BETHLEHEM STEEL $50,000,000 NOTE ISSUE AROUSES INTEREST IN BANKS AND BROKERS' OFFICES

Firmness of Yesterday's Market Came as Welcome Relief From Previous Weakness—Meeting of Railroad Executives Discussed—Gossip of the Street

THE excuses found yesterday for Thursday's stock market recessions were legion. There was the story of a speculator who dumped 75,000 shares of United States Steel on the market, which gained every time the tale was told, until finally it settled down to an even 100,000 shares. Then there was the German drive, which has not as yet materialized, and finally the taxation which is being discussed at Washington. Experienced brokers take little stock in these threadbare excuses and lay the cause of the market's condition on Thursday to the influence of the pools, combined with tight money.

There was a good deal of amusement in many quarters over another excuse, not enumerated above, for the drop in Thursday's quotations as told by a New York paper which was not so very long ago accused of pro-Germanism, but which now bends in the other direction so far that it finds "German sympathizers" to blame for everything, and, therefore, according to its opinion, they were the cause of Thursday's declines in stock prices. Although the number of transactions on the exchanges and in brokers' offices yesterday was small, the fact that the market held firm was a welcome relief.

Bethlehem $50,000,000 Issue

There were several inquiries in the Street yesterday about the proposed issue of $50,000,000 Bethlehem Steel Corporation notes, as it was understood the capital issues committee had passed on the issue. The only news available on the subject was contained in a dispatch from Washington to the effect that these notes would bear 7 per cent, that they would be serial notes and that they would contain a conversion feature which would allow the holders of the $50,000,000 two-year 5s which fall due February, 1919, to convert their holdings of these notes into the new 7s.

There is a difference of opinion in financial circles as to the absorption of this new issue, but in view of the excellent condition of the Bethlehem Corporation a majority say they will be sold very rapidly.

Interest in Railroad Executives' Meeting

A good deal of interest was manifested in financial circles over the meeting which took place yesterday in the Grand Central Station in New York, by railroad executives on the final contract issued by the United States Government for the Federal operation of the nation's railroads.

It is generally acknowledged that this meeting was the most important railroad conference held in this country for many years, as those present included the heads of the common carriers, the railway executives' advisory committee and the two committees which represent the National Association of Owners of Railroad Securities. It was said yesterday that the executives' advisory committee and the two committees representing the security owners differed on the merits of the railroad contract, and as a result an invitation was extended by the advisory committee to the members of the two committees representing the security owners to attend the conference, and the invitation was accepted. A well-known banker said this invitation was the direct result of a letter sent by the two committees to the executives' advisory committee, giving the views of the members of the two committees arrived at in a protracted conference on the subject.

According to this letter the contract fails in the following particulars:

"It strips the company at the outset of every vestige of right to complain of the destruction of its good will and business without compensation. It is a blind blanket warrant to the Government that permits it, in the process of unifying the railway systems of the country, to abandon the operation of any portion of a transportation system, sever and cancel its contract agreements and connections, divert, disrupt and destroy the business that has taken generations and millions to upbuild and to hand back the physical property, which is the mere empty shell of what was surrendered to the Government, stripped of everything that was of value.

"In advance of the knowledge of the extent to which the property is thus to be dismembered under this unthinkable blank power of attorney the company is now required to approve all that may be done and to keep and save the Government harmless against the destructive consequences. If the trustees holding the securities of these roads were to acquiesce therein without protest they would be rightly held by the courts to a rigid accountability.

"Nowhere in the legislation is there any justification or excuse for such an extraordinary exaction.

"It contains no assurance that interest as heretofore paid will continue to be paid.

"It contains no assurance that payments of regular dividends heretofore paid will be continued."

* * *

A dispatch from New York states:

"The railroad presidents' conference adjourned at 2:20 p. m. after adopting a resolution which in effect states that the proposed railroad contract of July 5 was in the main satisfactory to the railway executives' advisory committee, and authorized the chairman of the committee to take such steps as were necessary to effect minor changes which might be considered desirable."

This is exactly the action which was anticipated in this column yesterday, and shows that the matter has been considered by all concerned in a broad, liberal spirit.

