GOSSIP OF THE STREET

LITTLE CHANGE IN MARKET EXPECTED FOR REST OF WEEK UNLESS GERMAN DRIVE OPENS

Fixing of Price of Copper Fails to Produce Response Looked for—Bethlehem Steel Plans Cause Comment—Gossip of the Street

IF ANY ONE expected the stock market to be very much different from the average pre-holiday session he was doomed to disappointment on Wednesday. The bulk of business was comparatively small, although prices remained firm. Not much change is looked for in the general trend of stock prices for the remainder of the week.

Some disappointment was expressed in certain quarters that the copper stocks did not respond as much as was expected on the announcement of the new fixed price of twenty-six cents a pound. Some brokers say that all the copper companies were making money at the old price and that there was every reason to expect a sharp advance on the publication of the revised price. The increase, however, was received very favorably by a majority of bankers and brokers, the usual comment being that it showed the honest desire of the Government to help business.

United States Steel, as usual, kept the lead. As showing the condition of the market, a prominent house said it had never so many accounts on its books as at present or fewer stocks. It ascribed the prevailing conditions largely to a new element in the stock market, which has been and is being recruited from the ranks of the Liberty Bond buyers, and who are in the market for investment and not for speculation. This element, it says, is largely made up of persons who never owned a bond or any other security before.

The war news, which continues favorable, had little or no effect on the market this week, and unless the Germans begin their big drive at once it is possible that war news may cut no figure in influencing the market for the remainder of the week.

Bethlehem Steel Plans Stir Interest

Among the few subjects discussed in the financial district on Wednesday was the new financing contemplated by the Bethlehem Steel Corporation. Some bankers are of the opinion that the Bethlehem Company is not in any particular need of new financing at the present time, but that the officials of the concern are wisely looking ahead so as to be prepared to take up $14,000,000 of the $50,000,000 notes which mature in February, 1919. The remaining $36,000,000 will be met by the maturing of that amount of British Treasury notes which are a part of the collateral behind that note issue.

It is said that it will be much easier to arrange for its 1919 maturities at the present time rather than to wait until the coming fall, when the flotation of another and larger Liberty Loan is being arranged for. The remainder of the proceeds of this $50,000,000 proposed issue, it is said, will go to provide additional working capital.

When commenting on this proposed issue, a well-known broker said he understood it will take the form of a note and will embody several novel features which heretofore have not been a part of bankers' plans for the financing of industrial concerns. In the past the Bethlehem Corporation has successfully financed its needs in the open market and any advances made by the Government have been for small amounts.

An authority on the matter said that the Bethlehem Company has at present unfilled orders for $500,000,000 on its books, made up mainly from Government contracts for ships, munitions, etc.

The report of the Federal Trade Commission accusing in almost violent terms the officials of certain large concerns with the grossest and most high-handed methods of profiteering is still finding an occasional echo of denunciation in the financial district, where, if half true, it should have produced a revolution. A prominent banker in the middle of a discussion on the subject asked where the line should be drawn between fair or even good profits and profiteering. He contended that the relative value of the dollar today compared with its purchasing power at the beginning of the war had not been taken into consideration by the Federal Trade Commission in making its report, otherwise it would not appear so drastic.

"But it is more difficult still to draw the line between profiteering and patriotism," he continued. "There is a tendency to denounce men and corporations for making liberal profits, when as a matter of fact the concerns that have made the most money out of this war have at the same time done most for the Government, because they used their excess profits as a basis for extending their business so as to further increase their services."

While this is acknowledged in the main as being correct, the prevailing opinion in financial circles is that in some well-known instances there has been a shameless orgy of profiteering, whose punishment should be brought about at once by the Federal Government.

Admit Phone Bond Warrants to Dealings

The committee on securities of the New York Stock Exchange has ruled that the stock of the American Telephone and Telegraph Company be quoted ex the rights to subscribe to the 6 per cent seven-year convertible bonds, today, that the warrants to be issued by the company in connection with the subscription privilege be admitted to dealings on this date, and that all dealings shall be on the basis of $100 subscription warrants instead of the rights accruing on individual shares. Transactions in warrants must be settled on July 17, when all the due bills must be redeemed.

* * *

Reports were current Wednesday in the Street that there would soon be an announcement of new financing by an important railroad company. It was impossible to procure any details in connection with the matter, although it is understood there have been several conferences between representatives of the bond and banking interests who have handled financing for the company in the past.

