EVENING PUBLIC LEDGER-PHILADELPHIA, THURSDAY, OCTOBER 3, 1918

Great Scott ! Midnight-1 must turn in and finish this tomorrow.

TODAY'S BUSINESS EPIGRAM

Some people have doll's syrs-they look pretty, but see nothing. (J. I., G., Boston, Mass.)

What does this mean to YOU?

Business Questions Answered

GOSSIP OF THE STREET

THE STREET
State of the success of the load of or that reason are almost description.
And for that reason are almost description.
And for that reason are almost description.
And Almost and Almost description.
And for that reason are almost description.
And Almost and Almost description.
And for that reason are almost description.
And almost almost description.
And for that reason are almost description.
And almost almost description.
And for that reason are almost description.
And almost almost description.
And for that reason are almost description.
And almost almost description.
And almost almost description.
And for that reason are almost description.
And almost almost description.
And al and for that reason are almost deserted,

and for that reason are almost descrited, principals and staffs being on one of another of the committees. As for the war, a banker remarked today that there is great danger of the people being tuiled into indifference over the continuous reports of the Allied vic-tories on all fronts and coming to the lieve that subscribing to the fourth Lib-lieve there was a reason for an over-wheiming oversubscription, he said, to the present one. The fight is far from any Likerty Loan it applies tenfold to the present one. The fight is far from being won yet. Germany's high comis resourceful, and no one knows what lies behind the Rhine frontier. of 9c for ple, he continued, should vie with boys who are going over the top magnificently and do everything i power to boost this loan over the ahead of time.

Railroad's Good Showing

fancey. 32% distor do, do, fair to some fancey. 32% distor do, do, fair to some fance. BitUTTER—Trade was quiet and the mar-ket declined is under lower outside advices. Quotations: Solid-packed creamers, extra Glip high-scoring words, 62% die; extra firsts, noff 00% e: firsts, 536637c; seconds, 586 50c; fance brands of prints jobbing at 66 first; choice at 05c; fair to mod at 616 fifs. EGGS were in good demand and firm un-der light offerings. Quotations: Prec cases nearby firsts, \$12,006 16,20 per cases, western extra firsts, \$13,006 16,20 per case; western extra firsts, \$13,006 16,20 per cases; western extra firsts, \$13,006 16,20 per cases; firsts, \$13,006 15,00 per case; backers When speaking yesterday about the plendid showing of earnings in August made by a large number of the principal raijroads, a well-known investment banker said the showing was largely due to the fact that the increase in freight rates was beginning to tell and would be more and more in evidence for several months. While these rates apply to virtually all the roads under Government peration and control, he said it should noted that the best showing in the ock market is with such ralls as are not likely to be very much affected by a shifting of freight channels. It is very POULTRY DRESSED—There was a fair demand, and the market ruled form under light receipts. The quotations: Fresh-killed fowls in bar-reis, dry pleked fare xelected, 38c, weigh-ing 4% the and over apiece, 37% c; smaller sizes, 336 37c; old roosters, dry pleked, 2Mg c; chickens, western, fancy, weighing 1% 972 ibs autoco, 38% die: weighing 3% the apiece and over 356 38c; weighting 3% the apiece and wer 356 38c; weighting 3% the apiece and weighting 1180 2 the sec of dry of 3.2c; sectus 48 20 to apiece 366 40 weighting 1180 22 the per dos. 166 40 5.30 de, weighting 5 the per dos. 1889 4. dark 51.30 de, weighting 5 the per dos. 1889 4. dark 51.40 de, weighting 5 the per dos. 1889 4. dark 51.40 de, weighting 5 the per dos. 1889 4. dark 51.40 de, weighting apiece apiece 11.25; do, do, oid, 300 75c. much a question with investors he conwhether this shifting will result in permanent injury to a road or not. Most people believe it will and that when the time comes for the roads to reto the original owners the routing of freight along the shortest way will have become such a habit that merhants and manufacturers will insist on retaining the system, irrespective of whether it is for the benefit of certain roads where the traffic originated or not. At present, he remarked, monthly earnings as now published are merely

