### EVENING PUBLIC LEDGER-PHILADELPHIA, THURSDAY, JUNE 27, 1918

# PHILADELPHIA MARKETS

12.20. of No. 3 FeG. \$2.22: No. 3 soft red, 3 22.20. No. 5 wheats—Maximum price containing not over 14.3 per cent moisture. 86 under f No.1 or No. 5 red. \$2.21: No. 5 seft. \$2.10: 0 Maximum price containing not over 14.7 per cent moisture. 7c under No. 1 or No. 5 red. \$2.20: No. 5 soft red. \$2.10: No. 5 soft red. \$2.

dass. CORN-Receipts, 1173 bushels. The mar-for was quiet, but firm, with light offerings. Quotations: Car lots for local trade-No. 2 vellow, \$1.78@1.50; No. 3 yellow, \$1.76@

OATS-Receipts, 83,250 bushels. Domand that and prices advanced is under that offerings. Quotations: No.2 white, 80 m set of standard white, 88% 9800, No.3 white, 86% 98% of No.4 white, SW 987% of the set of standard bar of the set of standard set of the set of standard set of the set of set of the set of set

Thick, SNSENNESC: NO 4 White, SNSEWS 2019, FLOUR-Receipts, 158,474 pounds in acks. The market ruled firm, with very pht offerings Quointions: To arrive, per 96 lbs, packed in 98.16, macks — Winter thest, 100 per cent flour, \$10,75611; Kan-as whest, 100 per cent flour, \$11,56711, 50; Prime wheat 100 per cent flour, \$11,56711, We show at \$100 fl1.50 per bbl, in sacks, p o quality.

### PROVISIONS

PROVISIONS The market ruled firm with a fair f fobbing demand. The quotations are: City beef, in sets, smoked and air-dried. 42c; western beef, in sets, smoked and air-dried. dir-dried, 43c; western beef, knuckles and in-dried, 2014 630%; do, skinned, loose, 28% 629%; do, do, skinned, loose, 28% 629%; do, do, smoked, 2014 630%; other hama, smoked, city cured, as to brand and average, 2014 630%; do, boiled, boneless, 45c; do, smoked, 21%; bolines, in pickle, se-cording to average, loose, 28c. Breakfast bacon, as to brand and average, city cured, 40c; do, western cured, 40c. Lard, western refined, 25%; 626c; do, pure city, kettle ren-dered, 25%; 626c;

### **REFINED SUGARS**

There was very little offering and the market ruled firm on a basis of 7,50c for fine granulated

CHEESE-The market ruled firm under scarcity. Demand was fair. Quota-tions. New York, whole-milk, fancy; fresh, 244 024% c: specials higher: New York, whole-milk, fair to sood, fresh, 23674c. BUTTER-There was a good demand and the market advanced is 61c under moderate supplies. Quotations: Solid-packed creamery, extra, 45c; MgB-ascring good, 466 48c; extra firsts, 44% c: firsts, 436744c; seconds, 416

CRAIN AND FLOUR
WHEAT — Receipts 0.05 bushels. Supplies the construction of the support develop (Development Street and St

FRESH FRUITS

VEGETABLES Potatoes ruled firm and again higher under light offerings and a good demand. Other vesetables were in moderate request at revised figures. Quotations. White po-tatoes, Nortok and Eastern Shore, per bil. —No. 1. South 6. No. 2. S2.5067. White potatoes, Market Statern Shore, Per bil. 4. White potatoes. Florida North Cardin No. 1. South 6. No. 2. S2.5067. White potatoes, Market Statern Shore, Per bil. 1. State No. 2. S2.5067. White potatoes, Jersey, per hamper—No. 1. S2.5069. No. 2. S1.2561.75. Exgeniant Florida, per per box, \$1.5067.25. don. Norfolk, per 60-at irrate, \$1467.450. Cucumbers South Cardin per box, \$1.5067.55. Corn. Louisiana. I per bil. \$265. Peppers. Florida, per 5-bil. basket, \$1.5067.3; do. do. per folk, per bil. crate, \$1.5067.3; do. do. per folk, Der Stil. 30. Carbiage. Eastern Shore, per bil. crate, \$1.5067.3; do. do. per folk, Der Stil. 30. Carbiage. Florida, per crate, \$1.5067.3; do. do. per folk, per bil. crate, \$1.5067.3; do. do. per folk, Der Donnes, Texnas, per crate, \$1.50 #2; do. Jersey, per % bush basket, 75 poc. Mushrooms, per lb. 156 400.

