GOSSIP OF THE STREET—PHILADELPHIA COMMERCIAL MARKETS

BROKERS' BOARDROOMS BEGIN TO APPEAR LIKE OLD TIMES AS MARKET GETS INTERESTING

Activity and Higher Prices for Steel Issues and Prospects of Increased Railroad Rates Cause Much Comment. Gossip of the Street

FOR the first time in many weeks the boardrooms in the brokers' and commission offices yesterday began to look like old times.

The customers' chairs, which had been vacant, began to fill up and the market became interesting. Steels were the feature, with United States Steel common in the lead until it scored 103¾ at the close.

It was expected that there would have been greater activity in the railroad group on the strength of news favorable to an increase in freight rates being expected from Washington, and while up to the close little happened, there was a general feeling that it would not be long delayed. Many brokers who are urging caution in buying upon their customers say that those close to Washington authorities know that a substantial increase in freight rates is coming that the contracts on the three-year basis between the Government and the roads, which are now being negotiated, will be very satisfactory, and when they are signed, with the Government guarantee behind them, will send the railroad stocks upward.

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One of the rumors on the Street yesterday which were in circulation to account for the advance in prices in stocks was that a large New York operator who had been sick is now back in the market, taking 25,000 shares, and has a large following.

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The principal of a well-known banking and investment house with New York connections says there has undoubtedly been a great deal of speculative buying for the last few days, and that much of it will come back on the market, but will be absorbed easily; that there will be some small setbacks which will be only temporary; that he looks for the market to work gradually higher, barring, of course, the receipt of unfavorable news from the European front. This banker has great faith in the future of the copper stocks.

Chief Cause of Higher Steel Prices

The spectacular advances in the prices of steel stocks in the stock markets for the last two days emphasize the recent pledges of the big steel concerns of the country to give their capacity output for Government purposes for some time to come. Following this action by the steelmakers comes similar action on the part of the pigiron manufacturers, who at a recent meeting pledged themselves to do their utmost in maintaining production and to see that the munition makers get full supplies. It should be apparent to investors that all these movements are bound to have their effect for some time to come on steel securities.

Of equal importance is the meeting which was held yesterday in Pittsburgh by representatives of the most important steel companies in the country on the subject of ferro-manganese, one of the most important ingredients in the production of high-grade steel. For some time past the imports of this material from Brazil, where the country gets its main supply, have been seriously interfered with on account of the demand of ocean tonnage on the north Atlantic causing the withdrawal of vessels from the South American routes.

Another cause of the falling off in imports of ferro-manganese is said to be an increased mortality among the herds of llamas belonging to the companies who own and operate these South American mines. These llamas are used to transport the metal from the mines, where railroad construction is virtually impossible, to the coast. It is expected that the experts at their conference in Pittsburgh will decide to use some substitute for ferro-manganese as a means of conservation. This would necessitate a revision of steel standards and the possible substitution, as far as possible, of the lower grade manganese ores which are found in this country.

Delaware Leads Union in Loan

A well-known banker who has been particularly active on committees connected with the third Liberty Loan, and more especially with that part of the Third Federal Reserve District which includes the State of Delaware, in speaking of the success of the campaign in Delaware said yesterday that Delaware was the only State in the Union which had filled its quota three times over, that two stars had been awarded for its flag—no other State has even one star—and that from returns already in he believed Delaware will have the largest per capita subscription of any State in the Union.

Much Interest in Rumored Rate Increase

There is a great deal of discussion in financial circles in this city over the anticipated action of the Government in regard to railroad rates, as mentioned in this column yesterday. One of the usually well-informed bankers in the downtown section said yesterday that it is understood the Government will increase the rates to a point which will increase the income of the railroads $800,000,000 annually. At the same time an increase in wages to the employes will be granted equal to an expenditure of $500,000,000 a year. It is said this announcement is due any day.

The effect of such an announcement on the railroad securities should be very beneficial, while the increase in rates will be so widely distributed that the effect on commodity prices will be negligible.

It has been figured that for every $1 increase in freight rates there will not be more than a one-cent tax on consumption. Many brokers expected this announcement regarding freight rates, etc., would have been made from Washington yesterday or at the latest today.

Buoyant Market a Natural Condition

Speaking of the buoyant condition of the stock and securities market yesterday, the principal of an investment concern in the center of the city said that it is a natural condition to any one who has studied past events in the market since the war began.

