CHANGES ARE ERRATIC IN THE CORN MARKET

Easy Start Followed by Rally, Then Sharp Decline Due to Embargo

GRAIN BELT WEATHER FORECAST Chicago, Sept. 16.—Illinois—Fair and cooler tonight: Toesday fair. Missour!—Fair and cooler tonight, possi-bly light frost southwest: Tuesday fair and Wisconsin—Fair and continued cooler lonicht and Tuesday.

Minnesota—Fair tonight and Tuesday. cooler west central and frost north to-night. off night.

Iowa—Fair and continued cool tonight

Tuesday; warm Tuesday.

North and South Dakota—Fair tonight
and Tuesday; warm Tuesday.

Tuesday fair tonight, warmer west;

Tuesday fair and warmer.

Ransas—Fair tonight, cooler east and
south central, possibly light frost south;

Tuesday fair and warmer.

Montana and Wyoming—Fair tonight;

warmer Tuesday.

Chleago, Sept. 16. Erratic changes in prices character-ized trading in corn here today, but the final tone was better. The start was easy; with local interests selling, while by strength in oats.

Still later there was a sharp declin road administration, due to congestion at these points, which led to liquidation. the visible supply in the United Littles is 5,181,000 bushels against 1,936,000 bushels last year.
Outs exhibited stubborn firmness. At

one time, however, prices sagged, but persistent buying on resting orders parlied the market. Cash houses were among the purchasers. While stocks are heavy, many are of the opinion that they will all be wanted and that the lovement is likely to fall off.

The visible supply is the United States

is 24,675,000 bushels, against 10,818,000 71% c. with the bottom &c below Satur day's close at 71c. The high on Octo-ber was 72%c; the bottom Saturday's last price of 72%c and the close 72%; bld. The high on Nevember was 72% c the low 73% c and the close 73% c

against 73 %c at the end Saturday, The top on September corn was \$1.56. the bottom \$1.53 4 and the close \$1.55 %. against \$1.54% at the end Saturday. The best on October was \$1.53%, the low \$1.51 and the close \$1.53 % to \$1.53 % gainst \$1.52 1/2 at the end haturday. The top on November was \$1.50 1/2 tom \$1.48 and the close \$1.49% \$1.49%, against \$1.49% at the end Sat-

RAILROAD EARNINGS

LOCAL LOANS DECREASE

Higher Than Last Week The average condition of members of the Philadelphia Clearing House As-sociation, for the week preceding today, is shown in the weekly statement with comparisons, as follows: MEMBERS RESERVE SYSTEM

TRUST COMPANIES NOT MEMBERS OF RESERVE SYSTEM

Financial Briefs The annual meetings of the Philadel-phia and Reading Railway and the Philadelphia and Reading Coal and iron Company will be held at noon. October 14.

The Federal Mining and Smelting Company reports for the quarter ended July 31 last, an operating profit of \$522,309, compared with \$63,945 in quarter ended April 30 and a profit of \$336,821 in the quarter ended July 31, 1917. No account is taken of either ore depletion or depreciation Shipments in July 31 quarter amounted to 19,397 tons, compared with 19,328 tons in quarter ended April 30, and 38,100 tons in the quarter ended July 31, 1917.

the net outward movement of gold amounted to \$4,376,000, compared with a net inward movement, during the period from June 15 to July 15, of \$12,281,000, Gold imports for the month totaled \$2,522,100, coming chiefly from Canada and Mexico, while gold exports totaling \$56,898,000 were consigned principally to Mexico and Chile. Canada and Mexico, while gold exports totaling \$6.898,000 were consigned principally to Mexico and Chile.

The New York Subtreasury gained \$212,000 from the banks on Saturday.

making a cash net gain since Friday of \$241,000.

No interest will be paid on adjustment morigage income 5 per cent bonds of the Third Avenue Railway, New York, for the six months ended June 13, 1918. This interest was due and payable

GOLDFIELD STOCKS MISCELLANEOUS
Arizona United
Nevada Wonder
Tecopa Mining

Refined Sugar Unchanged

New York, Sept. 16.—The refined sugar market continues unchanged with local refiners doing business on the basis of 9 cents, less 2 per cent for cash, for the granulated and are making prompt shipments. Raws are unchanged by 16.055c for 98 centrifugals.

