

GOSSIP OF THE STREET

GENERAL TREND OF PRICES EXPECTED TO REMAIN FIRM AFTER "PROFIT-REALIZING"

Brokers Anticipate Little Change in Market Conditions and for Continuance of Sustaining Factors in Italian War News—Gossip of the Street

"REALIZING on profits" was the almost universal opinion among brokers as to the conduct of the stock market yesterday. Before noon news of the surrounding of a large part of the Austrian armies by the Italians created a little excitement in the Street, but the prompt arrival of other telegraphic news of a more conservative nature from the Austro-Italian front had the effect of counteracting the earlier dispatches, although some in the financial district saw in Lloyd George's speech in Parliament a confirmation of the first dispatch when he remarked that the Austrians were in full retreat and he questioned whether they would be able to effect their escape.

In a discussion on the Austrian situation yesterday a well-known investor who keeps in close touch with the market and with the trend of events remarked that he believed the Austrians were glad to be defeated and were playing into Italy's hands, on account of the internal conditions in the dual empire.

"That country," he remarked, "is made up of a most conglomerate mass of peoples whose aims and sympathies are in the main with Italy and the ideals she is fighting for, and while every one expected it would go to pieces when the old Emperor Francis Joseph would die, it has been the war which held it together. The moment that ceases to hold what was expected before will happen, and to my mind the breaking up is not far distant."

Not much change is looked for in the general trend of stock prices during the remainder of the week and the present firm condition is expected to continue.

Mercantile Marine a Legal Chinese Puzzle

When speaking of the International Mercantile Marine yesterday a prominent downtown banker who is acquainted with two of the lawyers connected with the case said the much-exploited deal was all right and, if possible, will be consummated as generally anticipated, but these lawyers maintain that no Chinese puzzle ever presented such difficulties and obstacles as the confusion which results through trying to synchronize the laws of England bearing on the many phases of the subject with the laws of the United States; in fact, up to the present it has been found impossible to have them dovetail, but hopes are expressed that a way to overcome these difficulties may yet be found.

Demand for Bonds Shows Shrinkage

In some of the large investment houses yesterday the statement was made that it was extremely difficult to sell bonds, the demand having been diminished very materially during the last few days. Taking the bond list as a whole, quotations now represent a decline estimated at from 2 to 5 points on the average, as compared with the high quotations of the current calendar year. This, of course, applies to corporate bonds, as many of the well-known and long-established municipal bonds are now quoted many points above the lower levels of a few months ago.

Liberty Loan bonds experienced a fair degree of activity, with small price changes in all three issues. The demand for the 3 1/2s continues satisfactory, while the 4s are being liquidated to a considerable extent by those desiring to invest the proceeds in issues of a different character.

Deposit Guarantee Bill Gets Another Blow

In a discussion of the bill which was recently introduced in Congress to guarantee deposits in national banks, and which met with severe criticism from so many quarters, the Guaranty Trust Company of New York in its recent letter says:

"Vigorous assaults have been made during the last fortnight upon the proposal to guarantee deposits in national banks by providing a fund to which all national banks would contribute. The analysis of the proposal made by the New York Clearing House Association, emphasizing the fact that such a scheme would place a premium on inefficiency and dishonesty, while handicapping successful banks, was reaffirmed by the New York Chamber of Commerce. To cap the opposition argument the Federal Reserve Advisory Council declared its opposition to the guaranty of bank deposits in any form, believing it to be wrong in principle. Inasmuch as the official report of the Comptroller of the Currency shows the loss to depositors in failed national banks to be less than three one-thousandths of 1 per cent during the last three years, and with the Government offering the highest possible security to induce the use of hoarded funds, the necessity of such legislation is not apparent."

Steel Common Dividend Prospects

The conduct of Steel common yesterday on the quotation board was considered as supporting the well-defined rumor, which was said to have its origin in the headquarters of the United States Steel Corporation, that the corporation could pay double the tax of last year and still have enough remaining to show 30 per cent on its common stock, and for that reason a reduction of the dividend would be unnecessary. There is said to be a great deficiency in the aggregate steel output in virtually all the plants, but it is being overcome very rapidly, and the efficiency which has been developed in overcoming it has had the effect of reducing the cost and thus increasing the profits. In some quarters this is given as the reason for the unusual strength in all the Steel shares. If there are any in the financial district who have the most remote idea that it will be necessary for the United States Steel to reduce its dividends on account of the increased taxation they are not in evidence.

