GOSSIP OF THE STREET—PHILADELPHIA COMMERCIAL MARKETS

TIGHT MONEY MARKET BLAMED FOR APATHY IN BROKERS' OFFICES

Irritation Over Delaying Tactics of Congress "Getting on Nerves" of Customers. Gossip of the Street

THERE was very little being done in the brokers' offices yesterday despite the bullish condition of the stock market following the passage of the railroad bill by the Senate and its adoption by the House. Matters dragged along as they have been doing for so many days past that no one seems to remember how long since they have been in the present condition. Some, in fact a majority of the brokers, when asked for their reasons point to the tightness of the money market and say there will be no change until we have easier money conditions, which they don't expect until after the next Liberty Loan is well out of the way, if even then. The irritation over delaying tactics on important matters in Washington is beginning to get on the nerves of some of the customers, and the Russian condition is getting on the nerves of almost every one in the financial district.

Each day brings some new and totally unexpected development which upsets all the plans and theories of the previous day.

Bankers and brokers are watching developments on the western front also, and many are of the opinion that the great German offensive has petered out and they are looking for news of the Allies taking the offensive as soon as weather conditions are favorable. The news of the capture of the world-important grain port of Odessa by the Germans has had a depressing effect on the Street.

One banker said today that in the event of Russia failing to rise to the hopes of President Wilson in his latest address to them and their complaisant acceptance of the German peace would necessitate the Germans occupying a large expanse of territory, thereby weakening their western front and thus giving the Allies a better chance for a successful offensive. He also remarked that in such event Germany would necessarily be obliged to spread out very thin in her occupation plan, and the danger of a new revolution in Russia in her present temper was more to be dreaded by Germany than the Allies' opposition on the western front. It is all very well, said this banker, for us to say Russia has ceased to be a factor as far as the security market is concerned; it has not, and we will find this out later on. If some good news should suddenly come from Russia, he remarked, we would see that Russia is still a considerable factor in the market.

Colorado Power Company's Report

Bonbright & Co. report the 1918 January net earnings of the Colorado Power Company as showing an increase of 26 per cent over the net earnings of January, 1917, and this notwithstanding a 10 per cent increase in operating expenses and taxes for January, 1918, as compared with January, 1917. The fact that the increase in operating expenses has not exceeded 10 per cent, considering the increased cost in all kinds of labor and materials, speaks well for the management of the company.

But it is when comparison is made with the net income for the whole year ended January 31, 1918, with that for the year ended January 31, 1917, that the figures become impressive.

In this latter case the increase in net income for the year ended January, 1918, amounts to $87,017.09, or a gain of 29.6 per cent over 1917. During the preceding year the increase in surplus amounted to $80,448.76.

Ups and Downs of Bond Selling

The principal partner of a leading bond and investment concern said yesterday that as far as bonds are concerned they are doing a better business in bonds than they have done for months past.

In giving his reasons for this activity he said that people have got over the shock produced by the entry of this country into the war. There were many who at that time realized on their bonds and stocks and put their money into the bank at 2 per cent. Now they see that business is not only as usual but a great deal better than usual, and they are taking their money out of the banks and reinvesting it in good bonds.

The present conditions as regards the bond market, he remarked, are the direct opposite of those which preceded the two former Liberty Loans, when there was absolute stagnation.

Another bond concern confirmed this view of present conditions, but said that the purchases were for small amounts ranging from $500 to $10,000.

And still another house not far distant from either of the above said business was as bad as it could be, while the manager of a fourth large concern, who was encountered shortly after the above interviews, volunteered the information that a large issue of long-term bonds which his house is selling are going very rapidly.

Shortly afterward a bright young salesman of another concern remarked that the reason why so many people were buying high-yield short-term notes in preference to some especially good bargains in railroad bonds at the present time was the result of salesmanship. If the salesmen who have the good railroad bonds for sale were only as alert as those who are hustling around with the attractive short-term notes they would sell just as many.

Public Utility Financing Problem

The future financing of many public utilities is giving no little concern in some quarters, and many are speculating on the extent to which the Government will give assistance, if any. As far as the railroads are concerned, their claims have invariably enlisted the sympathy and attention of the public largely on account of their bigness and importance, and with the enactment of the railroad bill and the anticipated passage of the war finance corporation bill their future financing seems assured. But this cannot be said to be the case with a vast number of public utilities all over the country that are just in as much need of Government assistance in their financing as are the railroads. In the aggregate they are as important to the life of the communities in which they operate as are the railroads, but being local in character have failed to catch the public sympathy as have the railroads. On this subject the Chicago Herald of recent date says:

"This problem of financing utility corporations is not only a public one; it reaches down to the individual more directly than does the railroad situation for the reason that the utility corporations to a large extent are local in their operation. Hence a most urgent and pressing peril is forced upon the attention of the individual, especially in the cities, by the obvious fact that all citizens are dependent so largely upon the efficiency and strength of these corporations to supply light, fuel and transportation. The individual is interested in the railroads because the railroads transport foodstuffs and supplies and coal for their own use and to keep industries moving. Failure of a utility corporation to perform the service for which it is organized adequate to the requirements deprives the individual as well as industries of light, fuel and transportation."

Louisville Gas and Electric Company Issues $1,600,000 Notes

The Louisville Gas and Electric Company, of Louisville, Ky., a subsidiary of the Standard Gas and Electric Company, under the management of H. M. Byllesby & Co., has sold a new issue of $1,600,000 7 per cent 2½-year secured notes. The proceeds will be used chiefly for retiring notes which mature April 1 next. The new notes, which mature September 1, 1920, will be offered publicly tomorrow by H. M. Byllesby & Co., Bonbright & Co. and Wakefield & Co., of Louisville, at 97¾, to yield 8 per cent. The notes are secured by deposit of the company's mortgage bonds, pledged with the trustees in the principal amount of 133 1-3 per cent of the par value of the notes.

EXPORTS OF COTTON INCREASE

Nearly 500,000 More Spindles in Operation Than Year Ago

Washington, March 15.—A report issued today by the Bureau of Census shows that there was consumed in February, exclusive of linters, 510,187 running bales of cotton, compared with 531,174 bales in February, 1917. Exports last month, including linters, were [illegible],774 running bales, against 357,776 in February, 1917.

Imports in February were 12,580 equivalent 500-pound bales, against 56,- [illegible] 500-pound bales in February, 1917. The number of cotton spindles active in February was 33,615,110, against 33,122,450 in the same month a year ago.

