

GOSSIP OF THE STREET
FIRM BUT IDLE MARKET WAITS
FOR DECISION ON WEST FRONT

Bulls and Bears in Truce—Brokers Favor Daylight Saving—Overconfidence Can Hurt Liberty Loan—Gossip of the Street
WHILE waiting for decisive war news from the European front, the stock market continued firm yesterday, but with little activity.

Big Battle Quiets Bears and Bulls
According to Schmidt & Deery, the market has sold off in the general but to a point where they believe conservative purchases are advisable.

Fuller-Lehigh \$600,000 Bond Issue Absorbed
Frazier & Co. and Cassatt & Co. placed on the market yesterday forenoon an issue of \$600,000 first (closed) mortgage 6 per cent sinking fund gold bonds, dated April 1, 1918, due in 1938, of the Fuller-Lehigh Company.

War-Finance Law Badly Needed
Each day emphasizes the urgent necessity for speeding up legislation on the war-finance corporation bill until it becomes a law.

Decks Cleared for Liberty Loan
The third Liberty Loan has the stage in a majority of investment houses in this city at present. Some concerns are fairly busy, but they are exceptions.

Selling Liberty Bonds Means Work
Discussing the third Liberty Loan, Henry L. Doherty & Co., of New York, say that Wall street bankers believe that, with the war situation as it is at present, a third Liberty Loan issue could be floated on patriotic alone, irrespective of terms, providing they were at all within reason.

BIRDS SAVE FOOD CROPS
Without Their Aid Grass Would Hardly Be Possible, Expert Says
The protection of birds and the problem of food production bear a close relationship, according to E. H. Forbush, ornithologist, of Massachusetts, in a recently given at the New York State College of Agriculture at Cornell.

WAGE INCREASE ASKED
Pleasantville Teachers Request Advance of 15 Per Cent for Next Term
Pleasantville, N. J., April 1.—The teachers of the Pleasantville schools believe that they should have an increase of at least 15 per cent in their salaries for the new term and have presented a petition to the Board of Education.

Milville Plans Safe Fourth
Milville, N. J., April 1.—The Milville City Commission has determined to have a "safe and sane" Fourth of July this year, and Samuel Bennett, Director of Public Safety, has announced that the celebration which will be passed, providing a day of 1918 and ten days in jail for any person offering for sale any fireworks, has been ordered by the Board of Supervisors of the town.

Business Career of Peter Flint
A Story of Salesmanship by Harold Whitehead

Mr. Whitehead will answer your business questions on buying, selling, advertising and all the other questions that you are interested in. He will be glad to answer your questions on all the other questions that you are interested in. He will be glad to answer your questions on all the other questions that you are interested in.

I THINK Swivel is getting suspicious of me, for I had quite hard work to get him to come across with the commission on that fake order for the \$99 set of Climax Collection of American Literature. I grow cold at the thought of what would have happened if he hadn't come across, for while my commission was \$17.80, the swivel, the five for saying the order was O. K. That only left me \$8.80 to the good.

Looking for a job? and the very minute I said I could see that explanations were due from me, for I had done it as well as Riller how well I was doing.

Nothing—only, Peter, if you ever want any help—ah, I don't mean money, because I know you're making plenty of that—and I can be of any help to you, give me a chance of knowing I'm a friend of your kind, and I'll be glad to put it so nicely I couldn't help but feel grateful to him.

How ashamed I felt at myself at these words for I was pulling away from them, not because they were crooked, but because I was worse than they were.

TODAY'S BUSINESS EPICUREM
Don't throw away dirty water until you have some clean.
What does this mean to YOU?

Business Questions Answered
It is a good idea to ask for references before you buy anything. This is especially true when you are buying something that is expensive and that you will use for a long time.

Spraying Saved Potatoes
In 1902 blight destroyed 50,000,000 bushels of potatoes in New York State alone. Last year nearly one-half of the crop was lost to the ravages of disease. What will this year bring forth? No one knows, and for that reason every potato grower must take steps to prevent the loss.

German Hunk "Scattered Plants"
New York, April 1.—The Cologne Gazette announces that the German Agricultural Society intends to discuss the question "Where and how are the planters driven from our colonies?"

