### **NEWS OF U-BOAT ACTIVITY** OFF NEW JERSEY COAST HAS LITTLE EFFECT ON STOCKS

### Subject, However, Is Chief Topic of Conversation in Financial Circles and Considered Patriotic

Stimulus-Gossip of the Street

IF THERE was any one in the financial district yesterday afternoon who wasn't talking "submarine" he wasn't in evidence.

The manager of one of the largest banking and investment houses voiced the general sentiment over the German U-boat depredations when he asked the question. "Has any one seen any person on the Street reading the bulletins or talking about the subject to others without

"Another German psychological blunder" was the way a well-known banker summed up the matter. "When," he asked, "will the German see things as other civilized people see them? If they wanted to make the American people get right up on their hind legs and smash them they could not have taken a better means of doing it."

Another listening to this remark disagreed with it. He maintained that what they had done up to the present only made us laugh, and if they "want to make us real mad let them shoot William Pen from the top of City Hail or tumble the Woolworth Building over in New York, or let them kill a few American women and bables, then," he said, "this country would find itself faster than it takes to tell it. Really," he continued, "I am sorry to say we need such an event to thoroughly arouse us. I am ashamed to say it."

A wealthy trader in one of the boardrooms called attention to the effect of the submarine news on the stock market. First there was a shading off from half a point to a point in many stocks, but recovery was rapid, and in half an hour it had no influence on a market, which was most remarkable for its strength in the face of the news which had been coming in. This trader then recalled the effect on the stock market when, in October, 1916, the German submarine U-53 came to Newport and sunk a number of British vessels. The market, he said, dropped on the news as much as twenty points in some instances.

"They could scare us then," he remarked, "because we were totally unprepared, but they are up against a very different United States today." . . .

Nevertheless there is a serious side to the matter, and a few who saw that side remarked that we must be prepared for the sinking of some of our troopships and a large loss of life. But as far as the financial market is concerned it seems proof against any kind of news.

### Invest Liberty Coupons in War-Savings Stamps

Scattered all over the city is a placard inviting the holders of Liberty Bonds to cash their coupons and buy war-savings stamps. Very frequently the repetition of even good advice falls unfruitfully on those to whom it is addressed, but not so the advice to cash Liberty coupons and buy war-savings stamps.

A visit to three large trust companies confirmed the fact that the conversion suggested is being followed out on a big scale. One banker said in this connection that it is a common experience to find that people do not cut off their coupons from a patriotic motive. They usually remark that they are in no hurry for the money and are willing to let the Government have it for a while longer.

This banker said that when it is explained to them that the Government cannot touch that coupon money, but by buying the war-savings stamps with it they are putting it in the Government's hands again, and for themselves getting just a little more interest on it than for the money invested in the Liberty Bond, they gladly accept the suggestion.

### Note Extension Urged

The refusal of the War Finance Corporation to assist directly in the financial relief of a number of large public utility companies having maturing obligations during the present and the following month brought up no little discussion in the financial district yesterday. As a rule, the position taken by the War Finance Corporation is considered sound, and the suggestion by the corporation that an attempt be made to have the present holders of such notes agree to an extension is looked upon as a perfectly legitimate method of bridging over the difficulty at present. It is generally believed that comparatively few of the present holders will refuse to meet the condition, and it is believed they will accept the suggestion. Some financiers have suggested that as an inducement an increased rate of interest should be given to such as will renew, but this proposal is almost unanimously frowned upon; the sentiment being against any raising of interest rates at the present time or in the near future while the Government is likely to be in the market for large amounts. By refusing direct help in these instances where notes are maturing the Government is employing a kind of moratorium which acts Indirectly, for if it should advance the money it would be used to reissue the same notes at a large expense, which can be obviated by having the present holders agree to a renewal.

number of public utilities, remarked yesterday that he did not think these concerns were getting anything like the square deal which Director General McAdoo is giving the railroads. "The public utilities, and in this classification I refer particularly to the electric railways," he remarked, 'are today in somewhat the same situation as the railroads before they were brought under Government control. The railroads had petitioned and presented endless reasons and arguments to the Interstate Commerce Commission for increases in rates, only to have them turned down, but it did not take Mr. McAdoo long to see that if he wanted efficiency he must first raise the revenues to pay for it, and he did not hesitate for a moment to come to the rescue of the railroads with increases in rates far beyond the figures the railroad operators had expected.

