GOSSIP OF THE STREET

STRENGTH OF STEEL STOCKS RUMORED DUE TO IMPENDING RAISE IN PRICE BY WAR BOARD

Conference Between Manufacturers and Government Officials Said to Be in Progress-Utilities Plaints Unnecessary—Gossip of the Street

EMPTY customers' chairs in the brokers' offices during the Saturday half session and absentee principals in a majority of instances spoke more eloquently than words could of the general apathy in the financial district. It was generally remarked that any one who wanted the opinions of leading financiers of this city on Saturday would have a better chance of getting them on the Boardwalk at Atlantic City or on the soif links of the neighboring country clubs than in the financial district. While the announcement of the death of John Purroy Mitchel had no effect in the brokers' offices and among the bankers in this city, the calamity had a very sobering effect when the news came over the tape. and many were the expressions of praise for the dead hero and sympathy for his people, and it was evident he had endeared himself in a most intimate manner to many in Philadelphia.

One broker said the apparent weakness in railroad shares Saturday was possibly due to the failure of the Government to decide on the terms of the railroad contract and to the contention of Director General McAdoo that the money spent by the Government in the maintenance and improvment of the roads should be deducted from the rental which the Government pays to the companies. It is said this ruling would apply only to such roads as do not possess the collateral necessary to secure the money which the Government would advance to the corporations for such purposes.

In view of a continuation of satisfactory news from the European front brokers were of the opinion there would be little change in the trend of the market during the week, although many of them claim the present condition of the stock market is such that "fireworks" may occur in some particular issues at any time.

Conservative houses continue to advise customers to buy for hold ing or investment any of the standard issues on reactions.

Federal Reserve Bank Assets Soar

There was an increase last week of nearly \$10,000,000 in total earning assets of the Federal Reserve Bank to \$91,035,950, a new high record. Bills discounted for members were reported at \$71,245,521, against \$60.216,795 on June 28, indicating the resumption of the sale of Treasury certificates and the steady and heavy withdrawal of Government deposits. The total reserve held against combined net deposit and Federal note reserve note liability was 63.6 per cent, against 66 per cent on June 28.

The Federal Reserve Bank has notified depositary banks in this district of the withdrawal on July 11 of the balance of the income and excessprofits taxes held by them after making payment to the Reserve bank of the July 9 call. In addition, the banks will be called upon to pay to the Reserve bank on July 11 20 per cent of deposits arising from purchase of June 25 issue of Treasury certificates.

War Board May Boost Price of Steel

It is common talk in the Street that at present there is a conference going on between steel manufacturers and the War Industries Board with a view to an increased price for basic steel products and that an announcement is due at an early date. Some believe the War Industries Board will recommend the increase and that knowledge of this if the reason for the strength of the steel stocks. It is argued that as the Government has granted increases in the price of wheat and copper principally on account of the recent increase in railroad freight rates, that similar allowance will be made in the case of steel prices.

Reading Unscrambling Rumors Revived

When news is scarce in the financial district and there seems nothing to talk about, it is always in order to bring up the old story of the disintegration of the Reading properties. A permanent customer in one of the boardrooms of a well-known downtown office said he had heard from an authentic source that an announcement on this subject may be made any day. He said now that the road was under Government control it was considered the time was ripe for the segregation of the various properties owned by the Reading Company, and this accounted for the recent firmness in Reading, which had been accumulated by strong interests.

He said it would be a heavy financiering task to unscramble the several interests, with their mass of almost inextricable overlying and underlying securities, and the speculative possibilities of the situation would be unique. But this disintegration of the Reading properties seemed as likely twenty years ago as perhaps it does today.

And yet from another source it is affirmed that the Government has determined on the segregation of the coal properties from all the railroads. As far as the Reading goes, certain difficulties are pointed out. Among others is the fact that all the equipment used by the Philadeling company for all the associated properties. One banker remarked in this connection that the segregation of railroads from other properties, while a big job, was not so big as some of the jobs the Government has tackled and got away with recently.

