GOSSIP OF THE STREET

SECURITY MARKETS SHOW GOOD EFFECT OF WAR NEWS; OPINIONS VARY ON MARINES

Argentine Farmers, Unable to Get Ships to Move Their Crop, Said to Be Using Corn as Fuel. Gossip of the Street

THERE was nothing in the general news yesterday which had any particular bearing on the stock market, so the session was rather uneventful. News from the European front, which was mainly that the Allies had become more aggressive over Sunday, that there was a movement in Russia looking toward the calling out of a new army, that Italy had enough grain and crops were very promising, and that Argentina was burning corn for fuel because ships to carry it was not available, all tended to have at least a favorable effect. It was expected in some quarters that the announcement that the railroads were to get about $1,000,000,000 from the Government for their upkeep would result in some spectacular advances in rail shares, but the news had been discounted some time ago when 100,000 cars and 2000 locomotives were ordered. Bankers and brokers say that the rail stocks will advance on the announcement of a raise in rates, which it is thought will not be long delayed.

There is a wide difference of opinion in regard to the International Mercantile Marine securities among even the best-informed brokers and bankers. One said he regarded the company's proposed sale as advantageous and was quite bullish over the situation. Another was as much the reverse. He said he doubted if the plan would go through for the following reasons:

First. The price per ton offered, based on the present situation, was very low.

Second. It would be difficult to finance such a deal unless the Government was entirely in favor of the sale.

Third. Such a deal at present is contrary to the best interests of the country, as it is the only big steamship line controlled here with good connections throughout the world and which has some really good passenger ships, and

Fourth. From the taxes on a sale of this kind very much would depend on the amount of equity above real value at reasonable prices, and one cannot see in a case of this nature just how the common stock would come out. This banker said he recommended his customers to take profits in Marine preferred and also in the bonds, believing they can be bought back cheaper later on, although both are good for investment.

Heavy Loans Made by Federal Land Banks

Loans at the rate of about $15,000,000 per month are now being made by the twelve Federal Land Banks to farmers all over the country.

Arrangements have been concluded for the sale of an indefinite amount of these bonds through a syndicate consisting of Alexander Brown & Sons, Harris, Forbes & Co., Lee, Higginson & Co. and the National City Company, a group which is well calculated to make a wide distribution and a quick sale.

This new offering of bonds will be 5 per cent securities and will be sold to the public at 101 and interest, to yield 4¾ per cent to the redeemable date (1923) and 5 per cent thereafter up to redemption or maturity (1938). They are redeemable on any interest date after five years from the date of issue.

The most attractive feature about these bonds, and one which will no doubt appeal most strongly to the investor, is that they are as exempt from Federal, State, municipal and local taxation as the 3½ per cent Liberty Bonds.

While it is said arrangements have been made for the sale of an indefinite amount of these bonds, it is understood that $30,000,000 will be ready on or before July 15. They will be issued in denominations of $25, $50, $100, $500 and $1000.

Ex-Justice Charles E. Hughes has prepared an opinion on the constitutionality of the Federal farm loan act, and particularly with respect to the validity of the bonds and the provisions exempting them from taxation. Mr. Hughes says:

My conclusion is that the farm loan bonds to be issued by the Federal Land Banks organized and controlled as provided in the Federal farm loan act will be, when duly issued and paid for, valid securities, constituting as declared by Congress instrumentalities of the Government of the United States, and that they and the income derived therefrom will be exempt as provided in the act from Federal, State, municipal and local taxation; and further, that, with respect to bonds duly issued and paid for under this exemption, it will constitute a continuing exemption, which cannot be withdrawn by subsequent legislation.

The previous issue of farm loan bonds, which consisted of 4½ per cent securities, was offered at 100½, to yield about 4.40 per cent. There are now outstanding approximately $160,000,000 of farm loan bonds, of which the United States Treasury holds about $50,000,000.

Not long ago Congress passed a bill authorizing the Secretary of the Treasury to purchase $100,000,000 of the Farm Loan bonds during the current fiscal year.

The urgent necessity of increasing agricultural products and the present financial conditions have emphasized the importance to the nation of the Federal Farm Loan system, which, like the Federal Reserve system, was established at a most opportune time.