"In the same way," he continued, "the electric lines and other public utilities have for a long time petitioned the State Public Service Commissions of their respective States with very meager results, and if something heroic is not done for many of these utilities in the way of granting liberal rate increases great fears are expressed for their future."

In relation to the above conditions Joseph H. Choate, chairman of a committee appointed by the New York State and Interurban Electric Railways to place their claims before the Public Service Commission of that State, filed a brief of which the following is in part an abstract, showing conditions during the last operating quarter of 1917:

"Forty-eight roads failed to earn any part of their fixed charges, twenty-five did not earn enough to pay operating expenses and taxes. and twenty failed to take in enough to cover their operating expense. Moreover, the commission's figures show that the net corporate surplus of all eighteen of the sixty-five companies suffered a decrease which amounted in the aggregate to \$2,410,872. Some \$41,947 was taken from corporate surplus for the payment of dividends, and the remainder, \$2,369,125, represents what the owners of the electric railways of the Second Public Service District are out of pocket in order that the public might have car service."

H. M. Byllesby & Co. report the gross and net earnings of the Northern States Power Company for the month of April and for the year

ding April 30, as compared with the	s same peri	ous a year a	go, as ionow	į
Month of April	1918	1917	Increase	
Gross Earnings	\$637,056	\$550,325	\$86,731	
Net Earnings	279,192	286,374	•7,182	
Year ended April 30:				
Gross Earnings	7,507,603	6,428,124	1,079,479	
Net Earnings	3,262,272	3,420,509	.*158,237	
*Decrease.				

# COTTON CONDITION HIGH

Per Cent of Normal Washington, June 4 .- A report issued by the Department of Agriculture today

places condition of cotton, as of May 25, at 82.3 per cent of the normal against 69.5 per cent on May 25, 1917; 77.5 per cent on May 25, 1916; 80 per cent on May 25, 1916, and 79 per cent the average of the last ten years on May 25. The revised figures on area in culti-

vation at the end of June 1, 1917 are vation at the end of June 1, 1917 are 24,925,000 acres. The area picked in 1917 was 33,841,000 acres. The yield per acre in 1917 was 159.7 pounds lint. In general, the crop is somewhat late but the stand is good. The amount of fertilizer used is greater than for several years and the quality of seed used is tending toward improvement.

The bureau of crop estimates is prohibited by law from making an estimate on cotton acreage until its July report.

BAR SILVER

### GAIN IN OIL PRODUCTION Government Reports Position at 82.3 Losses in April in East Offset by West-

ern Fields washington. June 4.—Moderate gain in the production of petroleum, says a bulletin just issued by the Geological Survey, as indicated by the movement of crude oil from field sources credited in April to the Appalachian, Lima, Indiana, Central and North Texas and North Louisiana fields, was more than offset by the loss charged in that month to the Illinois. Oklahoma, Kansas, Guir Coast and Rocky Mountain fields and the consequence was a net loss of 3.3 per cent, compared with March, 1918, though a net gain of 7.8 per cent compared with April 1917.

The apparent consumption of crude oil in April was 4.3 per cent greater than in March 1918, and 19.9 per cent greater than in March 1918, and 19.9 per cent greater than in April 1917.

GOVERNMENT BO	ONDS	
tetered 1980	Bld	Ask 98%
pon 1930	98 98 99	100
istered 1925	105%	107
istered 1946	88	

### Philadelphia Markets GRAIN AND FLOUR

lowing are the quotations: Car lots in out elevator (Government alandard intended in the control of the control

Snecial 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 moleture to 13.5 per cent moleture, to 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. So under No. 1 or No. 3 red, \$2.22. No. 3 soft, red, \$2.20. Wheats-Maxium erice fic under No. 4 red. \$2.21; No. 4 soft red.