Utilities' Plight Largely Mythical

It would seem as if the "plight of the public utilities" in the matter of new financing, which was so widely proclaimed recently and from which disastrous results, it was said, would ensue unless the Government came quickly to their rescue, was largely a bugaboo. The financing process seems to be going on very smoothly in almost every instance. whether the Government intervened or not.

One of the recent instances of this kind is the financing of the Citizens' Gas Company of Indianapolis by Lee, Higginson & Co., of Boston, whose local office is in the Land Title Building.

The issue was for \$1,500,000 7 per cent general mortgage sinking fund gold bonds, maturing serially from May 1, 1920, to May 1, 1923. It is said the issue is largely sold, but the fact is this company, which supplies Indianapolis with gas at sixty cents a thousand, is a matter of some interest to Philadelphians, especially when it is known that only recently a five-cent increase, which brought the rate up to sixty cents, was allowed by the Public Service Commission of Indiana, and that this additional five cents is to give the company \$186,000 additional income, which, with the amount received from the Government for by-products, will meet the interest and sinking fund on these bonds, the proceeds of which are to go toward the erection of forty by-product coke ovens in addition to the 100 already in operation.

Dull Week in Bond Market

Many of the bond and investment houses reported a limited business at the close of last week. There was no special demand for any particular class of bonds, the different issues being fairly well distributed. There was some buying of the Wabash issues, and this was attributed to a possible early and favorable contract with the Government.

Brooklyn Rapid Transit notes sold above 96. Further progress was reported in securing the assent of the present holders of the notes to the Government proposition for extension of these notes for three years, which calls for deposits of 70 per cent of the notes by July 10 as a con-

dition to the payment by the Government of the other 30 per cent in cash. Not much can be said about the Liberty issues further than that they were steady.

A bond expert figures that a comparison of the present prices of bonds shows about an average decline of 17 points in first-class railroad bonds, of 15 points in second-class railroad and public utility bonds and of 6 points in industrials, compared with the early part of 1917.

LONDON STOCK MARKET

Fair Investment Business Done in Home

Fair Investment Business Done in Home and Foreign Rails

London, July 8.—The stock market to-day maintained a firm undertone, especially in home and foreign funds, was long to the stock market to describe the stock market to describe the stock market to describe the stock market to the where a fair investment business was done. Most of the support was given to home rails and oil shares at rising prices. Blue Bull 01

Bank shares also received attention on Amalgamation rumors. Argentine securities were irregular. Supply and discount for the standard of where a fair investment business was Curities were irregular.

Money was in better supply and discount rates were steady.

Kewanas
Ore
Sandstorm Kendall
Silver Pick

New York, July 8.—Refined sugars are threhanged with local refiners quoting fine granulated at 7.50c. Raws are unchanged at 6.55c for 96 per cent centrifugal.

MISCELLANEOUS Arizona United Newada Wonder Tecopa Mining
New YORK BUTTERS

LOCAL MINING STOCKS TONOPAH STOCKS

NEW YORK BUTTER AND EGGS CHICAGO BUTTER AND EGGS

New York, July 8—BUTTER—Receipts, 18-202 tubs. Market firmer, Higher scorning, 44% 645% c: extras, 44% 645% c: firsts, 45% 646% c: extras, 44% 645% c: firsts, 45% 646% c: extras, 44% 645% c: firsts, 45% 646% c: firsts, 45

MISCELLANEOUS

Philadelphia Markets

GRAIN AND FLOUR WHEAT—Receipts none. Prices firm, with very light offerings. Following are the quotalions: Car lots in export elevator (Government standard inspection), standard prices—No. I northern spring \$2.30; No. 1 hard white. \$2.30; red winter, No. 1, \$2.30; No. 1 hard white, \$2.30; red winter, No. 1, \$2.30; No. 1 hard white, \$2.30; red winter, No. 1, \$2.37; No. 2, \$2.36; No. 3, \$2.32; soft, No. 1, \$2.37; No. 2, \$2.36; No. 3, \$2.32; soft, No. 1, \$2.37; No. 2, \$2.36; No. 3, \$2.30; CORN—Receipts, 2773 bushels. The market advanced freely 2c under very light ifferings, Quotations: Car lots for local trade—No. 2, yellow, \$1.0221,94; No. 3, vellow, \$1.0026,02; CATS—Receipts, 52.092 bushels. Demand

trade—No. 2 yellow \$1.02@1.04; No. 3 yellow \$1.00@1.02; OATS—Receipts, 52,092 bushels. Demand was fair and the market ruled firm under light offerings. The quotations; No. 2 white, \$50.00@20 with the state of the property of the state of the property of the state o