"For Every Problem There Is a Solution"

The manager of one of the largest investment houses in the city has a motto. It is that "For every problem there is a solution, and it is the lucky man who finds it." The particular problem with the bond and investment houses just now is to get business. This manager must be lucky, as his house is doing a splendid business, but he won't give the secret away. He is magnanimous enough to say that there may be other solutions to the problem, and that he has merely procured one.

But while business in bonds could not be said to be booming, except in the particular instance mentioned, the market for bonds in this city is decidedly favorable. Public Utility bonds are in demand, and prices gradually are advancing with each recorded sale.

Sales of bonds on the New York Stock Exchange for last week were about three times as large as for the corresponding week of 1917, and nearly twice as great as for the same period of 1916.

As to short-term notes, the generally expressed opinion among those who deal in them is that they will gradually touch higher prices, as the demand still continues well in excess of the supply.

This situation has prevailed for some time past, but the purchases of long-term bonds are growing more numerous than was previously the case.

PALMER WOULD KEEP ENEMY'S $2,000,000,000

Alien Property Custodian Would Destroy Germany's Financial Power Throughout Hemisphere

Detroit, May 21.—A. Mitchell Palmer, alien property custodian, would halt forever German industrial colonization in the United States and uproot it throughout the Western Hemisphere.

In an address here Mr. Palmer declared that Germany had built upon the shores of this country a great financial and industrial structure having a money value of $2,000,000,000 and a potential economic and political value far greater and designed to hold American industry or to frustrate the organization of our resources in case of war.

Two hundred American corporations were controlled by the financial and military power in Germany, he said, leading to a situation that might easily have been fatal in America had it not been discovered in time.

These corporations are making huge war profits and this Government is put into the position of fostering them for their owners and turning these profits over after the war unless Congress dictates otherwise.

CLOSING LIVESTOCK PRICES

Chicago, May 21.—HOGS—Receipts today, 23,000 head; tomorrow, 18,000 head. Strong and 10@15c higher than yesterday's average. Bulk, $17.35@17.80; light, $17.35@17.80; mixed, $17.10@17.85; heavy, $16.35@17.65; rough, $16.35@16.75; good to choice heavy, $17.15@$17.85.

CATTLE—Receipts today, 15,500 head. Mostly 10@15c lower; tomorrow, 6000 head. Top, $17.70.

SHEEP—Receipts today, 30,000 head. Market 10@15c lower. Top, $15.50. Lambs—Top, $16.75.

South Omaha, May 21.—HOGS—Receipts, 18,500 head. Steady, lower.

CATTLE—Receipts, 11,700 head. Steady. Steers 10@15c lower.

SHEEP—Receipts, 5000 head. Steady.

Philadelphia Arrivals at New York Hotels

H. Dankelman, Flanders.
Mrs. H. Dankelman, Flanders.
J. G. Davidson, Wallick.
S. W. Davidson, Collingwood.
S. W. Dawson, Collingwood.
W. P. Divine, Breslin.
Mrs. W. J. Eddy, Markwell.
W. J. Eddy, Markwell.
W. R. Hande, Marie Antoinette.
C. Hill, Markwell.
Mrs. C. Hill, Markwell.
H. J. Jones, Bristol.
Mrs. A. H. Laughran, Endicott.
L. C. Lewis, Cumberland.
N. D. Liebert, Algonquin.
Mrs. N. L. Liberi, Algonquin.
G. P. Miller, Breslin.
A. Moore, Richmond.
Mrs. A. Moore, Richmond.
J. H. Mullin, Continental.
James Murphy, Endicott.
Mrs. J. Murphy, Endicott.
G. W. Numbus, Breslin.
Joseph Sacks, Endicott.
H. Scott, Grenoble.
T. L. Smith, Cumberland.
Mrs. G. Stearns, Latham.
C. B. Wheeler, Algonquin.
S. L. Wolff, Herald Square.
J. F. Baxter, Breslin.
J. S. Benjamin, Breslin.
S. K. Felton, Herald Square.
F. T. Finch, Albert.
W. J. Goodwin, Hermitage.
F. D. Johnson, Breslin.
Miss H. T. Ludeson, Park Avenue.
W. E. Mikell, Park Avenue.
H. O. Rentz, Grand.
E. R. Ritter, Wallick.
H. B. Ruddick, Breslin.
C. A. Sims, Breslin.
Mrs. A. Smith, Remington.
F. W. Suter, Brostell.
Mrs. F. W. Suter, Brostell.
S. Waxvold, Breslin.
M. Weisberg, Grand.
E. L. Woods, Marlborough.
F. D. Armstrong, Great Northern.
J. H. Conrad, Woodward.
E. F. DeLong, Marlborough.
H. S. Eveleth, Herald Square.
D. Jones, Grand.
W. K. Kleiman, Continental.
Mrs. T. Latimer, Park Avenue.
J. Morris, Lorraine.
Mrs. C. E. Rumpf, Breslin.
Mrs. E. C. Shaw, Breslin.
F. B. Wilson, Woodward.
Mrs. F. B. Wilson, Woodward.