matters of speculative interest, and not until some measure of compensation is agreed upon and this question of di-verted traffic is settled—which at pres-

until some measure of compensation is diverted upon and this question of diverted traffic is settled-which at present and the present seems unlikely—will active trading to the present is settled-which at present at the trading of the present at the settled-which at present at the the present at the settled-which at the present at the settled-which at the present at the settled-which at the settled-which at the settled-which at the settled-which at the fourth the status of the birds of the present the settled to existing tax laws. The House of Representatives has a state will be greatly increased. The present state, the settled problem is the settled-which at the settled-which at the settled-which at the fourth the status of the per cent except that the first state of the present at the settled-which at the settled to the settled to the state of the per cent except that the first state of the per cent is a settled-which at the settle state of the settled to the state of the per cent except that the first \$4000 regions at the set to the normal tax on individuals will be the set to the

Philadelphia Markets **BUSINESS CAREER** GRAIN AND FLOUR A Story of Salesmanship by

PROVISIONS

REFINED SUGARS

DAIRY PRODUCTS

CHEESE was scarce and again higher nder atronger country advices. Quotations wy York, whole emilik, fancy, fresh, 32's 4 ke, specials higher do, do, fair to good esh, 31's 932°; Wisconain, whole milk resy, 32's 938°; Wisconain, whole milk resy, 32's 938°; do, do, fair to good, 314

nearby firsts, \$12,000 in 20 per standard case: current receipts, \$15,506 15.60 per case; western extra firsts, \$15,906 10,20 per case; firsts, \$15,506 12.60 per case; fifstor lots lower; storage case, \$12,758 13,80 per case as to quality; candied and recrated case as to quality; candied and recrated case of the storage starts and the storage of the storage case as to quality; candied and recrated

POULTRY

FRESH FRUITS

was little trading, but values

were firmly maintained on a basis

HAD a heavy day today and feet all in tonight, after the salesmanship class, but I must tell you that story of Brune Duke's which I mentioned yesterday. Of course, I can't tell it like he did-

I am setting business for a photographi studio on Pith avenue on a commission basis that is. I have been setting business for the last clark years, but at the presen-time there is a decided slump in the market The inclosed sample jeiter is the one send to mothers of iwo or three children he's a marvel at telling funny stories

OF PETER FLINT

Harold Whitehead (Copyright)

CCVIII

he's a marvel at telling funny stories and some not so funny also. Eruno Duke used to be a school reacher, you remember—that was years ago, of course, for he's been a sales ago manager bimself before he could what manager bimself before he could be a sales an expert. specialist for some years, and, of course, had to make good as a salesman and sales manager himself before he could pose as an expert. I asked him last week why he, who was so successful at doping out selling problems, was taking a course in selling

was so successful at doping out selling problems, was taking a course in selling. problems, was taking a course in selling. He said: "Because I need all the good ideas on selling possible, and it helps me to take a course, for it keeps me down to first principles. I always have some subject which I'm studying—It keeps the mind active and elastic." Well, to tell his story. I and in the studying source and so forth the secondary importance.

Well, to tell his story. It seems that when he first started teach he got a little bit of a school something after the style of the follow.

It meeting that when he first started to teach he got a little bit of a school in one of those way-off-from-everywhere villages in Maine. The plan in those days was for the in-habitants to hold an auction sale or something like that to see who should board the teacher. The one who would board the teacher for the lowest sum "won" him for the year. Before that the plan was for the teacher to spend a week with the parents of each scholar, which was touch on the teacher. Well, there was always great rivalry as to who should get the teacher. There was more og less prestige went to the people who got the teachers, and their house became the head of the social life, as it were. Can't you just imagine how some of those old dames cut the price just to to those old dames cut the price just to to those old dames cut the price just to to those old dames cut the price just to to those old dames cut the price just to to those old dames cut the price just to to the weak the teacher! Well a family with, five children 'won' Bruno Duke by offering to board

ting the teacher! Well a family with, five children 'won' Bruno Duke by offering to board him for eighty-five cents per week! The Staves were farmers and had an old rambling house, and Duke said that he never was fed so well in his life Rati BOAD FARNINGS