GOVERNMENT BONDS

	Bid	Ask
Registered 1930	97⅞	98¼
Coupon 1930	97⅞	..
Registered 1918	98⅞	99⅛
Coupon 1918	98⅞	99⅛
Registered 1925	104½	105½
Coupon 1925	104½	..
Registered 1946	80	..
Coupon 1946	80	..
[illegible]	[illegible]	[illegible]

MAY CHANGE GRAIN TRADING

Men of Various Exchanges Would Standardize Low-Grade Corn

Chicago, March 15.—Delegates of the various grain exchanges meeting in Chicago discussed plans for new style trading in grain futures. This general discussion was preliminary to the conference to be held today with John J. Stream, of the food administration.

The idea is to establish trading in deferred corn contracts whereby a lower grade of corn will be standard than is now the case, due to the extremely poor quality of the 1917 crop.

There is also some reference to maximum and minimum restrictions for both corn and oats.

NEW YORK BUTTER AND EGGS

New York, March 15.—BUTTER—Receipts, 5792 tubs. Market lower and weaker. High score, 44½@45¼c; extras, 44@44¼c; firsts, 43@43½c; seconds, 41½@42½c.

EGGS—Receipts, 17,514 cases. Market firm. Extras, 40½@41c; extra firsts, [illegible]

PHILADELPHIA MARKETS

GRAIN AND FLOUR

WHEAT—Receipts, 12,183 bush. Firm. The quotations are as follows: Car lots, in export elevator (Government standard inspection), standard prices—No. 1, northern spring, $2.27; No. 1 hard winter, $2.27; No. 1 durum, $2.27; No. 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, $2.13; sample grades, $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 13.1 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 6c 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 14.8 per cent moisture 6c under No. 1 or No. 5 red, $2.21; No. 5 soft, $2.19. Maximum price containing not over 14.7 per cent moisture 7c under No. 1 or No. 5 red, $2.20; No. 5 soft red, $2.18. Maximum price containing not over 15 per cent moisture 8c under No. 1 or No. 5 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, 24,529 bush. There was little trading and the market was again lower. Quotations: Car lots for local trade—No. 3 yellow, $2.02; No. 4 yellow, $2.

OATS—Receipts, 67,005 bush. Offerings were light and the market ruled firm, but trade was quiet. Quotations: No. 2 white, $1.07@1.07½; standard white, $1.06½@1.07; No. 3 white, $1.06@1.06½; No. 4 white, $1.04½@1.05½.

FLOUR—Receipts, 657 bbls and 3,205,915 lbs. in sacks. The market ruled firm under light offerings and a fair demand. Following are the quotations: Per 196 lbs. in 98-lb. cotton sacks—Winter wheat, 100 per cent flour, $11@11.50; Kansas wheat, 100 per cent flour, $10.75@11.50; spring wheat, 100 per cent flour, $10.50@11.50.

RYE FLOUR was in good demand and firm. Quotations at $14.50@15.50 per bbl. in sacks.

PROVISIONS

There was a fair jobbing demand and the market ruled firm and higher. The quotations follow: City beef, in sets, smoked and air-dried, 34c; western beef, in sets, smoked, 34c; city beef, knuckles and tenders, smoked and air-dried, 35c; western beef, knuckles and tenders, smoked, 35c. Beef hams, $47. Pork, family, $52@52.50. Hams, S. P. cured, loose, 28@29c; do, skinned, loose, 27½@28½c; do, do, smoked, 28½@29½c; other hams, smoked, city cured, as to brand and average, 29@30c; hams, smoked, western cured, 29@30c; do, boiled, boneless, 42c. Picnic shoulders, S. P. cured, loose, 24½c; do, smoked, 25½c. Bellies, in pickle, according to average, loose, 31c. Breakfast bacon, as to brand and average, city cured, 36c; do, western cured, 36c. Lard, western, refined, 27½@28½c; do, pure city, kettle rendered, 27½@28½c.

REFINED SUGARS

The market ruled steady under small supplies and a fair demand. We quote on a basis of 7.45c for extra fine granulated.

DAIRY PRODUCTS

BUTTER—The market ruled steady, but demand was only moderate. Quotations: Solid packed creamery, extra, 45c; do, higher scoring lots, 46@47c; extra firsts, 44½c; firsts, 44c; seconds, 43@43½c; nearby prints, fancy, 49c; average, 46@48c; firsts, 44½@45c; seconds, 43@43½c; special brands of prints jobbing at 50@52c.

EGGS—Receipts were light and the market ruled firm, with demand fair. Quotations: Free cases, nearby firsts, $11.55 per standard case; current receipts, per case, $11.25 bid and $11.40 asked; western extra firsts, $11.55 per case; firsts, $11.25 per case; fancy selected eggs were jobbing at 42@44c per dozen.

CHEESE—The market was quiet, with moderate but ample offerings at unchanged prices. Quotations: New York, full-cream, fancy, June, 25½@25¾c; specials higher; do, do, fancy, September-made, 25@25¼c; New York, full-cream, fall-made, fair to good, 23@24c.

POULTRY

LIVE—Offerings were light and the market ruled firm, with demand fair. The quotations were as follows: Chickens, soft-meated roosters, 35@40c; staggy young roosters, 30@32c; old roosters, 28@30c; ducks, Pekin, 35@38c; ducks, Indian Runner, 30@32c; geese, 34@38c; guineas, per pair, $1@1.20; pigeons, old, per pair, 35@38c; do, young, per pair, 25@28c.