Trade Representatives.

A. Robinson, manufacturer of children's dresses, Manhattan.

Philadelphia Markets

GRAIN AND FLOUR

WHEAT—Receipts, 7314 bushels. Firm. The quotations were 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; No. 2, $2.24; soft, No. 1, $2.23; No. 2, $2.22. Minimum prices—Red winter No. 3, $2.21; do. No. 4, $2.18; do. No. 2, $2.15; do. sample grade, $2.04@2.13; soft, No. 3, $2.19; do. No. 4, $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, 5c 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 14.3 per cent moisture 6c under No. 1 or No. 5 red, $2.21; No. 5 soft, $2.19. Maximum price containing not over 14.1 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 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, 25,942 bushels. Quiet and unchanged. Quotations: Car lots for local trade—No. 2 yellow, $1.34@1.35; No. 3 yellow, $1.32@1.33.

OATS—Receipts, 100,324 bushels. Trade was fair and the market advanced 1c. Quotations: No. 2 white, 85@85½c; standard white, 84½@85c; No. 3 white, 83½@84c; No. 4 white, 82@83c.

FLOUR—Receipts, 6,566,178 lbs. in sacks. The market ruled steady, with light offerings and a fair demand. The quotations ranged as follows: To arrive, per 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@11.75; spring wheat, 100 per cent flour, $10.50@10.75.

RYE FLOUR—Quiet but steady. We quote at $12@13.50 per bbl. in sacks, as to quality.

PROVISIONS

The market ruled steady at recently revised prices, but demand was only moderate. Quotations: City beef, in sets, smoked and air-dried, 30c; western beef, in sets, smoked, 29c; city beef knuckles and tenders, smoked and air-dried, 40c; western beef, knuckles and tenders, smoked, 40c; loaf hams, $45; fork, family, $52@53. Hams, 12 pounds average, 28½@30½c; do. skinned, loose, 28½@29½c; do. do. smoked, 29½@30½c; other hams, smoked (10 cured, as to brand and average), 29½@30½c; do. smoked, western cured, 29½@31½c; do. boiled, boneless, 43c; picnic shoulders, 25c; cured, loose, 21½c; do. smoked, 22½c. Bellies in pickle, according to average, loose, 32c. Breakfast bacon, as to brand and average, city cured, 40c; do. western cured, 38c. Lard, western, refined, 27@27½c; do. pure city, kettle rendered, 27@27½c.

REFINED SUGARS

The market ruled steady with a fair demand on the basis of 7.45c for fine granulated.

DAIRY PRODUCTS

BUTTER—Buyers showed little interest and the market was barely steady. Quotations: Solid-packed creamery, extra, 43½c; higher-scoring lots, 44@47½c; extra first, 44½@45c; firsts, 43@44c; seconds, 41@42c; fearny prints, fancy, extra, 50c; fancy brands, jobbing at 51@53c; fair to good, 44@48c; quality, 39@44c.