DAIRY PRODUCTS

Mr. Whitchead will answer your business ussions on buying, seiling, advertising and informent. Ask your questions clearly and fire all the facts. Your correct name and hi address must be signed to all inquiries. hose which are anonunous must be ipnored, asters to fechnical questions will be sant y will. Other questions will be answered in his column, The most interesting prob-tory of Peter Film.

**BUSINESS CAREER** 

A Story of Salesmanship by

Harold Whitehead

(Copyright)

fair hired me.

**FRESH FRUITS Cantaloupes were again firmer. Other** fruits were generally steady. Quotations ranged as follows: Apples, new, ner ham-per \$1.5003.25 Penches, Georgia, per 4-basket, envire. \$1.5502.5. Ionnons, per hox, \$1.25060, Cranges, Cuitfornia, per hox, \$407.50 Grampfruit, Florida, ner box, \$336 4.50. Florapples, Porto Ritco, ner crate, \$2 \$5.50, Plorapples, Porto Ritco, per crate, \$2 \$5.50, Plorapples, Porto Ritco, per crate, \$2 \$5.50, Plorapples, Porto Ritco, per crate, \$2 \$5.50, Cuitfornia, per text, \$2 \$5.50, Contained and the standard crate \$4 \$6 California, per texted, \$2 \$5.50, do, per nonvertate, \$3.3064.1 do, do, per flat crate, \$1.00% 1.75. Watermeions, Florida, per 100, \$25 \$552 do, do, per car load, \$275 \$600.

VEGETABLES

your job before long." noons.

day's work every day. "Another thing! You will have to get over having those fearful fits of sulks. If any one says anything to you-gosh ! Off goes the lid ! You don't know how to

stand being criticized.

"Aw-cut it out!" I said. "I've been

CHICAGO BUTTER AND EGGS Chicago, June 27.-BUTTER-Receipts, 1.454 tubs, Unchanged, EGGS-Receipts, 12.756 cases, Unchanged

Announcement

of Reorganization of

**Beam-Fletcher Corporation** 

Beam-Fletcher Transportation Co.

A \$500,000.00 Corporation

Also Change of Philadelphia Receiving Station from 525 to 426 Market St.

DAILY MOTOR TRUCK EXPRESS

told that dope so often I'm sick of it. No, not by you, but by other suys." "Hm! So you have been told toat GOSSIP OF THE STREET **OF PETER FLINT** several times-and still you take no notice

'It's all right for you guys who have "It's all right for you guys who have got there to talk that highbrow stuff, but I bet when you were my age you did the same thing I do, and what's more. I'll bet when I am your age I will be just as well off as you are." "In that case, young man, there is the door," and he turned and loft me. Lord ! How I wish could overcome this habit of study of at the headlet

I bet old Perry meant to be decent in me, and he was decent.

I was reflecting upon this incident and the general muddle I was making of things while I was brushing my hair in front of the mirror, getting ready to

WELL today I finished working with Perry. He and his crew leave for The trouble fs." I said out loud to Erie, Pa., in the morning. Four or five fool." of the fellows left him while here, so "Second the motion !

I jumped around as if I had been shot. during the last week he has been interviewing salesmen at the Imperial Hotel, just as he did in Boston when he "Gies hut you among a start i had been she way!

"Gee, but you scared me." He laughed. "What was cause of that

ittle epithet you gave yourself?" I told him what Perry had said and When he gave me my money what it hands and said; 'I don't know what it how I had flared up. "Well," said Graham with a twinkle When he gave me my money he shook little is about you, young man, that I like! You certainly are a fool, and I think in his eye, "far be it from me to con-

your mind runs on hat bands and gets tradict a man in his own opinion of stuck at the knots every so often. And himself. Somehow I don't know how to take yet I like you, so I just want to give that remark.