Immediately after the war was declared there was a very unhappy condition of affairs. The fear of an enormous quantity of United States securities being dumped from the European countries on markets here, the fear of financial inability to absorb them, the closing of the stock exchanges to prevent a general demoralization of our financial system, etc.

"Now," he continued, "I have come to believe that civilized humanity can accommodate itself to any conditions. At that time people turned every security they had into cash; the fear of war and its consequences overpowered them. Then we gradually opened the exchanges, buying and selling under restrictions. People saw that nothing had happened to impair the securities they had parted with; they saw our industries humming and making money and they bought back their securities. They had got accustomed to the conditions.

"Then we entered the war and another semipanic ensued in the security market. Everything tumbled and again people sold, but not in such quantities. In a brief time they found that the war had caused only a few inconveniences of little consequence, that financially the nation was the soundest of all, that industries were making more money than they ever made, confidence in every phase of the situation was restored, and now that they have got accustomed to their surroundings and have found out what the war can and cannot do in the way of unsettling values, they are coming back into the market again with all the confidence born of experience.

"For that reason," he said, "I look for a continuation of present conditions and a strong market for some time to come—qualified, of course, by news from Europe, which is very favorable now and seems as though it would continue so."

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Dow, Jones & Co. point out that while high-grade railroad bonds receded slightly, second-grade railroad bonds advanced fractionally and their average stood at the high point of the year. This improvement in the second-class railroad issues was directly due to Government control of railroads, which insures bond interest on many railroad issues where it was remotely doubtful. Ever since the Government took control of the railroads there has been a gradual reduction in the spread between the prices of second-grade and high-grade railroad bonds and a further reduction along these lines is expected, especially since the Government has loaned money and made advances to several leading railroad companies. Of the listed bonds, those of public utility companies showed the largest decline in April, which Dow, Jones & Co. state was quite natural when it is considered that this class of corporations have been severely affected by increased operating costs, including the cost of labor, and that they have yet to receive Government aid.

With Government aid extended to this class of corporations, as it has been to railroad corporations, public utility bonds are expected to advance to materially higher prices. Leading banking houses in the Street believe that now is the time to make purchases of good public utility bonds, as the entire co-operation of the Government in the financing of [illegible]

Philadelphia Markets

GRAIN AND FLOUR

WHEAT—Receipts, 13,808 bush. Market firm. Quotations follow: Car lots, in export elevator (Government standard inspection), standard prices—No. 2, northern spring, $2.27; No. 3, hard winter, $2.27; No. 1 durum, $2.27; No. 2, hard, white, $2.27; red winter, $2.27; No. 3, hard, white, $2.27; red winter, $2.27; No. 2, red, $2.24; soft, No. 2, $2.25; No. 2, $2.20. Minimum prices—Red winter, No. 3, $2.21; do, No. 4, $2.18; do, No. 5, $2.15; do, sample grade, $2.04@2.18; soft, No. 3, $2.19; do, No. 4, $2.12@2.16; do, No. 5, $2.13; do, 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 to 14 per cent moisture, 8c under No. 1 or No. 3 red, $2.22; No. 3 soft red, $2.20.

No. 4 wheats—Maximum price 4c under No. 3, or No. 4 red, $2.21; No. 4 soft red, $2.19.

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

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

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

CORN—Receipts, 28,105 bush. Little trading and prices were unchanged. Quotations: Car lots for local trade—No. 3 yellow, $1.74@1.76.

OATS—Receipts, 53,503 bush. Trade was slow and prices further declined 1c. Quotations: No. 2 white, 85¼@86c; standard white, 85@85½c; No. 3 white, 84@84½c; No. 4 white, 82½@83½c.

FLOUR—Receipts, 4,112,422 lbs. in sacks. The market ruled steady, with demand fairly active. Quotations: To arrive, 7c 196 lbs. packed in 98-lb. cotton sacks—Winter wheat, 100 per cent flour, $10.75@11.25; Kansas wheat, 100 per cent flour, $11@11.50; spring wheat, 100 per cent flour, $10.50@11.

RYE FLOUR quiet but steady. We quote at $12.50@13.50 per bbl. in sacks, as to quality.