EGGS—Offerings were more active and the market advanced 30c per case, with offerings only moderate. The quotations follow: Fire cases, early firsts, $40.35 per case; firsts, $40.35 per case; current receipts, $40.35 per case; western, extra firsts, $40.35 per case; firsts, $40.35 per case; fancy selected eggs were jobbing at 46@47c per dozen.

CHEESE—There was little trading and prices favored buyers. Quotations: New York, whole-milk, fancy, 25@25½c; specials higher; New York, whole-milk, fair to good, 22@24c.

POULTRY

LIVE Fowls were pretty well cleaned up and firm. Other descriptions were generally quiet and unchanged. Quotations: Hens, 30@30½c; spring chickens—Weighing 1½ lbs. apiece, 60@62c; weighing 1@1½ lbs. apiece, 35@38c; staggy young roosters, 24@25c; old roosters, 24@25c. Ducks were as follows: Pekin ducks, Indian Runner, 26@27c; geese, 23@26c; guineas, per pair, $1.50@1.65; pigeons, old, per pair, 40@45c; pigeons, young, per pair, 28@30c.

DRESSED—The market for fowls further declined ½c under a slow demand and freer offerings. Other descriptions showed little change. The quotations were as follows: Fresh-killed fowls in bbls., fancy, dry-picked, weighing 4 lbs. and over apiece, 35½c; smaller sizes, 33@35c. Old roosters, dry-picked, 27c. 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, 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, in boxes, 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, 35c; do. weighing 3½@4 lbs. apiece, 31@32c; do. weighing 2½@3 lbs. apiece, 28@30c. 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 ducks, 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., $6.25@6.75; do. weighing 8 lbs. per doz., $5@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

Fine stock sold fairly and values generally were well sustained. 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, $2.50@3.50; Black Ben, $2@3; Spitzenburg, $1.50@3; Rome Beauty, $2@2.75; Ben Davis, $2.50@3.50; Newtown Pippin, $1.50@2.50; Gano, $1.75@2.50; apples, nearby, per hamper, 50c@$1.50; apples, nearby, per ¾-bushel basket, 25c@$1.25; peaches, per 6-basket carrier—Georgia, $1.50@2.25. Florida: Honey, $1.50@2; lemons, per box, $8@7; bananas, per bunch, $2@3.50; oranges, Florida, per box, $4.75@8.25; oranges, California, per box, $4.50@7.50; tangerines, Florida, per crate, $3@7; grapefruit, Florida, per box, $2.50@6; pineapples, Porto Rico, per crate, $3.50@6; cocoanuts, per bag, $6@7; strawberries, per quart—North Carolina, 10@15c; Norfolk, 10@18c; Delaware and Maryland, 12@20c; watermelons, Florida, per 100, $50@75; watermelons, Florida, per carload, $300@350.

VEGETABLES

Potatoes were quiet and easier. Other vegetables were in moderate supply and demand at revised prices. Quotations: White potatoes, Jersey, per ⅝-bushel basket (33 lbs.)—No. 1, 30@50c; No. 2, 15@25c; white potatoes, per 100 lbs.—Pennsylvania, $1.20@1.35; New York, $1.20@1.35; white potatoes, Florida, per bbl.—No. 1, $4.25@4.50; No. 2, $3.25@3.75; white potatoes, Florida, per 150-lb. bag—No. 1, $3.50@3.75; No. 2, $2.25@2.75; sweet potatoes, Jersey, per ⅝-bushel basket, (33 lbs.)—No. 1, $1.15@1.50; No. 2, 40@90c; sweet potatoes, Jersey, per hamper—No. 1, $1.50@1.90; No. 2, 75c@$1.25; celery, Florida, per crate, $3@4; lettuce, Norfolk, per hamper, $1@1.75; lettuce, North Carolina, per hamper, $1@1.75; lettuce, South Carolina, per hamper, $1@1.25; eggplant, Florida, per box, $2@4; eggplant, Cuban, per box, $1@3; cucumbers, Florida, per basket, $2.50@3; squash, Florida, per crate, $1.50@1.75; beans, Florida, per hamper, $2@3; beans, South Carolina, per hamper, $2@3.25; beets, Florida, per crate, $1.50@2.50; beets, South Carolina, per 100 bunches, $4@8; peas, Virginia, per hamper, $2@3; peas, North Carolina, per hamper, 50c@$3; peas, California, per drum, $4.25@5; peppers, Florida, per crate, $2@4; peppers, Cuban, per box, $1.50@3; tomatoes, Florida, per crate, $3@4.50; tomatoes, Cuban, per crate, $2@3; turnips, Canada, rutabagas, per 100 lbs., 50c@$1; cabbage, Florida, new, per basket, 50@75c; cabbage, Florida, new, per bbl. crate, $3@3.50; cabbage, South Carolina, new, per bbl. crate, $1.50@1.75; cabbage, Norfolk, per bbl. crate, $1.50@1.75; onions, Texas, new, per crate—No. 1, $1.75@1.85; No. 2, $1.10@1.40; watercress, per 100 bunches, $1@2; mushrooms, per lb., 15@65c.