Tother Where are you going tonight?" he with a per dots to per how, if you think more of sneaking off to the end you are working for. You to cuban. To cuban. To the end you are working for to him. To cuban. To a couple of hours and going to a to the per how. To the end you are working for. To cuban. To a couple of hours and going to a To a couple of hours and going to a To the per how. To the end you are working for. To cuban. To a couple of hours and going to a The the tremark. "Where are you going tonight?" he asked. "Where are you going tonight?" he asked. "Going to see that—let me sec, what "Going to see that—let me sec, what "Rosie Lever." Somehow, I felt cheap taking about her to him. "Hm." Well. I hope you will action "Hom." Well. I hope you will action "Hom." Well. I hope you will action The the the to him.

for a couple of hours and going to a movie than you do of working for results, you'll never get anywhere. I didn't like the accent he put on

"I know that of a hot day it is pretty tedious to plug away on a house-to-house canvass, but every time you sneak letters for you." Then he said, "Here are a couple of

off like that to get a little bit of fun, you knock out your day's business, and, read it I passed it over to Graham, for in it she had written:

"Remember me particularly to Jour 200 before long." I was just going to say indignantly that I didn't sneak off any afternoon, but he got there first and sail: "Now, don't you lie about it, young fellow. I know you have been off several after-bus here first and sail: "Now, don't you lie about it, young fellow. I know you have been off several after-be shed to see the set th be glad to see him any time.

"Every day you will have some things I had to hurry away to catch the tube you won't like to do. The bulk of these for Newark and it wasn't until I had left things you can dodge if you want to, but the fellow who is dodging the un-hadn't given me back Lucy's letter I but the below who is using the data hadn't kitch the back but as your but the pleasant jobs always manages to dedge the good jobs somehow. So you will have to learn to give up your little bits of fun-1 suppose you call it fun-and find out what it means to put in a good data work over day.

TODAY'S BUSINESS EPIGRAM The habit of processination postones success

What does this mean to YOU?

**Business Questions Answered** 

Business Questions Answered Now can I get in to show the lady of the tasks here enthusiastic, but who says. We are not brushes. "buy," out," etc. I have got to get where I can sell more 33.56 shower bath brushes (it's a fine article') to shower bath brushes (it's a fine article') to hower bath brushes (it's a fine article') to how who admire, but are impressed a little too much by the \$3.50. You didn't been to approve of Peter Flint's house-to-house schemes, but don't you think a fine line like mine is a good place to work from, up to a high-salaried salesman's position? Ma daybeer has a housefurnishing, movelty for typesen yours in business and has baby work keep going much over ten yoars more. He does not have the confidence in movel for aider brother (or any one) to let us be much more than common clerks, a job we have much more profitable to go outside where we can get more money. He now has two clerks, the best getting \$10. Any advice will be appreciated. M. U.

I am not publishing that part of your I am not publishing that part of your letter relative to H. S., for you will realize that this is not of interest to the readers of "Peter Flint." In-cidentally, it would be of no use giving you H. S.'s address, for I understand that he is now satisfactorily placed. It certainly is a difficult thing in a house-to-house canvass to get an opportunity to sell to a woman who keeps a maid. Have you tried an introduction of this character:

character: "Good morning, miss. Will you pleas tell Mrs. \_\_\_\_\_ that I have brought that sample bath brush for her to see" Had I better take it to her, or shall I wait inside until you give her my mes-ware?"

sage?" This may do the trick, as the maid would probably think you had called by appointment. If she returns with the message that Mrs. — cannot see you, send the brush up to her by the

## ABILITY OF STOCKS TO RISE. DESPITE CERTAIN INCREASE IN TAX. CAUSES COMMENT

Advance in Leading Issues Attributed to Country's Prosperity and Ease in Money Situation. **Gossip** of the Street

BANKER remarked in a discussion of yesterday's conditions in the A BANKER remarked in a discussion of years and stock markets that the most remarkable fact in this connection is the ability of many well-known stocks to advance in the face of the certainty of heavy increases in taxes. Ease in the money situation and the unprecedented prosperity of the country were given as the main reasons for the present conditions, as it is well known that business concerns are being conducted on a basis which will leave handsome profits after all charges are deducted. This reason was also given as to why the investor was in the stock market and the speculator was not.

