (15 to 15 quarter pecks), \$1.50.22.

FEPPERS—Florida, per crate, \$4.05.5

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FOTATOES—Bilk, per 100- lbs. round stock. Pennsylvania, \$1.50.21.75. Maine, \$1.60.21.85. nearby, per \$6.08.5 hs.), firsts, \$4.02.00.5

RADISHES—Hothouse, per bunch, red, 2 dec; white, \$4.05.6.

SPINACH—Norfolk, per bbl. (40 to 45 quarter pecks), \$1.8.30.62.75.

SWEET FOTATOES—Per \$6.00.5, belt. \$1.80.00.75.

quarter pecks), 18 30 0 2.75.

SWEET POTATOES—Per % bush, bakt.

Sto B quarter pecks), 18 21.35.

TOMATOES—Hothouse, per lb. firsts, 50c.

TOMATOES—Hothouse, per lb. firsts, 50c.

Tomatoes), 14 26; choice (180 to 216 tomatoes), 12 20 0 3.50.

TURNIPS—Canadian rutabagas, bulk, per

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TURNIPS—Canadian rutabagas, bulk, per

TURNIPS Canadian rutabagas, bulk, per 100 lbs. \$1 @1.75. WATERCRESS-Per bunch, 2@3c. AUCTION SALES YESTERDAY

ORANGES—Florida, per box (126 to 150 large size), \$4.75 \( \pi \) 4.75 \( \pi \)

### Financial Briefs

The annual report of the United States Iron Pipe and Foundry Company for the fiscal year ended December 31 shows toetal earnings of \$1.829.744, against \$1,533,742 in 1916, a gain of \$281,002. Net profits for the year were \$1.342.140, compared with \$1,308.541, an increase of \$33,499.

The Chelten Trust Company's de-posits have passed the \$2,000,000 mark.

Manufacturing profits of the Allis-Chalmers Manufacturing Company for the year ended December 31 were \$5,078,946, against \$2,902,312 in 1916. Net profits increased \$2,143,770. Bal-ance was \$4,010,490, equal to \$24,74 a share earned on \$16,206,700 preferred stock outstanding, as compared with \$19,18 a share earned in 1916.

Net profit of the Computing-Tabillat-ing-Recording Company, for the year ended December 31, increased \$364,519. Balance was \$1,568,588, a gain of \$361,-504, and equal to \$14.97 a share earned on \$10,482,700 capital stock, as com-pared with \$11.54 in 1916 on \$10,457,-200 capitalization.

The Vulcan Detinning Company reports for year ended December 31, surplus after expenses, wer tax, etc., totaled \$185.785, equal to \$12.38 a share earned on \$1.500,000 preferred stock against \$2.77 a share in 1916.

Major James Crosby Brown, of Brown Brothers & Co., returned to the office today after having spent nearly seven months in Europe. A part of his mis-sion abroad was assisting in Red Cross work.

National Paper and Type Company, regular quarterly of 2 per cent on com-men and of 1% per cent on preferred, payable April 15 to stock of record March 31.

on was there as well.

Of course, they asked me how I was getting on, and as I wasn't going to let them know I was up against it. I told them I was going to start a new job today. They asked me where and I told them at a book house.

know that I ever thought about that in connection with a job. I've always looked upon a job as a job—and that's all: and the trouble is I don't know what I do like.

Dad wanted me to be a lawyer or a hanker, but neither appealed to me. Perhaps that's why he's so mean to me now.

Well, this morning I went to the connection of the conne

Well, this morning I went to the Climax Publishing Company and had a long talk with the manager. He told me he felt sure I would make a good salesman and a fine record for my-

self.

"You believe in yourself, don't you?"
he asked me. "And that's all you need
in this business—just confidence in yourself. Do you know that many peon'
come into our businers and make \$10,000
a year; and it's fine work, easy hour
your time's your own. In fact, "
don't work for anybody—you're virtually your own boss; and everybody
likes to be their own boss, don't they?
"Now we have just got out a new set
of books called The Climax Collection

# HELP WANTED—MALE KITCHEN MEN wanted, Apply timekeeper's office, Hellevue-Stratford Hotel.

DEATHS

HARGER.—March 13. CAROLINE, daughter of late Henry H and Emma Barcer.

Purther notice will be given from the Other H. Rair filled. 1820 Chestnut et.