No. 5 wheats—Maximum price containing not over 14.3 per cent inolature 8c under No. 1 or No. 5 red. \$2.21. No. 5 sert. \$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 no case shall price be higher than 4c under No. 1 of the subclass represented.

Smultz wheats—Value shall be determined by each sample basis of the class and subclass that the poorer sections. Graham and 1 were each assigned to a street and each had to work one side of it. There were

#### PROVISIONS

PROVISIONS

The market ruled steady, but demand was only moderate, untations; tity heef, in sets, smoked and, air-dried, 39c, western beef, in sets, smoked and, air-dried, 39c, with heef knuckles, and tenders, smoked and air-dried, 40c, western beef knuckles and tenders, smoked, 40c, execute the following the

### REFINED SUGARS

### The market ruled steady under light offer-ings and a fair demand. We quote on a basis of 7.45c for fine granulated. DAIRY PRODUCTS

CHEESE—Old goods were quiet but steady few of fine quality ruled firm under carrety. The quotations were as follows New York, whole-milk, choice, old, 244 gentle, fair to good, old 22 g 24c; ab. Co. fresh, 23 g 24c; ab. Co. New York, whole-milk, choice, old, 24 to 25c; specials, higher New York, whole-milk, fair to good, old 22 2 2 to, to, to, fresh, 23 6 2 to.

HUTFICH—The market ruled steady, but trade was quiet. Quotations: Solid-packed creamery, extra, 44s, higher-accring loss, 45 6 4 to.

Solid-packed property of the property of the seconds, 35 6 to, nearby prints, fancy, extra, 48c; famoy brands jobbing at 49 6 5 c; fait to good, 41 4 4 to.

EGGS—Prices further advanced 30c per case, with moderate offerings and a good dramad. Pollowing are the quotations. Free cases, meanly firsts, \$11,25 per standard case; current recipies, \$10,80 per case, western, extra ness, \$11,25 per case, firsts western, extra ness, \$11,25 per case, firsts our current receipts, \$10.80 per extra firsts, \$11.25 per case; fancy assected eggs

### POULTRY

LIVE—Offerings were light and prices of towls advanced by under a fair demand. Quotations: Fowls. 34 5 235 be: spring chickens, weighing 14 62 lbs. apiece 5 26 55c; stagy young roosters, 256 25 ded foosters, 226 25c, ducks, Pekin, 28 30 do Indian Runner, 262 7c; geess, 227 25c, ducks, Pekin, 28 30 do Indian Runner, 262 7c; geess, 227 25c guineas, per pair, \$1 504 1.65; pigeons, old 350c. guineas, per pair, \$1 00\forall 163, pigeons, old per pair, 40\tilde{9}\tilde{4}\tilde{6}\tilde{6}\tilde{9}\tilde{9}\tilde{6}\tilde{9}\tilde{9}\tilde{6}\tilde{9}\tilde{9}\tilde{6}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{6}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\tilde{9}\til

### FRESH FRUITS

mand was fair for choice stock and senerally ruled steady Quotations as ner bibl.—Winearn 53.09 in 18. Pippin 55.60 itside 18. Ben 53.506 itside 18. Sen 5 93.50: Newtown Pipula \$23.4 Ander bearby, per hamper, 50.815.30: do do per 5-bush backet 25.6131.25 Feaches, Georgia per 6-busket carrier, \$1.25.25 Lemons, ner box, \$5.39.8 Oranges, Florida, per box, \$5.50.97.530 do, California, per hox, \$6.98. Grapefruit, Florida, per box, \$3.94.50 These per care, \$3.94.50 The carrier, \$3.94.50 The carrier, \$3.94.50 The carrier, \$3.95.50 Per Care, \$3.95.50