RAILROAD EARNINGS

before or since. Mrs. Stave on his arrival asked the SOUTHERN PACIFIC

of apple pice I ate is dear to me, for her apple pices were the product of grenius—I could compose an epic on Mrs. Stave's apple pic." That's how

The family that got the teacher looked farter, him well, of course, for they al-to opined that if they fed the teacher well he'd help the kids along. Mabel Staves was the youngest, a girl of fifteen, and she, being the young-est, was spolled. She was mighty self-willed and all gave way to her. She made Bruno Duke's life miserable by the pranks she played on him. If he found a fish head on his bed, he knew it was Mabel's doing ; if his

Local Meat Market The following report of the fresh meat trade in Philadeiphia is formashed by the local liverock and meat office of the Ba-reau of Market, United States Department of Market, United States Department et around \$2 lower than Monday on com-mon and medium grades, demand seriously urtailed by influence opidemic. STEREN-Receives liberal: market very fraggy and unovenly lower on general run of stock at \$13 to \$22; choice heef steady at \$25 to \$30, demand slow at the decline. COW-Receipts liberal: market lower heavy calves, \$16 to \$13, handsweights, \$15 to \$18, light year, \$25 to \$26; demand poor. TORK -- Receipts liberal: market lower heavy calves, \$16 to \$13, handsweights, \$15 to \$18, light year, \$25 to \$26; demand poor. TORK -- Receipts liberal: market draggy and weak at \$32 to \$35 on loins. demand light. ANB--Early unloads moderate: several demand slow. If he found a new head on his con-he knew it was Mabel's doing; if his hat was mysteriously mislaid just when he wanted to go to school, it was Mabel who eventually "found it." In school, she presumed on the fact that he lived at their house and would "same" him all the time. the time. Now, if Duke was bashful, he was not weak-willed. So, after seeing that rea-soning had no effect, he told her that if she didn't behave he'd cane her.

She didn't believe him and cut up as

wondered, what kind of a reception he'd get when he got to the Staves' for onine Turets: textile war and Leiper streets: Taube and Adams streets: Farth Milla, Trenton avenue street: Brighton Worsted and D streets: Langton PRINCE MAX NAMED CHANCELLOR When he got home, nothing was said, although there seemed to be an air of coldness about the whole lot of 'em as they sat down to dinner-----

binding discussion as a specially earnest step in this nature, and declared that in future for which all humanity was integrated for the safeguarding of the ex-istence of all peoples "can assuredly not he expected for the sword." Peace Baron von Hussarek asserted, must be the result of an understanding and must not be forced upon one side upon peo-ples. Otherwise, he said, although the test which would constantly menace order. The result of an integrate declared that Austria. Humany did not intend to abandon its solut it must be guided by the con-ideration of the legitimate which of the combats with the entered by these or right calling Austrian interests. "Nobody can force us to relinquish our right" exclaimed the Premit. "Hu can only be done by negotiation, in which cases we shall know how to carry

The Fremier declared that Austria-Hungary did not intend to abandon its good right to Bosula and Herzegovina. and that it must be guided by the con-sideration of the legitimate wishes of the races concerned, while also safe-guarding Austrian interests. "Nobody can force us to relinquish our right" exclaimed the Premier. "It can only be done by negotiation, in which case we shall know how to carry our standpoint."