NEW CROSSTOWN LINE TO RELIEVE TRAFFIC CONGESTION

Workmen are shown at Sixty-third street and Lansdowne avenue connecting the existing tracks to complete the Sixty-third street crosstown line ordered by the Public Service Commission for operation by June 1. The route will be from Sixty-third and Market streets to Sixty-third street and Lansdowne avenue, in Overbrook, with free transfers to the "L." This will relieve congestion on the Sixtieth street line

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 1006 Insurance Exchange Building.

(Wholesale prices on large lots to jobbers.

FRUITS

APPLES—Offerings were light. Per bbl. (40 to 45 qt.), Black Mollie, Red Delicious, $5@5.50. PEACHES—Georgia, Mayflower, 6-basket crate, best, 50c@$1.50. Elberta, $2.25@2.50. Red birds, $3. PINEAPPLES—Porto Rico, per crate (24 to 48), $3.25@5.75. STRAWBERRIES—Per qt. (32 qt. crates), Eastern Shore Virginia and Maryland, 18@22c; fair, 10@15c. New Jersey, 16@22c. WATERMELONS—No arrivals.

VEGETABLES

ASPARAGUS—North Carolina, per dozen bunches, 22½@25c; Texas, 18@20c; yellows, 12@14c; culls, 8@10. BEANS—Florida, per bush. hamper, (11 to 15 qt.), green and wax, $1@2.50; Savannah, green, $2@3; wax, $2.50. South Carolina, green, $2.50@3; wax, $2.50. BEETS—North Carolina, per bunch, 2@4c; South Carolina, 4@8c. CABBAGE—Florida, per crate (90 to 100 lbs.), $1.75@2.50; Norfolk, $1.50, per bbl., $1@1.25. CAULIFLOWER—Norfolk, per hamper, (18 to 20 heads), $2.50. CARROTS—North Carolina, per hamper, 2½ to 3½ doz., 10@$1.15; Pennsylvania, per bbl., 50@$1.00 bushel, $1@1.25. CELERY—Florida, per crate, 50@75c. CORN—Florida, per 100 ears, 50@75c. CUCUMBERS—Florida, per bush. hamper, fancy, $2.50@3; choice, $1@2.50. EGGPLANT—Florida, per box, $2@4; fancy, $3.75@4; choice, $2.50@3.25. LETTUCE—North Carolina, per hamper, 2½ to 3½ doz., 10@$1.15; Pennsylvania, per bbl., 50@$1.00 bushel, $1@1.25. MUSHROOMS—Nearby, per pound (2 to 4 lb. baskets), 35@50c. ONIONS—Texas, per bush. crate, yellow, Nos. 1 and 2, $1.60@1.85; bulbets, $1.25@1.35; culls, $1. PEAS—North Carolina, per ½-bbl. hamper, (18 to 22 qt.), $2@2.50; Tidewater, $1.75@2.50. California, drums, $4. PEPPERS—Florida, per crate, $4. POTATOES—Florida, per double-head bbl. (40 qt. net), $4@4.25. No. 2, $3.25@3.75, per sack (marked 150 lbs.). No. 1, $3.50@4. No. 2, $2.50@2.75, per ct. top bbl. (35 qt. net). South Carolina, No. 1, $3@3.75. No. 2, $2.75. Bulk, Michigan and New York, United States, No. 1, $1.25@1.35; Pennsylvania, well graded, $1.20@1.35. RADISHES—Nearby, per bunch, 1@2c. RHUBARB—Nearby, per bunch, 2@2½c. SCALLOPS—Pennsylvania, per bush. box (½ to ¾ pk.), 25@40c. New Jersey, per ¾-bush. bskt., 40@50. SWEET POTATOES—Nearby, per ⅝-bush. bskt. (8 to 9 qt. net), $1.50@1.60. No. 2, 50@75. TOMATOES—Florida, per 6-bskt. crate, fancy, $4@5; choice, $3@3.75.

