Philadelphia Markets

GRAIN AND FLOUR

WHEAT—Receipts, 216,982 bushels. The market was quiet but prices ruled steady. The following were the quotations: Car lots in export elevator, Government standard inspection, standard prices—No. 1 red winter, $2.89; No. 1 northern spring, $2.89; No. 1 hard winter, $2.89; No. 1 red winter, garlicky, $2.87; No. 1 red, smutty, $2.36; No. 2 red winter, $2.86; No. 2 northern spring, $2.86; No. 2 hard winter, $2.86; No. 2 red winter, garlicky, $2.84; No. 2 red, smutty, $2.83; No. 3 red winter, $2.82; No. 3 northern spring, $2.82; No. 3 hard winter, $2.82; No. 3 red winter, garlicky, $2.80; No. 3 red, smutty, $2.29; No. 4 red, $2.30; No. 4, garlicky, $2.28; No. 4, smutty, $2.27; No. 5, garlicky, smutty, $2.26; No. 5 red, $2.25; No. 5, garlicky, $2.26; No. 5, smutty, $2.25; No. 5, garlicky, smutty, $2.24.

CORN—Receipts, 4408 bushels. Trade was dull and the market was unchanged with small supplies. We quote yellow in car lots for local trade, as to quality and location, at $1.53@1.70 per bushel, the latter for choice old.

OATS—Receipts, 30,431 bushels. The market ruled steady under light offerings, but trade was quiet. We quote: Car lots as to location—No. 2 white, 83½@85c; standard white, 82@82½c; No. 3 white, 81½@82c; No. 4 white, 80@80½c.

FLOUR—Receipts, 810 bbls and 8,189,497 lbs. in sacks. Business was slow, but prices ruled steady. The quotation were: To arrive per 196 pounds in 98-pound sacks—Winter wheat, 100 per cent flour, $10.25@10.65; Kansas wheat, 100 per cent flour, $10.85@11.20; spring wheat, 100 per cent flour, $10.85@11.20.

RYE FLOUR was quiet and unchanged. We quote at $9@10 per barrel in sacks, as to quality.

PROVISIONS

The market ruled steady with a fair jobbing demand. Quotations: City or western beef in sets, smoked, 48c; city beef in sets, smoked, 48c; city beef in sets, smoked and sun-dried, 46c; western beef, knuckles and tenders, smoked, 49c; beef hams, $60; pork, family, $54@55; hams, S. P. cured, loose, 37@37½c; do, skinned, loose, 37@37½c; do, do, smoked 39@39½c; other hams, smoked, city cured, as to brand and average, 39@39½c; hams, smoked, western cured, 39@39½c; do, boiled, boneless, 53c; picnic shoulders, S. P. cured, loose, 28c; do, smoked, 29c; bellies, in pickle, according to average, loose, 35c; breakfast bacon, as to brand and average, city cured, 46c; breakfast bacon, western cured, 45c; lard, western refined, 29@29½c; lard, pure city, kettle rendered, 29@29½c.

REFINED SUGARS

The market was quiet but steady on a basis of 9c for fine granulated.

DAIRY PRODUCTS

CHEESE—Demand was fair and the market ruled strong under light offerings. Quotations: New York, whole-milk, fancy, fresh, 37@37½c; specials higher; do, 40, fair to good, fresh, 36@36½c; do, do, fair to good, 36@36½c.

BUTTER—The market was quiet, but offerings of fine goods were light and prices ruled steady. Quotations: Solid-packed, creamery, extra, 70c; higher-scoring goods, 71@73c, the latter for jobbing sales; extra firsts, 68@69c; first, 62@65c; seconds, 57@60c; fancy brands of prints jobbing at 74@76c; fair to good, 66@73c.

EGGS—Fresh eggs were quiet but firm under light offerings. Storage eggs were scarce and wanted. Quotations: Free cases, nearby firsts, $21@21.50 per crate; current receipts, $20.70 per case; western extra firsts, $21@21.60 per case; first, $20.40@20.70 per case; inferior lots lower; storage eggs, $15@15.60 per case; selected fresh jobbing at 70@75c per dozen.