PROVISIONS

rket ruled firm. Quotations: City beef, sets, smoked and air-dried, 44c; western ef. in sets, smoked, 44c; city beef, urkles and tenders, smoked, 45c; city beef, western beef, Muckles and tenders, which are traders, olded, 45c; beef harms, 45c; pork, family, 53c; hains, 8, P. cured, loose, 29% 30c; de 3d; cother hams, smoked, city cured, as harnd, and average, 100% 31c; hams, harnd, and average, 100% 31c; hams, harnd, and average, 100% 31c; hams, belief, 45c; piehic shoulders, 8, P. cured, 50c, 20c; de smoked, 23c; belies, in pickle, ording to sverage, louse 32c; breakfast on, as to brand and average, city cured, breakfast bucon, western cured, 46c; breakfast bucon, western cured, 46c; divestern, refined, 25% 9626c; lard, pure 1, kettle rendered, 25% 9626c.

REFINED SUGARS

Trade was quiet but prices were firmly seld on a basis of 7.50c for fine granulated DAIRY PRODUCTS

DAIRY PRODUCTS

BUTTER—There was a fair demand and the market ruled firm under moderate offerings. Quotations: Solid-packed creamery, extra, doc; high-seoring mods, 466-48c; extra firsts, 44%c; firsts, 43.0744c; seconds, 41.07426; c; fancy brands of prints Jobbing at 31.0750c; choice at 50c; fair to good at 480-36c.

EGOS—Demand was active and prices advanced 30c per case. Quotations: Free cases, nearby firsts, \$12.60 per case; west-access, nearby firsts, \$12.50 per case; west-first, and the second state of the second state of the second seco

POULTRY

LIVE.—Focus were firmly held Spring chickens sold slowly at the late decline Guotations: Fowls, 36,00 feet suring chickens, not seafer sweighing 1% 6 1% the sapice, 426 44c of still the legions according to 126 44c of still the legions, according to 126 4c of still the legions of still the legions of still the legion of still the legions of

FRESH FRUITS

FRESH FRUITS

Peaches were more plentiful and weaker.
Cantalouges of fine quality were a shade firmer. Quotations: Apples new, per hamper. 50c@\$2.50; peaches. Georgia. per 6-basket earrier—Belle of Georgia. 25@2.50; hite bottom \$1.52½, and the close \$1.53½ the bottom \$1.52½ at the end Saturday's close of \$1.54. hite bottom \$2.50. Hite Belle, \$2.62.25; Elberta, \$2.25\frac{1}{2}.50; the bottom \$3.40\frac{1}{2}.50; the bottom \$3.40\frac{1}{2}.51\frac{1}{2}.50; the bottom \$3.40\frac{1}{2}.51\frac{1}{2}.50; the bottom \$3.40\frac{1}{2}.51\frac{1}{2}.51\$; The top on August was \$1.55½, the bottom \$3.40\frac{1}{2}.51\$; The top on August was \$1.55½, and the final \$1.54\frac{1}{2}.51\$; The top on September was \$1.55\frac{1}{2}.50; the bottom \$3.40\frac{1}{2}.51\$; The top on September was \$1.55\frac{1}{2}.50; the bottom \$3.40\frac{1}{2}.51\frac{1}{2}.51\$; The top on September was \$1.55\frac{1}{2}.51\$; and the final \$1.54\frac{1}{2}.55\frac{1}{2}.51\$; and the final \$1.55\frac{1}{2}.51\$; and the final \$1.55\frac{1}{2}.52\$; and the final \$1.55\frac{1}{2}.52\$; and the final