Refined Sugar Unchanged

Apples were more freely offered and caster. Other fruits were generally steady. Quotations: Apples New York, for barrel-business of 9 cents, less 2 per cent for cash, for the granulated and are making prompt shipments. Raws are unchanged at 6.055c for 98 centrifugals.

PHILADELPHIA MARKETS

REFINED SUGARS

DAIRY PRODUCTS

POULTRY

VEGETABLES

Pittsburgh, Pa., Sept. 16.—CATTLE—Re-cepts 3000 head. Steady, Steers \$17 \mathbb{\pi} 17.00; set 10 \mathbb{\pi} 12. covs. \$10 \mathbb{\pi} 12. test 10 \mathbb{\pi} 12. covs. \$10 \mathbb{\pi} 12. test 12. 150 \mathbb{\pi} 12. 15. heavy yorkers. \$21.15 \mathbb{\pi} 22.25. 150 \mathbb{\pi} 20.75; bigs. \$20 \mathbb{\pi} 20.75; heavy yorkers. \$121.15 \mathbb{\pi} 22.25. 150 \mathbb{\pi} 20.75; set 12.07 \mathbb{\pi} 20.75; set 12.07 \mathbb{\pi} 20.75; set 12. 150 \mathbb{\pi} 20.75; set 13. 150 \mathbb{\pi} Kansas City, Sept. 16.—CATTLE—Re-eipts, 36.000 head. Slow. HOGS—Receipts, 10.000 head. Steady, darket 10c hisher. SHEEP—Receipts, 15,000 head. Steady.

South Omaha, Sept. 16.—HOGS—Re-lpts, 2800 head. Market 5@10c higher. CATTLE—Receipts, 16,500 head. Market 0#13c, lower. SHEEP—Receipts, 50,000 head. Steady.

5.50. SHEEP AND LAMBS—Receipts 4000 lead. Steady. Lambs. \$10@18.50; a few 18.75; yearlings. \$5@15; wethers. \$13.25@7.50; ewes. \$6@12.30; mixed sheep. \$12.75@3.25.

NEW YORK BUTTER AND EGGS New York, Sept. 16.—BUTTER—Receipts, 7276 tubs. Market, higher and stronger. Higher secring. 53% 9536c; extras. 55c; firsts. 51 9534; c. seconds. 47 9530c. State dairy. 53c, imitation ergamers, 42 953c. EGGS—Receipts. 13,612 cases. Maring firmer. Quotations unchanged.

CHICAGO BUTTER AND EGGS EGGS—Receipts, 6403 cases. Unchanged.

Quietude prevailed in the money market today and rates were unchanged. Nominal quotations were 6 per cent call on good mixed securities and 6½ per cent on industrials. On sixty days to six months, the same rates as on demand loans were quoted. Business was confined to an occasional renewal. Call loans on prime bank acceptances were unchanged at 4½ per cent. There was moderate activity in acceptances at unchanged figures of 4½ 64% per cent on eligible member bills; 4% 64% on eligible non-members and 54% 55 per eligible non-members and 51,474,5 on cent ineligibles. Prime mercantile paper is dull at a minimum of 6 per cent. PHILADELPHIA—Call, 6 per cent time, 5% 66 per cent. Commercial pa per, three to six months, 5% 6 per cent six months, 6 per cent

MONEY-LENDING RATES

NEW YORK—Money on call, mixed collatetal, opened today at 6 per cent to lending and renewing. On industrials the opening rate was 6½ per cent.

Quetude prevailed in the money market

LONDON—Money is quoted at 3 per ent. Discount rates, sohrt and three nonths bills, 3 17-32 per cent. FOREIGN EXCHANGE

ed entirely to reflect the Austrian Government's peace note Business was very quiet, and there were no changes of importance in rates. If anything, francs were slightly firmer. Quotations were:

Demand sterling 4.75.7-16. cables 4.76½. Sixty-day bills, nominally, 4.73; ninety-day bills 4.71.

Franc cables 5.46%, checks 5.47%.

Lire cables 6.37, checks 6.37.

Swiss cables 4.34, checks 4.36.

Pesetas cables 23.17, checks 23.

Guilder cables 4.8½, checks 4.8.

Stockholm cables 33.80, checks 33.40.

Christiania cables 31.10, checks 30.70.

Copenhagen cables 36.20, checks 28.80.