### VEGETABLES

VEGETABLES

Potatoes were offered quite freely and ruled a shade easier under a slow demand. Other vegetables were in moderate request at revised prices. Quotations: White potatoes, per 100 bs.—Pennsylvania, \$1,30% 1.70; New York, \$1,30% 1.70; New York 4. Beans, Florida, per hamper, 50c \$1.50, do, Routh Carolina, per hamper, 50c \$2.40, Georgia, per hamper, 50c \$2.40, Georgia, per hamper, 50c \$2.50, do, North Carolina, per hamber, 52 \$2.50, do, North Carolina, per hamber, 52 \$2.50, do, North Carolina and South Carolina, per 100 hunches, \$1 \$2.50, do, North Carolina and South Carolina, per 100 hunches, \$1 \$2.50, do, North Carolina, per hamber, 75c \$3.50, do, Delaware and Maryland, per hamber, 55c \$4.50, do, Delaware and Maryland, per hamber, 75c \$3.50, do, North Carolina, per hamber, 51.50, do, North Carolina, per hamber, 51.50, do, North Carolina, per hamber, 51.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.50, \$1.5

### Philadelphia Arrivals at New York Hotels

A. Arnold. Union Square.
B. Atwood. Collingwood
d. Burch. Woodward.
T. H. Burch. Woodward.
L. H. Burch. Woodward.
L. H. Burch. Woodward.
L. H. Burch. Woodward.
L. Starten. Broadward.
L. Sampbell. Brealt.
Cochrane. Broadway Central.
Cochrane. Broadway Central.
Cochrane. Broadway Central.
Cochrane. Broadway Central.
L. Covie. Cumberland.
Cunningham. Bristol.
L. W. Cunningham. Bristol.
L. W. Cunningham. Bristol.
L. W. Cunningham. Bristol.
L. Deoley. Broadway Central.
Fou. Hermitage
B. Fowler. Aberdeen
G. Gryson. Manhattan.
Gibbs. Navarre.
L. Gould. Broadway Central.
Green. Park Avenue.
Hamill. Broadway Central.
L. Hamill. Broadway Central.
L. Hamill. Broadway Central.
L. Hamill. Broadway Central.
L. H. Knare. Union Square.
L. Lvons. Navarre.
McCartney. Broadway Central.
H. Knare. Union Square.
L. Lvons. Navarre.
McCartney. Broadway Central.
R. Muller. Navarre.
A. Vahna. Gregorian.
R. Muller. Navarre.
A. Vahna. Gregorian.
R. Nelson. Navarre.
R. P. R. Nelson. Navarre.
R. J. V. Norl. Gregorian.
V. Orsten. Grand.
Orr. Navarre.
R. J. Union. Broadway.
V. Orsten. Grand.
Orr. Navarre. V. Orsten, Grand.
V. Orsten, Grand.
Orr. Navarre.
S. A. W. Pings. Herald Square.
H. Race, Mariborough.

B. A. W. Prines. Herald Square.
H. Race. Mariborough.
C. H. Roce. Mariborough.
S. P. Rand. Navarre.
Reshiey. Broadway fentral.
A. Reynolds. Gregorian.
Ruggies. Breslin.
H. Rosers. New Victoria.
C. H. Rosers. New Victoria.
C. Sherman. Gregorian.
Spaiding. Manhattan.
S. T. Spaiding. Manhattan.
S. T. Spaiding. Manhattan.
S. T. Spaiding. Manhattan.
S. T. Spaiding. Manhattan.
S. Walker. Navarre.
Walker. Manhattan.
C. Walker. Navarre.
Whiten. Linien Square.
Whiten. Linien Square.
H. Whiston. Linien Square.
H. H. Broadway Central.
H. H. Broadway Central.
H. H. Broadway Central.
H. H. Broadway Central.