PRICE-FIXING ON COTTON FAVORED BY DEALERS

Believe Such a Move Would Tend to Stability—Sales Are Slow—Inquiries Plentiful

Sales in the local cotton yarn market continue slow, according to the weekly review of trade by R. G. Dun & Co., although inquiries have been plentiful, mostly, it is believed, as a basis for prices for future manufactured products.

Dealers report they are still experiencing some difficulty in obtaining prompt shipments from the south. Prices are high and uncertain, and to insure stability of prices many consumers and dealers are in favor of price-fixing.

The wool situation remains unchanged and local dealers report that their business is virtually at a standstill. Jobbers of cotton and woolen goods say there has been a little lull in sales the last few weeks. Prices, however, remain firm. The demand among the cutters-up has been small, however, and it is anticipated in the next few weeks there will be more activity among the manufacturers of women's apparel.

Continuing, the review goes on to say:

"Manufacturers of men's clothing have had a good season, are well sold up, but are much concerned over obtaining materials to supply their trade for the spring of 1919. Jobbers of hosiery, underwear and knit goods have had a good business, but they also report trade as being a little quiet at present and collections inclined to be a little slow. They state, however, there has been no reduction in prices of merchandise. Manufacturers of shirts are sold up, and they have been experiencing difficulty in obtaining piece goods to fill their orders.

"The iron and steel market continues without material change, and the question of distribution of iron and steel appears to be the principal one at this time. The production is reported to be going on at a good rate and plants operating generally at full capacity. The output, however, is taken either directly or indirectly for Government account. Furnaces are operating to full capacity and are said to be behind in their contract deliveries. Marked improvement is reported in the coke situation, due largely to a better supply of cars.

"The hardware line remains active in all its branches. It is believed, however, that the volume of business being done in this line will equal, if not exceed that for the corresponding season for several previous years, and it is believed that the demand for all grades of material in this line will show a decided increase in the fall season. Prices remain firm and collections good.

"The electrical trade reports a good volume of business, and manufacturers are working to capacity, largely on Government orders. Jobbers and retailers are well employed. Prices are reported firm and conditions fair.

"In the leather market, conditions are active and prices steady. Moderate stocks of finished leather are on hand, but the supply is adequate. Glazed kid dealers report increased difficulty in obtaining skins owing to the restriction in shipping, but there is a considerable stock of raw material on hand. Shoe dealers are doing a good volume of business. Report sales active and prices have advanced. Millinery houses report a good volume of business and collections fair.

"There is no change in the condition of the cement market. While inquiries are still being made on large contracts, manufacturers are unable to guarantee deliveries, owing to freight conditions, and some plants are still closed, owing to inability to obtain coal. Prices are about normal.

"The trade in domestic leaf tobacco is reported in good condition, although sales during the last week have only been moderate. Inquiries are being made for Pennsylvania, Connecticut and Ohio, but good grades are advancing in price. Sumatra and Havana are selling moderately to meet immediate requirements. The large cigar manufacturers report an active business from western and southern points, but trade is retarded to some extent by scarcity of labor. The local retail trade is reported in fair condition. Collections are reported slow."

Philadelphia Markets

GRAIN AND FLOUR

WHEAT—Receipts, none. Offerings light. Quotations: Car lots in export elevator (Government standard inspection, standard prices—No. 1 northern spring, $2.39; No. 1 hard winter, $2.39; No. 1 durum, $2.39; No. 1 hard white, $2.39; red winter, No. 1, $2.39; No. 2, $2.36; No. 3, $2.32; soft, No. 1, $2.37; soft, No. 2, $2.34; soft, No. 3, $2.30.

CORN—Receipts, 3746 bush. Supplies were small and prices ruled firm. Quotations: Car lots for local trade—No. 2 yellow, $1.88@1.90; No. 3 yellow, $1.85@1.87.

OATS—Receipts, 39,381 bush. The market ruled firm under light offerings, but trade was quiet. Quotations: No. 2 white, 89@89½c; standard white, 88½@89c; No. 3 white, 88@88½c; No. 4 white, 86½@87½c.

FLOUR—Receipts, no bbls. and 4,010,025 lbs. in sacks. The market was quiet but firm under very light offerings. Following are the quotations (old): To arrive, per 196 lbs. packed in 98-lb. sacks—Winter wheat, 100 per cent flour, $11@11.25; Kansas wheat, 100 per cent flour, $11.50@11.75; spring wheat, 100 per cent flour, $11.50@11.75.