There seems to be a tendency among speculators to hold off for a little until Germany makes her next move. She has invariably commenced her former big offensives at a point which was unexpected by the Allies, but it is doubtful if such a point can be found on the western line today. The speech delivered by Lloyd George on Tuesday, in which he spoke of the impending drive, had the effect of creating a waiting attitude among both investors and speculators, but the continued strength of the stock market is proof of the confidence in the Allies.

### Rock Island Dividend Helps Rail Prices

Brokers said the upward trend of the railroad stocks was due to the paying of the dividend by the Rock Island Enilroad. Some of the most conservative brokers advised their clients to take advantage of the quick recessions in prices to buy, as they believed this a rising market.

The authorization by the railroad administration to the Rock Island Railroad Company to pay its regular dividend was received very favorably in the Street yesterday. Bankers and brokers were virtually unanimous in saying that the effect on other railroad stocks would be seen soon when investors commenced to realize what this action really means. Indeed, the effect had already begun to be noticeable in some of the rails before the close of the session.

Rock Island earned more than 10% per cent on its \$75,000,000 common stock in 1916 and 71/2 per cent in 1917. On account of the intervention of one lean year it carned a comparatively small surplus in the three years ended June 20 last, equivalent to only a fraction over 4 per cent. There is said, however, to be an additional \$1,500,000 per annum which the company spent in excess maintenance during these three years which went into the cost of operation, and it is believed some allowance will be made on that account.

### Erie to Extend Subsidiary Bonds

The Erie Railroad Company has issued a notice offering to extend about \$1,000,000 in bonds of its subsidiaries which fall due on July 1 entil July 1, 1928. The bonds include first mortgage bonds of the Buffalo and Southwestern Railroad Company, the Erle, Buffalo and Southwestern division 5s and terminal bonds of the Chicago and Atlantic Railway Company.

Some of the railroad issues, it was reported from New York, were

weak both Tuesday and yesterday, the Southern Rallway in to a new low record on the present move. At present prices these b show a yield of about 5% per cent. There are about \$72,000,000 out of total authorized issue of \$120,000,000 outstanding. The weakness in th bonds was ascribed by some as indicating that new financing bycompany is impending.

Several of the bond and investment houses reported good business vesterday, especially in municipals and some small local industrial issues . . .

Until the capital issues committee at Washington approves the proposed new issue of stock of the General Motors Corporation, it is sta it will be impossible for officials of that company to make any announ ment regarding their plans as to the disposition of the General Moto Corporation stock that will be held in the treasury of the Chevrolet Mot Company when the 282,684 shares of common stock have been turne over to the latter in payment for the purchase of the Chevrolet's ass exclusive of General Motors stock. Application has been made to the capital issues committee to issue this stock, but up to the present time! the necessary authorization has not been granted by the Governme authorities.

### Union Pacific Bond Sale Freely Discussed

One of the transactions most freely discussed in the Street at among the investment houses was the sale to Kuhn, Loeb & Co, by the Union Pacific Railroad Company of \$20,000,000 6 per cent ten-year bonds. which are being offered to the public at 98, to yield about 6% per cent. These ten-year bonds are secured, it is claimed, by a deposit of \$30,000,000 face value collateral bonds whose present market value is said to exceed \$25,000,000, and consists of zeven different issues, all but one of which is legal for investment by New York savings banks. The seven issues are Chicago and Northwestern general 4s and 5s, New York Cen-tral improvement 415s, Pennsylvania Railroad consolidated 415s and general 415s, Southern Pacific Railroad general 4s, Baltimore and Ohio refunding 5s, Illinois Central Railroad 5s and Denver Union Terminal fitst 414s. . . .

It was reported in financial circles yesterday that the sale to Speyer & Co. and Kuhn, Loeb & Co. of \$10,500,000 three-months 6 per cent notes by the Baltimore and Ohio Railroad Company virtually represents an extension for that period of a part of the company's outstanding short-term obligations

Of the above amount, \$7,500,000 will be used to extend a large amount of one-year 5 per cent notes maturing on July 1, and the remaining \$3,000,000 to extend bank loans also due on July 1.