DRESSED—The market ruled firm under scarcity, with demand fairly active. The quotations ranged as follows: Frozen fowls, 12 to box, milk-fed, dry-picked, fancy selected, 36c; weighing 4 lbs. and over apiece, 35½c; 3½ lbs. apiece, 32@34c; do, 3 lbs. apiece, 30@31c. Frozen fowls in bbls., fancy, dry-picked—Weighing 4 lbs. and over apiece, 35c; do, 3¼ lbs. apiece, 32@33c; smaller sizes, 28@30c. Broiling chickens, weighing 1½@2 lbs. apiece—Jersey fancy, 40@42c; Virginia fancy, 36@38c; other nearby, 34@36c; western, 34@36c. Roasting chickens, western, in boxes—Weighing 4½ lbs. and over apiece, 35c; do, 4 lbs. apiece, 33@34c; do, 3½ lbs. apiece, 31@32c; do, 3½@3 lbs. apiece, 29@30c. Roasting chickens, western, in bbls., weighing 4½ lbs. and over apiece, 33c; do, 3½@5 lbs. apiece, 31@32c; do, 2½@3 lbs. apiece, 28@30c. Old roosters, dry-picked, 27c. Capons, per lb.—Weighing 8@10 lbs. apiece, 38@39c; smaller sizes, 36@37c. Turkeys, nearby, dry-picked—Fancy, 39@40c; fair to good, 32@37c. Turkeys, western, dry-picked—Fancy, 37@38c; fair to good, 32@36c. Turkeys, old toms, 34@35c; do, common, 30c. Ducks, western, weighing 4 lbs. and over, 30@32c; do, do, smaller sizes, 28@29c. Geese, nearby, 26@28c; western, 25@27c. Squabs, per dozen—White, weighing 11 to 12 lbs. per dozen, $7.50@7.75; do, do, 9@10 lbs. per dozen, $6.75@7.25; do, do, 8 lbs. per dozen, $5.50@6.25; do, do, 7 lbs. per dozen, $4.50@5; do, do, 6@6½ lbs. per dozen, $3@3.75; dark, $1@2; small and No. 2, 75c@$2.

FRESH FRUITS

Choice stock met with a fair outlet and values generally were well sustained. Quotations: Apples, per bbl., King, $4@6; Winesap, $4@6; Northern Spy, $4@6; Hubbardston, $3@5; Greening, $3.50@6.50; Baldwin, $3.50@5.50; Rome Beauty, $4@5.50; Stayman Winesap, $4@5.50; Black Twig, $4@5; Paragon, $4@5; Gano, $3@4.50; York Imperial, $3.50@4.50; Ben Davis, $3@4; do, western, per box, Winesap, $1.75@3; Winter Banana, $1.75@2.50; Spitzenburg, $1.75@2.85; Rome Beauty, $1.75@2.90; Delicious, $2.50@4; King, $1.50@2.50; Ortley, $1.50@2.50; Stayman Winesap, $1.50@2.50; Pearmain, $1.75@2.75; Newtown Pippin, $1.50@2.25; York Imperial, $1.50@2; Baldwin, $1.50@2; Black Twig, $1.50@2; Gano, $1.50@2; do, nearby, per hamper, 50c@$1.50; do, do, per ⅝-bush. basket, 25c@$1.25. Lemons, per box, $3@7. Bananas, per bunch, $2@3.50. Oranges, Florida, per box, $3@8; do, California, per box, $3@6. Tangerines, Florida, per strap, $3@7. Grapefruit, Florida, per box, $3@5. Pineapples, Porto Rico, per crate, $4@7. Cranberries, Jersey, per crate, $3.50@6; do, do, per bbl., $13@18. Strawberries, Florida, per quart, 25@35c.

VEGETABLES

The general market was quiet and showed little change. Quotations: White potatoes, Jersey, per ⅝-bush. bskt., 33 lbs.—No. 1, 40@60c; No. 2, 25@35c; white potatoes, per 100 lbs.—Pennsylvania, $1.50@1.75; New York, $1.40@1.60; western, $1.40@1.60; sweet potatoes, Jersey, per ⅝-bush. bskt., 33 lbs.—No. 1, $1.15@1.35; No. 2, 70@75c; sweet potatoes, Jersey, per hamper—No. 1, $1.50@2; No. 2, 50c@$1. Celery, New York, per bunch, 20@50c; do, Florida, per crate, 75c@$2. Lettuce, Florida, per hamper, 75c@$2.25; do, California Iceberg, per crate, $1.50@2.25. Cauliflower, California, per crate, 50c@$1.50. Brussels Sprouts, Long Island, per qt., 15@20c. Eggplants, Florida, per box, $4@5; do, Cuban, per box, $4@5. Cucumbers, Florida, per hamper, $3@5. Squashes, Florida, per crate, $2.50@4. Spinach, Norfolk, per bbl., $3@3.75; do, Texas, per bskt., $1@1.50. Kale, Norfolk, per bbl., 90c@$1.25. Beans, Florida, per hamper, $2@4. Beets, Florida, per crate, $2@2.25; do, per 100 bunches, $3@5. Peas, Florida, per hamper, $2@5; do, California, per drum, $6@8. Peppers, Florida, per crate, $4@5; do, Cuban, per box, $4@5. Tomatoes, Florida, per crate, $2.50@6; do, Cuban, per crate, $1@3. Turnips, Canadian rutabagas, 100 lbs., $1@1.75. Asparagus, per dozen bunches, Georgia and South Carolina, $3@8; do, California, $5@12. Cabbages, Danish, seed, per ton, $15@25; do, Florida, new, per bskt., 50c@$1.25. Onions, New York and western, per 100-lb. bag—No. 1, 75c@$1.15; No. 2, 50@70c. Mushrooms, per lb., 30@45c.

CLOSING LIVESTOCK PRICES

Chicago, March 15.—HOGS—Receipts, 45,000 head; tomorrow, 27,000 head. Fairly active, mostly below yesterday's average. Bulk, $17@17.70; light, $17.20@17.90; mixed, $16.75@17.80; heavy, $16.20@17.45; rough, $16.20@16.40.

CATTLE—Receipts, 9500 head; steady, $14.15.

SHEEP—Receipts, 10,000 head; weak, 15c lower, $16.75. LAMBS, $18.40.

South Omaha, March 15.—HOGS—Receipts, 15,600 head; steady; 50c lower.

CATTLE—Receipts, 4200 head; steady to strong.

SHEEP—Receipts, 8300 head; 25c higher. LAMBS steady.

Kansas City, March 15.—CATTLE—Receipts, 2000 head. Market strong.

HOGS—Receipts, 6000 head. Market 10c to 15c higher. Closing advance mostly lost.

SHEEP—Receipts, 1000 head. Market steady.

CHICAGO BUTTER AND EGGS

Chicago, March 15.—BUTTER—Receipts, 5486 tubs. Extra creamery, 44c; extra firsts, 43½@43¾c; firsts, 43½@43c; seconds, 40@42c.

EGGS—Receipts, 10,889 cases. Extra [illegible]

GREATER ACTIVITY IN THE OATS PIT

Purchases of Cash Article and Bids by Exporters Bring Rally

GRAIN BELT WEATHER FORECAST

Chicago, March 15.—Illinois—Fair tonight; Saturday and Sunday fair and warmer.

Missouri—Fair tonight, warmer extreme northwest; Saturday and Sunday fair and warmer.

Wisconsin—Fair, with rising temperature tonight and Saturday and probably Sunday.