RYE FLOUR was quiet and barely steady. We quote at $10@11 per bbl. in sacks, as to quality.

PROVISIONS

There was a fair jobbing demand and the market ruled firm. The quotations: City beef, in sets, smoked and air-dried, 42c; western beef, in sets, smoked, 42c; city beef, knuckles and tenders, smoked and air-dried, 43c; western beef, knuckles and tenders, smoked, 43c. Beef hams, $45. Pork family, $52@53. Hams, S. P. cured, loose, 28½@30½c; do, skinned, loose, 28½@29½c; do, do, smoked, 29½@30½c; other hams, smoked, city cured, as to brand and average, 29½@30½c; do, smoked, western cured, 29½@31½c; do, boiled, boneless, 40c; picnic shoulders, S. P. 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, 40c. Lard, western, refined, 23½@26c; do, pure city, kettle rendered, 25½@26c.

REFINED SUGARS

The market ruled firm under light offerings. We quote on a basis of 7.50c for fine granulated.

DAIRY PRODUCTS

CHEESE—Demand was fair and the market ruled firm under scarcity. Quotations: New York, whole-milk, fancy, fresh, 24½@25c; specials higher; New York, whole-milk, fair to good, fresh, 24@24½c.

BUTTER—There was a fair demand and the market ruled steady, with supplies under good control. Quotations: Extra selected creamery, extras, 43c; high-scoring goods, 46@48c; extra firsts, 44½c; firsts, 43@44c; seconds, 41@42½c; fancy brands of prints jobbing at 51@53c; choice at 50c; fair to good at 46@49c.

EGGS—Fine eggs were scarce and prices advanced 30c per case. Quotations: Free cases, nearby firsts, $12.30 per standard case; current receipts, $12 per case; western, extra firsts, $12.30 per case; firsts, $12 per case; fancy selected eggs were jobbing at 47@49c per dozen.

POULTRY

LIVE—Values generally were well sustained under moderate offerings and a fair demand. Quotations follow: Fowls, 36@37c; spring chickens, not Leghorns—Weighing 1¾@2 lbs. apiece, 48@50c; weighing 1@1½ lbs. apiece, 42@45c. White Leghorns, according to size, 36@40c; staggy young roosters, 25@26c; old roosters, 22@23c; ducks, Pekin, 28@30c; do, Indian Runner, 26@27c; guineas, per pair, $1.35@1.45; pigeons, old, per pair, 40@45c; do, young, per pair, 28@30c.

POULTRY DRESSED—Supplies were kept well cleaned up and the market ruled firm. Following are the quotations: Fresh-killed fowls, in bbls., fancy, dry-picked, fancy selected, 35½c; weighing 4 lbs. and over apiece, 35c; small sizes, 32@34c; old roosters, dry-picked, 26c; spring ducks, Long Island, 35@36c; squabs, per doz., white, weighing 11@12 lbs. per doz., $8@9; do, weighing 9@10 lbs. per doz., $7@7.50; do, weighing 8 lbs. per doz., $6@6.50; do, weighing 8 lbs. per doz., $4.50@5; do, weighing 6@6½ lbs. per doz., $3@4; dark, $1.50@2.50; small and No. 1, $1@2.50.

FRESH FRUITS

Peaches were in fairly active demand and firmer, while cantaloupes were lower under freer offerings. Other fruits were in moderate request at revised figures. Quotations: Apples, new, per hamper, $1.50@3. Peaches, Georgia, per 6-basket carrier—Belle of Georgia, $2@2.75; Hiley Belle, $2@2.50; Elberta, $2.25@2.75. Lemons, per box, $6.50@8.50. Oranges, California, per box, $5@7.50. Grapefruit, Florida, per box, $4@5. Pineapples, Porto Rico, per crate, $2@3; do, Florida, per crate, $2@2.50; do, Cuban, per crate, $2.75@3. Cherries, California, per box, $1@3; do, New York, per 6-lb. basket, 75@90c. Apricots, California, per crate, $2@3.50. Cantaloupes, California, per standard crate, $3.25@3.50; do do, per nonstandard crate, $2.75@3; do, do, per flat crate, $1.25@1.40; do, Georgia, per standard crate, $1.75@2.25. Watermelons, Florida, per 100, $25@35; do, do, per carload, $300@425.