Oregon Highway Bonds

A. B. Leach & Co. yesterday offered $690,000 State of Oregon highway 4 per cent bonds at prices ranging from 92.58 to 97.69 and interest, according to maturities, yielding 4.50 per cent.

The bonds are dated July 1, 1918, and mature October 1, 1923, to April, 1943. The total bonded debt of the State of Oregon is less than three-tenths of 1 per cent of the assessed valuation.

These bonds are a legal investment for New York and New England savings banks. They are acceptable at 100 per cent of their market value, not exceeding par, to secure United States savings deposits.

* * *

Foreign Government bonds, particularly the Russian issues on the Curb, have been unusually strong and active during the last couple of days, with the result that prices have advanced to much higher levels than those previously obtained. The Russian 5½s are now quoted around 46⅜ and the 6s at 49½ to 50. There was a liberal turnover in both these maturities yesterday. The advance in quotations has been due in a large measure to the more favorable news coming from Russia.

* * *

Investment houses report the demand for railroad and industrial bonds as quiet. Chesapeake and Ohio convertible 4½s and 5s showed some activity and made a slight advance over the previous day's quotations. There seems, however, to be indications of midsummer dullness in the bond market.

The following dispatch came from New York yesterday:

"After a special meeting of the directors of the International Mercantile Marine Company Thursday afternoon, President P. A. Franklin stated there was no change in the situation as regards the negotiations now pending calling for the sale of the company's British tonnage to an English syndicate. 'It is a big proposition,' said Mr. Franklin, 'and naturally requires considerable time to arrive at a decision in the various intricate details that must be arranged.'"

REDUCE STOPS TOMORROW

Skip-Stop Rule for Trolleys Is Effective Sunday

The Rapid Transit Company's skip-stop order, issued as a step toward saving fuel, is effective tomorrow.

At all intersections and corners where the cars will not stop signs have been posted bearing the words, "Cars Do Not Stop Here."

Of 699 stops between the Delaware and Schuylkill Rivers, Spring Garden and South streets, 135 will be abandoned. Other sections of the city will not be affected until traffic conditions are studied.

The transit company will comply with the desire of the fuel administration that the unnecessary stops in other sections of the city shall be determined as soon as possible.

It is estimated that the average excess distance riders will be required to walk will be about 110 feet, which can be covered in about twenty-seven seconds.

Leaves Gloucester for Hog Island

Charles Sheldon, shop clerk in the Philadelphia shipyard at Gloucester, has resigned to take the job of toolkeeper at Hog Island.

LUTHERANS TO PUBLISH HERE

Board of United Church Will Have Headquarters in City

The board of publication of the newly organized United Lutheran Church of America will have its headquarters in this city.

The new organization is a consolidation of the general council, general synod and the united synod of the South. The merger will be effected in New York on November 15 at a special jubilee celebration.

Plans for the merger were arranged at a meeting in Atlantic City yesterday by representatives of the three Lutheran organizations.

THREE FROM HERE PRISONERS

Reported Missing in Action, They Are Located in Germany

Three Philadelphians previously reported as missing in action have been located in various German prison camps, according to cable dispatches from General Pershing.

They are Lieutenant John Joseph Meredith, an aviator, 1509 Swain street, who is in Camp Karlshrue; Harry Svitak, 2744 East Pacific street, and Owen Dougherty, Riddystone, who are in Camp Darmstadt.

BUSINESS CAREER OF PETER FLINT

A Story of Salesmanship by Harold Whitehead

(Copyright)

(Copyright)

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.

CXXIX

MY, BUT it seemed like old home week today. I'd hardly got to the office of the Magnitude Life Insurance Company when the phone rang for me.

"It's Graham," I thought, for he was the only fellow in New York likely to phone me—but when I picked up the receiver I heard the old familiar voice of Wallace Biller!

"Could you manage to have luncheon with me today?" he asked. He still spoke in that quiet, precise manner of his.

"Could I? Could a duck swim?" I said excitedly. "Oh, boy; oh, joy; where do we eat for fair?"