Milville Plans Safe Fourth
Milville, N. J., April 1.—The Milville City Commission has determined to have a "safe and sane" Fourth of July this year, and Samuel Bennett, Director of Public Safety, has announced that the celebration which will be passed, providing a day of 1918 and ten days in jail for any person offering for sale any fireworks, has been ordered by the Board of Supervisors of the town.

SHOE PRICES DROP AS HIDES WEAKEN
Footwear Manufacturers Shade Quotations to Meet Trade Conditions

Light effort in a drug on the market. A good call is noted for medium and heavy oak heads. Anything of good quality and weight suitable for Goodyear, interlocking in selling readiness being thirty-seven cents and medium a cent less.

The glazed kid markets are holding steady, although there is no large demand for blacks. The best grades of Brazilian skins are strong at sixty-five cents. Browns and grays are wanted for immediate use.

JAPANESE BANK PUSHES INTO FOREIGN FIELDS
Some months ago it was reported that the Yokohama Specie Bank would be enlarged along the lines of the British Trade Bank, an institution proposed in Britain with a view to facilitating overseas trade after the war.

The Auto Cowpunchers
A few days for the motorcar develop every day which indicate the utility of this modern wonder. Cattlemen are now using motorcars where they once used cow ponies, and finding them a marked improvement.

PITTSBURGH FIGURES MORE OPTIMISTIC
Pittsburgh, April 2.—The coal trade of western Pennsylvania and northern West Virginia made some further gains in output the last week, with production still curtailed by car shortage.

Little Improvement in Soft Coal Output
Official Returns for Week of March 23 Behind Those of March 9
Though weather conditions have been propitious for mining and railroading for a month or more, there is not a great deal of encouragement in the figures put out by the United States Geological Survey.

Philadelphia Arrivals at New York Hotels
New York, April 2.
Miss M. Addison, Brooklyn.
Mrs. A. S. Allen, Van Cortlandt.
Mrs. J. H. Bollen, Great Northern.

OUR GOODS SOLD BY STEAM-FITTERS EVERYWHERE
Pierce, Butler & Pierce Mfg. Corp.
Dept. 6—Cor. Broad and Race Sts., Phila., Pa.
Established 1839

DEATHS
IN MEMORIAM
BIRTHS

DEATHS
DOLIVER—BORNHILL—In his 84th year, after a long illness, died at his home, 1212 Locust St., Philadelphia, Pa., on Monday, March 26, 1918, at 10:30 a. m. Burial in the cemetery of the Holy Trinity, Philadelphia.

DEATHS
BARR—April 1, SARAH K., widow of Richard B. Barr, aged 74. Her husband died on March 26, 1918, at 10:30 a. m. Burial in the cemetery of the Holy Trinity, Philadelphia.

DEATHS
BENT—April 1, NICHOLAS E., husband of Ellen Bent, died at his home, 1212 Locust St., Philadelphia, Pa., on Monday, March 26, 1918, at 10:30 a. m. Burial in the cemetery of the Holy Trinity, Philadelphia.

DEATHS
BENT—April 1, NICHOLAS E., husband of Ellen Bent, died at his home, 1212 Locust St., Philadelphia, Pa., on Monday, March 26, 1918, at 10:30 a. m. Burial in the cemetery of the Holy Trinity, Philadelphia.

DEATHS
BENT—April 1, NICHOLAS E., husband of Ellen Bent, died at his home, 1212 Locust St., Philadelphia, Pa., on Monday, March 26, 1918, at 10:30 a. m. Burial in the cemetery of the Holy Trinity, Philadelphia.

DEATHS
BENT—April 1, NICHOLAS E., husband of Ellen Bent, died at his home, 1212 Locust St., Philadelphia, Pa., on Monday, March 26, 1918, at 10:30 a. m. Burial in the cemetery of the Holy Trinity, Philadelphia.

DEATHS
BENT—April 1, NICHOLAS E., husband of Ellen Bent, died at his home, 1212 Locust St., Philadelphia, Pa., on Monday, March 26, 1918, at 10:30 a. m. Burial in the cemetery of the Holy Trinity, Philadelphia.