### Cheerful Outlook for Public Utilities

It is a cheerful outlook for such of the public utilities as are being permitted to increase their rates to offset increased costs of maintenance and operation which Henry L. Doherty & Co. take in their most recent letter to investors, as follows:

While plans for adequate financing of the needs of the utility can porations of the United States have not yet been fully matured, and it may be that additional legislation will be required before proper and satisfactory measures can be taken to this end, the work of adjusting rate schedules to conform with present high cost of operation has been going steadily forward.

"Whenever adequate relief in rates has been afforded public utility companies the companies have quickly shown in their net revenues the effects of such relief. Where rates were promptly and adequately advanced the companies have been able to begin preparations for a proper expansion of service to the general public, as well as to those industries essential to the prosecution of the war.

"It is becoming more and more apparent that the attitude of local rate-regulating bodies the country over is changing, and that adequate pay for adequate service is becoming a general rule in considering the needs of public utility corporations."

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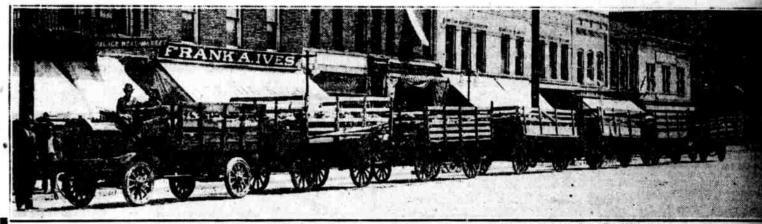
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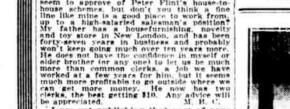
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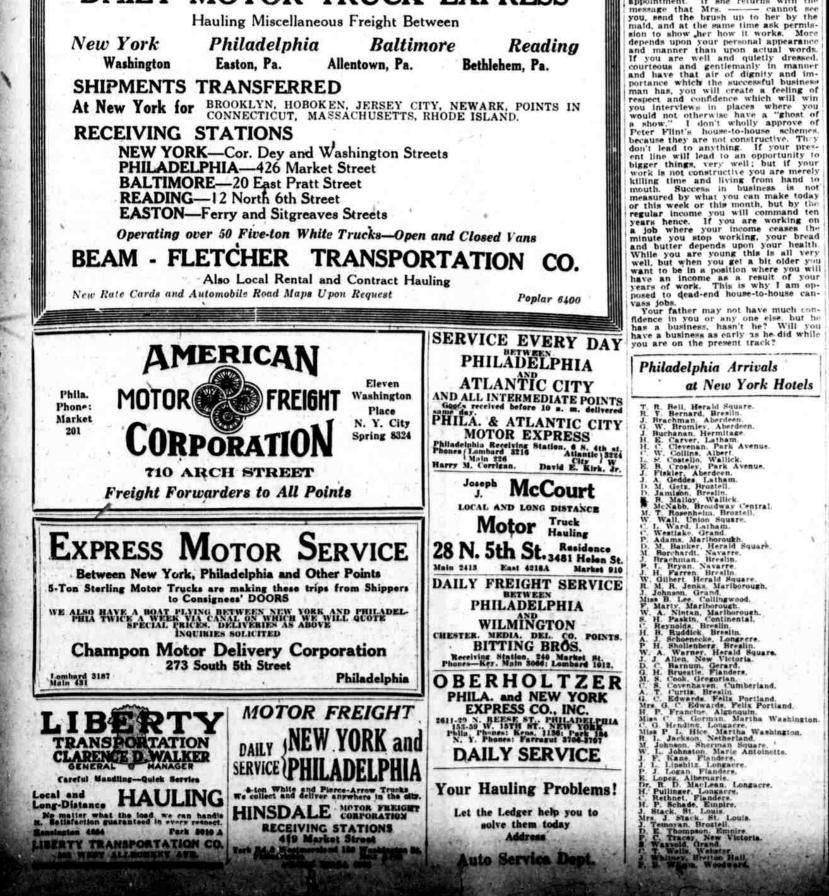
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EFFICIENCY



DUPLEN TRUCK WITH MOTOR TRAILER TRAIN BRINGS 250 SHEEP FROM HILLS TO STOCKY





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