VEGETABLES

VEGETABLES

Receipts were quite liberal, but demand was fair at revised figures; Quotations: White potatoes Norfolk and Eastern Shore; per bbl.—No. 2, 4445.525. No. 2, 5262.50, white potatoes South Carolina and North Carolina per bbl.—No. 1, 4464.50; No. 2, 41.3092.50; white potatoes, Jersey, per %s. bushel basket—No. 1, 80643.10; No. 2, 50665c; awaset potatoes, Jersey, per hamper—No. 1, 20663c; awaset potatoes, Jersey, per hamper—No. 1, 20665c; awaset potatoes, per bbl. 42,50644, peppers, John Marcidad, per bushet, John Marcidad, per bushet, John Marcidad, per bushet, James per bushet, James James

Government Local Market Reports

This daily report is sent out by the Bureau of Markets of the United States Department of Agriculture, Philadel-phia branch, with headquarters at 300-315 Insurance Exchange Building.

(Wholesale prices on large lots to fobbers based on sales at the various

railroad depots.)____ FRUITS

CORN-New Jersey, per % bushel basket.
13.36%1.465.
CUCUMBERS-Carolinas, per bushel bamper, 30.0%1.20; Maryland, \$1.25%1.50; Norfolk, per bbl, \$38%3.25; New Jersey, per
bushel husket \$1.25%1.35.
EGGPLANTS — Florida, per crate, \$16 LETTUCE—New York, per crate (2 dozen seads), 50c@ 11; Pennsylvania, per bushel

heads). 50c# 11; Pennsylvana.
box, 50c# 11.
MUSHROOMS—Nearby, per lb, (2 to 4 lb.
baskets). 15#35c.
ONIONS—Texas per bushel craic yellows.
\$1.73#2; New Jersey, per 5.-bushel basket,
yellows. \$1#1.15; per bushel hamper, white, yellows. 71 @1.15; per bushel hander. \$2.25@3. —PEAS—New Jersey, per % bushel basket. 11 25 1 85. PEPPERS. Florida per crate. 11 5 1.50. New Jersey, per 5 bushel basket, 850 @

New Jersey, per %-bushel basket, Soc@ \$1.10.

POTATOES—Per bbl. (approximately 165 ibs.), South Carolina and North Carolina. No. 1 \$3.50@4.75; No. 2 \$1.50@2.25; Eastern Shore, No. 1, \$4.50@5.25; No. 2, \$2.25@2.75; machine graded, \$3.50@3.75; New Jersey, per %-bushel basket, No. 1, \$1.61.15; No. 2, 60@7.56;

RAUISHES—Nearby, per bunch, 2% \$8c.
RHUBARB—Nearby, per bunch, 2% \$8c.
SCALLIONS—Nearby, per 100 bunches, \$1.61.50. SCALLIONS — Nearby, per 100 bunches.

11 11.50.
SQUANH—New Jersey per 15 bushel bus,
let 25 140c.
TOMATOES — New Jersey per 15 bushel
basket, 11 11.25; culls, 50 17 75c.

Cotton Buyers and Sellers Cotton Buyers and Sellers

New York, July 8.—July—Cone bid.
October—Schill. Hubbard, Frederickson and McFadden bid: Downs, Johnston, Russel, Brooks offered.

December—Riordan, Martin, Newman and Schill bid: Sigel, Bartlett and Frederickson offered.

January—Hertcorn, Rosenberg, Gumoens and Jay bid: Rountree, Schill, Johnston and Hubbard offered.

March—Lowenstein, bid; Hartcorn and Wierk offered.

May—Gumoens bid; Sigel and Wierk offered.

Advance in Raw Linseed Oil

OATS CLOSE SOFTER AFTER FIRM START

Feature of Market Was Hedging Pressure in Late Positions-Corn Prices Sag

GRAIN BELT WEATHER FORECAST Chicago, July S.—Illinois—Fair tonight and Tuesday; cooler in extreme south to-night; somewhat warmer Tuesday; Missouri, Nebraska and Kansas—Fair tonight and Tuesday; somewhat warmer Tuesday.

Wicconsin—Generally fair tonight and tonight and Tuesday; somewhat warmer Tuesday.

