## **BUSINESS NOTES**

Shipping rates on commercial cargoes from United States Pacific Coast ports to China, Lapan, Philippines and other points in the Far East are to be cut about 60 per cent by the United States shipping board in accordance with the policy to restore occan-carrying tariffs to something like a normal basis. The rate on New York to Vladivosok via Panama Canal has been cut from \$55 per ton to \$40, effective yesterday. The lower rate from Pacific Coast ports to the Far East are to be effective March 1 and follow a reduction of \$6.2-3 per cent made in transatlantic rates by British shipping interests.

Steel manufacturers have received the first inquiries for steel from the United States Government reported since the ending of the war. They have been notified by the Navy Department that it will receive bids until February 18 for steel required for four battleships and one fuel vessel, which the government will build.

The French Government has placed an order for something in excess of 1300 tons of ship plates for early de-livery. The tomage was originally allo-ated to the American producer through he war industries board, but a firm order never negotiated until very re-

in January for the development of the nation's oil and gas resources, having aggregate authorized capitalization of \$60,825,000. This amount compare

in December with capital of \$5,293,000.

Railroad tariff regulations, which refuse to allow egg shippers to claim damages unless more than 5 per cent of the contents of a shipping case have been broken, or to pay for more than 5 per cent, were set aside today by the interestate Commerce Commission. The decision ordered all eastern trunk line roads and the railroad administration to establish a new set of rules on May 1, correcting the requirements under existing rules. The commission also held to be unreasonable the tariff rule impder which railroads disclaim all responsibility for dambased as a state of the contents of a shipping case have been broken, or to pay for more than 5 per cent. Were set aside today by the interest of the contents of a shipping case have every commission houses and covering by shorts. Offerings were free toward the end The volume of business was not large. The movement from first hands remained light.

Conservative authorities in the trade capture.

Conservative authorities in the trade capture.

Then the train pulled out of the station on its way to New York—and my factors acressed the plant all the wheat possible.

Leading futures ranged as follows:

Out 1 left.

With Peter to the truin. He likes some one to see him off."

She blushed and said she might manage it. So we set off together to the station, mother giving me a kits and hug as it left.

When the train pulled in Mary said:

"Good luck to you, Peter, sweetheart mine." Then the train pulled out of the station on its way to New York—and my factors acres acres as shrinkage in this year's acres acres acres as shrinkage in this year's acres acres as shrinkage in this year's acres acres acres as shrinkage in this year's acres acres as shrinkage in this year's acres acres acres acres acres acres as a shrinkage in this year's acres acres acres as a shrinkage in this year's acres acres acres acres as a shrinkage in this year's acres acres acres as a shrinkage in this year's acres acres acres as a shrinkage in this year's acres acres held to be unreasonable the tarin rue, held to be unreasonable the tarin rue, inder which railroads disclaim all responsibility for damaged egg shipments sponsibility for damaged egg shipments unless the cases or crates showed external evidence of rough handling.

Leading futures ranged as tolice. Corn the delivery to the delivery t

The war trade board announced today that iron and steel, except high-speed steel, had been added to the list of commodities for whigh licenses for export to Switzerland would be granted freely.

The International Institute of Agricule The International Institute of Agriculature estimates the 1918 production of wheat in Spain, United Kingdom, Italy, Luxemburg, Netherlands, Sweden, Switzerland, Tunis, Egypt, British India, Japan, Camada and United States at 2,025,000,000 bushels. This is 18 per cent more than the crop of 1917 and 7 per cent more than the average of the five years ended with 1916. Rive was 31 per cent more than the preceding year; per cent more than the preceding year; barley shows an increase of 9, oats 5, sugar beets 9, tobasco 4 and linseed 20 per cent above the preceding year. Po-tatoes were but 90 and corn 87 per cent of the 1917 crop.

shipments was lifted today at points east of Chicago, except Indianapolis. With reference to rumors that the practice of fixing a minimum price for hogs would case with this month. Everett Brown, of the hog committee of the food admigistration, said that no action had been taken on the subject.

Removal entirely of limitations upon the export of many commodities, including clothing, machinery and rubber tires, to Norway, Sweden, Deamark and Holland, was announced today by the war trade board. Such exports will be licensed freely, subject only to the conditions that proper import certificates have been issued. The board gave notice that the associated governments had informed the governments of the countried named of modifications in restrictions upon the export of various commodities, covered by existing agreements, materially increasing the amounts which may be exported.

## Refined Sugar Unchanged

New York, Feb. 6.—Conditions governing the refined sugar market remain unchanged. The domestic demand continues moderate, but refiners report a fair inquiry for export. Prices are unchanged on the basis of %c, less 2 per cent for eash, for fine granulated. Raws also are unchanged at 7.28c for %6 cen-

## WANTED

Warehouse, space 20,000 to 25,000 square feet, on railroad siding, preferably on one floor with elevator service. State full particulars. P 236, Ledger Office.