# Harold Whitehead

OF PETER FLINT

A Story of Salesmanship by

BUSINESS CAREER

Mr. Whitehead will answer your business questions on buying, selling, advertising and employment. Ask your questions clearly and five all the facts. Your correct agme and full address usuat be signed to all inquiries. Those which are unaughous must be ignored. Asswers to technical guestions will be sent by mail. Other questions will be answered in this column. The most interesting problems of tugnifers will be used into the story of Peter Plint.

 $N_{\rm experiences}^{\rm ow}$  fil tell you about some of my work begins at once

by each sample basis of the class and sub- had to work one side on my side and class.

CORN—Receipts, 40,417 bushess. Trade about thirty-five houses on my side and class quiet and prices were unchanged. One-

CORN—Receipts, 40.417 hushes. Trade was quiet and prices were unchanged. One-tailons: Car lots for local trade No. 2 yellow, \$1.6851.70; No. 3 yellow, \$1.6841.60; No. 4 white, \$15.496.60; No. 4 white, \$15.496.60 wasn't my fault, either. They just wouldn't give me a chance. For instance, the second house I went to I work is to begin immediately.

Additional floor space, new machinery additional floor space. rang the bell. Then I heard some foot-steps tiptoe up to the door. A whispered

and suid: "Na no nuttin". No speak English." "I can speak French a bit. Can you talk French?" But one only

at Hog Island, the remainder would be rushed to shipyards where the need was imperative.

Mr. Schwab also puts a quietus on is no good. So I said, "Sorry to bother you. Good-day." "Ah?" "I said good-day." I repeated. She shook her head and said, "No speak---" I beat it

the door. They were Italians, too, but they could speak English, for when I asked them if they read the Moon, one said, "Yes, yes; you give it to me."

"Do you have it delivered regularly?" "No. 1 buy," he said. "Here, sign this." I said in desperation, "and we will have it sent regularly

to your house with Yupboard Comfort "Now, I'll give you a receipt for fifty

"No, you give me the paper." broke in the man, "I read her." Well, at the next house were some

woman said, "I wouldn't have that dirty

When I got to the end of the street
Siddons was waiting for me. "Well,
young fellow, how did you get along?"
"I didn't..."

Siddon's was waiting for me. "Well,
young fellow, how did you get along?"
of its present plants. As heretofore "I didn't-"You didn't get an order at all?" I

"You didn't get an order at all?" I shook my head, and he suid. "Come along with me: I'll show, you how I sell."

At the first house we stopped a woman came to the door, and Siddons took off his hat and said. "Good norning, madam and the fall, will go a long way toward making up the 20,000 additional tons."

"Well, that is the first time I've known our records to be wrong. We have your name on our investigation records as only five ways. When the contract is being a regular reader of the Moon; per-completed the Traylor Company will be haps your husband brings it home? This awarded a new contract. is it Mrs Brown." and he pulled out of his pocket the last issue of the paper. The woman shook her head we take some other paper, but we don't are combination transports and cargo

"Well, that's too bad," he said. "We are just giving our regular readers a special bonus, to which the record showed you are entitled. Every regular showed you are entitled. Every regular street reader of the Moon receives with our compliments a full year's subscription to Cupboard Comfort Monthly, a most excellent magazine, isn't it, madam?"

culation. Well, well, I have a good idea. Mrs. Brown. You make an application for a year's subscription to the Moon and I'll see that you have a year's

The tenth floor, on which the offices He took out an order blank, wrote down enough to write your name here, so ago. that we will be sure to have it cor-

rectly recorded this time."

The woman cautiously took the blank and Siddons almost placed a pencil in her hand and, pointing to the blank, said, "Put your name just here, will be given

Mrs. Brown. She signed all right. Siddons then put the order in his pocket and said, "I'll instruct the magazine people to give special attention to the prompt delivery of your copies. By the way, Mrs. Brown, have you half a dollar on you?" "Yes, why?"