AUCTION SALES YESTERDAY

ORANGES—California, per box (126 to 150), $4.80@7.30; (176 to 250), $5.20@7.75. Florida (126 to 250), $5.05@6.10. GRAPEFRUIT—California, per box, (64 to 80), $1.50@2.05; Florida (54 to 80), $2.25@3.85. LEMONS—California, per box, (180 to 270), $3.35@3.[illegible] (300 to 360), $4.30@5.50.

DEATH OF HOMES PROBLEM IN READING

Thousand Dwellings Needed, but Contractors Do Not Have Necessary Material

Reading, Pa., May 21.—A house famine of serious proportions is worrying real estate men and manufacturers here. The Chamber of Commerce recently began an inquiry and learned that 1000 dwellings could easily be filled with waiting families now living in nearby towns or suburbs, or else "doubling up" with other families in the city. Manufacturers are so short of help that they are finding no new accessions to their work staffs are available unless they get homes for them. More than one manufacturer would erect a row of moderate-priced houses and rent them to his workmen if the Government had not discouraged building operations on account of the war and if contractors were not facing a famine in material.

Contractors can get enough material for one or two houses, but when it comes to building a row the material men offer no bids and the cantractor can get no start.

Missing Since Aetna Blast

Lancaster, Pa., May 21.—Among the employes of the Aetna Chemical Company missing since Saturday's explosion is Earl V. Bohn, nineteen years old, son of Otto Bohn, of Lancaster, who recently completed his junior year at Franklin and Marshall College. Two weeks ago Bohn and three companions went to the Aetna plant to work for the summer vacation. Bohn's companions were on the night shift and are safe.

PUTS COAL SUPPLY UP TO OPERATORS

Government Man Declares Car-Shortage Problem Near Solution

Uniontown, Pa., May 21.—Virtual removal of the car-shortage problem as a factor in retarding the war program, in so far as it concerns the Connellsville coke region, places the responsibility for a greatly increased production upon the operators, Warren S. Blauvelt, chief of the coke division of the fuel administration, told an assembly of coke operators at an important conference here.

At the same time he presented a plan which, if properly applied, the fuel administration believes, will have a great effect in stabilizing labor. While the car shortage had not been entirely solved, Mr. Blauvelt told the operators, it was so much improved that he was able to promise a maximum supply of cars to all operators delivering exclusively to essential war industries.

He pointed out that the coke region now could have its maximum supply of cars because there were no crops moving, but that the Government intended laying up a surplus of coke at the essential manufacturing plants against the time when the cars must be withdrawn from the region for other vitally essential purposes.

Any semblance of Prussian methods is abhorrent to the Government, Mr. Blauvelt said, and it was the purpose to secure the surplus through patriotic cooperation of employer and employe with the Government. At the same time he intimated that if the results were not forthcoming other measures would be applied.

Circulation of a pledge among both operators and miners, placing them on their honor as Americans to do their utmost wherever they are placed toward increasing output, was the plan presented by Mr. Blauvelt as a means of stabilizing labor. The signer of the pledge agrees not to miss a day, work only in case of sickness or death and not to change from one operator to another with no betterment to his condition without conferring with his immediate superior.