PROVISIONS

Demand was only moderate and the market was irregular. Quotations: City beef, in sets, smoked and air dried, 36c; Western beef, in sets, smoked, 36c; City beef, knuckles and tenders, smoked and air dried, 37c; Western beef, knuckles and tenders, smoked, 37c; Beef hams, 45c. Pork, family, $52@53. Hams, P. cured, loose, 28¾@30½c; do, skinned, loose, 28¾@30½c; do, do, smoked, 29½@30½c. Other hams, smoked, city cured, as to brand and average, 29½@30½c. Hams, smoked, western cured, 29½@31½c; do, boiled, boneless, 43c. Picnic shoulders, S. P. cured, loose, 22c; do smoked, 24@26c. Bellies, in pickle, according to average, loose, 32c. Breakfast bacon, as to brand and average, city cured, 40c. Breakfast bacon, western cured, 40c. Lard, western, refined, 27@27½c. Lard, pure city, kettle rendered, 27@27½c.

REFINED SUGARS

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

DAIRY PRODUCTS

BUTTER—Prices further declined to under a slow demand. Quotations: Solid-packed creamery, extra, 46c; do, higher scoring lots, 47@48c; extra firsts, 45c; firsts, 44c; seconds, 40@42c; nearby prints, fancy, extra, 50c; fancy, Spring, in bulk, at 41@43c; extra firsts, 48@49c; firsts, 45@47c; seconds, 41@43c; garbicks, 38@43c.

EGGS—The market ruled firm, with moderate offerings and a good demand. Quotations: Free cases, nearby firsts, $11.25 per standard case; current receipts, $10.80 per case; western extra firsts, $11.25 per case; firsts, $10.80 per case; fancy selected eggs were jobbing at 54@55c per dozen.

CHEESE—Fancy stock was well cleaned up and firm. Quotations: New York, whole milk, fancy, 25½c; specials higher; New York, whole milk, fair to good, 23@25c.

POULTRY

LIVE—Fowls were freely offered and again lower under a light demand. The quotations follow: Fowls, 33@34c. Spring chickens, 1½ lbs. to 2 lbs. apiece, 50@55c; 62c, weighing 1¾@1¾ lbs. apiece, 52@55c. Staggy young roosters, 24@26c. Old roosters, 22@23c. Ducks, Pekin, 28@30c; do, Indian runner, 26@27c. Geese, 25@26c. Guineas, per pair, $1.50@1.65. Pigeons, old, per pair, 40@45c; do, young, per pair, 28@30c.

DRESSED—The market ruled firm under scarcity, with demand equal to the offerings of choice stock. The quotations: Fresh-killed fowls in bbls., fancy, dry-picked, weighing 4 lbs. and over, apiece, 37c; smaller sizes 34@36c. Old roosters, dry-picked, 29c. Frozen fowls, 12 to box, milk-fed, dry-picked, fancy selected, 35½c; do, weighing 4 lbs. and over apiece, 35c; do, weighing 3½ lbs. apiece, 32@34c; do, weighing 3 lbs. apiece, 30@31c; frozen fowls, in bbls., fancy, dry-picked, weighing 4 lbs. and over apiece, 34c; do, weighing 3½ lbs. apiece, 32@33c; do, smaller sizes, 28@30c. Frozen broiling chickens, weighing 1½@2 lbs. apiece, western, 40@42c; roasting chickens, western, weighing 4½ lbs. and over apiece, 35c; do, weighing 4 lbs. apiece, 33@34c; do, weighing 3½ lbs. apiece, 31@32c; do, weighing 2½@3 lbs. apiece, 29@30c; roasting chickens, western, in bbls., weighing 4½ lbs. and over apiece, 32c; do, weighing 3½@4 lbs. apiece, 31@32c; do, weighing 3 lbs. apiece, 30@31c. Turkeys, nearby, dry-picked, best, 33@34c; fair to good, 28@30c; turkeys, western, dry-picked, best, 32@34c; fair to good, 28@30c; turkeys, old toms, 34c; do, common, 25@28c. Spring chicks, Long Island, 40@42c. Squabs, per doz.—White, weighing 11 to 12 lbs. per dozen, $7@7.25; white, weighing 9 to 10 lbs. per doz., $6.50@6.75; do, weighing 8 lbs. per doz., $5.50@5.75; do, weighing 7 lbs. per doz., $4@4.50; do, weighing 6@6½ lbs. per doz., $2.75@3.25; dark, $1@2; small and No. 2, 75c@$2.