Wisconsin—Generally fair tonight and Ineaday; slightly warmer tonight and Ineatreme south Tuesday.

Minnesota—Generally fair tonight and Tuesday; cooler in northwest and slightly warmer in southeast tonight.

Iowa—Frie toelght and Tuesday; slightly warmer tonight in east and south and in extreme east Tuesday.

North Dakota—Fair tonight and Tuesday; cooler in east; warmer Tuesday, warmer Tuesday in east.

Wyomlay—Generally fair tonight and Tuesday; warmer Tuesday in east and central.

Oats dragged, and after periods of firmness closed with a soft tone. The feature was hedging; pressure in the late positions, which dislodged long holdings purchased earlier because of strength in corn, and an average at Winnipeg. Offerings from the country for shipment were moderate. Talk of

The visible supply in the United States is 12.246,000 bushels, against 8,830,000 bushels last year. The cash article was easier. Shipments from North America for the week were 2,605,000 bushels

The best on July pats was 75c. 74c, and the close the higher, at 74 ke. The top on August was 71 ke. the bottom 70c and the final 70 77 70 ke. against 70 %c at the end Saturday. The high on September was 70 kg, the hottom 60 kg, and the close 60 kg a 60 kg at the close Saturday.

The corn market sagged toward the close today after it had been strong on light offerings and a good general de-mand from commission houses. A num-ber of pit shorts were scared into covering, and it was tight for a time. Some

but none of any great amount.

This was taken to indicate that future and the cash article are now declining to an equal basis. There were offerings of September on all upturns and that of September on all upturns and that delivery ended lower. The weather was regarded as less favorable.

The visible supply in the United States is 10.883,000 bushess against 3,793,000 bushels last year Bushess was small pending the issuance of the Covernment op report tomorrow.

The best on July was \$1.53%, the often \$1.52%, and the close \$1.53% #

July 24.65 24.75, 24.05 24.00 24.05 Pork— 24.65 24.75, 24.87 24.60 24.50 45.45 44.10 44.20 44.45 45.80 44.80 45.00 44.80

Financial Briefs

The Union Oil Company of California The Union Oil Company of California reports for the six months ended June 30 sales of \$20,100,000. Profits before depreciation were \$6,450,000; net profits, subject to war taxes, \$4,550,000, or the equivalent of 20 per cent on the outstanding capital stock. The current assets, as of June 30 last, amounted to \$23,600,000, and current liabilities to

The membership on the Philadelphia ock Exchange of the late Harry S. opper has been posted for transfer to his son, H. Boardman Hopper

The New York Subtreasury gained \$302,000 from the banks Saturday, reducing the cash net loss since Friday to \$135,600.

The comparative statement of the earnings of all Bylicely utility properties for May shows gross of \$1,712,473, against \$1,465,313 the same month last year, or a gain of \$247,160. Net for the month increased \$24,357. Twelve months' gross was \$29,803,854, an increase of \$2.834,800, with net increase for the period of \$71,519.

FRUITS

APPLES—Delaware, per hamper, \$1.75\tilde{2}
2: poor, 50c \$\$1.25. New Jersey, per \$4bushel basket, \$1\tilde{6}\$1.00. New Jersey, per \$4bushel basket, \$1\tilde{6}\$1.00. New Jersey, per \$4bushel basket, \$1\tilde{6}\$1.00. Persey, per \$4bushel basket. \$4\tilde{6}\$1.00. Persey, per \$4bushel basket. \$4\tilde{6}\$1.00. Persey, per \$4bushel basket. \$4\tilde{6}\$1.00. Persey per \$4bushel bask

There has been added on the unlisted department of the Philadelphia Stock Exchange, \$2560 Philadelphia Electric Company of Pennsylvania stock, mak-ing total of \$24,863,275 listed.

George W. Norris, chairman of the farm loan board, was a visitor in the financial district today.