Favorable Comment on Railroad Contract

The signing of the first railroad contract between the Government and the representatives of the roads was the subject of favorable comment in financial circles yesterday. Of course, this being a special contract, it does not establish any precedent as to the terms and conditions of the blanket contract to cover a majority of the railroads which is being whipped into shape at the present time, yet as one banker said, it shows a degree of fairness on the part of the railroad administration which augurs well for the general treatment of the roads during the Government control and operation.

The contract referred to was between the Kansas City, Mexico and Orient Railroad, and its liberal terms provide \$500,000 net annually for the road as long as it remains in Government control. This compares with a deficit for a number of years past. Since its reorganization in 1914 it has failed to earn its fixed charges.

In the meantime the representatives of the 800 short-line railroads of the country are telling the Senate Interstate Commerce Committee, in opposition to the request of Director General McAdoo for an extension of time for the relinquishment of the short lines from Government control, that such a policy would ruin their credit, and are bringing forward complaints in many instances of how the business of certain of these roads has fallen off very materially since Government control was established. Some of them claim a falling off of 50 per cent and several claim that they will have to suspend operations. John Barton Payne, counselor for the railroad administration, defended the administration's action in the matter and said the problem of the short-line railroads is a great one and that the railroad administration is doing its best to meet it in a wise manner. In banking and investment houses it is generally believed that the increase in freight rates which went into effect yesterday and which affects most of the short lines will have a beneficial result.

BUSINESS CAREER OF PETER FLINT

A Story of Salesmanship by Harold Whitehead

Now let me finish Graham's story. After the conductor had left our car he resumed: "When I got to the door of my shop I saw two of the minor officials of the company strolling from the big team shed to the workmen's entrance of the plant. As I took out my key to open the door they called to me. 'What do you do?' 'I asked breathlessly. 'I dropped the key and, as it was dark, I had to use my flashlight to find it. Sure enough the hair was broken! Do you know how I got it? When my invention meant so much to me I knew that its use would mean at least a quarter of a million a year in extra profits to the Consolidated. The first idea was to go to Pillsbury and ask him to put a guard outside the shop. I thought that perhaps some outside influence would be at work trying to take the invention from me and the Consolidated. 'Fortunately, I changed my mind and determined to play my own game. Night after night I worked on my invention, and every night I took with me two or four new parts which, without which it would be as intelligible to any one else as a Chinese puzzle. So as to add a little to the game I made three or four new parts which, when fitted on the machine, would not do the work that the original parts would do. These I left around the shop, and I was much amused one day to find a tiny little bit of wax sticking to one of them. 'Wax? That doesn't take a wax impression of it. Then I went over my tools very carefully with a magnifying glass to see if I could trace any finger prints. Finally I did find several. 'I had been a comparatively poor man all my life, but the Consolidated paid me very handsome salary and I had saved my money and invested it until I had quite a nice little bank balance. This on the advice of Question, I invested in the common stock of the Consolidated, which he said would surely pay a big dividend very soon. It hasn't paid it yet, by the way,' he said with a shrug of his shoulders. 'It wasn't until after Pillsbury had induced me to part with my savings that I saw the handwriting on the wall, and he became bitter toward me, and I was left with a broken bank and a broken heart. In fact, he told me plainly one day that unless my invention was finished promptly he would have no further use for my services. This remark made me suspicious, and as he and Question were the master minds of the Consolidated, I wondered if they could be the ones who were tampering with my workroom. Both had thoroughly trained mechanical minds. 'I gave a report to Question one hot day, and my report was unfortunately very sticky, so much so, in fact, that he left a splendid imprint of his finger tips thereon. Just as easily I secured a finger print impression from Pillsbury. Sure enough! Upon comparison with the prints in my workroom, I found that it was none other than Pillsbury and Question who had been trying to steal my invention. 'What did you do about it?' I asked. 'I resigned.' 'But what did you say?' 'I said that I didn't think I could possibly perfect my invention for the Consolidated so I had decided to resign.' 'And then?' 'Then I cabled to the Swedish consul that I had improved their machine and was open to sell to the best bidder. They immediately cabled their answer back to me care of the Consolidated, in which they said that their agent would be over here in about three months' time. 'They sent it to the Consolidated. Whew! I whistled. 'That gave the game away, didn't it?' 'Well, not exactly,' said Francis, 'for that is the address I gave them.' I looked puzzled. This kind of business was beyond me, and I asked: 'What did you do to that?' 'I knew that any cablegram which came addressed to me would not reach me until it had been read by Question and Pillsbury. 'Oh!' Still I didn't see just what he was after. 'Well, that's the story. 'Thanks,' I said with a feeling of disappointment, for it seemed to me a story without any end. I told him so. 'Perhaps you will have a chance of seeing the finish for yourself.' 'What do you mean?' 'Don't you remember telling me that when Question and Pillsbury were talking outside the boarding house the first time they called that they said the 'agent was leaving Sweden next week?' 'Yes,' I admitted, still puzzled. 'That agent will come to me and make a big bid for my patent, because he knows it will do the work I have been in the business too long not to be sure of my ground, also, having traveled in all the leading manufacturing countries of the world, I know where markets are and their possibilities. So, you see, I am playing what you might call a 'sure thing.' 'Then a light broke on me. 'Who are