Minnesota—Fair and warmer tonight; Sunday fair.

Iowa—Fair tonight, warmer extreme west and north; Saturday and Sunday fair, with rising temperature.

North Dakota and South Dakota—Fair and warmer tonight and Saturday; Sunday fair.

Nebraska—Fair tonight, warmer extreme east and west; Saturday and Sunday fair and warmer.

Kansas—Fair tonight; Saturday and Sunday fair, with rising temperature.

Montana and Wyoming—Fair tonight; Saturday and Sunday fair, with moderate temperature.

Chicago, March 15.

There was more activity in the market for oats than for some time today, and in the main the tone was weak, although at one time reports of purchases of the cash article by the Government and statements that exporters were bidding 11½c over May here at either Newport News or Baltimore were effective in bringing about a rally above yesterday's close.

The bearish factors were large stocks, a continuation of embargoes on shipments to the East and a less optimistic view of the cash situation, which induced general selling and uncovered stop-loss orders.

Country offerings were said to be large, with the demand slow, as it is difficult to get permits to send grain to the eastern domestic trade.

Seeding of the new crop is under way as far north as central Illinois.

The undertone at Liverpool was easier. Shipments from Argentine for the week were 118,000 bushels.

The high on March was 90¼c; the low, 88½c, and the close, 89¼c, compared with 89¾c, the final of yesterday. The best on May was 87⅝c; the bottom, 86c, and the final, 86¼@86c, against 87⅝c, yesterday's last price.

Big elevator interests were again liberal sellers of corn and the market was weaker. On the whole, support was poor, although at one time absorption of offers by commission houses, which forced shorts to cover, brought about a rally.

Bearish views were expressed with regard to the shipping situation eastward. Other factors were large receipts, signs of an accumulation of supplies, a disappointing demand for the cash article and more favorable weather.

The market at Liverpool was soft. The quality of the grain moving is better.

March closed ⅛c lower at $1.27⅝. The best on May was $1.26⅝; the low, $1.25⅝, and the close, $1.25⅞ bid, against $1.26¼ at the end yesterday.

Leading futures ranged as follows:

	Open	High	Low	Close	Yest. close
Corn (new delivery)—					
Mch.	1.27⅝	....	....	2.27⅝	1.27⅞
May	1.26⅝	1.26⅝	1.25⅝	*1.25⅞	1.26¼
Oats—					
Mch.	89¼	90⅜	88½	89¼	89⅝
May	87	87⅝	86	86¼	*87⅝
Lard—					
Mch.	....	....	....	25.62	25.70
May	25.97	25.97	25.90	†25.92	*26.00
July	26.12	26.15	26.07	†26.12	*26.20
Ribs—					
Mch.	....	....	....	24.27	24.37
May	*24.80	24.82	24.75	†24.77	24.87
July	*25.15	25.22	25.13	†25.17	25.25
Pork—					
May	*48.30	48.32	48.15	†48.25	*48.12

*Bid. †Asked.

Government's Local Market Reports

This daily report is sent out by the Bureau of Markets of the United States Department of Agriculture, Philadelphia branch, with headquarters at 300-315 Insurance Exchange Building.

(Wholesale prices on large lots to jobbers, based on sales at the various railroad depots.)

FRUITS

APPLES—Per bbl. (10 to 15 quarter pecks), New York, Baldwins, A grade, 2½-inch, $4.50@5.50; Spys, ungraded, 2½-inch, $5.25; Hubbardstons, quality ordinary, A grade, 2½-inch, $3.50@3.75; A grade, 2¼-inch, $3.25; russets, A grade, 2¼-inch, $4.00; Maines, Baldwins and Spys, quality poor, firsts, $3; seconds, $1.50; southerns, Ben Davis, fancy, $4@4.50; Massachusetts Ben Davis firsts, $3.50@3.75; seconds, $2.25@2.50; boxes, Washington's Stayman Winesaps, extra fancy, small size, $2; Oregon's Spitzenburgs, fancy, small size, $1.75.

STRAWBERRIES—Florida, per qt. (pony refrigerators), 20@40c.

VEGETABLES

ASPARAGUS—Georgia and South Carolina, per box (1 dozen), extra fancy (large size), $6@7.50; fancy (medium size), $5@6; extra (small), $3.50@4.50; choice (very small), $2.50@3.50. California, extra fancy, $10@12; fancy, $6@8.

BEANS—Florida, per bush. basket (15 to 16 quarter pecks), green, $2@3.50; wax, $4.

BEETS—Per bbl. (35 to 40 quarter pecks), $1.25@1.50; Florida, per crate, $2@2.25.

CABBAGE—New York, per ton, Danish seed, $20@25; Florida, per bush. hamper (40 to 50 lbs.), 75c@$1.15.

CARROTS—Per bbl. (35 to 40 quarter pecks), washed, $1@1.25.

CAULIFLOWER—California, per crate (1 dozen heads), $1.25@1.35; yellow, 50@55c.

CELERY—New York, washed, per bunch (1 dozen stalks), 20@50c; Florida, per crate (6 to 8 dozen stalks), $1@1.60.

CUCUMBERS—Hothouse, per doz., $1.50@2.

EGGPLANTS—Florida, per crate, $4@5.

KALE—Norfolk, per bbl., $1@1.25.

LETTUCE—Florida, per hamper (3 to 3½ dozen heads), 50c@$1.75; California, per crate (3 dozen heads), Iceberg, $1.50@2.

MUSHROOMS—Nearby, per 3- and 4-lb. baskets, 30@45c per lb.

ONIONS—New York and eastern, per 100-lb. sacks, yellows, 75c@$1.25.

PARSNIPS—Nearby, per bbl. (35 to 40 quarter pecks), $1.50@2.

PEAS—Florida, per hamper (15 to 16 quarter pecks), poor, $2@3.50.

PEPPERS—Florida, per crate, $3@5.50.

POTATOES—Bulk, per 100 lbs., round stock, Pennsylvania, $1.50@1.75; New York, $1.50@1.60; nearby, per ⅝-bush. basket (33 lbs.), firsts, 40@55c; seconds, 25@35c.

RADISHES—Hothouse, per bunch, red, 3@4c; white, 4@5c.

SPINACH—Norfolk, per bbl. (40 to 45 quarter pecks), $2.50@3.25.

SWEET POTATOES—Per ⅝-bush. basket (8 to 9 quarter pecks), $1@1.50.