POULTRY

LIVE—The market was quiet with ample offerings at recently revised prices. Quotations: Fowls, according to quality, 27@32c; spring chickens, according to quality, 24@27c; roosters, 20@21c; ducks, Pekin, 32@35c; do, Indian Runner, 28@30c; geese, 28@32c; turkeys, 25@28c; guineas, young, per pair, weighing 1½@2 lbs. apiece, $1@1.10; smaller sizes, 60@85c; guineas, old, per pair, 75@80c; pigeons, old, per pair, 30@35c; do, young, per pair, 25@30c.

DRESSED—Turkeys were scarce and firm. Other descriptions were in fair supply and demand at former rates. Following were the quotations: Turkeys, spring, choice, 40@42c; some fancy, nearly stock higher; do, do, fair to good, 35@39c; do, do, common, 30@33c; old toms, 34@36c; do, do, old hens, 35@37c. Fowls, fresh-killed, dry-picked, in boxes, weighing 4½ lbs. and over, apiece, 33½c; weighing 4 lbs. apiece, 34@34½c; smaller sizes, 28@30c. Fresh-killed fowls, in bbls., fancy, dry-picked—Fancy selected, 35½c; weighing 4½ lbs. and over apiece, 35c; weighing 4 lbs. apiece, 33c; small sizes, 26@28c. Old roosters, dry-picked, 27c. Roasting chickens, western, dry-picked, in boxes—Weighing 4½ lbs. and over apiece, 36c; weighing 4 lbs. apiece, 35c; weighing 3½ lbs. apiece, 33@34c; weighing 2½@3 lbs. apiece, 30@31c. Roasting chickens, western, in bbls.—Weighing 4 lbs. and over apiece, 34c; weighing 3½ lbs. apiece, 32c; weighing 2½@3 lbs. apiece, 29@31c. Broiling chickens, weighing 1½@2 lbs. apiece, 42@44c. Ducks, nearby, fancy spring, 40@42c; do, western, dry-picked, 38@40c. Geese, western, dry-picked—Choice, 30@32c; fair to good, 27@29c. Squabs, per dozen—White, weighing 11 to 12 lbs. per dozen, $8@8.25; white, weighing 9 to 10 lbs. per dozen, $7@7.50; white, weighing 8 lbs. per dozen, $6@6.50; do, do, 7 lbs. per dozen, $4.50@5; do, do, $6@6½ lbs. per dozen, $3@4; dark, $1.50@2.50; small and No. 2, $1@2.50.

FRESH FRUITS

Choice stock sold fairly and values generally ruled firm. Quotations: Apples, New York, per bbl.—Fall Pippin, $4@4.50; Snow, $4@6; King, $4.50@7.25; Baldwin, $4@6.50; Hubbardston, $4@5.50; Greening, $4@6.50; various varieties, $3@5. Apples, Pennsylvania and Virginia, per bbl.—Ben Davis, $2.50@4.50; Gano, $2.50@4.75; Stayman Winesap, $4@7.50; York Imperial, $4@7.23. Apples, per ¾-bushel basket, 40c@$1.25; apples, per bushel basket, $1@1.75; apples, western, per box, $2@3.50; lemons, per box, $2@4; oranges, Florida, per crate, $2.50@6; tangerines, Florida, per strap, $3@9; grapefruit, per box, $2@4.25; pineapples, Porto Rico, per crate, $6.50@9.50; cranberries, Jersey, per bushel-box, $3@5; do, do, per bbl., $15@18.