I heard him chuckle, and then: "Can you get uptown? If so, meet me in the lobby of the McAlpin at 12 o'clock."

Well, I told Perkins I wanted to lunch with an old friend of mine from Boston, and he said, "Go to it."

Of course I was there on time, and there was dear old Wallace, as quiet and sedate as ever, but he looked more prosperous and seemed to have an air of confidence that was new.

He ordered a hang-up luncheon, and after we were settled he told me the news.

He had been promoted to assistant advertising manager at Marsh & Felton's, and was doing splendidly. A New York concern had asked him to accept the position of advertising manager, and he was considering it.

"My," I said, "I certainly do congratulate you on your luck. How did it happen?"

"You remember I took up advertising at a Boston university while you were in Boston?"

"Well, Benton heard of it and one day asked me to write a special. Naturally, I was delighted to do it. I turned in my copy, but it was never used and I felt mightily disappointed. A month afterward Benton gave me my present job——"

"How's Billy Murray getting along?" I next asked.

"He's still in the same old place—just the same as ever, too. He told me in a mysterious voice that the firm was about due for a shock and he expected any day to connect with a real job, and then the firm would realize what they had lost. He's talked that way for years, when I was a stock boy at $4 per and he was in his present job, and even then he was 'going to leave' in a 'hurry.'"

Poor Billy, a good scout, and his own worst enemy! I wonder why he stays still while Wallace Biller steadily climbs up—and I drift around.

"You know about Philip Rogers and my sister, Margaret, don't you?" questioned Wallace.

"Yes, and I want to congratulate them." I tried to feel what I said, but somehow I couldn't forget that once Margaret had meant much to me and—but that's all gone by.

"Philip says you must come to the wedding next month. Margaret said I was to stay here till I won your promise to come. It's on a Saturday."

He asked me about myself and then said: "Remember that Lever girl? She left Marsh & Felton's same time as you, didn't she? Wonder whatever became of her."

I blushed, but said: "Rosie is working in Newark. She's all by herself, you know—that is—except for me—you see—Rosie is—that is—we are kind of engaged."

"Oh," in such a disappointed tone. "Then I ought to congratulate you?"

All my friends dislike Rosie—it makes it so hard for me. They say nothing against her, of course, but they just freeze up whenever she's mentioned. She can't get along with my friends and I just despise hers. Frankly, I can't enjoy a lot of silly, sloppy talk about "girls and fellers." I tell Rosie that she should drop them, but she says she prefers a lot of "live ones" instead of a bunch of sour-mouths.

Oh, dear, we never do seem to agree for long.

Wallace told me that Phillips was still manager of the kitchen goods department and making it grow. Several other old friends were discussed. I finally asked after Mr. Benton.

"He's fine! Say, but he's a big man. He is having a new accounting system installed to do away with some of the red tape. He says that too much of it strangles a business."

Then we had to part. I promised to go to Margaret's wedding if I could get off, and he promised to let me know if he got the job of advertising manager that he was after.

TODAY'S BUSINESS EPIGRAM

The red-tape worm slows down any business.

What does this mean to YOU?

Business Questions Answered

Is there any place in the commercial world for a character analyst?

Although I have studied, written and lectured extensively along these lines, I have never found a commercial opening where such ability could be used.

Have entertained and my work has been appreciated in a social way, also accepted by technical journals. M. H. B.

Many employment managers have studied character analysis to their profit.

I question, however, whether a knowledge of character analysis, by itself, is of much value to the business world.

If you know the physical and temperamental qualities required for various kinds of work, you should be able to secure a position as employment manager.

Why not submit an offer to the local department stores that you be used to help place workers in the department for which they are best fitted?

The secretary of the Board of Trade may be able to put you in touch with some manufacturing concern who would be interested in your ability.

The educational director of the National Cash Register Company, of Dayton, O., may be able to help you.

I have read with great interest the articles in the paper and came to the conclusion that I need advice and think that you could furnish me with it. What do the following professions consist of: Civil, mechanical, constructing, stationary and consulting engineers? I am a machinist and don't care much for that line of business, as I have a liking for being with more businesslike men, but think if by taking a course in mechanical engineering I could better myself I would take great interest in my trade.