can only be done by negotiation, in which case we shall know how to carry our standpoint." "We must at least have the assurance that measures to be taken will correspond to the requirements of the monarchy." he continued. "The incorporation of Croatia and Slavonia into Dalmatia should be done in such a way that will he constitutional and in accordance with the principle of self-determination. To the standpoint of absolute equality of all reces we must adhere, at the same time we must guard the whole. The main principle must be to guarantee to all races in Austria—in the spirit of com-plete equality and within limits pre-scribed by the interests of all—self-determination in national and cultural affairs in their respective territories. The races of Austria shall henceforth develop their powers in peaceful rivalry. Their prosperity will mean new prois-perity for the State. The future of us all lies in tolerence and unity." When Haron von Huasarck finished his address there was applause from the d Left, but among the Czechs there was considerable disorder. taken in a violent combat. There they fought on foot and maintained the posi-tions in spite of furious counter-at-tacks by Bulgarian elements. tacks by Bulgarian elements. "During these operations, which were conducted with the greatest audacity, they captured tee prisoners, of whom 200 were (lermans: seven pieces of heavy artillery and a large quantity of war materials, including valuable muni-tions, which had been placed on trains to be taken to the Contral Empires.

to be taken to the Contral Empires. Measures provided for in the armis-tice between the Bulgarians and the Alive are in the course of being carried out. BULGAR DESERTERS

Amsterdam Oct. 3 - A Sofia dispatch lated Monday and received through Vinns, says: "The deserters who were advancing on

Sofia (capital of Bulgaria) have been driven back to Vladaja and Vitoz defile THIN AUSTRIAN LINE

IN ALBANIA IN PERIL article by Government troops. There is no dan-

By the Associated Press

(From the capital." [From the fast that the above dis-patch comes through Austria, it would appear the Austrian authorities are attempting to make & look as though a part of the Bulgarian army has de-serted, whereas it is probable the "de-serters" mentioned are the troops who are reticNog from Serbia under con-ditions of the Bulgarian armistice.] By the Associated Press Rome, Oct. 3.—The situation in Al-bania holds out possibilities of decisive events soon in that theatre. The Aus-tro-Hungarian forces now are compelled to hold the line from the Adriatic Sca to Lake Ochrida by themselves, the Bul-garian divisions under General von Steu-ben heing no longer available. The Ninetcenth Austrian Corps, un-der General Pfanser-Baltin, holds the line from the sea to Lake Ochrida, where the Forty-fifth Austrian Division holds the enemy left flank. On the Ital-ian side the army of General Perrero faces the Ninetcenth Corps, while the forces of General Mombell are opposite the Austrian left wing. BERLIN AND VIENNA

BOURSES AGAIN SLUMP

By the Associated Press Amsterdam, Oct. 3.—The Berlin Bourse suffered a further bad slump yesterday owing to the absence of re-liable news from the Balkans. Many stocks were stricken from the official

loan in this district, has declared that the worst enemy the campaign faces at present is "too much optimism." A wave

of overconfidence appears to have spread since the surrender of Bulgaria and the publication of reports of sign of a collapse of Turkey.

at the northeast corner of City Hall plaza for the duration of the campaign to induce subscriptions. The plane was

By the Associated Press Washingten, Oct 3.—The reported relection of Prince Maximilan of Enden to be imperial chancellor of Germany in succession to Von Hertling, was re-ceived here with some surprise, as it was known that about ten days ago the Prince was offered the post but declined it after consultation with his father, the King of Baden, who thought the po-sition beneath the dignity of a member of the reyal house. It is thought here, however, that the choice of the Prince would be a logical one, because of the recent activities in German politics. He is known to have a considerable influence with the people of the various kingdoms that go to make up the German Empire and it is be-lieved the Kalser and Von Hindenburg may expect him to be of assistance in loaned to the Pennsylvania Council of National Defense by the Philadelphia National Defense by the Navy Yard and was brough late yesterday. It is one of the larger in use by the United States navy, havin a wing spread of 102 feet. It is 50 for wide and 20 feet high.

may expect him to be of assistance in saving many of the imperial preroga-tives that would be endangered, if the country is granted proposed political re-forms. ARE DRIVEN BACK



street.

chine Company, Twenty-fourth I

Factory, Garden and Brill Henry Treomner & Sons, Twenty

and Master streets; Bayuk

Third and Spruce streets.