FRESH FRUITS

Demand was only moderate, but values generally were well sustained on choice stock. Quotations: Apples, per bbl.—Winesap, $4@7; Northern Spy, $4@7; Albemarle Pippin, $4@7.50; Baldwin, $4@7; Rome Beauty, $4@7; Russet, $4@6; Gano, $3@4.75; Ben Davis, $3.50@6.50; apples, western, per box—Winesap, $2@3.50; Spitzenburg, $1.50@3; Rome Beauty, $2@2.75; Pearmain, $1.75@2.85; Newtown Pippin, $1.50@2.50; Gano, $1.75@2.50; apples, nearby, per hamper, 50c@$1.50; apples, nearby, per ⅝-bushel basket, 25c@$1.25; lemons, per box, $3@5; bananas, per bunch, $2@3.50; oranges, Florida, per box, $2.75@8.25; oranges, California, per box, $4.50@7.50; tangerines, Florida, per strap, $3@7; grapefruit, Florida, per box, $2.50@6; pineapples, Porto Rico, per crate, $3.50@5.50; cocoanuts, per bag, $6@7; strawberries, North Carolina, per quart, 12@22c; strawberries, Norfolk, per quart, 12@20c; watermelons, Florida, per 100, $50@75.

VEGETABLES

The market was quiet, with moderate offerings at revised prices. Quotations: White potatoes, Jersey, per ⅝-bush. basket (53 lbs.)—No. 1, 50@50c; No. 2, 45@25c; do, per 100 lbs.—Pennsylvania, $1@1.25; New York, $1@1.25; do, Florida, per bbl.—No. 1, $3@3.50; No. 2, $2.25@2.50; do, do, per bush. hamper or box, 75@85c; do, do, per 150-lb. bag—No. 1, $1.75@2; No. 2, $1.50@2. Sweet potatoes, Jersey, per ⅝-bush. basket (53 lbs.)—No. 1, $1.15@1.50; No. 2, 40@60c; do, do, per hamper—No. 1, $1.50@1.90; No. 2, 75c@$1.25. Celery, Florida, per crate, $3@4. Lettuce, Norfolk, per hamper, $1.25@2.25; do, North Carolina, per hamper, $1.25@2.50; do, South Carolina, per hamper, 75c@$2. Cauliflower, California, per crate, $1@2.50. Eggplant, Florida, per box, $2@4; do, Cuban, per box, $1@2.50. Cucumbers, Florida, per basket $1.50@3.75. Squash, Florida, per crate, $1.50@1.75. Spinach, Norfolk, per bbl., $2@2.50. Kale, Norfolk, per bbl., $1@1.50. Beans, Florida, per hamper, $2@3; do, South Carolina, per hamper, $3@3.50. Beets, Florida, per crate, $1.50@2; do, South Carolina, per 100 bunches, $4@5. Peas, South Carolina, per hamper, $2@3; do, North Carolina, per hamper, $2.25@3.50; do, Mississippi, per hamper, $2.75@3.25. Peppers, Florida, per crate, $2@4; do, Cuban, per box, $1.50@3. Tomatoes, Florida, per crate, $2.25@3.50; do, Cuban, per crate, $2@3. Turnips, Canadian, rutabagas, per 100 lbs., 50c@$1. Cabbage, Florida, new, per basket, 50c@$1; do, do, new, per bbl. crate, $1.50@2.25; do, South Carolina, per bbl. crate, $1.50@2.25. Onions, per 100-lb. bag, 25c@$1. Celery, Texas, new, per crate—No. 1, $1.50@1.75; No. 2, $1.35@1.50. Watercress, per 100 bunches, $1@2. Mushrooms, per lb., 15@35c.

CLOSING LIVESTOCK PRICES

Chicago, May 8.—HOGS—Receipts today, 23,000 head; tomorrow, 31,000 head. Market closed active and 20c higher than yesterday's average. Bulk, $17.70@18.05; light, $17.60@18.15; mixed, $17.40@18.15; heavy, $16.70@18; rough, $16.70@17; good to choice heavy, $17.50@18.

CATTLE—Receipts today, 6500 head; tomorrow, 12,000 head. Market steady to strong. Top, $17.60.