Do any of the evening schools teach such course, and if so, which ones and which do you think the best?

Trusting that I will see my answer in the paper very soon, and also if you think it wise for me to try some other kind of work, such as office work. F. O'H.

Civil engineering is the art of directing the great sources of power in nature for the use and convenience of man. Under this head come virtually all branches of engineering; more particularly it applies to the construction of docks, city drainage, ports, river navigation, construction work, etc.

Mechanical engineering is concerned with steam engines, mill work and moving machinery in general.

Consulting engineering interests itself in the actual building and construction of engines, and so forth.

Stationary engineering is about what its name implies. It refers to consultation with practicing engineers.

I do not know what schools teach engineering. You had better write to the State Commissioner of Education.

SOME NEW NOVELS FOR SUMMER READING

THE CRIME KNOWN AS PRUSSIANISM

Rupert Hughes Exhibits It in His Novel About the Rape of Belgium

One of the most thrilling war books is Rupert Hughes' latest novel. He calls it "The Unpardonable Sin." One wonders at first what he means by it, but one does not have to read far to discover that the sin for which there is no pardon is the rape of Belgium.

Mr. Hughes has obtained from Captain John F. Lucy, of the Commission for the Relief of Belgium, the details of some of the most revolting crime done in the name of kultur, and he has woven them into the plot of as absorbing a tale as he has ever written.

His central characters are the wife and two daughters of an American explorer who started for the Arctic regions just before the war began, leaving one daughter in a convent in Dofnay, Belgium, and his wife and the other daughter in California. When the war breaks out the mother hastens to Belgium to bring her daughter home, but she gets there just as the Germans are overrunning that part of the country. Both mother and daughter fall victims to the lust of the German officer, and in their shame write home what has happened to them and announce that they intend to hide themselves where no one can ever find them.

The story opens in a western village in which the other daughter, on her way to Belgium after receiving the letter, has found herself, in an attempt to hasten her journey delayed by a wreck on the railroad. What happened in Belgium is disclosed most skillfully by Mr. Hughes and the tragedy of it is shown by its effect upon the unharmed daughter. The girl when insulted by the man who had taken her from the wreck to the village where he said she could get another train, had fallen in a faint, or had gone into an hysterical trance. She was picked up and taken into the house of a German-American widow with a son. The son falls in love with her and when he learns her story by accident he is changed from a man who had some sympathy for the country of his mother's birth into a most bitter Hun-hater. The girl recovers and goes on her way to Belgium. She is followed by the young man, who as an agent of the Commission for the Relief of Belgium helps her in the search for her mother and sister. The Belgian part of the book exhibits the Germans in action, and discloses the horrors of which they were the cause, the murder of innocent women and children, the torture of prisoners, the outraging of every sense of human decency. It is a terrible arraignment of Prussian methods.

The book withal is a charming love story told with a sympathetic appreciation of the psychology of woman as rare as it is penetrating.

THE UNPARDONABLE SIN. By Rupert Hughes. Illustrated by James Montgomery Flagg. New York: Harper & Bros. $1.50.

Manhood in the Making

The most important work accomplished at the various National Army cantonments is the phase of which the general public is perhaps least aware. The military training which the young manhood of the nation is getting will be of value during the war, but the influence exerted in character building will remain in the years to come. Just what this influence is, how it is being achieved and how it is affecting the personal lives of our soldiers in training is pictured admirably and impartially by the Rev. Joseph H. Odell in "The New Spirit of the New Army."

How vital this vast work of character building has been, how great the constructive influence in the lives of each fresh contingent of draftees, is emphasized by the author when he says, "If we have lavished billions of dollars to train men for battles they will never fight, yet the money has been well spent, and I consider it the best investment in citizenship the country could have made."

The book is of enduring value because it is invariably sane, simple and human. It holds an inspiring message of good cheer for everybody concerned in the welfare of the youth of America—and that means all.

THE NEW SPIRIT OF THE NEW ARMY. By Rev. Joseph H. Odell. New York: Fleming H. Revell Company. 75c.