cust streets; Larson Oldamobile, North Broad street; A. Nacke & 236 South Ninth street; Foerder Factory, Garden and Brill str

Meetings will be held this aft

pany, 930 North Ninth street; the P. Cigar Company, 21 North

at Kind & Co., 1110 Chestnut street; the McCall School, Sixth and De Lamoor streets; the W. G. Adams Foundry Com-

Lewis H. Parsons, director of th

A giant seaplane will be on exhibit

Used in Over

4000 Plants

the OIL paint with a tile-like, white mint by a process greet ch we spoced process greet Contains no contained to be and sprays freety rule by set chasio surface will be contracts with termine changes and withstands

RICE'S MILL WHITE

(Barreled Sunlight).

mante fen ediately, and then to subscribe the installment plan.

Must Average \$26,000,000 Daily For the new Liberty Loan drive is not

Continued from Page One

setting across either in this city or in the Third Federal Reserve district that surrounds it. Approximately \$26,000.000 must be raised in subscriptions daily for the balance of the campaign to reach the goal of the district.

In the first three days of the drive, only \$33,963,950 was secured, according to the official total, or an average of little more than \$11,000,000.

A subscription of \$70,000 to the loar

A subscription of \$10,000 to the loan was announced at a meeting held at noon today at the Atwater Kent Manu-facturing Company. This subscription was made by 700 employes of the firm. Other noonday meetings were held today at the Philadelphia Navy Yard, and at the Philadelphia Navy Yard, Evana

and at gate No. 3, Hog Island; Eynon Evans Manufacturing Company, Fif-teenth and Clearfield streets; Pennsyl-vania Lawn Mower Company, 1615 North Twenty-third street : Schutte & mum prices accordingly was withdrawn. This, however, did not prevent a further severe slump. MAGYAR PEACE LEADERS CONFER WITH EMPEROR CONFER WITH EMPEROR

The original "Mill White" I more are your daylight to " overy ray of natural are with the life. Reduces your mil-ting bills. Resists dirt. Is only the state of the second when other plants need recent other paints have turned rate other paints have turned rate other mains white leas after the we guarantee. For all interfore use in show For all interior use in shows, Sold in harrels, also in cana, Made in Gloss. Ess Shell and stone Apartments, Eleventh and Pine streets; Rech Marbaker Company, Eighth street and Girard avenue; A. M. Parker, Jackson and Swanson streets; U. S. Gutta Percha Paint Ca.

Seld by nd Company, 500 Ares

Charles Hond Company, 500 Arts N., Phila. Broud N., Phila. G. P. Darrow & Ca., 5135.5160 N. Broud N., Phila. Bimes Drig Ca., 18 South 18th M., Phila. Sons & Falser Ca., 3008-18 H. Front St., Phila. Caparson Point Specialties Official Cambro P. Cox., Camdon, N. Law

along the Danube. They have already fortified the Rumanian bank of the river and it appears that communications be-tween Sofia and Constantinople have already been cut. General Jecoff commander-in-chief of the Buigarian army, has arrived in Vienna to undergo an operation and according to a dispatch from Basie, says that he protested againat the deel-sion of the Buigarian to ask for the armistice recently). He also asserts

ALLIES ORGANIZING ALLIES ORGANIZING DANUBE DEFENSE LINE By the Associated Press Taris, Oct. 3.—Occupation of Bulgaria by Allied troops is progressing nor-mally, acording to Marcel Hutin, of the Echo de Paris. Bulgarian troops resist at certain points, he says, but submit as soon as thep are apprised of the fact that and armistice has been signed. German Macedonia, are moving northward and appear to be organizing a defensive line along the Dunube. They have already fortified the Rumanian bank of the river. Macedonia, are moving northward and appears to be organizing a defensive line along the Dunube. They have already fortified the Rumanian bank of the river. Macedonia, are moving northward and appears to be organizing a defensive line along the Dunube. They have already fortified the Rumanian bank of the river. By the Associated Press Washington, Oct. 3.—An official dis-

fat crate, 65@75c; do. . islation, are assessed a normal income ax of 18 per cent (12 per cent in cer tain cases), and in addition are assessed

a war profits or an excess profits tax, which ever may be the higher, according to the two methods of computation set for in the bill.