"I'll give you a receipt for fifty cents and turn that over to the dealer so that he will be able to start the order without any question. You can thereafter pay your fifty cents a month regularly." The woman seemed to hesitate, so he "Remember, Mrs. Brown, it's really only going to cost you a penny a day for the paper; the magazines are absolutely free with our compliments." The woman fished out her purse and very reluctantly gave him the half dol-lar and said, "Well, I hope it's all right."

"It's easy when you go about it right," remarked Siddons when we had around the corner.

TODAY'S BUSINESS EPIGRAM Poor business-trying to sell the right thing in the wrong place. What does this mean to YOU?

Business Questions Answered I would like to become proficient in the Spanish language and am anxious to know where I can receive the best instruction at the most reasonable cost. G. A. S.

Any local resident educational institution teaching Spanish would be able to help you. If you do not find what you want there, you can take correspondence whool instruction.
Your best plan is to go to the Y. M.
C. A. or some such flusiness college and
what is han to offer.
(CONTINUED TOMORROW)

# NEWS FROM NATION'S SHIPBUILDING CENTER

## **SCHWAB EXTENDS ESSINGTON PLANT**

Westinghouse Factory to Produce Turbines for Hog Island Ships

### Siddons, our crew manager, took us New Foundries at Pottstown and Pittsburgh to Supply Fabricated Steel

Final arrangements for the sulargement of the Westinghouse Electric Com-

crease the capacity of the plant 40 per

plans, Charles M. Schwab, director gen I thought she might be bluffing, so said: "Do you receive your copy of the Moon regularly". She smiled amiably

smiled in a most good-natured way and reiterated. "No speak English." Well, there is a small plant there, where small. I stood looking at her, and she stood complicated parts are fabricated. With looking at me. Shucks, thought I, this exception all of the steel for Hog Island is fabricated in plants throughout

#### No Space at Hog Island

As every bit of space at Hog Island is now used for some purpose, construction of a fabricating plant large enough to turn out the steel parts for all the "It is our intention to utilize every available resource in the United States to speed shipbuilding," Mr. Schwab said. "but we propose to take advantage of

benefit of a tried organization "Enlargement of plants now engaged in the manufacture of equipment will be the first consideration whenever it "Sure. I sign anything," replied the is proposed to increase the output wan, writing his name, Pietro Gugliamto.
"Now, I'll give you a receipt for fifty will be made to build new plants adjacent to those that are now doing the

going concerns, where we may have th

### New Fabricated Steel Plants

It was in line with this policy that real Americans. My! it seemed like com- the contracts for the new fabricated ing home—but I didn't do any business, steel tonnage was awarded to the Moon the Clintic-Marshall Company, operating operating mills at Pottstown and Pittsburgh. This sheet in my house," and she slammed firm has supplied a great quantity of steel parts to the chipyards in the las

most of this steel will be supplied to

his hat and said, "Good morning, madam I am from the investigation department of the Moon. Does the toy deliver your copy regularly every morning."

"No, we don't take it," said the woman.

"That's strange," he said with a puzzled look. "Let's see, what's the name here."

"Brown."

"Brown."

making up the 20,000 additional tons that must be manufactured each month in this rection. Other steel makers will soon be asked to make enlargements to help in the necessary increase in steel production. Prominent sized men have amounced that they are ready to do anything asked of them by the Government.

To Push Output at Cornwells

making up the 20,000 additional tons that must be manufactured each month in this rection. Other steel makers will Mo., told the Pennsylvania Osteopathic, Association in this city on Saturday of an operation he had successfully of an operation in this city on Saturday of an operation he had successfully of an operation he had successf

"That's right, that's right. Brown is the name, and this is 3 Man street, isn't it?"

Following an aspection of the Traylor Shipbuilding Corporation at Cornwells.
Pa. Mr. Schwab announced that the plant will build on all its ten ways. This company has a contract for ten 3500ton wooden ships. One had already been gh the vard

1 out Changes have been ordered to pro-proper vide more space for troops on the Class "No. B boats to be built at Hog Island. These carriers, with 8000 tons displacement.

street are rapidly assuming definite shape. Another caravan from Wash-ington, with the equipments of the steel ship division, the largest division in the

excellent magazine, isn't it, madam;"

She nodded her head, though I don't believe she ever heard of it.