DEAD CORPORATION RISES LIKE LAZARUS

State Charges Insurance Concern, Long Ago Lapsed, Is Issuing Policies

Harrisburg, May 21.—Quo Warranto proceedings were instituted in the Dauphin County Court by Attorney General Brown in behalf of State Insurance Commissioner Ambler against a company the State says does not exist. It is the Penn Treaty Beneficial Association, a Philadelphia corporation, chartered in 1903, which it is contended, has no members to elect a board of directors and no board to elect officers, but nevertheless has a president and a secretary.

The company, according to the suggestion filed with the court, did business until 1910, when, because of "financial difficulties and other causes," its membership lapsed. No attempt to collect premiums or dues was made after that until this year, but on March 1 Harry M. Yorty, according to the papers filed, "without any selection or legal right, announced himself as president." In the same way, it is asserted, M. A. Bennet, "whose true name is Max Abromawitz, assumed title of secretary." Since then, it is averred, the company has been soliciting members and issuing policy contracts.

The Attorney General says the franchises of the company long since lapsed and he wants the Court to issue a writ of quo warranto so that the officers of the company can be brought into court to show by what authority they use the rights and franchises of a corporation. The Court has fixed June 16 for the hearing.

BUSINESS CAREER OF PETER FLINT

A Story of Salesmanship by Harold Whitehead

(Copyright)

[illegible] will answer your business questions free of charge. Write advertisements and letters for him. Ask questions. Carry a note with all the facts. Your correct name and address must be given in all inquiries. Tips, hints and suggestions will be given. Answers to personal questions will be sent by mail. Other questions will be answered in this column. The most interesting problems of readers will be considered in the story of Peter Flint.

NOW

LAST night and tonight I sold bathtubs. [illegible]—well, not exactly sold them, but I nearly got one order and I got two "call backs" to make. I shan't handle these goods any longer than I can help. I don't think they are any good. Besides everybody has a bathtub already.

I started in Silver street. That's a good middle-class district. In the first house I called at I never had even a shoot of a show. When I rang the bell a woman came to the door, and before I said a word she said, "Nothing today, thank you."

"You don't know yet what I've got."

"No, not interested," she said, shaking her head. She would only open the door the tiniest crack. I determined not to give up too easily, so, following one of the instructions sent by the Alanema Folding Bath Company, I said, "Madam, think of the inconvenience of missing your morning tub while spending your vacation in the mountains."

"Well," gasped the woman, and then bang went the door.

I was telling Mike and Alwin o'Leary about it tonight. It never struck me as funny till then. Mrs. Gough, who was there, laughed and laughed till she cried.

"Did you really say that?" asked Alwin.

"Yes; what's wrong with it? The company advises you to say that," and I referred to the sales talk. "Look here," I said, as I pointed to the section marked "concluding arguments to be used as they fit circumstances."

"It's a good remark," said Alwin, wiping the tears from his eyes, "but hardly the one to open conversation with a woman."

The next person I called on was a Doctor Morrison. My instruction book advises me to always look for the names of people. It says, "Look for names of people on whom you are calling on the door, post or window and in your introduction speak to your prospect by name."

Well, I rang the bell and a thin, wiry man about forty-five, with a close-cropped beard and mustache—one of the kindliest, jolliest faces I ever saw—came to the door.

"Doctor in?"

He nooded his head and said, "Yes."

The company says always to get inside the house if possible, so I said, "Can I come in?"

"You can and you may," said the doctor, his eyes twinkling at some little joke which I couldn't see, but, anyway, I went in.

"What can I do for you?" he said when we had sat down in his office.

I guess he took me for a patient.

"Doctor," I said, "I've—I've—" I gulped.

"Yes, you may speak out quite frankly. What's troubling you?"

"A folding bath," I gulped again.

"What?" he said, surprised. "Let me feel your pulse."

"It isn't me—it's the bath—I'm all right, it's the——"

He pushed his chair away and looked a little bit scared. "The bath? the bath?—oh, I guess you're the plumber, but this is the wrong house. There are other Morrisons up the road. I guess they're the people you want."

I was getting desperate. "No, it's you I want. I've got a folding bath for you and I, and ——" (I almost said, "Doctor, think of the inconvenience of missing your morning tub while in the mountains," but remembering the reception that speech had previously received, I stopped in time and said), "Doctor, I'm selling the Palabama Bolding Bath—I mean the Ala——"

"Wait a minute, my young friend," said the doctor, his face breaking into a good-natured grin "if you can't say it—spell it. Now, what is it?"