BROWN.—March 13. JOHN N. beloved busband of Katte A Brown and R. Relatives and friends. and the season of the

WORTH \$3500

told them at a book house.

"Think you'll like it?" asked Hoynton.

"Guess I'll like it all right if there's enough money in it."

"Money isn't going to make you like a job." said Riler in that quiet manner of his. Takes and dislikes are a question of taste and not of reason. For a instance, I positively dislike bacon and eggs, though I knew nothing but good of them and they are mighty good food, but I just don't like them, and reasoning can't turn that dislike into like. It's just the same with a job."

"I can't think of a job I wouldn't

# TOO LATE FOR CLASSIFICATION

Wert, of the bookkeeping staff, will succeed Mr. Coleman.

John W. Coleman, assistant cashier of the Southwark National Bank, has resigned that post and leaves the institution tomorrow. He has been connected with the bank for forty-one years. He is now more than seventy, is a veteran of the Civil War and in resigning said that he believed the time had come for him to spend the remainder of his life leisurely. Eart H.

TWO-STORY FRAME HOUSE WILL SELL FOR \$2800

Business Career of Peter Flint

Astory of Salesmanship by Harold Whitehead (Copyright)

Mr. Whitehead will masser your hysiness gartings on beginning of beginning of beginning of beginning the same of the beautiful districtions in this proc." Here picked up a neatly bound book containing sample leaves from each of the volume and sany, it certainly did look good.

Mr. Whitehead will masser your hysiness garting to be a better judge of silks than a masser garting to be about the story of the same of the bound book containing sample leaves from each of the volume and, and an an early bound book containing sample leaves from each of the volume and, will be seen by mail, Others will be source into the story of refer Flint.

HAD a mighty good time at Wallace Hallier's last Saturday night. Boynton was there as well.

Of course, they asked me show I was greating on, and as I wasn't going to start a new job today. They asked me where and I told them at a book house.

"The took its triffing when paid on our angeling on, and as I wasn't going to start a new job today. They asked me where and I told them at a book house.

"They could be try asked Heaviston of the family can pick up and the proper of the pick of the pic

the thousands of square miles added have been obtained at too great a cost for the future.

I am too tired to write any more to-night, so I'll record the balance of my interview tomorrow.

(Copyright.)

TODAY'S BUSINESS EPIGRAM Money alone can't make you like your fob.

What does this mean to YOU?

Business Questions Answered
Is it a good idea for a salesman to carry side lines. The good line it should provide you with enough to keep you busy all the time, and it is much better to make one big success than two half successes. If you have a certain amount of time to spare in each town, isn't there something you could do to advertise your line in that town? Suppose you had an hour to spare and in that hour you made a few sales of your specialty for your customer. He would be inclined to boost your line and you would probably get many increased sales as the result of your little service to him.

TODAY'S BUSINESS EPIGRAM Money alone can't make you like and the formany has dreams of a new fouter. That Germany has dreams of a new route to the east in place of the Brition route to the east in place of the Britio

### ntants here had expected. THREE KILLED IN WRECK Buffale, N. Y., March 14.—The entineer, fireman, and a brakeman on ennsylvania train were killed in

gineer, fireman, and a brakeman on a Pennsylvania train were killed in a wreek at Portage Bluff, half way between Olean and Mount Morris, teday. The tracks gave way following heavy rains. Of the train, the engine, tender and four cars, together with 209 feet of tracks sild into the Geneses River, which is twenty feet below the tracks. The bodies of the three men had not been recovered up to noon. Why do they have men clerks at the silk counters of department stores? Wouldn't women be better for the work? I. I. Frankly, I believe women would be better, but that's only an opinion. Men have been put there because they are supposed to be stronger and more able

## 16 Pages of Fashion Pictures and Fashion Announcements

# Next Sunday's Rotogravure

Fashions for Spring, 1918!

Have you been waiting for the news?

You'll get it-in the most artistic pictorial form in which fashions were ever presented. The Rotogravure Section of the Sunday, March

17, issue of the Public Ledger will contain sixteen full pages of Spring Fashions and Fashion Advertisements in women's and men's wearshowing all articles of apparel from hats to shoes. The illustrations will be actual photographic

reproductions, posed by attractive living models, in the original creations from Paris and the leading shops of Philadelphia and New York. Every style shown will be authentic and

Be sure to secure this issue—better place your order with your dealer today for next Sunday's

PUBLIC & LEDGE