"In addition to that," continued Siddons, "we also give a full year's subscription to the Four Points, the magazine which has more than 1,000,000 circulation. Well all the light and part of the seventh floor, Cherry street was roped off this morning to all traffic. This was done to keep the foyer clear of all persons not directly connected with the offices, so that it is the moving men could have almost exthe moving men could have almost exclusive use of the elevators. Only one

subscription to each of these excellent magazines. Don't bother to pay me—
pay your newsboy in the regular way."

The tenth floor, on which the offices of Mr. Schwab and other executives are located is further advanced than any other floor, with the exception of the iocated is further advanced than any other floor, with the exception of the second, which is occupied by the passenthe address and passed it to the woman, ger transportation and housing division saying, "Perhaps you would be good This division arrived here two weeks

### **GLOUCESTER RIVETINGS**

Most of the Pusey & Jones employes will be given badges and bars for ser-vice during the year. Many received service flags from Chairman Hurley six weeks ago, and have them display in their homes.

Charles Campbell, general storekeeper of the Pennsylvania yard, has been put in charge of both plants of the Pusey & Jones Company, and will have he headquarters in the new hospital build-

George Carr. drafted laver-out. New Jersey yard, resigned a few days ago and left for Camp Dix.

Employes of the Pennsylvania yard will invest their back pay in new homes. Bernard Cahill will manage the Burners' baseball team. He succeeds John Flood, who went to New York to study conditions in the Quasic Arc Electric Welding Company. Flood also will inspect other such plants.

ar and said. "Weil, I nope it's all right.

"Madam," he said impressively, "the reputation of the Moon is behind all its representatives. Good-by." Then we left.

Watchmen and guards at the New Jersey and Pennsylvania shipyards yesterday appeared in police uniforms, with leather leggings.

New chemical apparatus was provided resterday at the New Jersey and Penn-ylvania plants. The firemen will drill

Plans are under way for a couple of flag-raisings on National Flag Day, June 14. ACCEPTS FIRST WOODEN SHIP

North Bend in Commission After Successful Trial Trip

Washington. June 4.—The first of the wooden ship fleet has been accepted and placed in commission by the United States shipping board.

The vessel, christened the North Bend and built by the Kruse & Panks Shipbuilding Company, of North Bend, Ore, is of the Hough type, 3500 tons.

On her trial trip the North Bend, it was all filled wary requirement of the Hough type, 3500 tons.

# RIVETING FREEDOM'S ARMOR



### THE RIVETERS

In the hiss of every steam jet, in the flare of every fire, In the straining of the pulleys, in each node of every wire There's a note of exultation and congratulation, for O'er the clamors of the hammers there's an overfone of nor Tis the timber of the timberless, a tone with purpose packed And the riveters are riveting attention to the fact. "I am right as any triret!"

Says the rivet. And the riveters are riveting and riveting and riveting;

Ere autocracy is variouished and democracy is safe. Ere the boche acts definition of just what it means to "strate, There are days of preparation, days of making planes and guns, Days of busy transportation ere we start to lick the Huns. And the echo of the clatter of the shippards comes to me, For the riveters are riveting the armor of the Free! "You must love your life and live it!" Saun the rivet.

And the riveters are riveting and riveting and riveting!

The Wolf of War has used his fangs and exercised his claws. Has violated virtue and has outraged righteous laws. In a world that's sad and sick at heart a wild beast runs amuck As o'er the lop the hunters go we wish them best of luck We'll capture him and hold him fast before the fight is done And the riveters are riveting a cage to hold the Hun! "You must know your strength and give it!"

And the riveters are riveting and riveting and riveting? GRIF ALEXANDER

### CAUGHT IN THE CURRENT AND MADE SHIPSHAPE

It was the consensus of opinion that

barking wardogs spoil a fight.

Now they Still 'em.