TOMATOES—Hothouse, per lb., firsts, 30c; seconds, 35c; Florida, per crate, fancy (120-144 tomatoes), $5@5.50; choice (180 tomatoes), $4.50@5; gems (216 tomatoes), $4.

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), $5.25@7.10; 176 to 216 (medium size), $6@7.45; 250 to 324 (small size), $7.15@7.75.

GRAPEFRUIT—Florida, per box (54 to 80, medium size), $3.25@4.35.

APPLES—Washington, per box, Stayman Winesaps, $1.30@2.60; Spitzenburgs, $1.30@2.20; Rome Beauty, $1.85@2.65; Winter Pearmain, $1.60@1.95.

LOCAL MINING STOCKS

TONOPAH STOCKS

	Bid	Ask
Jim Butler	.63	.65
MacNamara	.13	.15
Midway	.08	.10
Mizpah Ext	.05	.07
Montana	.09	.12
North Star	.04	.05
Rescue Eula	.09	.11
West End	.78	.80
GOLDFIELD STOCKS		
Atlanta	.11	.12
Blue Bull	.02	.03
Booth	.04	.05
Diamondfield B B	.01	.03
Daisy	.01	.03
Kewanas	.07	.08
Oro	.01	.02
Sandstorm Kendall	.01	.03
Silver Pick	.05	.06
MISCELLANEOUS		
Arizona United	.15	.17
Nevada Wonder	1.25	.138
Tecopa Mining	.17	.19

S. L. Doane to Address Engineers

S. L. Doane, chief engineer of the National Lamp Works of the General Electric Company, will deliver an address before the members of the Illuminating Engineer Society tonight. The meeting will be held in the Engineers' Club, 1317 Spruce street.

ERRATIC TRADING IN MARCH COTTON

Drops 19 Points, Then Jumps Up 14 on Single Sale—Later Months Steady

COTTON BELT WEATHER CONDITIONS

New York, March 15. — The following temperatures were recorded in the cotton belt this morning:

Oklahoma, 30; Nashville and Chattanooga, 34; Fort Smith and Memphis, 38; Little Rock and Atlanta, 40; Abilene and Meridian, 44; Shreveport, 46; Vicksburg and Montgomery, 48; Corpus Christi, 50; San Antonio, 54; Augusta, 58; Galveston and Pensacola, 60; New Orleans and Charleston, 66; Wilmington, 68; Jacksonville, 70.

New York, March 15.

Once again prices here failed to follow the lead of Liverpool, March showing a loss of 19 points with other months unchanged to 4 points lower, where Liverpool showed good advances. The early tone was only barely steady.

The figures of the Census Bureau, showing 510,187 bales consumed in February, were looked upon as about a stand-off.

While it was asserted that the figures were large, nevertheless they caused some disappointment, because of the estimate of the National Ginners' Association, a few days ago, of 529,000 bales.

Business was moderate. Liverpool buying near months and selling December. Commission houses operated on both sides, and there was believed to be some trade demand. Uptown interests were sellers.

After the call March jumped up 14 points on one sale, and May rose 3 points. Later months sold at the initial levels.

The receipts at the ports for the day are estimated at 18,000 bales, against 28,627 bales a week ago, 17,866 bales a year ago, and 15,031 bales two years ago.

	Yesterday's close	Open	11:30 a.m.	12 m.	1:30 p.m.
March	32.20	32.01	....	....	....
May	31.67	31.65	31.71	31.78	31.74
July	31.22	31.20	31.25	31.33	31.34
October	30.20	30.20	30.23	30.29	30.32
December	30.00	29.97	30.07	30.07	30.11

Liverpool Cotton

Liverpool, March 15.—Spot cotton opened quiet and prices were steady. Sales amounted to 1000 bales. Receipts aggregated 7000 bales. American 2200 bales. Old contract: American middling, fair, 24.83d; good middling, 24.15d; middling, 23.63d; low middling, 23.10d; good ordinary, 22.19d; ordinary, 21.85d.

Cotton Buyers and Sellers

New York, March 15.—March—Russell and Gunnoos bid; Rountree offered.

May—Newman, Harcorn, Sellar and Holmes bid; Cone, Peers and Hyman offered.

July—Schley, Rountree, Sellar, Hubbard and Brooks bid; Hyman, Harecorn and Mitchell offered.

October—Sigel, Freeman and Guncens bid; Brooks, Lowenstein, Peers and Weiman offered.

December—Lowenstein bid; Sellar offered.

Aetna Explosives Claims Allowed

New York, March 15.—Judge Julius M. Mayer, in the United States District Court, made an order directing Receivers Odell and Holt, of the Aetna Explosives Company, Inc., to pay out a dividend of 50 per cent of allowed merchandise claims, which totaled $1,361,842.

MANUFACTURERS BUSY ON WEARING APPAREL

Substantial Orders Booked for Fall and Winter—Materials and Labor High

During the last week or ten days there appears to be more activity among the manufacturers of men's and women's wearing apparel, according to the weekly review of trade for the Philadelphia district, by R. G. Dun & Co.

Cloak manufacturers have been fairly active. Dress manufacturers are commanding quite a fair volume of business at present. Among the better grades of shirt waists there has been an improvement in business. Materials and labor, however, are high.

Manufacturers of men's and boys' clothing are well sold up and indications are that a good volume of business will be had for the fall and winter. Some firms have already booked, it is stated, substantial orders.

Continuing, the review says:

"Jobbers of dry goods and woolens state there continues a scarcity of merchandise, and prices continue to advance.

"Jobbers of hosiery, underwear and knit goods have had a very satisfactory season; in this particular line the market has been steadily advancing.

"The iron and steel market presents no material change from the prior week, though continued mild weather has caused an increase in output and an improvement in transportation and fuel conditions. Plants are operating to full capacity, when able to get material, and jobbers and retailers are busy. The general situation continues to be firm and without material change.

"The hardware line continues active, with a fair demand for all grades of material. In some branches of this line the demand exceeds the supply, and dealers report a very satisfactory season, and it is believed that the present condition will continue throughout the spring months. Prices remain firm and collections good.

"Dealers in electrical goods report a satisfactory volume of business, both in household specialties and building operation work. Jobbers and retailers are busy and manufacturers are working to full capacity, both on Government orders and private work. Prices are reported firm and collections fair.

"The stove trade reports a falling off in demand of staple goods, as is customary at this season of the year. A good volume of business, however, is reported in supplemental heating apparatus. Foundries are operating at about 90 per cent capacity and jobbers and retailers are well employed. Prices are reported firm and collections show some improvement.