SHEEP—Receipts today, 8000 head. Market steady. Top, $18.60. Lambs, top, $21.

NEW YORK BUTTER AND EGGS

New York, May 8.—BUTTER—Receipts, 6676 tubs. Market unsettled. Higher scoring, 46¼@47c; extras, 46c; firsts, 43@45½c; seconds, 40@42c; State dairy, 45¼@46c.

EGGS—Receipts, 15,862 cases. Market firm. Quotations unchanged.

CHICAGO BUTTER AND EGGS

Chicago, May 8.—BUTTER—Receipts, 9406 tubs. Extra creamery, 42½c; creamery, 39@41½c; firsts, 35@37c.

EGGS—Receipts, 28,879 cases. Market unchanged.

Distillers Securities Pays Extra

New York, May 8.—The Distillers Securities Corporation has declared an extra dividend of ½ per cent in addition to the regular quarterly dividend of ½ of 1 per cent, both payable June 15 to [illegible] of record July 1. This is the

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. Other questions will be answered in this column. The most interesting problems of inquirers will be woven into the story of Peter Flint.

LXXXIII

OLD MAN MINTON sent me out collecting bills today. Every one of them was marked "Account Rendered" and had varying amounts from $4.28 to $57. There were eight altogether, and I didn't get a cent.

The first one I tried to collect from was a Mrs. Merrimac, and she was a mighty nice woman. When I told her I had come from Minton she asked how much the account was. I told her $16.85.

"That account is two years old," she said. "I told Mr. Minton I would not pay that bill until he had credited me for an electric toaster which was faulty and which I returned to him. As soon as that bill is credited with $4.50 I'll pay up the rest."

There were three other accounts just about the same.

There were two jobbing carpenters I called on who both promised to come in next Saturday and clean up in full. The other two people were out.

When I made my report to old man Minton he looked as sour as a green lemon.

"Why don't you make these credits and close them out?" I asked.

"Ar-rr-rr," he snarled, "why should I make credits? These goods were broken in the purchasers' houses, I'm sure. Those things are waiting on the shelf any time they want them, but they get no credit from me. I'm not going to be done.

"It's disgraceful that people can't pay their honest debts," went on Minton. "What about these two?"

"Oh, I did well there. They both said they would come in on Saturday and pay."

"Arech!" (Whatever that meant.) "They've said that for the last four years. Every time they say they will pay on Saturday, but I don't get the money from them."

"Well, I thought—"

"You thought," snapped Minton, "you didn't think. You go right back to them and tell them to pay you right away. Their accounts have gone too long already."

"That man who owes $47 said he wouldn't give me anything if I bothered him, and that if you sent any one else to his workshop again he would throw him out."

"You go back right away. He can't intimidate me like that."

"Well, I don't want to get thrown out," I remonstrated.

"He won't throw you out."

However, he finally quieted down, but my failure to collect on the accounts had certainly put him in an awful bad temper.

Just then the telephone bell rang, and the old man answered. Evidently a voice said, "Hold the line." The old man stood there with the receiver to his ear, listening intently at nothing. After a minute he hung up the receiver and had hardly done so when the bell rang again and a voice said, "Mr. Minton, hold the line a minute." Again he listened to the silence and hung up the receiver. This had happened half a dozen times when at last his patience gave out and he got madder and madder. "Take that receiver and wait till they come and let me know."

The next time the bell rang I answered it, and a voice said, "That Mr. Minton?" I answered, "Yes," in a gruff voice, trying to imitate Mr. Minton's, and then I had to wait what seemed like half an hour, but Minton said it was three minutes, when at last a man's voice said, "Mr. Minton?" I said, "Yes," again, and then the voice continued, "I wanted to speak to you about—" here Minton grabbed the receiver and said angrily, "I don't know who you are, and I don't care, but I want to teach you manners on the phone. When you call some one, don't keep them waiting, and don't you ever ring me again unless you're right there to speak to me. If you don't know what common decency is—learn it. If you were right here at my store you wouldn't call me and then leave me for a few minutes and then call me again." Then bang! up went the receiver.

I thought the old man was dead wrong about the accounts, but all to the merry on the telephone stunt.

TODAY'S BUSINESS EPIGRAM

Adjust your accounts or you will soon have no accounts to adjust.