you going to sell it to, the Consolidated or the Swedish people?' 'Neither.' 'No, neither. At least not in the way you think. The Consolidated thinks it is clever; that is, Question and Pillsbury think they are clever, and they control the board of directors. I am going to teach them a lesson. 'Then,' I said with surprise, 'all this work you have been doing for the newspaper you needn't do now at all? That is all part of the scheme you are pulling off?' 'Not exactly. I did it because I needed the money. 'Do you think,' I said, with that awe that large corporations inspire in all young folks, 'that you, without any money, can beat the Consolidated with all the millions they have?' 'Well,' he said, 'at any rate you have to admit that the Consolidated is a little bit worried. They have been to see me twice, haven't they?' 'Yes, that's so,' I admitted. 'And they will be coming again this week, and when they do, Peter, I want you to be in the room?' 'Will they stand for that?' 'That man always has his private secretary with him.' 'Oh, I see. I am to kid them that I am your secretary. Is that it?' 'That's quite correct,' he said. 'And now, Peter, let's just shut our eyes and dream for a little while. We shut our eyes and very drowsily he said, 'It's quite an interesting little world—isn't it?' 'Sure is,' I said with a yawn. 'The world—is so full of a number—of things—I'm sure—we should all be as happy—as kings.' 'What are you talking about, Francis?' I asked drowsily. 'And it seemed about two minutes afterward that we pulled into Grand Central Station.'

TODAY'S BUSINESS EPICURE The world is so full of a number of things, I'm sure we should all be as happy as kings. (Sent to Mrs. F. J. M. Boston) What does this mean to YOU? (Copyright)

(CONTINUED TOMORROW)

U. S. STEEL NEAR CAPACITY

Chairman Gary Tells Directors Record Is 95 Per Cent

New York, June 26.—The United States Steel Corporation is operating at 95 per cent of its capacity, it was announced by E. H. Gary, chairman of the board. This is a distinct improvement over the figures a week ago, when the finishing mills were operating at 25.4 per cent. For short spurts the corporation in the past had been able to operate at 100 per cent of rated capacity, but only for a few days. The output of the corporation was close to a high record. He added: "The showing is very good."

KAISER IMPRISONS 200,000

Number of Political Prisoners Cause Discontent in Germany

London, June 26.—As a striking illustration of the extent to which the iron hand is being used in Germany to break the nationalistic spirit, the London Express cites as a fact that there are 200,000 political prisoners in the empire. Much dissatisfaction has been caused in Germany, the paper learns, by the fact that the Kaiser's thirtieth anniversary of his accession to the throne was not marked in any way. The Munich Post, in a remarkably frank article, goes so far as to suggest that "within the Kaiser is very different from Wilhelm the doer." The paper adds that "under the ship of the Kaiser, children have been imprisoned in Berlin alone for stealing food."

HAWAII'S SUGAR CROP

President Orders Cultivation of Lands to Increase Output

Washington, June 26.—In an effort to meet the increasing sugar shortage present in the United States, the administration designed to bring into immediate cultivation of sugar plantations lands in the Hawaiian Islands. The commissioner of public lands of the territory is authorized to contract for the cultivation of all vacant lands whether held by lease or not, and to require homesteaders to continue cultivation and also be empowered to pay for all labor required for the conservation of such crops.

93 U. S. SOLDIERS

KILLED IN ACTION

Ninety-one Casualties Reported in Army—Fifty Among Marine Corps

7 PENNSYLVANIANS DIE

Philadelphia Marine Falls in Battle—Private Listed as Missing

Washington, June 26.—General Pershing today reported casualties from the front divided as follows:

Killed in action, 47; died of wounds, 7; died of disease, 1; died from airplane accident, 1; died from accident or other causes, 4; severely wounded, 20; wounded (degree undetermined), 2; and missing, 7.

Marine casualties reported today numbered fifty, divided as follows:

Killed in action, 46; died of wounds, 2; and wounded in action, 2.