An Experiment in War Work

"Neither you nor I, Emily, justify our existence at this crisis by our personal usefulness."

With this Miss Caroline Bartons, head of the household at Bartonsmuir, England, in Janet Laing's new novel, "Before the Wind," left the room where she had had a discussion with her sister Emily, and Ann Charteris, their companion. They had plenty of money, plenty of servants and Miss Charteris thought she could be much more useful doing war work, even though she had been working to pay off a debt contracted by her parents. All during the night Miss Caroline stayed awake and thought.

"I remember numbers of people," Miss Caroline had said, "rich, like ourselves; personally useless, like ourselves; wreck-straws, like ourselves, who are cornering labor. Then the thought came suddenly to me, why not corner 'them'—why not stack them all together?"

Ten letters were sent out to wealthy friends and relatives; Ann Charteris was satisfied to fivefold her duties and remain at Bartonsmuir. She would wait on ten people instead of two, thus relieving about sixty servants to go to war.

It is a wholesome and inspiriting reflection of life during the war in its aspect of service—real work to justify the existence of individuals and of nations.

BEFORE THE WIND. By Janet Laing. New York: E. P. Dutton & Co. $1.50.

RUPERT HUGHES
Author of "The Unpardonable Sin"

MOST FAMOUS AIR FIGHTER

Major Bishop Tells of His Hairbreadth Escape in a Book Full of Adventure

It is a platitude that war today is devoid of romance and adventure. But the warrior of the air has a different story to tell. All the excitement that the trench and the long-range gun have driven from the infantryman's life has been concentrated in the flying corps. The aviator has more thrills and experiences more acute danger in the course of a week than the fighters in former wars encountered in months.

One of the most famous of all aerial fighters has at length come forward with his own story—the story of a brave man to whom adventure is the very breath of life, and for whom fear does not exist, told simply and utterly without affectation by Major W. A. Bishop in "Winged Warfare." The significant letters M. C., D. S. O., and V. C. are the visible symbol of the major's breath-stopping exploits fighting the Germans in the clouds. But only by reading his fascinating book can one appreciate the full extent and character of the heroic and hazardous deeds of which he writes so diffidently and modestly.

The author went to the war with a contingent of Canadian cavalry in the summer of 1915. But in utter disgust at the interminable mud at a training camp in England, he resolved to enter the flying corps. Thus was one of the greatest aviators of all born. The ordinary individual, endowed with natural impulses of fear and caution, would have been killed by shattered nerves countless times in the adventures here recounted so casually and with an almost unbelievable lack of self-consciousness. Time after time the author sailed merrily into battle with the odds overwhelmingly against him. Time after time he downed antagonists of overwhelmingly superior strength, complaining mildly because he did not do better.

"Winged Warfare" is miraculously free from the horrors of war. It is a book that overflows with youthful enthusiasm and unconscious courage. It is a happy, heedless, heroic narrative of the most exciting branch of the fighting forces, by the man best equipped to tell the story from "the inside."

WINGED WARFARE. By Major W. A. Bishop. Illustrated. New York: George H. Doran Company. $1.50.

Patriotic Tales for Children

Three patriotic stories for children are contained in Frances Nimmo Greene's "America First." The stories are intended to inspire true patriotism by stimulating courage, consideration and the spirit of fairness in the minds of youthful readers. "Called to the Colors" tells of a "tenderfoot" Boy Scout who proved his bravery and surprised his companions when the time for real service came. "Under the Flag" is the story of a little German-American schoolboy who found refuge literally in the American flag from the persecutions of his schoolmates. In "America First" a little Mexican boy learns that the "gringoes" are not brutal, after all, and his discovery makes him loyal to the United States.

AMERICA FIRST. By Frances Nimmo Greene. New York: Charles Scribner's Sons. 75c.