"The leather market continues active and prices firm. There is only a moderate demand for glazed kid, and manufacturers are working on orders in hand. Shoe houses report moderate rates, but collections fair.

"Millinery dealers are doing an active trade, principally in ready-to-wear hats and trimmings."

TODAY'S MARRIAGE LICENSES

Charles Wolf, 2438 S. 3d st., and Frances Welsh, 414 Dickinson st.
Daniel T. Archer, 3627 Princeton ave., and Lillian S. Katona, Atlantic City, N. J.
Nathan Garsham, 700 Master st., and Ida Dowshen, 1932 N. 31st st.
Benjamin Stanley, 1210 N. 51st st., and Alpharetta Ginter, 4259 Penn st.
Peter Bailey, 2120 Jefferson st., and Bessie L. Young, 3648 Filbert st.
Dennis B. Jarrell, Camp Dix, N. J., and Mamie O. High, Fort Bayard, N. M.
John Georigi, 1934 Harrison st., and Maud A. Bear, 1934 Harrison st.
Rollin J. Wells, 3714 Locust st., and Laura C. Fisher, Butler, Pa.
Horace G. Craven, 2224 Green st., and Mary V. Moore, Collingdale, Pa.
George F. LeVere, Jr., 1923 Filbert st., and Rachel Randall, 1311 N. 10th st.
Moses King, Camp Dix, N. J., and Edna Gilmore, 1310 S. Garnet st.
Chester A. Greene, 2118 S. 18th st., and Fannie T. Thompson, 5448 Merion ave.
Harry Sauser, 40 W. Duval st., and Sophie Goldbeck, 105 W. Walnut st.
James F. Lyons, 1341 Earl st., and Rose T. Lyons, 4257 Ridge ave.
Aaron H. Meyer, Camp Gordon, and Minnie B. Seger, Doylestown, Pa.
John Hein, Fairfield, Md., and Estelle Gordon, Alexander City, Ala.
Harris W. Shinn, 4459 Richmond st., and Lillian K. Brough, 837 S. 58th st.
John C. Powell, 2144 Sharswood st., and Oleatha Carter, 2144 Sharswood st.
Paul Z. Kaufman, 5619 Stewart st., and Jane D. Campbell, 238 N. 59th st.
Henry Jackson, 718 S. 18th st., and Alice E. Brocket, 522 S. 16th st.
Philip Pellegrini, 1007 Ellsworth st., and Margaret Rizzo, 1268 S. 10th st.
Harry Myers, 252 S. 9th st., and Laura Wasserman, 1225 S. 6th st.
Frederick H. Kreckman, 3351 Smedley st., and Margaretta Shingle, 814 Queen lane.
Abraham B. Boonin, 844 Snyder ave., and Frances K. Needle, 1524 S. 5th st.
Robert M. Catten, 2116 N. [illegible] st., and Edna M. Gibbon, 2158 Columbia ave.

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. 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.

XXXVII

AFTER the manager of the Climax Publishing Company had told me all about the Climax Collection of American Literature and what a wonderful thing it was, he said, "Now you can sell that easily, can't you?"

It certainly did look good to me. "Gee!" I thought, "what shall I do for references. I can refer only to March & Felton's—and here I look like getting a real big job and may possibly lose it because I haven't got a reference. He says some of their men make as much as ten thousand a year, that's two hundred a week! He'll probably start me at twenty-five or thirty." That's how I thought—I know better now. I told him I felt sure I could sell the book.

"Fine!" he said, and patted me on the back. "I'll give you a list of prospects who have actually written for this set of books in response to our advertising. They are already so interested in it that they have written in for a little booklet about the set, which you can deliver personally and take their order and get the credit for it."

"Thank you, sir; when can I start work?"

"Right now—a young man like you doesn't want to waste any time, do you?"

"No, sir."

"Yes," he said, stroking his chin, "I think I'll let you start right away. And now I suppose you'd like to know how much there's in it for you, wouldn't you?" and he smiled in quite a paternal way.

"Yes, sir," I replied.

"There's in it every penny you can earn."

I looked blank.

"In other words, I put you in business for yourself. I provide you with your stock of goods as it were, and instead of charging you for the goods I give them to you until you sell them. So you see I put you in business with an unlimited amount of stock and no investment on your part whatever except your time."

"I don't quite understand," I said.

"The average merchant makes about 25 per cent profit on his goods. His expenses are perhaps 20 per cent and he lives on the difference, namely, 5 per cent. Now when you sell these books I don't ask you to make as little as 5 per cent profit or even double that. No, we believe in getting the highest type of salesman we can; so on every set of books you sell we give you 20 per cent profit"—here he held up his hand impressively—"and for every set which is paid for in cash we give you an extra 5 per cent. Now we don't insist on your waiting for your money until your customers pay us, but for every dollar they pay we give you half to apply against your profit, while we retain the other half to apply against the cost of the books. Think of it! For every $49 set you sell you get $9.80; the $89 set pays you $17.80, while the $139 set pays $27.80.

"It's nothing unusual for a man to sell five or six sets a day. Of course, you won't do that much every day, you understand. Some days you may not sell a single set. In fact the first three or four days you probably won't. It takes you that long to get to know your goods, as it were. And selling books is the same as selling everything else—you must know your goods to sell them."

"Well, suppose I don't sell anything for the first week—I'd lose all my time and wouldn't get anything for it—would I?"

"You would be getting everything that you earned." He smiled a very oily smile.

"Oh!" I exclaimed.

He evidently scented the disappointment in my voice, for he added, "Of course, while you may not earn anything for the first week, we naturally could not afford to let a good man get away from us for the sake of a few dollars, so, without binding ourselves, we would see that your board bill was met all right, so long as we saw you were doing good work. Now you're ready to start right away, aren't you?"

I thought hard over the proposition and the more I thought the more attractive it seemed to me. If I only sold one set of the cheapest books in a day I'd make $58.80 a week. I felt fortunate to have tumbled on to such a good thing.

"I'll try it," I said firmly.

"And you'll succeed, too." He shook my hand cordially and then passed me over a number of typewritten sheets. "Read these carefully. It is a canvass of the set and will tell you just what to say and do to get orders."

"Will you give me some of the names of those people to call on?"

"Not today—just call on some of your friends until you've learned some of your sales talk and see me in the morning."

TODAY'S BUSINESS EPIGRAM

You can't sell your good unless you know them.

What does this mean to **YOU?**

Business Questions Answered

Does advertising add to the cost of the goods? R. H. N.