Philadelphia Arrivals at New York Hotels

K. L. Baird, Flanders

Miss R. B. Belte, Martha Washington,
Buchanan, Endicott,
IR. F. Colter, Woodward,
M. Ferrill, Endicott,
IR. F. Colter, Woodward,
M. Ferrill, Endicott,
I. Fluer Marie Antoinette,
L. Geiss, Broztell,
E. Hanson, Bretton Hail,
V. R. Hernde, Marie Antoinette,
V. H. Hoffman, Flanders,
Huicheson, Bristol,
Iss M. A. Kirchner, Martha Washington,
L. Leavenworth, Bresill,
Malle, Van Cortland,
W. Mowry, Broztell,
Irs, E. W. Mowry, Broztell,
Iss H. J. Mueller, Martha Washington,
E. Roberts, Collingwood,
A. Roth, Marlborough,
Iss M. Samans, Martha Washington,
Scott, Woedward,
Tr. H. Scott, Woedward,
Tr. H. Scott, Woedward,
Broztell,
Brozken, Bresiln,
Geit, Broztell,
H. Gordon, Arlington,
Michael, Brostell,
H. Gordon, Arlington,
Michael, Brosdon,
Michael, Britanian,
Micha E. Dickson Bresin.
M. Geta, Broaten.
M. Geta, Broaten.
H. Gordon Arlington.
Mindera, Broadway Central.
Moody Arthugton.
Iso M. Grand.
Iso T. Guirk, Breelin.
B. Hyan, Herald Square.
J. Batty, Jr., Wallick.
S. W. Groome, Great Northern.
Holt, Herald Square.
R. King, Breelin.
R. King, Breelin.
R. King, Breelin.
S. Smith, Mariborough.
H. Thomas, Herald Square.
B. Wilson, Herald Square.
B. Wilson, Herald Square.
S. Wilson, Herald Square.
S. Wilson, Herald Square.
B. Severs, Breelin.
V. Stogrecht, Mariborough.
M. Stogrecht, Mariborough.
M. Stogrecht, Mariborough.
M. Buyth, Laurelton.

BUSINESS CAREER OF PETER FLINT

A Story of Salesmanship by Harold Whitehead

Mr. Whitehead will assure your business uestions on buying, selling, advertising and muligment. Ask your questions clearly and five all the facts. Your correct name and all address must be signed to all inquiries. Those which are anonymous must be igned. Answers to technical questions will be about this column. Other questions will be asset to this column. The most interesting plans of a figurers will be more into story of Peter Flist.

CXXXIV AM beginning to get quite stuck on my job in the Magnitude Life Insurance Company. Life insufance is no

grade man to sell it. Why, one fellow in this office makes more than ten thousand a year. I wouldn't have believed it if Mr. Perkins, the sales instructor, hadn't told me so. He says there are several of them who have made more than that. He introduced me to one of them in the office today. His name is Cyril Crofton. He don't look a bit like a Cyril, either He stands about six feet four inches—a great big, husky fellow, with a blond mustache. But say, when that fellow

smiles he just gets you, that's all. I thought he owned the company by the way he strolled around. He didnit put on airs, but he had that look about him I don't know as Perkins would have incalled Crofton over and said, "Say, "C (everybody calls him "C, C youngeter that's had a week at the game and can probably tell you a thing or two." Well, C. C. put me at my ease In a minute

We were talking about getting prospects and I said to Crofton, "I should think it would keep you hustling to go all over

the place to see your people. He laughed, "Young man, you can do two things in this business. You can spend your time traveling from one place to another or you can spend it calling on people. I have got more than \$80,000 worth of business in this outlding, and while I was writing it the other agents were chasing all over the city for prospects. Funny thing, the average life insurance agent never seems to think he can get a prospect unless he walks about ten miles. Now, all my bustis virtually bounded by the City on one side and Wall street on the other. From this room I could throw a stone and in that radius all my clients would be found. Stick right tig your section. You say you have selling insurance for two weeks?