A REMARKABLE FIRST NOVEL

Hermann Hagedorn, Poet, Can Write Fictional Prose of Fine Quality

A literary metamorphosis that is little short of extraordinary is exemplified in Hermann Hagedorn's "Barbara Picks a Husband." Hitherto the author has been known by a few simple poems, plays, essays and a slight story or two. "Barbara Picks a Husband" marks his emergence as an American novelist of major size; his novel takes its place at once with the most authentic and penetrating fictional studies of our modern metropolitan life, and in retrospect the apparent frothiness of its title becomes purposeful irony. With it, Mr. Hagedorn has earned a secure position for himself beside Booth Tarkington, Ernest Poole, Robert Herrick and Rupert Hughes as a skillful interpreter of the varied and swirling oddities of the hectic, turbid life of present-day America.

It is utterly without illusion or sentiment that Mr. Hagedorn sees and depicts Manhattan of the moment and the folk of its superficial "smart set." But although often pitiless in its searching character analysis, the book is saved from too caustic a flavor by frequent flashes of wit and genuine and pervasive humor.

Throughout, the author's sense of proportion in character portrayal and plot development is admirable. Each figure is limned with incisive, telling strokes, and examined minutely under the revealing lens of the expert fictional analyst. But the realistic microscope is focused most carefully of all on Barbara Collingwood, utterly selfish and superficial, heedless of her own best interests, in her headlong quest for a "good time," and yielding unreservedly to her infatuation for a shoddy, upstart satellite who has descended masterfully upon her refined New York home from the middle west. Not many men would retain their kindly patience toward her while her silly infatuation runs its course as does Tom Paraway. His far-sighted wisdom is rewarded in the end, but it is only by the merest margin that irredeemable disaster is averted.

It may be argued that Mr. Hagedorn has emphasized a bit too sharply the contrast between the discerning, well-bred Tom and the spurious "cave man," Cleve Winsor, who so nearly succeeds in ensnaring the susceptible Barbara off her feet. But the author is guiltless of any real distortion, as all who have known individuals like those he portrays will bear willing witness. They are well within the picture, both as types, and as distinctive human entities, as are also the figures of Tom's very womanly and capable mother, and the fine-grained, thoroughly patrician mother of the willful Barbara.

"Barbara Picks a Husband" is a vital contribution to contemporary American fiction, powerfully interesting as a story, and of genuine significance as a study of certain phases of modern social life.

BARBARA PICKS A HUSBAND. By Hermann Hagedorn. New York: The Macmillan Company. $1.50.

Aircraft in War and Peace

Science becomes romance when it is presented with the interest with which W. H. Berry tells of the development and possibilities of "Aircraft in War and Commerce." Many books have been published on this subject since the beginning of the war. Some of them have been textbooks addressed specifically to the student; others have been purely popular accounts of aerial adventures. The present volume is a comprehensive study describing the evolution of aircraft before the beginning of the war and the enormous effect the war has exerted upon subsequent development in this field. The author describes the different types of planes, their engines and uses, and shows how much of the success of a battle on land or sea may depend upon the superiority of slight details.

A final chapter deals with the commercial possibilities of aircraft development in the future. How practical these possibilities are has been conclusively demonstrated here by the aerial mail service. With steady increase of stability and carrying power the author believes these uses may be increased.

AIRCRAFT IN WAR AND COMMERCE. By W. H. Berry. New York: George H. Doran Company. $1.50.

THE ADVENTURES OF BADDIE PRETLOW

They Form the Subsatnce of a Detective Story—Filled With Thrills and Surprises

Melodramatic force may be just as effective between book covers as in the realm of the footlights, as Arthur Stringer successfully demonstrates in "The House of Intrigue." To hit the unsuspecting reader between the eyes with a staggering sensation when you have reduced him to chuckling helplessness with a hearty swig of mirth may smack of taking an unfair advantage. But Mr. Stringer is unblushingly guilty of this nefarious practice, with the result that his story has the thriller of youthful days—as the typical small boy himself might say—"skinned a mile."