VEGETABLES

Potatoes ruled a shade firmer. Cabbage was dull and again easier. Onions were firmer. Quotations: White potatoes, Eastern Shore, per bbl.—No. 1, $3@3.75; No. 2, $2@3. White potatoes, Norfolk, per bbl., $3.25. White potatoes, Jersey, per bushel basket—No. 1, 75@90c; No. 2, 50@60c. White potatoes, Pennsylvania, No. 1, per 100 lbs., $2.60@2.85. White potatoes, Maine, 2.95@3.10. Sweet potatoes, Jersey, per basket—No. 1, $1.15@1.35; No. 2, 75@90c. Sweet potatoes, Eastern Shore, per bbl.—No. 1, $4@5.50; No. 2, $3@3.50. Sweet potatoes, Delaware and Maryland, bushel hampers—No. 1, $1.90@2; No. 2, $1.40@1.50. Cabbage, Danish, seed, per ton, $25@28. Onions, yellow, per 100-lb. bag—No. 1, $1.35@1.65; No. 2, 50@90c.

Financial Briefs

Federal Reserve Bank of New York directors have been elected as follows: Charles Smith, of Oneonta, as Class A director, and Leslie R. Palmer, of Croton-on-Hudson, as Class B director, each for a term of three years.

Reporting for the month of November, the Keystone Telephone Company gives gross earnings of $129,051, against $134,549 the same month last year. Net for the month decreased $11,163. For the eleven months ended November 30, gross was $1,456,612, as compared with $1,443,[illegible]9 the corresponding period the previous year. Net for the same period declined $84,205.

The New York subtreasury gained $354,000 from the banks yesterday, making a cash net gain since Friday of $3,599,000.

LOCAL MINING STOCKS

	Bid	Ask
MONOPAH MINING		
Jim Butler	.39	.40
MacNamara	.23	.27
Midway	.19	.20
Mizpah Extension	.06	.07
Montana	.18	.15
North Star	.08	.10
Rescue Eula	.09	.11
West End	1½	1⅝
GOLDFIELD STOCKS		
Atlanta	.05	.07
Blue Bull	.02	.04
Booth	.15	.17
Diamondfield B B	.02	.03
Daisy	.02	.03
Kewanas	.06	.08
Oro	.01	.03
Spearhead	.21	.25
Silver Pick	.06	.08
MISCELLANEOUS		
Arizona Un[illegible]ed	.25	.30
Nevada Wonder	4[illegible]	[illegible]
Tecopa Mines	.11	.13

NEW YORK COFFEE MARKET

New York, Dec. 11.—A special meeting of the board of managers of the New York Coffee and Sugar Exchange has been called for 3:15 p. m. today.

The fact that the notice was marked "Important" has led several well-known coffee brokers to express their belief that the board is in receipt of special advices from Washington and opinions are freely made that the exchange will be reopened within a few days.

Holders of Brazil coffees seem to be more inclined to effect sales and to more closely meet the views of buyers.

While the most recent sales of cost and freight coffees have shown but little, if any, decline from recent high levels, it is believed that the general undertone shows indications of being a little easier.

CHICAGO BUTTER AND EGGS

Chicago, Dec. 11.—BUTTER—Receipts, 1979 tubs. Unchanged.
EGGS—Receipts, 1399 cases. Unchanged.

SECURITIES AT AUCTION

The following securities were sold at auction today by Barnes & Lofland:

STOCKS

Shares		
60	West End Trust Company; par $100	160
7	Greenwich Real Estate Company; par $50	3
8	Kitanning Coal Company; par $1	21
9	First National Bank of Merchantville; par $100	200
3	Merchants' Trust Company of Camden; par $100	200
9	Philadelphia National Bank; par $100	350
10	Philadelphia National Bank; par $100	350
2	National State Bank of Camden; par $100	213½
50	Holmesburg Trust Company; par $50	62¾
7	Fire Association of Philadelphia; par $50	310
6	Fire Association of Philadelphia; par $50	310
3	Second and Third Streets Passenger Railway	207
4	United Gas and Electric Corporation, first preferred; par $100	40½
165	United States Loan Society of Philadelphia; par $10	7¾
100	States Light and Power Company, common Lot	$40