But what has this to do with ship-building? Not a thing, and yet—

Every wooden ship is pickled in brine before it salls on the briny. And every ship of every kind is a rod in pickle for the Kalser. Before you build a wooden ship you fell a tree; the bark you strip. And then doggone you, don't you see? you trim your bark for victory.

old claret.

"And both have their virtues," an-swered his Lordship.

ought to bring it ahead. Was Bacon prophetic as well as didactic when he said. "Reading maketh a full man"? "Reading phia port.

How circumstances will sometimes Among those whose ears were tickled by Anacreontic repartee was the inventor of tanks! Let us hope Mr. Daniels will not find it necessary to take cognizance of the occasion.

The Alvada, the Delaware River's first contribution to America's wooder fleet took champagne before she took

fleet it can rise to every emergency.

month there will be an average of one ship a day launched in the Dela-ware River district," says Director Webster, of the Department of Wharves, Docks and Ferries.

Three minutes after the Phoenix Three minutes after the rhocal slipped off the ways at Chester on Friday last a huge iron crane deposited the material for another keel. At this stage of the proceedings the hold as the crane is quite as important a bird as

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Oh, speedy are the Camdenites and ways. They launched the tanker Tuckahoe in twenty-seven days. But swifter is Mare Island and "We Americans are like champagne." Mr. Schwab told Lord Read-ling, "white you Englishmen are like made a Ward. What makes the swift Mare Island go at such speedy pace It wants to pin a medal on a really human race. Is Camden worried? Not at all. Its future still is bright. A Californian cannot daze a plucky

> For that congested feeling General Goethals should try a little Philadel

Camden knight.

Hog Island's raising flags and ships and both with might and main; and the zip they put in tonnage with the

### Sparks of Live News From New York Yard

can testify: figuratively, as Mrs. Traylor can testify: figuratively, as Mr Schwab has explained.

Many cities were represented in the applications received yesterday at the employment bureau of the New York Shipbuliding Corporation. There was a steady stream of men filing applications for jobs.

Sad news for the Hun: "By next nonth there will be an average of the ship a day launched in the Dela-

William Byers, who is in charge of the main gate of the shippard was ser-geant at the Gloucester City Hall for many years. He knows how to handle strangers who want to get inside.

the stork.

The office force is preparing for the annual vacation which starts this month. Harry Matlack and Robert Anderson, two of the second floor attaches, intend going to the seashore.

## AT CHESTER YAR School for Special Training Is

TAFFRAIL TOPICS

Installed to Improve Work ers' Leisure Time

The 4000 men in the Chester shippard are to receive special training that will sreatly improve their leisure time. J. W. L. Hale, who installed what is known as the Altoona training system for the Pennsylvania Railroad, has assured tharse of the work. With him is associated Frank H. Baker. A bulletin board has been erected in the office of the welfare department that will keep the men informed of progress in the department. Arrangement has been made with the Chester Board of Education for use of public schoolrooms in the evening. There will be classes in English for everybody. Foreigners, particularly Italians, have shown interest. Competent teachers will also instruct the men in their respective trades. en in their respective trades.

Great activity in the social and athletic sections of the work in the yard is drawing many members into the new Chester Shipbuilding Athletic Association. This work comes under the service department, headed by Henry Galster. The Chester baseball team leads the shipbuilders league of eight teams, with a record of four straight victories. The team's work has engaged attention of every man in the yard.

Plans are out for tennis courts and other extensions in athletics. The association met last night in the yard for routine business. The following were recently elected officers: If. Webb Chamberlain, president; C. F. Sanford, secretary: Charles Bates, treasurer. The following were elected directors: Charles Stant, W. McCienegan, J. Cooper, C. Morris, George Greenwood and J. McCurdle.

Told to Watch for U-Baots Monmouth Beach. N. J., June 4.-The coast guard station here has received orders from the Brooklyn Navy Yard to watch for submarines. It was said a U-boat was reported to have attacked ships off the coast.

ships off the coast.

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