"I'm selling the Alabama Folding Bath."

"I congratulate you," he smiled.

"On what? 'm selling the bath?"

"No, I shouldn't think any one would want a thing like that," he said kindly. "You haven't had much experience in selling things from house to house, have you?"

"No, sir."

"I thought not. I have a lot of people calling here to sell me things, and I think that you are——"

"The biggest dub of the lot?" I broke in.

"No, let me say the least experienced. Couldn't you find something better than a folding bath to sell? What made you choose that?"

"I didn't; it was offered to me."

"Well," he stood up, "I wish you good luck with it, anyhow." And then I left.

TODAY'S BUSINESS EPIGRAM

Choose your job, don't let your job choose you.

What does this mean to YOU?

Business Questions Answered

I am a stenographer for a firm in a large office building, but as I have very little to do, and the firm has given its consent, I have resolved to take up public stenography. I know nothing about how to draw up legal documents, that is, regarding the forms and how to write them, and I do not know anything of the rates that public stenographers charge for their work. Do you know of any books or where I could get hold of a form for affidavits, wills, contracts, etc., which would give me an idea of how they are made out? C. A. D.

The rates for public stenographers vary in different towns. Telephone some public stenographers in office buildings and get their rates. You can buy books giving forms of affidavits, wills, etc., from any good book store. If you find any difficulty in getting one call at one of the business colleges and ask the head teacher if he will sell you one of the textbooks they use for teaching commercial law.

How much per cent must I put on my price to net me 33 1-3 per cent on selling price? F. P.

Fifty per cent.

(CONTINUED TOMORROW)

SHORT-LINE ROADS TO BE PROTECTED

McAdoo Will Insure Them Fair Rates and Guarantee Against Discrimination

Washington, May 21.—The railroad administration is considering plans to insure short-line railroads a fair division of joint rates, local increases of rates by State commissions, adequate car supplies and assurance against discriminatory routing.

This plan was disclosed in a letter received by Senator Overman from John Barton Payne, counsel for the railroad administration. If the Government takes over the "short lines," Mr. Payne stated, an immediate increase in wages to employes would be necessary, as well as public demands for improved service. Senator Overman stated that he believed the Government's proposition should be accepted by the "short line" interests.

Aged Lawyer Dead

Wilkes-Barre, Pa., May 20.—D. L. O'Neill, eighty-two years old, a prominent member of the Luzerne bar, is dead after an illness of four weeks. He served in the Legislature in 1868 and 1869, and he was at one time a Councilman in Wilkes-Barre and a director of the Central poor board. He also served five terms on the city school board. He was a native of Port Deposit, Md., but came to the Wyoming Valley early in life.

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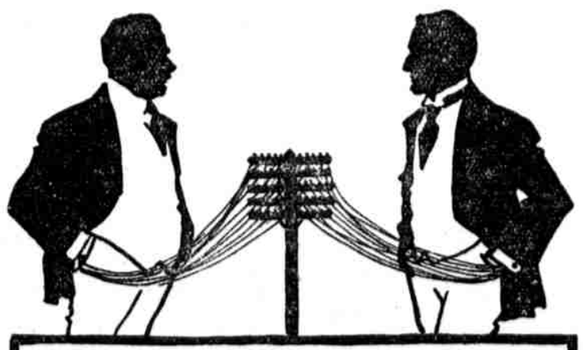

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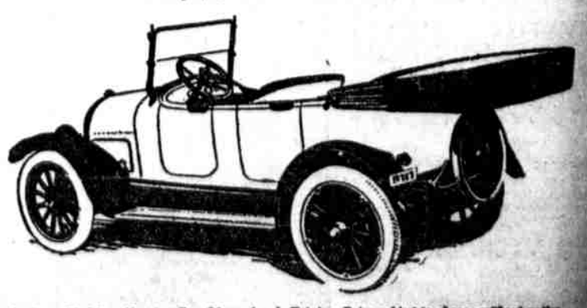

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