VEGETABLES

Potatoes were more plentiful and lower. Other vegetables were in moderate supply and demand at revised prices. Quotations: White potatoes, Norfolk and Eastern Shore, per bbl.—No. 1, $4.50@5.75; No. 2, $2@3. White potatoes, South Carolina and North Carolina, per bbl.—No. 1, $4.50@5.50; No. 2, $2@3. White potatoes, Jersey, per ⅝-bushel basket—No. 1, $1.10@1.20; No. 2, 50@75c. Sweet potatoes, Jersey, per hamper—No. 1, $2.50@3; No. 2, $1.25@1.75. Eggplant, Florida, per box, $1.50@2; do, Norfolk, per ½-quart crate, $2.50@3.50. Cucumbers, South Carolina, per basket, 75@$1.25; do, Maryland, per basket, $1@1.75; do, Norfolk, per barrel, $3.50@4. Peppers, Florida, per crate, $1.50@2. Onions, Texas, per crate, $1.50@2; do, Jersey, per ⅝-bushel basket, $1@1.10. Onions, Jersey, white, per bushel hamper, $2.25@2.75; mushrooms, per pound, 15@40c.

Bank of England Statement

London, July 5.—The weekly statement of the Bank of England follows: Total reserve £28,880,000, decrease £1,124,000; circulation £54,902,000, increase £1,228,000; bullion £65,333,000, increase £105,000; other securities £112,936,000, increase £12,137,000; other deposits £152,067,000, increase £23,218,000; public deposit £38,179,000, increase £2,400,000; Government securities £66,237,000, increase £14,586,000. The proportion of the bank's reserve to liabilities is now 15.20 per cent, against 18.20 per cent last week, and compares with a decline from 22.27 per cent to 19.40 per cent in this week last year. The clearings through the London banks for the week were £419,650,000, against £387,190,000 in the week last year.

Cotton Buyers and Sellers

New York, July 5.—July—Figgatt and Geer bid; Cone, Rosenberg and Newman offered.

August—Parrott bid; Cone offered.

October—Schley, Gumoens, Bartlett, Wilson, Domis and Royce bid; McFadden, Fulton, Figgatt, Newman, Jay, Hyman, Glover and Schill offered.

December—Newman, Sellar, Domis and Martin bid; Cone, Johnston and Wilson offered.

January—Bartlett and Flinn bid; Jay, Hubbard, Hyman, Newman, Parrott, Monier and Rosenberg offered.

March—Rosenberg, Parrott and Bartlett bid; Hyman offered.

Liverpool Cotton

Liverpool, July 5.—Spot cotton today was quiet and prices were unchanged on the basis of 22.29d for middling. The sales amounted to 2000 bales. The receipts were 3000 bales, including 2600 bales American. Futures opened quiet and steady. Old contract, spot prices, were: American, middling fair, 23.60d; good middling, 22.92d; middling, 22.29d; low middling, 21.77d; good ordinary, 20.77d; ordinary, 20.24d.

BUSINESS CAREER OF PETER FLINT

A Story of Salesmanship by Harold Whitehead

(Copyright)

employment. Ask your questions clearly and give all the facts. Your correct name and full address must be signed to all inquiries. Those which are anonymous must be ignored. Answers to technical questions will be sent by mail. Other questions will be answered in this column. The most interesting problems of inquirers will be woven into the story of Peter Flint.

(Copyright) CXXXII

I THINK the interview which Queston and Pillsbury had with Graham finished a little bit in Graham's favor.

They tried the good-fellow stunt for some time, and I think they hoped to jolly Graham into signing a transfer of the patent rights over to the Consolidated. They offered $10,000 in cash and $50,000 in common stock.

After a little while Graham took the paper and to my horror began to write where they told him to. I noticed a quick glance of triumph pass between Queston and Pillsbury, and I couldn't help crying out:

"Don't give it to them, Francis!"

"To whom are you talking?" he asked quickly. Then I realized that I had to remember my place during this interview.

Queston snatched the paper which Graham handed to him, glanced at it and then threw it down disgustedly.

"Damn it all, what's this?"

I took the paper, looked where his signature should be and read: "Not enough—try again!"

It occurred to me that I should keep that paper, so I slipped it quietly from the table to my knee. There I folded it and put it in my trousers pocket.