"No," I laughed. "I've been at it or two weeks, but haven't sold any "I've been at it Perkins isn't going to let me go propeller. out till next Monday

"Well, now, when he leta you go out, where are you going to start?"
"I don't know, I'm sure I never thought of that. Perkins will give me "Oh, yes, he'll give you some leads. but you'll need more than he will give you, so it will be up to you to pick some out for yourself. Now, just think where

ou fould start looking for prospects' Well, that fairly stumped me. I remembered Long Island was growing, so I said. "I think I will start a some of those little places on Long lel and. I guess very few fellows go out

"That's just where you are wrong Nearly all the other fellows are also looking for the places where the other fellow doesn't get to, with the result that all these little out-of-the-way places are crowded with agents trying to write up a \$500 policy, while the big fellows who want \$50,000 worth of insurance wait for a fellow like me to go and tak

Well, where would you start to get business if you were me

"Where do you room?"

I gave him my number on Thirteenth freet. Then he said, "Have you got a alog M-40. pal there?" I immediately thought of Francis, "Oh, yes; but I wouldn't like to ask him."
"C. C." put his hand on my shoulder

and swung me around until I was facfully and said, "You don't be- TEMPLE UNIVERSITY lieve in life insurance, do you?"
"Oh, yes, indeed. I think everybody ought to have it."

TODAY'S BUSINESS EPIGRAM Make good or make room. Sent by the Rev. B. F., Springfield.) What does this mean to YOU?

Business Ouestions Answered Business Questions Answered

1 read with interest your daily column and now would like to ask your opinion on the following situation: I am a grocer and my store is located opposite a dru. store. I have been selling vaseline, brome sellizer, castor oil and articles of like nature for a good many years, and no one ever said anything concerning the sale of same to me. Now, the owner of this drug store asserts that it is against the law for any one who is not a registered pharmacist to sell the above-mentioned articles or anything in their line. I have bought quite a lot of these goods, and it would be a total lossy to me to discontinue selling them, and I would like to know whether I am permitted to sell them or not. The pharmacist in question threatens to report me to the Bureau of Pharmacists and says that a fine of \$500 will be imposed upon me unless I discontinue selling these articles.



looks back on years of honest service to boys and to coun-try. But never have there been times calling for greater service. It is a high privilege to help equip boys for the greatest demands of cen-turies. In excellence of aca-demic work and in ideals worthy the cause

Germantown Academy answers the

Military Train-ing is given with the regu-lar gymnasium work. Arm y setting-up exer-cises and mill-tary drill will keep boys fit for possible future call K in dergarten for boys and girls 4 and 5 years old. All-day session for lat Primary, 6th and Upper 6th Forms.

Opens in

Write the Head Master. Mr. Samuel E. Os-bourn, M. A., for catalog and a r rangements for personal in-terview. Germantown, Philadelphia

exactly to what law he refere, but it probably would prohibit you from selling anything of a general nature containing narcotics. Get a copy of the pharmacy, it will tell you exactly what you can do in the matter. Tell your drug-store friend to go right ahead and do all the reporting he wants to. If he has any complaint to make tell him to put it in black and white, so that you will see exactly where he stands on the matter. I will gamble that he will talk but won't take a chance on giving you any legal evidence of his statements.

ENTERTAINERS' HOUSE

AT CAMP DIX STARTED

SAVE MILLION FOR U

Building Will Contain 29 Bedrooms to Care for Visition and Reclamation Proves Big Success

Having lost the use of both legs when I was a child, and I have been like that ever ince. I never had an opportunity to learn trade or profession. I am extremely detailed the learning photocraphy, as it is the other of the learning photocraphy, as it is the child of the learning photocraphy, as it is the other of the learning photocraphy, as it is the other of the learning photographers in town, with the object noise of writing them and requesting them to accept me if possible in their establishments in order that I may learn the profession. Would you advise me to try this idea? If we please write out for me a suitable letter elling them of my disability, also my age, which is eighteen years, and my desire to earn the profession. W. Me. Send the photographers a letter after. Send the photographers a letter after

is style:

Dear Sir—Will you give me an opportunity in your establishment to make a living for myself? I am eighteen years of age, have lost the use of both of my legs, but my head and hands work well. and hands work well.

I am able to get around quite well considering my disability, but naturally the loss of my legs makes it impossible for me to go into many lines of business.

I feel that if given an opportunity I could make an excellent photographer and do good work for any concern employing me.