BONDS

$1000	Mahoning and Shenango Railway and Light Company, 5 per cent, consolidated mortgage, coupons May and November, due 1930	94¾
1000	Reading Company and Philadelphia and Reading Coal and Iron Company, 4 per cent, registered, coupons January and June, due 1997	86½
3000	Chesapeake and Delaware Canal Company, 4 per cent, coupons January and June, due 1929	82¼
1000	Laurentide Power Company, 5 per cent, first mortgage, coupons January and July, due 1946	87¾
1000	Harrisburg (Pa.) School District, 4 per cent, coupons April and October, due 1921	98¾
1000	City of Philadelphia, 4 per cent, registered, January and July, due 1938	96
500	Philadelphia Country Club, 5 per cent, first mortgage, coupons January and July, due 1940	86¼
3000	Lehigh Valley Transit Company, 5 per cent, refunding and improving, coupons June and December, due 1960	80¼

GERMAN MARK CHEAP

Value Drops Below 42 to the British Pound

London, Dec. 11.—(By A. P.)—The value of the German mark has fallen below 42 to the British pound. Before the war the mark was worth approximately one shilling, or 20 marks to the pound.

On December 7 at Copenhagen 42.28 marks could be obtained for one pound sterling, at Christiania 42.08 marks for a pound, at Stockholm 41.5 and at Berne 41.083. At Stockholm the rate of exchange on the Austrian kronen has fallen to 77.20 to the pound sterling.

The rapid depreciation of the value of the mark probably is explained by the statement of the Berlin Reichsbank for the week ended November 30. It showed that the increase in German note circulation during the week amounted to £35,000,000 on the basis of conversion into sterling at 20 marks to the pound, the figures still used for statistical purposes in this connection.

COTTON PRODUCTION LARGE

Agriculture Department Estimates Increase of Previous Year

Washington, Dec. 11.—The total production of cotton in the United States for the season of 1918-19 will amount to 5,595,529,000 pounds, not including linters, and equivalent to 11,700,000 bales of 500 pounds gross weight, the Department of Agriculture today announced in its final report of the season. Total production last year was 11,302,375 bales.

Production of Sea Island cotton is estimated at 48,000 bales, compared with 92,619 bales last year; and of American Egyptian cotton, produced in Arizona and California, 38,000 running bales.

The average weight per running bale is estimated at 505.8 pounds gross, compared with 502.4 pounds last year.

With the estimate of 11,700,000 bales as this year's crop, the final figures are 118,000 bales less than forecast from the condition of the crop September 25. This year's crop, however, is larger than any since 1913.

The acreage this year was large but in August the crop suffered more than in any month in the history of American cotton growing.

The production forecast in September showed a falling off of 2,482,000 bales as a result of deterioration during August. The first production forecast of the crop this season, based on June 25 conditions, was 15,325,000 bales.

Nipissing Mines Pays Extra

New York, Dec. 11.—The Nipissing Mines Company has declared an extra dividend of 5 per cent, the same as three months ago, in addition to the regular quarterly dividend of 5 per cent, payable January 20 to stock of record December 31.

NEW YORK BUTTER AND EGGS

New York, Dec. 11.—BUTTER—Receipts, 5001 tubs. Higher scoring, 59@70c; extra, 69c outside; firsts, 63@68c; seconds, 58@62c; State dairy, 67@68c; imitation creamery, 77@78c.

EGGS—Receipts, 5210 cases. Extras, 75@76c; extra firsts, 73@74c; firsts, 71@72c; seconds, 66@67c; refrigerators, special marked, 43@57c; firsts, 43@58c; seconds, 66@70c; thirds, 60@68c; dirties, No. 1, 52@54c; dirties, No. 2, 47@51c; checks, 45@47c. State white, 94@95c; western and southern whites, 75@93c; Pacific coast whites, 93c; nearby whites, 70@75c; browns, 78@83c; mixed colors, 70@76c.

BUSINESS CAREER OF PETER FLINT

A Story of Salesmanship by Harold Whitehead

(Copyright)

CCLXVII

THAT chap Todd, in the next office to mine, is no fool. I met Todd in the elevator this morning and I said, "Good morning," of course. He said:

"My name's Todd; are you Flint, who has the next office to me?"

I said "Yes."