"Oh, tut, tut, Queston!" said Pillsbury. "You must not blame Graham for wanting to get more. But don't you think, Graham, that you have an exalted idea of the value of the invention and of its value to the Consolidated? You know the Consolidated is a tremendous power and could put you—and your invention—out of business. But no—that's not our way of doing things. How much do you think it is worth?"

"Ten thousand dollars' worth of preferred stock and the privilege of buying all I can afford within the next three months."

"But there is no preferred stock on the market, you know. There's nothing but common on the market."

"Which never pays a dividend," added Graham. "Frankly, gentlemen, common stock has no value so far as I am concerned. The few thousand dollars' worth which I have has paid no dividend at all so far, and it looks as though it won't for a while, for I notice that salaries and expenses keep increasing at a sufficiently rapid rate to swallow up any surplus after the dividend on the preferred stock has been paid."

"That's wrong—that's wrong! Why, only three years ago we declared a dividend of 4 per cent on the common."

"Exactly, and that kept the common stockholders quiet for two years. I presume next year you will pay 4 per cent, or will it be 5?"

"Really, Graham," began Pillsbury, "I think you are presuming upon our friendship for you. I will make you a last offer. We will give you $100,000 common stock and $5000 in cash, which, if you wish, you can invest in preferred stock. This offer is open for five minutes only." Here he took out his watch impressively. "After that time the offer is withdrawn, and in place of it the Consolidated will start suit against you for the restitution of their rights in the shape of your invention, which we claim you have stolen from us."

"I think I understand your terms, gentlemen. By-the-by, when does the boat arrive from Sweden?"

"If you are referring to the Swedish agent, he arrived two days ago. In fact, he has been our guest during that time. I wonder if you would like to hear a little agreement we have with him?" He took out a square of blue paper, opened it and read:

"On behalf of and by the authority of the Swedish Metals Machine Company, I, Gustav Binnen, do undertake to purchase all inventions of and improvements on the machine which at present is leased by us to the Consolidated Machine Company, from and through the aforementioned Consolidated Machine Company, and should I be aproached by other concerns or individuals, I will negotiate with them only through the Consolidated Machine Company."

Gee! I thought, that looks like putting poor old Graham on the blink.

Graham smiled, however, and said: "While we are reading billet doux, perhaps you would like to hear one that I have in my possession." He took a note from his pocket and read:

Mr. Francis Graham,

New York City.

Dear Sir—We discussed the matter of your invention at our last board meeting and while, as a bank, we cannot finance such an enterprise, two other directors, Mr. ——, Mr. —— ("Out of respect for them," Graham said—"I am withholding their names") and myself feel sufficiently interested in your idea to suggest a meeting between us on next Tuesday at 11:30.

If this time is agreeable to you, please let us know and we will consider it a definite appointment.

Most cordially yours,

Francis put the letter in his pocket, rose and said, "Well, gentlemen, you will have to excuse me now. Mr. Flint is at your service so long as you wish to remain." With that he left the room and went next door into mine.

"Anything I can do for you, gentlemen?" I asked.

Gee! I certainly felt like a big guy having those two big guns to entertain!

"No!" snapped Pillsbury. "Yes! You tell that young fool of a boss of yours that I will have him arrested and up the river before he is forty-eight years older."

"Quietly, quietly," said Queston, squeezing Pillsbury's arm.

"That is no message for your employer, of course, Mr. Pillsbury," naturaly disappointed that after our generosity we should receive such disgraceful treatment. However, there is no more to be said at this time.

"Pillsbury, a silent tongue is a good friend for an angry man."

They left. Queston apparently unmoved; Pillsbury almost purple with rage, indignation and mortification.

When I entered my room, Francis was reading Darwin's "Descent of Man." He goes read funny stuff!

"Well, they have beat it," I said.

He closed his book, rose, put on his hat and said, "Come along, Pete; let's go and have a little supper on the strength of it. Enjoy yourself?"

I nodded vigorously.

TODAY'S BUSINESS EPIGRAM

A silent tongue is a good friend for an angry man.

What does this mean to YOU?