The salary to commence is of secondary importance. What I want is an opportunity. Will you give me a chance to make good in your extablishment? If so, when my I call upon you?

You say this is the only business you.

Vou say this is the only business you can follow. I wonder if that is really so. Could you not make a good accountant? What about the study of law? Have you the qualifications to make a good draftsman? Understand, I do not suggest that there is anything wrong with your choice of photography, but you want to be quite sure that there are not other things you could do that you would like even better before acting. Keep a cheery face and a stiff upper ing. Keep a cheery face and a stiff i

BIG TRIPLANE A SUCCESS

Speed of 150 Miles an Hour, Climbing 3000 Feet in a Minute

New York, July 8 Another advance in American aeronautics is prophe-sled by the Curtiss Airplane Company a result of tests of a new triplane Hempstead Aviation Field Saturday of Sunday Roland Rolff, official tester for the company, took the big machine un for a five-minute trial.

The triplane is a new type of battle craft and mounts two machine guns.

It has a 400-hors-power motor, and Curtiss officials declare it can climb 5000 feet a minute. Its speed is rated at 150 miles an hour, this being facilitated by a huge four-blade

Camp Dix, Weightstown, N. J., July 8.

Work has begun on the erection of a use near the main Y. W. C. A. Hos- saved the Government app ers brought here under the auspices of the Liberty Theatre, the Y. M. C. A., W. C. A., Knights of Columbus, Jewish Welfare and other organizations. The operation must go the ish Welfare and other organizations. The building will contain twenty-nine bedrooms, a small dormitory, a large living Kaiser a good thrashing he beat room, a small dining-room and kitchen. Last winter it was a real hardship for the women entertainers who gave evening program in the camp to make the journey back to Trenton and other cities, especially when they had to return the next day. The result was that permission was granted for the erection of the unique building, which will be

of the unique building, which will be ready some time in September.

A romance which began in Greece had its culmination here when Private Paul Michael, cook for Major General Hugh L. Scott, was married to Miss Mary Karr by Chaplain Howard Davis, of the Pioneers. The bride-to-he arrived in New York from Greece about the time the bridegroom was drafted, and the ceremony was put off until now.

Nora Bayes and her company, who have volunteered their services to the Government, will give a vaudeville en-Government, will give a vaudeville en-tertainment for the men at Dix next new sweatbands are sent back to Saturday and Sunday, at the Liberty storehouse to be reissued.

the tented part of Dix, the Y. M. C. A. has erected three large tents for the use of the men of the seventh, eighth and tenth battallens. The seventh work with the seventh wore Keeping pace with the increase in and tenth battalions. The same entertainments as given in the buts will be provided for the tents, and the men B. Hayden, 211th Field Artillery, second obtain the same supplies as those who patronize the buts

tion and Reclamation

By a Staff Correspondent
Camp Meade, Admiral, Md., July
Army efficiency at Little Penn \$1,000,000

This achievement has ptished through an claborate system conservation and reclamation, and the selectives who extended their

The following transfers and

whe patronize the huts.

Instead of the usual monthly communion service yesterday. Dr A. C. Baldwin, Y. M. C. A. religious work director, tried out the plan of holding communion services in various huts, and the trial was so successful that it probably will be made a part of the regularity promoted to captaincies; and placed in charge of regimental probably will be made a part of the regularity promoted to captaincies; are Infantry, promoted to captaincies; Or-Infantry, promoted to captain porals Bauerman, Buckley, Fitzer le Hudson, Jacobs, Ezell, Patterson, Rosman, Brown, Murphy and McCreary, he successed in the \$15th Infantry Joseph Mclivaine, eighteen years old.
Gibbstown, N. J., not only served soldiers with drink, according to the police, but also exerted them in his jitney to the place where it was obtained. Melivaine was taken to the Camden County Jail. He will have a hearing tomorrow.

I the Field Artillery, be sergeants in the 315th Infan Private Herman A. Hood, 154th D Brigade, goes to aviation section of signal corps. St. Paul, Minn.; Corporal Frederick Voy. 154th Deport Brigade, to

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