BANK CLEARINGS

openhagen cables 30 20, checks 29.80

Hank clearings today compared with cor-esponding day last two years; 1018 1018 1017 1016 hilada, \$65,006,050 554,465,722 588,378,838 Vork 467,448,737 408,000,151 329,088,816 loston. 48,029,241 35,895,945 24,853,898

DIVIDENDS DECLARED

2s registered 1930.
2s coupon 1930.
3s registered 1918.
3s coupon 1918.
4s registered 1925.
4s coupon 1925.
3s registered 1946.
2s registered 1946.
Panama 2s registered 1938.
Panama 2s registered 1938.
Panama 3s registered 1931.
Panama 3s registered 1931.

Extra by United Verde

PEACE TALK BULLISH FACTOR IN COTTON

nresponsive to Decline at Liverpool, Market Opens Comparatively Steady

COTTON RELT WEATHER CONDITIONS New York. Sept. 16.—The following temperatures were recorded in the cotton belt this morning:
Oklahoma City. 50; Abilene, 62: Meridian, Montgomery, Chattanooga, Knosville, Agusta, Atlanta and Wilmington, 64: Fort Smith, Vicksburg, Macun and Sashville, 66: Thomasville and Charleston, 68; Shrevepert, 70: San Antonio, Little Rork, Memohis, New Orleans, Pensacoin, and Tampa, 72: Savannah and Jarksonyille, 74: Corpus Christi and Galveston, 80.

There was ,61 inch of precipitation at Veston, 80.

There was .01 inch of precipitation at Fort Smith; .08 at Tamps, and .01 at Oklahoma City.

and to a strike at Lancashire, the meant to me, market this morning opened comparatively steady 4t a net decline of 27. The next morning, however, believe me, I got wise to it all Of course, I had was offset by an absence of southern hedge pressure, while psace talk was a bullish factor in this market. Predictions for cooler weather in the Die of leads, but nothing happene

trading, suggested that liquidation had pretty well run its course on the break he wobbles all over last week and the improved technical guy I ever saw.

Cotton Buyers and Sellers

New York, Sept. 16.—October—Geran, I
Martin, Gifford, Rossnberg, Deacon,
Waters, Shutte, Wilson, Gumoens, Riordan and Flinn bid; Mitchell, Hyman,
Bond, Schill adn Royce offered.

December—Peers, Geer, Newman, Jay
and Sellar bid; Mitchell, Hyman, Rosenberg, Goss, Cone and tilfford offered.

January—Flinn, Waters, Hartcorn,
Flinn, Bartlett, Wenman, Frederickson,
Rosenberg and Wiggins bid; Sellar,
Smith, Hubbard, Deacon, Cone, Schill,
and Downs offered.

March—Einstein, Keiffer, Grunthal,
Flinn, Downs, Rosenberg bid; Travers
and Schill offered. May-Wilson, Wenman, Hartcorn, Waters, Rosenberg and Hartcorn bid; Schill and Cone offered.

Liverpool, Sept. 16 — Spot cotton was quiet today on a basis of a decline of 69 points for middling, old contract, at 2441d. The sales were 2000 bales. The eccepts were 5000 bales, including 4000

nuarterly of 14 per cent, payable October 1 to holders of record September 20.

Bangor Railway and Electric Company, quarterly of 14, per cent on preferred, payable October 1 to stockholders of record September 20.

Reed Prentice Company, quarterly of 14, per cent on preferred, payable October 1 to stock of record September 20.

Fairbanks Company, quarterly of 42 on preferred, payable September, 30 to stock of record September, 30 to stock of record September 20.

GOVERNMENT BONDS

Now York, Sept. 16,—Officials of the three cents, two keys and a keyhole with back lock. Yer see, young 'un, we have to put humor into things here. We must run a bright, snappy store—that's notes of the General Rubber Company, which mature on December 1 next, to be carried through until the forthcoming Liberty Loan campaign is over. Preparations are being made to bring out the plan as soon as feasible, it is padlocks again, "get it if you can, but out the plan as soon as feasible. It is understood, providing for the calling of the entire amount of the old notes. Of the total. \$3,000,000 probably will be paid out of the reserve of the company and \$6,000,000 new notes sold to provide

The plan as soon as feasible. It is understood, providing for the calling of the entire amount of the old notes. Of the total. \$3,000,000 probably will be paid out of the reserve of the company and \$6,000,000 new notes sold to provide

Well. don't forget our motto: In October ... \$600.000 probably will be paid out of the reserve of the company and \$6,000,000 new notes sold to provide

> Barrett Consolidation Plans Approved New York, Sept. 18 — At a special got my goat last week and who I found meeting of stockholders of the Barrett out was a nephew of Beitman, named to consolidate the subsidiary commanies.
>
> Marks.