"Under the proposed legislation as passed by the House the normal income tax rate on corporations is 18 per cent. This rate is reduced to 12 per cent under with respect to domestic corporations, that the rate shall be 12 per cent under the rate shall be 12 per cent upon so much of net taxable income (not in-cluding dividends of domestic corpora-tions and in excess of certain credits of which the minimal line sources which the principal items are nontax-able interest and the excess profits or

war profits taxes on the income of the current year) as does not exceed the sum of the following:

"First. Amount of dividends paid dur-ing the taxable year; "Second. Amount paid during taxable

Second. Amount paid during taxable year out of earnings in discharge of bonds and other interest-bearing obli-fations outstanding prior to the begin-ning of the taxable year: "Three. Amount paid during taxable year in the purchase of obligations of the United States issue after Septem-ber 1, 1918.

"This means that a corporation may receive the income from its bonds of the fourth Liberty Loan tax-free so far as the normal tax of 18 per cent is con-cerned, and tax-free to the extent provided in existing laws from war profits and excess profits taxes, and may re-ceive certain exemptions affecting bonds of previous issues. It also means

ceive certain exemptions affecting bonds of previous issues. It also means that an amount of the corporation's net income for the taxable year, equal to the entire face value of the fourth Lib-erty Loan bonds purchased, may be en-titled to a 6 per cent saving in taxes. "It has already been demonstrated under the existing law that very marked dwantages accrued to corporations holding securities which may be in-cluded in computing 'hvested capital." It has been demonstrated that whether or not a security counts as invested capital is in many cases more impor-tant than the question of income. "Under the pending - legislation, whether a corporation is required to fig-ure its tax on the excess profits method of invested capital is of vital import-ance. Furthermore, the taxation advan-tages to be derived from invested capi-tal increase directly with the increase in the rates of the tax. "The new Liberty 4%s, both under stating legislation, are expressly included within the class of assets which may be gounted in computing invested capital."

nted in computing invested capital.

Pig Iron Production Decreases

Fig from Production Decreases Pig from output of this country for the first six months of 1918 fell off somewhat from the record volume in the same period of 1917, according to data just complied by the American from and Steel Institute, the figures be-ing 18,227,730 and 19,258,235 tons re-spectively. Pennsylvania produced 7,-131,903 tons in the first half of this year, as compared with 7,790,514 tons a year ago.





The Influenza Epidemic **Compels This Urgent** Appeal

Help the Telephone Operators So They **May Serve Those Whose Needs Come First**

The prevalent influenza has caused a very serious shortage in our operating force.

The daily absentee list now approximates six hundred.

In order to insure prompt and efficient handling of the important Government calls and the increased traffic to physicians and hospitals, the public is requested:

- 1. To make only the most urgent and necessary calls;
- 2. To refrain as far as possible from special appeals to Chief Operators whose entire time should be given to supervision of their Central Offices:
- 3. To show consideration of those operators who are, despite their increased tasks, loyally giving of, their best endeavors.

This is a frank statement of the requirements. We are confident that only a word to the public in such an emergency is necessary.

The Bell Telephone Company of Penna.



LONDON STOCK MARKET Speculative Issues More Active or

Good War News

London, Oct. 3.-Speculative isues on the stock exchange were excited and more active today on the war news and

various rumors. The tone of the markets was strong under the lead of the gilt-edged section.

the time.

YOU'LL LAUGH! DOESN'T HURT TO LIFT CORNS OUT

Magic! Costs few cents! Just drop a little Freezone on that touchy corn, instantly it stops aching, then you lift the bothersome corn off with the fingers. Truly! No humbug!