Baddie Pretlow, sophisticated but engagingly human product of New York's "East Side," tells the story. It is around her picturesque personality that the tangled, turbulent web of adventure and intrigue centers, and her crisp and racy slang lends additional zest and piquancy to the interest of the swiftly moving plot. Baddie's life has almost inured her to surprise, but even her earlier experiences in Manhattan's crime jales beside the amazing things that happen when she unceremoniously leaves a detective agency, where she has been employed, after a storm with the "big boss." On losing her job she sits down to reflect on her past, but finding that anything but filling to an empty stomach, she travels on to find some food. She discovers that she is being followed by a wizened little old man in a rusty black coat. He offers her some money to play the leading role in forging the will of a dying girl, and it is thus that Baddie presently finds herself inside the strange and sinister "House of Intrigue." The adventures, the fights, the escapes that crowd pell-mell upon one another's heels so daze the reader by their speed that he has neither time nor inclination to examine their plausibility under the microscope of reason.

"The House of Intrigue" is downright clever, exasperatingly clever. Even the veteran reader of detective tales will find it futile to attempt to anticipate the denouement, while the skillful alternation of humor and excitement proves distinctly titillating to the fictional palate.

THE HOUSE OF INTRIGUE. By Arthur Stringer. Indianapolis: Bobbs Merrill Company. $1.50.

PROMISE OF AIR

By Algernon Blackwood

Author of "The Wave," "Julius Le Vallon," etc.

N. Y. Tribune says: "It is a book of rare charm and beauty."

Boston Transcript says "An exceptional novelty."

Philadelphia Ledger says: "Mr. Blackwood's imaginative treatment and his sense of the endless beauty of the world make the novel as beautiful as it is remarkable and inspiring."

$1.50 *Net. Postage Extra. All Booksstores.*

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The New American Spirit

OUT TO WIN

The Story of America in France

By Lt. CONINGSBY DAWSON

Author of "The Glory of the Trenches," "Carry On," etc.

Cloth, $1.25 net.

Lieutenant Dawson, whose two war books, "The Glory of the Trenches" and "Carry On," have had many sympathetic and admiring readers, was commissioned by the British Government to visit the American Army in France, and in this book he gives an account of his visit. He pays a glorious tribute to our boys "over there," and his book will inspire faith and confidence in our army and in our Government.

A Boston Boy's War Impressions

THE WHITE ROAD OF MYSTERY

The Note-Book of An American Ambulancer

By PHILIP DANA ORCUTT

7 Illustrations. Cloth. $1.25 net.

This is the unusual war book, composed in the damp abris, or when on repos, recording incidents and events through which the author passed during the great Verdun offensive of last Summer. It is vivified by the enthusiasm and intensity of youth and presented with a spiritual maturity which is usually associated with writers of greater age.

Coming July 26th

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By WILLIAM J. LOCKE

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An inspiring romance of the Great War.

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SALT

The Education of Griffith Adams

By Charles G. Norris

The Boston Transcript says: "A timely significant novel written with a deep understanding of the facts and with a spiritual insight that does not flag even for a moment as it throws light into the dark corners of human nature. It is the province of the novel to awaken us to obscure and seldom acknowledged truths, and that is what Mr. Norris does for us in 'Salt.'"

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E. K. MEANS

Through the chemistry of time the titles of books disappear. If a volume survive the wind and weather of criticism it becomes known as the work of an individual.

Is this a title? It is not. It is the name of a writer of negro stories, who has made himself so completely **the** *writer of negro stories that his book needs no title.*

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The First Shot for Liberty

By Corporal Osborne de Varila

Above all an American Book by an American

Corporal de Varila, the red-headed Irish-American who fired the **FIRST SHOT FOR AMERICA** in the World War, comes from a heroic family that participated in all our wars from the Revolution down. His book is a human document of a lad who left a preparatory school to be among the first to serve his country and has done so. With many thrills and with frequent flashes of humor, he tells the story from the time of his enlistment in PERSHING'S ARMY to his going aboard ship; of the passage across; with its dangers; the tear-brimming reception by the French people; life in the trenches and daring deeds of our boys on the firing line; the experience of being gassed and life in the hospitals. It is the experience that others of our boys may expect to find.

Cloth. Illustrated. 232 pages. Price $1.35 net. At all booksellers. THE JOHN C. WINSTON CO. Publishers Philadelphia

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