BUSINESS CAREER OF PETER FLINT

A Story of Salesmanship by Harold Whitehead

relient on buying, selling, advertising and playment. Ask your greations clearly and playment. Ask your greations clearly and e all the facts. Your correct name and I address must be signed to all inquiries, one which are anonymous must be ignored, swers to technical questions will be sential. Other questions will be answered this column. The most interesting probase of inquiriers will be woven into the vy of Peter Fint.

A bottle of embaiming fluid last

Rosie had flown the coop and gone

Rather active Liverpool seiling here to get busy—it's a pretty good thing for a guy to have to get on the job.

wobbles all over. He's the fattes

joint, for when we get rushed no one will have time to show you anything." A "personaly conducted tour," as the Chinatown rubbernecks say, then fol-lowed. When we get to the shop floor again he said. "Everything has a cost mark o nit this way."

the sheet stuck to his huge pudgy fin-gers, but finally he wrote: IN GOD WE TRUST

here, take this padlock here!" It's marked IW-that means sixteer

that's marked to sell for thirty-five cents

that's a whale of a profit isn't it?

He looked at the box in silence for a minute-then with pursed lips let out a long breath.

I wrote this sign: 'Padlocks as is pad-locks: was thirty-five cents, now twenty

"Well, don't forget our motto: In God We Trust—everybody else spot Navember cash!" out was a nephew of Beitman, named

We looked at him. He merely jerked his head in the direction of the front of the store where a crowd of customers were waiting to be served. As we left to serve them, Marks leaned on the cash register—and continued his everlasting job of picking his teeth. I don't like that guy; there's something crooked

about him.

The big sale offer was paint in one-pound cans. Both windows were piled high with them, and in each window was a big sign—written by Beitman, read-

PAINT! PAINT! PAINT!

Usual Price
Our Price until cleared out
Colors and Kinds, except Striped Paint and Spotted Point. The people in that district wait for Beitman's Saturday Specials" and then

buy whether they need the things or everybody wanted paint, Old man Beitman noticed it, and when the evening was over he gave me three bucks instead of two, with the com-ment, "That's a blasted good idea—wonder we never tried it before."

Marks didn't like it, for he caught I'll get that smart Aleck's number if

TODAY'S BUSINESS EPIGRAM True success consists not in out-

teority.
From Lemuel M. Barto, Bellevue,

Business Questions Answered

kitchenware department as a saleswo-man, and from that position you may be able to work up to a position as buyer. At present, I fear you wouldn't have the knowledge necessary to keep your as-sortment within a prescribed financial limit and your lack of experience would very ouldn't whole dear transbought, you would be unable to supply. You know, you cannot get goods from manufacturers at a moment's notice. It is sometimes necessary to order months or even a year ahead.

three cents, two keys and a keyhole with back lock. Yer see, young 'un, we have to put humor into things here. We must run a bright, snappy store—that's the phrase, 'bright and snappy—always on our toes, ready to do our prettiest for every customer.

"And," now as to the marked price"—here he looked solemnly at the box of padlocks again, "get it if you can, but don't sell less, than 50 per cent on cost the full less, than 50 per cent on cost the full less, than 50 per cent on cost the full less, than 50 per cent on cost the full less, than 50 per cent on cost the full less, than 50 per cent on cost the full maximum allowed by Govern-

New Tork, Sept. 16.—The United Verde Extension declared an extra dividend of 25 cents a share in addition to the regular quarterly dividend of 55 cents a share, payable November 1 to stock of record October 3. This is the same as three months ago. PHOTOFLAYS PHOTOFLAYS PHOTOFLAYS PHOTOFLAYS PHOTOFLAYS The Stanley Booking Corporation The following theatres obtain their pictures through the STANLEY Booking THE following theatres obtain their pictures through the STANLEY Booking

The following theatres obtain their productions. All pictures reviewed before exhibition. Ask for the theatre in your locality obtaining pictures through the STANLEY Booking Corporation.