Business Questions Answered

Mr. Whitehead will answer your business questions on buying, selling, advertising and employment. Ask your questions clearly and give all the facts. Your correct name and full address must be signed to all inquiries. Those which are anonymous must be ignored. Answers to technical questions will be sent by mail. Other questions will be answered in this column. The most interesting problems of inquirers will be woven into the story of Peter Flint.*

Would you please tell me on what you base your opinion expressed in the reply to "H. W." in Friday night's Ledger, June 21—that there will be a greater demand for traveling salesmen and store salesmen in the next few years? I ask this as I am much interested along that line of work, though at present engaged differently. I am following with much interest the work of Peter Flint and your replies to queries.

C. B.

C. B.—A big proportion of traveling salesmen are of draft age. After the war many will take up some other vocation.

Many manufacturers today are not needing salesmen, as their trouble is not to getting orders, but in getting supplies. Many makers of goods are temporarily out of the commercial markets and confining themselves to war work.

After the war these manufacturers will have to rebuild their commercial business.

The development of our country to a, if not the, leading maritime power will offer remarkable opportunities for export trade, and that will require salesmen.

The supply of commercial commodities will be low when the war ends, and that means a big demand for goods and competition to get this big business.

The general scattering of traveling salesmen will make it necessary to build up some organizations and opportunities of value should come to those with the ability and knowledge necessary.

I am very handy with drafting materials and having taken a course in mechanical drawing, would like to keep my hand in. I am considering applying for a position as outside man do any work for them. For instance, suppose an architect employs, during a small period, require a draughtsman to be employed. His draftsman is on special new work—would he be likely to let me have his drawing equipment? Is it likely I could secure a number of clients? How would you suggest that I go about it? I must say I follow Peter's career with interest, seeing what an opportunity he has to accomplish. Doubt if I don't make a wireless operator of myself. H. H.

Architects do occasionally have outside men do their work, but they would usually do the smaller ones. There is no rule in this matter—each one does as he thinks best. Get a list of the architects from the city directory and write your proposition to each one. If you have originality and can draw a plan from a rough specification, there is no reason why you should not be able to establish a "clientele" of clients. There is only one way to go about it, and that is to write or call upon the architects and then write and call again and again so long as you get any kind of response from your efforts. Your other question is answered in some corporate sense. All right! I will make your old Peter Flint a wireless operator.

I am a woman of forty living at home, anxious to attend to family matters of a business nature. I have had some experience in little jobs and well informed generally. Feel that I could write up the business affairs and keep them in order. A few years ago I studied shorthand with a friend for three months, mastered the theory but could not write at the speed rate. Am fully aware that I would be useless for me to attain a sufficient speed to be of use. My present plan is to take a business course with typewriting, but no stenography. I know nothing of arithmetic beyond the rudiments. Do you think that after five or six months study I might hope to secure a position in some office with salary enough to live upon? With such preparation with what firms or companies should I find employment where the hours would not be long? Though always well, I am not very strong, and I think that seven hours a day is as much as I should attempt. I have reason to expect that I will soon be called to take a position. Miss H. H.

It will depend greatly upon the school you attend. Choose one which stands high in the estimation of business people. Ask some business men among your acquaintance what they consider the best business college in town. Go to that school and tell the secretary of your circumstances. Most meritorious business colleges have more demands for their students than they are able to supply. I therefore think that there should be no difficulty in your obtaining a position. I would suggest that instead of taking a general course you select certain subjects which will fit you to be a bookkeeper or cashier. Your lack of ability at shorthand would bar you from taking a secretarial position. Such subjects as business economics, bookkeeping, elementary accounting, natural resources and merchandising (you may not be able to secure this latter subject, since only the larger universities are now offering it) would best train you for a position as bookkeeper in an office or bookkeeper and assistant in a store. If you know any particular line of goods—understand shoes, hats, gloves or anything of that kind—you might get a position in a department store leading to an appointment as buyer.

DEVITT'S

Philadelphia's Greatest Hardware Store

10 to 40% Below Others

Headquarters for Ship Carpenters' and Wharf Builders' Tools

We have the largest stock in the city to select from.

PAUL J. DEVITT

2d and Washington Ave., Phila., Pa.

Store open evenings until 9 o'clock

Saturday evening until 11 o'clock

Financial Briefs

Special meeting of stockholders of Drovers & Merchants' Bank will be held September 12, to vote on proposed increase of capital stock from $100,000 to $200,000 and an additional surplus of $200,000.

Returns from holders of the $57,735,000 Brooklyn Rapid Transit notes which fell due July 1 passed 50 per cent of the amount outstanding and are rapidly approaching the 70 per cent required by the War Finance Corporation to assure the success of the financing plan.