Poor advertising does, good advertising doesn't. If you ever question whether advertising pays look through a newspaper such as this and through the national magazines and notice how consistently and persistently the successful concerns advertise. Then compare their prices with nonadvertisers and you will find they will be as cheap or cheaper. They don't advertise for fun, you know, but for the benefit to themselves and to the public at large.

Which day of the week should you say would be best to advertise shoes in a newspaper? C. O. M.

If an evening paper, the day before the big majority of workers receive their wages. If a morning paper, the morning of the day in which workers receive their salaries. Incidentally I think it would be better to advertise the days mentioned above and also one day at least previous—even if you take a little less space each time. You had better ask your advertising agent and profit by his advice.

(CONTINUED TOMORROW)

Brier Hill Steel Pays Extra

Pittsburgh, March 15.—Brier Hill Steel Company declared the regular quarterly dividend of 1½ per cent on the common and an extra dividend of 3½ on the common stock, also the regular quarterly dividend of 1¾ per cent on the preferred stock, all payable April 1 to stock of record March 30. These are the same amounts as declared three months ago.

TOO LATE FOR CLASSIFICATION

DEATHS

COBOURN.—March 15, HELEN H., wife of Thomas J. Cobourn. Relatives and friends invited to services, Tues., 2 p. m., at the residence of her son-in-law, Joseph P. Marks, 5149 Cedar ave., W. Phila. Int. private.

HELP WANTED—MALE

FIREMAN
FOR
OFFICE BUILDING BOILERS
WHITE; STEADY EMPLOYMENT
APPLY ROOM 431
LAND TITLE BUILDING

FIREMAN
FOR
OFFICE BUILDING BOILERS
STEADY EMPLOYMENT
APPLY ENGINE ROOM,
WIDENER BUILDING

REAL ESTATE FOR SALE

NEW JERSEY—SEASHORE

SALE—[illegible] 3 lots, Ventnor and Haven [illegible]. Chelsea [illegible] 1515 Locust St., Phila.

GOOD TEETH HEALTH'S ALLY

Advice on preventive medicine will be given by Doctor Kellogg in this column daily, but in no case will diagnosis or treatment of ailments be attempted. Personal queries on health will be promptly answered if postage is inclosed.

By J. H. KELLOGG, M. D., LL. D.

THE teeth fulfill such essential functions in our lives that they deserve all the care, expense and trouble that may be necessary to preserve them in a sound condition.

The primary function of the teeth is to masticate the food thoroughly and thus prepare it for stomach digestion. Not only is thorough mastication the first step in the process of nourishing the body, but, so far as we have any control over the process, it is the most important. If the first step is improperly done, all the rest of the digestive work will be imperfect. No other one thing in the trifles of our daily existence is so essential to health and happiness as thorough mastication of our food.

Imperfect chewing of the food is due to one or both of two causes—hasty eating or defective teeth. If both evils are not already present, one will bring on the other, for hasty eating, by failing to give sufficient exercise to the teeth and for favoring decay, will sooner or later damage the teeth. Similarly, the presence of defective teeth makes thorough mastication difficult and virtually impossible, and thus predisposes to hasty eating with its serious results. Thus the two evils work in a vicious circle which is most detrimental to health and can be avoided only by the persistent practice of thorough chewing and the patient care of the teeth.

In most cases of impaired digestion, whether caused by defective teeth or not, the teeth should receive prompt and thorough attention. Otherwise permanent correction of the digestive system cannot be assured.

No woman who covets possession of a beautiful face can afford to neglect her teeth or to commit any of the hygienic sins which do injury to the teeth. Proper care and preservation of the teeth will do more to promote the beauty of the face than any amount of massage, face applications, or artifices of any kind. The symmetry and color of the lower part of the face depend upon the soundness and complete use of the teeth. If the teeth are thoroughly exercised the jaws are given a complete blood circulation and their full, regular and shapely development is assured. Misshapen, unsightly jaws are more often due to unsoundness or irregularity of the teeth than to any other cause. If any or all of the teeth are lost, as for instance in old age, the gums shrink away, the cheeks fall in and the chin protrudes. Even when only a few of the teeth are lost the expression of the face is modified for the worse, and if the teeth are lost in such a way that there is loss of apposition, preventing the proper fitting together of the teeth, the jaws are apt to become abnormal in shape. In extreme cases where several teeth have been lost, the face is very materially changed and an offensive and unpleasant expression acquired. Hence the very considerable importance, from an esthetic standpoint alone, of a complete and well-kept set of teeth.

It is a rare phenomenon in these days to find an adult in full possession of the natural set of thirty-two teeth. Even among school children decayed or missing teeth are the rule rather than the exception. Too often the loss of a single tooth or of several teeth is regarded as inevitable and as a trifling matter. The truth is that the loss of even a single tooth of the permanent set is a serious defect. The arch of the teeth must be complete in both jaws in order that the whole work of digestion may be done properly. If only one tooth is lacking, some portion of food will remain and set up fermentation and decay, and the opposing tooth, finding nothing opposed to it, will elongate beyond its line and thus impair the regularity of the teeth.

The loss of every additional tooth magnifies these evils considerably. The teeth should therefore receive careful and constant watching to guard against the loss of even a single tooth, and no expense or trouble should be spared to save a tooth when its loss is threatened. Fortunately, the dentists have found out how to preserve teeth by capping, by various ingenious methods of stopping apertures and by putting in bridges and without the use of the unpleasant, inconvenient plates that were formerly so much in vogue. These methods of preservation are more expensive than extracting the teeth and having plates fitted, but it pays to save the teeth. If the roof of the mouth can be left free, the food will have a much better flavor, for part of the sense of taste is located in the roof of the mouth; so one cannot afford to lose the natural teeth.

QUESTIONS AND ANSWERS

Rheumatism and Gout

Is there any difference between rheumatism of the great toe and gout? A. L. B.

Yes, there is a difference between rheumatism and gout. Gout is always due to the accumulation of urate of soda, but rheumatism is another disease. It is a disease produced either by direct infection of the joints with germs or by changes produced in the joints by the poisons of germs which grow in the colon and send their poisons into the circulation.

Correct Breathing

Which is proper, abdominal breathing or chest breathing? E. E. C.

The proper way to breathe is to put the chest up high, then to go on and breathe. You cannot breathe in any way except the right way if you hold the chest up high. You have to breathe in just the right way then in the lower part of the chest. By this means the liver and the stomach and the other important vital organs are properly exercised and their circulation is encouraged.