Alhambra 12th, Morris & Passyuns Ave. Mar Dally at 2 Evgs, 0.4049. MARKET STREET THEATRE OF A M. to 11 115 P. M. MARGUERITE CLAYTON in "INSIDE THE LINES"

APOLLO 52D AND PHOMPSON STS. TO HELL WITH THE ARCADIA CHESTNUT Below 16TH
10 A. M. to 11 (15 P. M.
MARGUERITE CLARK
to "OUT OF A CLEAR SKY"

BLUEBIRD BROAD STREET and SUSQUEILAND AVE. EMPRESS MAIN ST., MANAYUNK MATINEE DAILY D. W. GRIFFITH'S "THE BIRTH OF A NATION"

FAIRMOUNT FOR A GIRARD AV In "THE VAMP"

FAMILY THEATRE 1311 Market St.
9 A M. to Midnight.
MARGUERITE CLAYTON
10 "INSIDE THE LINES" "MY FOUR YEARS IN GERMANY"

LEADER 41ST & LANC. STER AVE TILL I COME BACK TO YOU" LIBERTY BROAD & COLUMBIA AV Matine Belly
in "THE BELOVED BLACKWELL
in "THE BELOVED BLACKMAILER"

MARGUERITE CLAYTON in "INSIDE THE LINES"

MODEL 425 SOUTH ST. Orchestra.
Continuous 1 to 11.
EMMY WEHLEN
in "A SUCCESSFUL ADVENTURE" OVERBROOK 63D & HAVER-FORD AVE. CHAPLIN in "TRIPLE TROUBLES" EDITH STOREY in THE DEMON"

PALACE 1214 MARKET STREET 10 A. M. to 11:15 P. M. MADGE RENNEDY in "FRIEND HUSBAND"

PRINCESS 1018 MARKET STREET 8:30 A M. to 11:15 P. M. THEDA BARA in "A FOOL THERE WAS" REGENT MARKET ST Below 11TH 11 A. M. to 11 P. M. in "BOSTON BLACKIE'S LITTLE PAL"

RIALTO GERMANTOWN AVE.
AT TULPEHOCKEN ST.
BILLIE BURKE
IN "PURSUIT OF POLLY" 56TH ST. THEATRE—Below Springs RIVOLI 52D AND SANSOM STS. MATINEE DAILY RIVOLI 54D AND SANSOM STS. in "THE BANDIT AND THE PREACHER"

GREAT NORTHERN Broad St. at Erie 10 A. M. to 11:15 P. M. THEDA BARA THEDA BARA THE DOROTHY DALTON IN "GREEN EYES" IMPERIAL 60TH & WALNUT STS.

Mats 2:30 Evgs, 7 & 9.

AMBASSADOR GERARD'S
"MY FOUR YEARS IN GERMANY"

SA M. TO MIDNIGHT
CHARLES RAY
In "NINE O'CLUCK TOWN"

STANLEY MARKET ABOVE 16TH 11:15 A M to 11:15 P. M
MARY PICKFORD
in "JOHANNA ENLISTS"

VICTORIA MARKET ST. AB. 9TH SA M. to 11:15 P. M.

JEFFERSON 20TH AND DAUPHIN

JUMBO PRONT ST. & GIRARD AVE.

Kathryn Williams in "We Can't Have Everything"

LOCUST 52D AND LOCUST STREETS
Mats 1:30.3 :30. Eyes. 6:30 to 12
ELSIE FERGUSON in "Heart of the Wild"

MAY ALLISON in The Successful

PHOTOPLAYS THE UNITED EXHIBITORS' ASSOCIATION

BELMONT 52D ABOVE MARKET PAULINE STARK IN "DAUGHTEI CEDAR 60TH & CEDAR AVENUE D. W. GRIFFITH'S THE GREA

COLISEUM Market Bt. 50th & 60th PAULINE FREDERICK in Pedora'

COLONIAL Gtn. & Maplewood Aves 2:15 and 5:15 P. M MARY PICKFORD in "How Could You, Jean?" FRANKFORD 4715 Frankford Ave.

NIXON 52D BELOW MARKET ST. Bryant Washburn in "Till I Come Back to You" TIOGA 17TH AND VENANGO NAZIMOVA in "TOYS OF FATE". TO HELL WITH THE KAISE

STRAND Gin. Av. at Venango, EUREKA 40TH & MARKET STR.
CLARA KIMBALL YOUNG ELSIE FERGUSON

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