LOST AND FOUND

CAT—Lost on Sunday, 23d, 38th and Powelton ave., male black cat, white spot on throat. Communicate J. Brower, 3800 Powelton ave. Reward.

DOG—Lost, Boston terrier, brindle and white, left foreleg and foot white, 7 months old, answers to name of Governor. Reward if returned. J. H. Rue, 729 Westgate, Germantown.

AIREDALE DOG

License 340. Fourteenth Police District; reward. 2017 Pulaski ave., Gtn. 13th J.

DOG—Lost, large black spaniel. Sunday, reward. Phone Germantown 6136 J.

HANDBAG—Lost, on Lincoln highway east of Bustleton, Tuesday afternoon, July 2, brown, sole leather handbag, containing man's wearing apparel; reward if returned to P 721, Ledger Office.

HELP WANTED—FEMALE

(Other Classified Ads on Page 2)

CAP SPINNERS AND TWISTERS WANTED. EXPERIENCED AND LEARNERS. GOOD WAGES AND STEADY WORK. PRINCIPALLY FOR GOVERNMENT WORK. APPLY GRISWOLD WORSTED CO., DARBY, PA.

BOOKKEEPER, experienced, and must operate typewriter; good position. Apply Phila. Belting Co., 6th and Spring Garden.

BOOKKEEPER assistant, experienced, good opportunity for capable party. M 547 Ledger Central.

CLERK, experienced, as general office assistant; must be neat in appearance; references required. Apply in person. McFadden, Sands & Co., 115 Chestnut st.

CLERKS: Several good opportunities for young women between 18 and 25 in a large Philadelphia bank; those having adding-machine experience preferred; state age, experience and salary expected. P 724, Ledger Office.

HELP WANTED—FEMALE

(Other Classified Ads on Page 2)

AN ESSENTIAL OCCUPATION

TELEPHONE SERVICE IN PHILADELPHIA, THE WORKSHOP OF THE NAVY, IS OF VITAL IMPORTANCE IN THE PROSECUTION OF THE WAR.

YOUNG WOMEN BETWEEN 17 AND 35 CAN SERVE IN NO MORE PATRIOTIC WAY THAN AS OPERATORS.

COME AND HELP SERVE IN THIS ALL-IMPORTANT ARMY OF THREE THOUSAND LOYAL YOUNG WOMEN.

THE TRAINING COURSE IS SHORT AND THOROUGH.

$9.00 PER WEEK IS PAID DURING THE FIRST FOUR WEEKS, WITH RAPID ADVANCEMENT THEREAFTER.

APPLY TO
MISS M. D. RYAN,
AT 406 MARKET ST., PHILADELPHIA
OR
MISS V. M. ELLIOTT,
20 E. 5TH ST., CHESTER, PA.

THE BELL TELEPHONE COMPANY OF PENNSYLVANIA

CLERK, quick and accurate, knowledge of comptometer; resident of Camden preferred; state salary. Address P. O. Box 350, Camden, N. J.

CLERKS—Young women between the ages of 18 and 25, wanted by an old-established financial house for clerical work; state age, experience of office machines and salary expected. P 725, Ledger Office.

CLERKS—Young women between 18 and 25 for clerical work in a large corporation; those with adding-machine experience preferred; state age, experience and salary expected. P 723, Ledger Office.

ELLIOTT-FISHER billing machine operator; state experience, age and salary expected. P 716, Ledger Office.

GIRL, wanted to cook, wait and downstairs work; 2 in family; for July and August; 4 minutes from Rosemont Station. Phone Bryn Mawr 772.

GIRLS to make cushions. Apply 244 S. 5th st.

GIRLS, experienced, wanted on caps. Apply Frank & Son, N. W. cor. 3d and Arch.

HOUSEWORK—Woman for small institution, one who has been accustomed to doing her own housework. Apply Leamy Home, Mt. Airy.

NURSE, graduate, for small institution. P 633, Ledger Office.

2300 OPERATIVES

WOODBURY BAG-LOADING PLANT

United States Government work at Washington Park, near Westville, N. J., and Pennsylvania Railroad, West Jersey and Seashore division; also by trolley from Camden.

34c TO 38c PER HOUR

APPLY
MacARTHUR BROS COMPANY
WASHINGTON PARK
WESTVILLE, N. J.