What does this mean to YOU?

Business Questions Answered

I purpose sending out 2000 circulars per month to a list of names taken from the telephone directories of nearby towns. The circulars will describe a general line of merchandise, excepting dry goods. Prices will be on a level with other city mail order houses, and profits ranging from 20 to 25 per cent. gross on cost price.

In your estimation, how many months will pass before returns will be sufficient to pay for the cost of the circulars, not figuring any other expenses? E. G. H.

If you use the right kind of circulars you ought to get your money back on each mailing. Your margin of profit is a very small one for a mail-order house, and frankly I question whether you could make money on so small a margin. Twenty-five per cent on cost price is only 20 per cent on sale price—only twenty cents out of every dollar you receive to pay for printing, mailing, stocking, packing and shipping the goods, correspondence, salaries and general overhead expenses. In starting a plan of this kind I should think you would stand a better chance of success by taking, say, a dozen lines that are real bargains and which can be packed and shipped simply and cheaply. If you first secure a reputation for thoroughly reliable goods at low prices, you will have a chance of selling the regular run of goods at the regular prices. Of course, your success in this depends on the following:

The suitability of goods to the kind of people you circularize.

The margin of profit to you.

The right kind of circular, mailed at the right time.

Avoid expensive circulars. A simple cut with a complete description of the article is much more effective for getting mail order business than elaborately gotten up folders. Send me a copy of the first circular you get out and perhaps I can be of some assistance by criticizing it. In mail order selling you have a better chance of success in country towns than in big cities.

(CONTINUED TOMORROW.)

REAL ESTATE FOR RENT

NEW JERSEY—SEASHORE

$1 Daily in June

Rents one of the four-room fully furnished, electric lighted bungalows of the

STONE HARBOR BUNGALOW COLONY

SURF BATHING GOOD FISHING

Close to the ocean and boardwalk, convenient to fishing grounds, in the heart of a modern up-to-date seaside resort. Each bungalow a pretty summer home. Electric light, artesian water and sewerage. Fresh vegetables, meats, etc., delivered to your door. RATES BY THE WEEK. BOOKLET ON REQUEST. Secure

GAIN IN RESERVE NOTES

Wartime Demands Increase Issuance of Federal Currency

Washington, May 8—Four times as much Federal reserve currency has been issued in the last ten months as in the same period of the year before, according to official figures today.

Wartime demands have resulted in the issuance of $1,363,000,000 in Federal reserve notes since July 1, 1917, against $292,000,000 in the corresponding period of the previous year. In the same time $235,000,000 in Federal reserve notes were retired against $109,000,000 with the previous year.

National bank notes totaling $214,000,000 have been issued since July 1, but the retirement totals $179,000,000, showing a decline in total circulation of these notes.

Federal reserve notes now in circulation aggregate $1,669,000,000; national bank notes, $706,000,000, and Federal Reserve Bank notes, $11,000,000, a total of $2,388,000,000.

Shares Sales With Red Cross

Wilmington, Del., May 8—The American Glycerine Company will give 5 per cent of its total sales from May 7 until the end of the month as a contribution to the Red Cross drive.

Philadelphia Arrivals at New York Hotels

The following residents of Philadelphia are registered at New York hotels:

F. R. Bacon, Bretton Hall.
Mrs. P. Berg, Imperial.
F. W. Buch, Netherland.
C. Burkholde, Bristol.
A. Cadwallade, Wellington.
E. J. Cattell, Cadwallade.
H. B. Clemmons, Bristol.
E. Drake, Remington.
H. Evans, Bretton Hall.
H. J. Mancuso, Majestic.
Mrs. H. J. Fletcher, Monticello.
W. J. Glass, Latham.
J. B. Haywood, Woodward.
H. E. Hutchinson, Bristol.
J. B. Kelly, Great Northern.
S. J. King, Great Northern.
Mrs. S. J. King, Great Northern.
W. J. Lane, Great Northern.
H. Lankford, Empire.
Carroll Levine, Empire.
Mrs. Carroll Levine, Empire.
M. Marcus, Belmont.
W. P. Marshall, Bolta-Narragansett.
Miss J. McLaughlin, Markwell.
E. A. Reehan, St. James.
H. S. Rogers, Great Northern.
E. Robinson, Great Northern.
J. L. Robinson, Great Northern.
D. Ross, St. Andrews.
J. D. Ross, St. Andrews.
A. B. Snell, Great Northern.
Henry Stern, Great Northern.
Mrs. Henry Stern, Great Northern.
E. H. Sterrett, Latham.
H. A. Underwood, New Victoria.
C. H. Wilson, Endicott.
Mrs. C. H. Wilson, Endicott.
F. B. Wilson, Woodward.
Mrs. F. B. Wilson, Woodward.