Lemon Juice Before Breakfast

Is lemon juice a good thing to drink in water just before breakfast? E. R.

Of course, water is the one drink that quenches thirst. Lemon juice is wholesome to one whose stomach is not sensitive. Too much of it will irritate the stomach of persons who have hyperacidity. People who have no hyperacidity can take lemons freely. Oranges perhaps are quite as good or better, because they contain more sugar and are more nourishing.

Goat's Milk for Babies

Is goat's milk better for babies than cow's milk? MOTHER.

No. That is one of the great popular ideas that has been circulated somehow. Goat's milk is not nearly so digestible as cow's milk. The only advantage is that generally the goat is kept cleaner and the milk is cleaner and contains less germs than cow's milk and is better in that respect.

Two Meals a Day

Do you think two meals a day is better than three? EDWARD B.

It depends upon what you eat and how you eat. If one eats food that requires a long time for digestion, he should not eat more than two meals a day; if one takes a large quantity of food, he should eat but two meals. Physiologically two meals are better than three for the average person. Two meals a day is the custom of the world. In India and in South America, in Mexico, and in many parts of the world, two meals a day is the usual plan. Savages generally eat only once a day and usually at night.

(Copyright)

TOMATO PRICE LIFTED

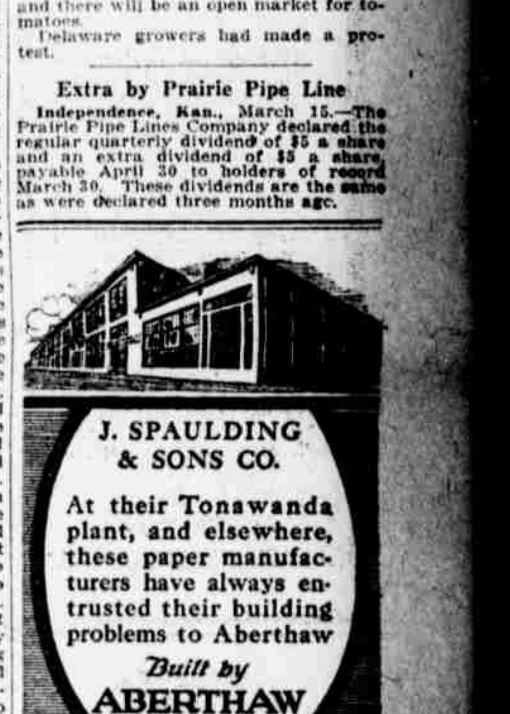
Hoover Raises Federal Limit When Delaware Growers Protest

Wilmington, Del., March 15.—United State Senator Saulsbury has announced that he has received word from Food Director Hoover that the price of $21 per ton, fixed on tomatoes by army and navy officials, has been rescinded and there will be an open market for tomatoes.

Delaware growers had made a protest.

Extra by Prairie Pipe Line

Independence, Kan., March 15.—The Prairie Pipe Lines Company declared the regular quarterly dividend of $5 a share and an extra dividend of $5 a share, payable April 30 to holders of record March 30. These dividends are the same as were declared three months ago.



STEAMSHIP NOTICES

ROYAL MAILS
NEDERLAND & ROTTERDAM
NEUTRAL FLAG
Joint Pacific Service (1st, 2nd and 3rd Cabin)
YOKOHAMA, (Via Honolulu) Kobe, Nagasaki
Single $100 YOKOHAMA (2d Cabin) $150 R. T.
HONG KONG, SINGAPORE CHINA and BATAVIA
SAILINGS FROM SAN FRANCISCO
JAVA Mar. 23 JAPAN
J. D. Spreckels & Bros. Co., 601 Market St., S. F. or H. K. BURNETT, 17 Battery Pl., N. Y.

"FLORIDA TRIPS"
FROM PHILADELPHIA
$19.00 TO $22.40 One Way
TO
Round Trip $32.00 TO $40.00
JACKSONVILLE
Regular service is being maintained. Best way to travel in comfort at low fares, with best service. Consult us about your trip South.
MERCHANTS & MINERS' TRANS. CO.
Ticket Offices { 125 S. Broad St. / Pier 18 S. Delaware Ave.
Phone Lombard 1900 or Walnut 300
W. P. TURNER, Gen'l Pass. Agent.

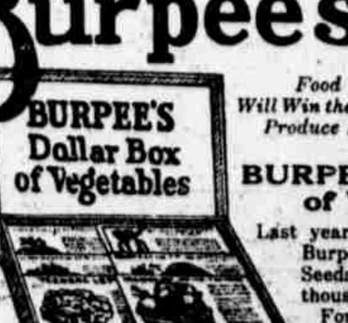
FARM AND GARDEN

Send us 10c for a packet of Maule's Success Tomato seed, which will grow a quantity of the heaviest and meatiest variety of tomatoes. Every lot of Maule's seeds is tested for strength and growing power before the seeds are sent to you. "Once grown, always grown."

THE MAULE SEED BOOK
176 pages full of valuable planting and gardening information FREE
Write for it today
No matter what you want to raise in your garden, you will find complete information about it in this catalog.
Do your bit with a Help-Win-the-War Garden
WM. HENRY MAULE, Inc.
2139 Arch Street Phila., Pa.

FARM AND GARDEN

Burpee's Seeds Grow
Food Will Win the War Produce It!



BURPEE'S DOLLAR BOX of Vegetable Seeds
Last year we offered for the first time Burpee's Dollar Box of Vegetable Seeds. The Sales exceeded by many thousands our fondest expectations. For 1918 it has been improved by the addition of a complete garden plan and leaflet on Seed Sowing.
It contains the following seeds, mailed to your address for $1.00.
Bean—Stringless Green Pod; Bean—Fordhook Bush Lima; Bean—Brittle Wax; Beet—Crosby's; Beet—Improved Blood; Cabbage—Allhead Early; Carrot—Chantenay; Chard—Large Ribbed White; Lettuce—Iceberg; Lettuce—Wayahead; Onion—White Portugal; Parsley—Moss Curled; Radish—Scarlet Turnip; Salsify—Sandwich Island; Tomato—Chalk's Jewel; Turnip—Purple Top Strap-Leaf
Burpee's Annual for 1918
The leading American Seed Catalog has been enlarged and improved and is of the greatest help to all who intend planting a garden. It contains new and reliable information about the "Best Seeds that grow." 216 pages, 103 colored illustrations of Vegetables and Flowers, is mailed free upon request. Write for yours today.
W. ATLEE BURPEE & CO. [illegible]