PAYROLL CLERK, experienced; state experience, age, salary expected. P 714, Ledger Office.

SCHOOL TEACHER, young, wanted for outdoor educational work; a rest from the schoolroom; pleasant work; good salary for right person. P 727, Ledger Office.

SILK PICKERS AND SPREADERS—Splendid wages for particular workers; paid while learning. Apply Griswold Worsted Company, Darby, Pa.

STENOGRAPHER and Typist—One with experience on dictating machine preferred. Apply 1705 W. Allegheny ave. Phone 7403.

STENOGRAPHERS — Good opportunity for experienced stenographers by large corporation; state experience, age and salary expected. P 701, Ledger Office.

TEACHER, competent, with less than 6 years' experience, wanted for personal service work during July and August. 728 Ledger Office.

TYPIST, with knowledge of billing, familiar with nonlisting machine; permanent position, with advancement. Apply 1705 Allegheny ave. Phone Tioga 7403.

WANTED, IN OFFICE WHOLESALE COMMERCIAL HOUSE, LADY FAMILIAR WITH HANDLING REFERENCES FOR CREDITS; ONE WITH MERCANTILE AGENCY EXPERIENCE PREFERRED. STATE EXPERIENCE, SALARY, ETC. P 730, LEDGER OFFICE.

WANTED, a white waitress; wages $6 per week and sleep in; also young white woman to assist in kitchen; wages $5 per week and sleep out. Apply Friends' Arch St. Centre, 304 Arch st.

WOMEN

wanted for office building cleaning, 6 hours per day, 6 a. m. to 9 a. m., 5:30 p. m. to 8:30 p. m.; good wages; steady work. Apply Room 444, WIDENER BUILDING

WOMEN to pack chairs. Apply 244 S. 5th street.

YOUNG LADY—Large mfg. co. near center of city, has position open for assistant stock record clerk; one with experience on card records preferred; good opportunity; state experience and salary expected. P 719, Ledger Office.

YOUNG LADY—Large Mfg. co., near center of city, has position open for assistant ledger clerk; good opportunity; state experience and salary expected. P 720, Ledger Office.

HELP WANTED—MALE

(Other Classified Ads on Page 2)

AUTOMATIC SPRINKLER business requires a live wire who has had experience in soliciting and who is a result-getter in selling; preferably one who is familiar with either the sprinkler business or fire insurance. Real opportunity for right party. Please give details as to experience, results accomplished, etc. P 722, Ledger Office.

AUTOMOBILE parts clerk; prefer one who knows Ford parts; good opening and opportunity. Apply Ford Agency, 3302 Chestnut st.

ACETYLENE WELDERS
BOILERMAKERS
BOILER FIREMEN
MACHINISTS
LABORERS
First-class men wanted
Apply Superintendent's Office
POINT BREEZE GAS WORKS
PASSYUNK AND SCHUYLKILL AVES.
PHILADELPHIA

AUTOMATIC screw machine operators wanted at North Bros., American and Lehigh ave.

CANDY MAKER. Inquire Mr. Barnett, Willow Grove Park.

CARPENTERS

20—First-class carpenters wanted to work on Government work. Good wages.

Apply at once, with reference.

MIDVALE STEEL AND ORDNANCE CO.
EDDYSTONE RIFLE PLANT
EDDYSTONE, PA.

Plant employment hours—Daily, 7 a. m. to 5 p. m., except Sunday—Saturday, 7 a. m. to 11 a. m.

CHAUFFEUR — TO OPERATE HUDSON CAR AND WORK SMALL GARDEN; COUNTRY PLACE ON SOUTH SHORE, LONG ISLAND; MUST BE SINGLE, WHITE AND ABOVE DRAFT AGE; STATE SALARY DESIRED AND REFERENCES. G 445, LEDGER CENTRAL.

Continued on Next Page

Take your vacation in a Peerless—the car that unites might and mileage with ease and economy—open-air freedom and privacy of the home. Think of a thousand miles through beautiful valleys, along sparkling waterways and over giant mountains, a delightful change of scene every minute!

IMMEDIATE DELIVERY
of Touring Models

GIRARD AUTOMOBILE CO.
2314-16-18 Chestnut Street

FOXY GRAN'PA—One Can't Be Too Careful -:- -:- -:- -:- -:- -:- *By BUNNY*