Trade Representatives

J. Blumenthal, woolens, Imperial.
Davidson & Silverstein, S. H. Davidson, men's furnishing goods, Breslin.
H. Fischer & Co.—H. Fischer, manufacturers waists and dresses, Aberdeen.
De Reischild & Co.—S. Reischild, manufacturers infants' and children's coats, 1182 Broadway, Room 407.
L. W. Hirsch Company—M. Hirsch, ready-to-wear waists, 470 Fourth avenue, ninth floor.
Miller, Bilbo & Co.—J. Graham, linens, Monterey.

SPRING RESORTS

LAKE DUNMORE, VT.

"The Most Beautiful Spot in America" —JULIAN RALPH, Author.

Lake Dunmore Hotel

200 Rooms—50 with Private Bath

AND COTTAGES

4 to 10 Rooms with Bath

Lake Dunmore, Vt.

(HEART OF THE GREEN MOUNTAINS)

GOLF—TENNIS—FISHING

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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 309-315 Insurance Exchange Building.

(Wholesales prices on large lots to jobbers.)

FRUITS

APPLES—Very few offerings. Per bbl. (40 to 45 qt. basket, Virginia, Albemarle Pippins, $6.25. Maine, Ben Davis, poor, $2.75@3. New York, Baldwins, $5@6.50.

PEACHES—Florida, "Honey," 6-basket crates, $4@4.50.

PINEAPPLES—Porto Rico, per crate (24 to 48 mates), $3.50@5.50.

STRAWBERRIES—North Carolina, per qt. (32-oz. crate), Klondykes and Missionaries, best, 20@22c; poorer, 16@17c.

WATERMELONS — Florida, 50@$1.50 each.

VEGETABLES

ASPARAGUS—Nearby, green, per bunch, colossal, 20@25c; fancy, 13@20c; jerseys, 10@15c; bulk, per lb.

BEANS—Florida, per bush. hamper (14 to 15 qt. basket), green, best, $2.25@2.50; poorer, $1@1.50; wax, $2.50@3; poor, $1.50@2; Lima, $4.

BEETS—South Carolina, per bunch, $@—. Norfolk, 90c bu.

CAPSICUMS—Florida, per crate (90 to 100 lbs.), $1.65@1.75; few higher, poor, $1.50@1.60.

CUCUMBERS—Florida, per hamper (5 to 7 dozen), fancy, $4@4.50; choice, $2.50@3.50.

EGGPLANTS—No arrivals.

KALE—No arrivals. Norfolk, Nearby, per bbl. (20 to 22 qt. peck), $2.50@2.75.

LETTUCE—North Carolina, per hamper (25 to 35 dozen), $1.50@2.25. South Carolina, $2@2.25. Pennsylvania, per bbl. (50 to 60 heads), $2.50@4.

MUSHROOMS—Nearby, per lb. (2 to 4 lb. basket), 15@30c.

ONIONS—Per 100-lb. sacks. Oldstock, virtually no sales. New, fair condition, 35@50c. Texas, per bushel crate, yellows, United States, No. 2, $1.60@1.75; No. 3, $1.40@1.50. Spanish, $1.50.

PEAS—North Carolina, per bush. hamper (14 to 15 qt. peck), $2.75@3.

PEPPERS—Florida, per crate, fancy, $4@4.25; fancy, $3.50.

POTATOES—Florida, per double-head bbls. (40 qt. peck), No. 1, $3@3.25; No. 2, $2.25@2.50; sacks, marked 150 lbs., No. 1, $2@2.25; No. 2, $1.50@1.75. Bulk, per 100 lbs., Pennsylvania, 90c@$1.15. New Jersey, New York, United States, No. 1, $1@1.15; few higher.

RADISHES—Nearby, per bunch, 2½@3c. Norfolk, per hamper, $1.25.

RHUBARB—Nearby, per bunch, 1½@2c.