The list includes:

- ARMY KILLED IN ACTION: Lieutenants: BALL, G. A., Monroe, N. C.; RYAN, K. J., Waterbury, Conn.; SPENCER, F. W., Springfield, Mass. Sergeants: DAVIDSON, G. I., Pittsburgh; HARRISON, H. M., Kilburn, Mich.; HEET, H. L., Kenna, W. Va.; KORNHOLD, N., New York; MURPHY, H., New York; SCHMIDT, A., Charleston, S. C.; SHRYVER, R. A., Heavy Troop, Texas; THREMLAY, G., Holyoke, Mass.; WILCOX, R. E., Hendersonville, N. C. Driller: HUMISTON, J., East Jeffrey, N. H. Mechanic: MOORE, J. H., Montezuma, Ind. Privates: BECKMAN, A., Milwaukee, Wis.; BRANSHAW, R. L., Preston, Wis.; CHANNON, E., Naahus, Ind.; GUALANELLA, A. A., New York; GOLDSTEIN, L., Sheffield, Ala.; GRIFFENTRINE, E. B., Milwaukee; GRIFFITH, J. M., Indianapolis; HARVEY, J. W., Kington, Conn.; HILKEY, J. J., Canton, Tenn.; JAMESON, P. A., Moscow, Idaho; JARVIS, E. J., Indian Orchard, Mass.; JONES, H. A., Jr., Kansas City, Tex.; KATTAPOUS, J., Dubuque, Ia.; KILINSKI, E., Moravia, Pa.; LEMBIKE, H., Menomonee Falls, Wis.; LOJA, C., Pleasant Point, Me.; MANTON, J., Philadelphia, Pa.; NILES, B. C., Jackson, Miss.; OESTERLIE, G. J., Burlington, Vt.; PARKLIE, R. H., Grand Rapids, Mich.; PETER, A. G., North Menomonee, Wis.

SEVERELY WOUNDED

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

SEVERELY WOUNDED

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

SEVERELY WOUNDED

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

Private

THEATRES OWNED AND MANAGED BY MEMBERS OF THE UNITED EXHIBITORS' ASSOCIATION. BELMONT 52D ABOVE MARKET. FRANKFORD 4715 Frankford Ave. MARGUERITE 90th & Cedar Avenue. JUMBO Jumbo Junction on Frankford. CEDAR 30th & Cedar Avenue. JUNE ELVIDGE. COLISEUM Market St. 30th & 31st. KNICKERBOCKER Market St. at 40th. COLONIAL 215 & 217 P. M. LOCLUST 52D AND LOCUST STREETS. CHARLES RAY. EUREKA 40TH A MARKET ST. NIXON 52D BELOW MARKET ST.

The Stanley Booking Corporation THE following theatres obtain their pictures through the STANLEY Booking Corporation, which is a guarantee of early showing of the finest production. ALHAMBRA 12th, Morris & Passyunk Ave. APOLLO 52D AND THOMPSON ST. ARCADE CHESTNUT Below 10TH. BLUEBIRD BROAD STREET AND SUBQUERMANNA AVE. EMPRESS MAIN ST. FAIRMOUNT 26th & GIRARD AV. FAMILY THEATRE—1311 Market St. GREAT NORTHERN Broad St. at Erie. IMPERIAL 60TH & WALNUT ST. LEADER 41ST & LANCASTER AVE. LIBERTY BROAD & COLUMBIA AV. 333 MARKET STREET THEATRE. MODEL 425 SOUTH ST. PALACE 1214 MARKET STREET. PRINCESS 1018 MARKET STREET. RIALTO GERMANTOWN AVE. RIVOLI 52D AND SANBORN STS. RUBY MARKET ST. BELOW 7TH. SAVOY 1211 MARKET STREET. STANLEY MARKET ABOVE 16TH. VICTORIA MARKET ST. AT 9TH.

ON and after June 30 the following will be the prices of the "Standard 8": Touring car, 7-passenger, \$2750; 4-passenger roadster, \$2750; 2-passenger roadster, \$2750; sedan, 7-passenger, \$3800; coupe, 4-passenger, \$3500; limousine, 7-passenger, \$4000. All f.o.b. factory. All unfilled orders on that date will be canceled and filled at the new prices. We have a very few cars on hand for immediate delivery at present prices. Eastern Motors Corp. Phone Poplar 6580 655-57 N. Broad St., Cor. Wall. The Magneto Equipped Eight.

REAL ESTATE FOR SALE. OWN YOUR HOME. A Small Cash Payment and the balance monthly, like rent, will buy A Cozy Home in Germantown 6300 Block, Woodstock Street. THEO. BLANK, 418 Land Title Building, Broad & Chestnut.