Then he said: "I used to be in the real estate line, but I gave it up. It listened dandy on paper, but things never worked out as I planned. I hadn't enough capital to put it over—I only had about $5000, and, of course, that was a fleabite to what I wanted—but, of course, you know that as well as me."

I had an awful sick feeling in my tummy when he said this, but he hadn't finished speaking.

"My biggest job was trying to get salesmen; the best I ever got was a woman at that. The real fellows went to the big concerns who had money enough to carry their men through the winter. I got a force together, but when it got too cold to sell land I let 'em go and, of course, I couldn't get 'em back again the next spring.

"The second and last summer I spent in selling house lots was punk. Before the season was over, however, I managed to get five fairly decent fellows, but I reckon each of 'em cost me $500 to get."

"Five hundred to get—what do you mean?" I exclaimed.

"I probably dropped that much money on wasters in trying to get worth-while fellows. You see, Flint, I'd put on a fellow and give him a drawing account, and then in a few weeks he'd either fly the coop or else I'd fire him. Every worth-while fellow I got was the sifting of perhaps fifty others. I know a bookhouse who say that if they get one in a hundred they are satisfied."

My head began to swim with the thought of what was ahead of me. It seemed a good chance to find out, so I accepted his offer to drop into his office, so he could tell me more about the problem of hiring salesmen.

"Did you lose those five men the next winter?"

"Nope, I told 'em to suggest something they'd like to sell during the winter, and I'd buy it so's they'd have steady work all the year. It listened good to 'em and they finally suggested vacuum cleaners.

"I dickered with a maker and got an agency. Those cleaners went so well that I dropped land entirely and sold novelties ever since. Three of those five fellows are still with me. One went west to a farm and one got the agency for the cleaners in Michigan."

"How many men have you now," I asked.

"Eleven altogether. Nine regulars and a couple of tryers. I usually have one tryer at a time, but these two looked good, so I wouldn't let a likely chance slip by."

He saw I looked puzzled, so he explained that he was always on the lookout for men, but only advertised irregularly. He looked for young, snappy fellows, who've got plenty of nerve and are cheerful. Then he looks them up very carefully. He never hires them till the third visit. He says if they come back twice, they've got the right kind of stuff in them. Besides, he wants to see if they keep up their personal appearance. Then he'll hire them and is ready to carry them for a long time, so they can learn the business. He makes it a point to personally train each man.

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Consomme with Fried Noodle
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Young Turkey Hash in Cream with Green Pepper
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ROAST MEATS

Prime Ribs of Native Beef
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VEGETABLES

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Hot Tea or Coffee

American and Chinese Dishes Fit for Royalty

Efficient service and very moderate prices.

Music—Ladies' Orchestra

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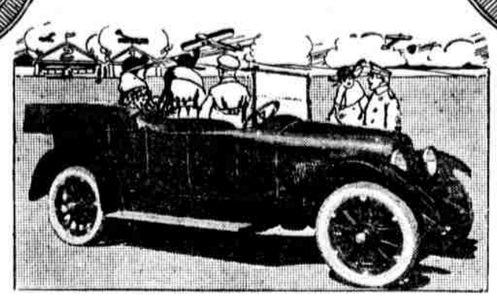

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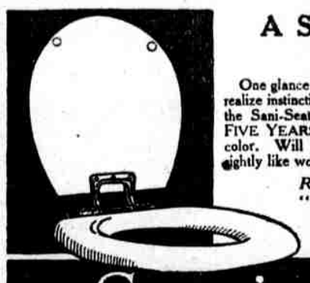

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Twelve standard upright models and these art styles are now ready:

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The extraordinary demand for cars that now confronts the Paige is extremely gratifying and proves once more that the Paige—in War-Time or in Peace-Time—holds its place as the best dollar-for-dollar value in its field.

This popular clamor for Paige cars is, however, somewhat embarrassing. It will be several months before our factory can reach normal production. There is no magic wand to transform War-Time plants into Peace-Time plants over night.

We are forced, therefore, to ask your patience and indulgence. We are doing our utmost.

We suggest that for your protection you file your order for a Paige car at once, so that there may be as little delay in delivery as possible.

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