SCALLIONS—Nearby, per 100 bunches, $2@3.

SPINACH—Norfolk, no arrivals. Pennsylvania, per bush. box (6 to 8 qt. peck), 60@$1.

SWEET POTATOES—Nearby, per ⅝-bush. basket, 75c to $1 qt., $@—. Jersey, per bush., 90c@$1.25.

CARROTS—Mississippi, per hamper, mostly poor, 1@2c.

TOMATOES—Florida, per 6-basket crate, fancy (108 to 144 tomatoes), $2@3.25; choice (180 tomatoes), best, $2@2.65; poor, fancy and choice, 75c@$1.75.

WATERCRESS—Nearby, per bunch, 2@2½c.

AUCTION SALES YESTERDAY

APPLES—Northwestern, per bush. box, Arkansas blacks, $2.60@3.25; Newtowns, $2.10@2.80.

ORANGES—Florida, per box (126 to 150 in box), $4.45@5.80; do, do (176 to 216 in box), $4.85@5.80; do, do (250 to 324 in box), $2.95@3.85. California, per box (126 to 150 in box), $3.75@4.95; do, do (176 to 216 in box), $3.75@5.35; do, do (250 to 324 in box), $3.45@5.60.

GRAPEFRUIT—Florida, per box (46 to 80 in box), $2.45@4.

IN MEMORIAM

SUMMERS—In remembrance of the dear est sister that ever lived, MARY PARSONS STARK SUMMERS, who passed to the "Great Beyond" May 8, 1917. BROTHER.

Deaths

Amering, Henry
Anderson, E. H.
Argyros, Anna
Asmussat, Wm. H
Baker, J. Richard
Barnes, William H
Barron, Ada
Baxter, Mary E.
Bishop, Charles
Blackburn, Jacob
Blodgett, George D.
Bolton, James W.
Bottke, Charles
Breeman, Mabel A
Brown, Mrs. Anna E.
Brown, Helen
Brown, Ida V.
Carlsson, Anna Marie
Carson, M. Louise
Casassa, Peter
Clifton, William O.
Connelly, M. L.
Cornwall, E. R.
Corson, Rachel A.
Craig, Mabel E.
Cummings, Mary B.
Cunningham, Mary
Dalbow, Mattie S.
Dietrich, Annie J.
Doering, William H
Duffy, Ross A.
Dugal, S. Therien
Eckert, Elizabeth
English, C. B.
Farr, Mary E.
Ferber, Jacob H.
Ferber, Edna M.
Foley, Catherine
Fox, George
Fraser, James M.
Fritz, Robert G.
Fulton, Mary A.
Gallagher, M.
Gallagher, Wm H
Gardiner, Hannah T.
Garvin, Alfred G.
Glaze, Anna F.
Glenn, Michael
Goodwin, Maria A.
Gordon, Anna J.
Grady, Thomas
Graham, Charles A.
Gruss, Elizabeth
Guertler, Rebecca
Hall, E. Linda
Hayes, Mary A
Hendricks, Anna E.
Hewitt, Harry R.
Heywood, Joseph
Hilton, Rev. Flavius
Hipson, Susannah
Hoopes, David J.
Jenks, Martha
Keane, Martin
Keegan, Maria
Kenny, Joseph D.
Koenig, Henry C.
Leath, Joseph
Lake, William M.
Lawson, Jacob D.
Leebler, George Sr.
Letis, S. Edgar
MacCallum, Oliver
Masterson, Mary
McBride, Anna C.
McDevitt, Mary A.
McDevitt, Bertha
McGinty, Charles
McKenna, Hannah
McLoughlin, Mary M.
McManus, Francis P.
Medary, John V. D.
Meier, Edward C.
Mishler, Annie M.
Mitchell, Dorothy
Molloy, Mabel M.
Morrison, Wm. J
Musselman, Kath.
Nash, Mary
Nelson, Barbara
Orr, Mabel V.
Palmer, Emma T.
Parker, Mary R.
Pearson, B. F.
Pittman, Rebecca P.
Pote, William
Redelmeier, H. H.
Reiss, Conrad
Reynolds, Marie A.
Richardson, M. A.
Roberts, Adeline
Rogers, Mrs. J. Frank
Rooney, John J.
Rose, James
Rossner, Katherine
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