## CORN FORCED LOWER WHEN LONGS UNLOAD

Excellent Buying, at Start, Absorbs Continued Heavy Sales. Oats Turn Easy

GRAIN BELT WEATHER FORECAST ht south and east, isconsin-Fair tonight and Friday; er tonight. Minnesota—Fair tonight and Friday; colder tonight and restreme southeast Friday; North and Surfeme southeast Friday; North and South Daketa, Nebraska and Kansas—Fair tonight and Friday; colder, Montana—Parity eloudy tonight and Friday, probably snow west and central; colder.

colder.
Wyoming—Partly cloudy tonight and Friday, probably snow extreme west; colder east tonight.

Chicago, Feb. 5.-Unloading by longs forced the corn market down today and it ended lower after it had been strong. Said she had a lot of things to see to in Early there was excellent buying in-cluding covering by shorts, which was sufficient to absorb continued heavy sales by houses with connections in the sales by houses with connections in the sation's oil and gas resources, having sales by houses with connections in the surregate authorized capitalization of 150.825.000. This amount compare with twenty-eight companies chartered in December with capital of \$5,292, and the surregate of \$5

The Standard Oil Company of Louistana today reduced the price for Caddo crude oil, below 22 gravity, 25c a barrel to \$1 a barrel.

Oats—
May 55% 57 25% 501 25

BUSINESS CAREER OF PETER FLINT

A Story of Salesmanship by Harold Whitehead

\*\*PETER." dad asked me this morning in before breakfast, "are you still beeping that diary I gave you when you started your business life in Boston."

I stopped packing my grip and looked up in surprise. I thought dad had forgotten all about that, for he'd never mentioned it. "Yes, dad, I promised you mentioned it. "Yes, dad, I promised you was a saing prices."

of Markets, United States Department of Agriculture:
FRESH BEEF—Receipts moderate: market strong on better grades at \$20 to \$22; demand fair. "OWS—Receipts moderate: market steady on best grades at \$10 to \$21, very dragsy on onest grades at \$10 to \$21; demand only common kinds at \$15 to \$17; demand only year and mentioned it. "Yes, dad, I promised you I would, if you remember."

"Good boy, Peter. Haven't you found

market steady at \$12 to \$24, as to quality; demand light.

PORK—Receipts moderate: market fairly settive at \$24 to \$25; demand fair.

LAMB—Receipts light: market strong at \$27 to \$32; frozen stock \$24 to \$28; demand good. it interesting work?"
"Ye-es, at times; but it's been muite a sk to keep at it every day."
"If you'll keep it up till the end of this week, until you decide on your future career, I'll release you from that promise. Of course, if you wish to keep

so far as I'm concerned its work is done."

"What do you mean by that, dad?"

"Read it sometimes, Peter. Read it soon and notice how your ideas and ideals of business have changed. You are a bigger lad than when you started your career at Marsh & Felton's up in Boston. You made some bad slips, but you pulled through like a man. I'm proud of you, my boy."

Say, deesn't it make a fellow feel as

son pulsed through like a man. I'm proud of you, my boy."

Say, doesn't it make a fellow feel as if he were somebody when his dad speaks like that? I felt real proud and also determined to live up to dad's last opinion of me.

Mother, dear old mother, she had made a bigh nile of buckwheat seels for

made a high pile of buckwheat cakes for my breakfast. I don't think there's any-thing on earth quite so delicious as a

### pile of steaming brown buckwheat GOSSIP OF THE STREET The warm appetizing odor of the crisp

ing batter puts the final keen edge on hunger Then the pile of smoking cakes, all shades of brown, from the dark brown of the center to the pale golden

of the edges.

A pitcher of maple cirup and not one

of those measly thimble-size affairs that

the beaneries serve you, but a generous, liberal pitcher, which invites you to in-

And that first delicious mouthful,

segment, five cakes thick, dripping with the luscious strup which makes a de-licious dish, one fit for a poet's pen and

minstrel's song.

There, just see what the recollection of

hat glorious breakfast did for me. When

Mary had breakfast with us. She was rather gulet, but the rest were full of fun and talking of the wedding. "I wish it were ours, Mary dear," I

"Dear Peter, our time will come in

Dad had to go to the store. Mothe

An advertisement in the magazine at

tracted my eye. It read: "You plan to increase your business every year. What

thought about it more or less on that three-hour trip to New York. I decided

that as I certainly wanted to increase

my earning power every year I could

nly do it through increasing my abil-

To do that I must do more than

merely "make good" on my job, what-ever it may be. I must learn more if I

ould earn more.
"Bruno Duke is the man to help me,

map out a plan of study or reading that will give me knowledge that will

be of use to me in my business, what-ever it might be."

TODAY'S BUSINESS EPIGRAM

The wold is a university and th

What does this mean to YOU?

LOCAL MEAT MARKET

The following report of the fresh-meatrade in Philadelphia is furnished by the local livestock and meat office of the Furea of Markets, United States Department

Copper Producers Selling Metal

DIVIDENDS DECLARED

Niles-Bement-Pond Company naurterly of the per cent on common, payable March 26 o stock of record March 2. The quarterly f 1/2 per cent on preferred was also de-ared, payable February 20 to stock of rec-ed February 6. Fratt & Whitney Company, quarterly of per cent on preferred, payable February to stock of record February 6.

taily newspapers its textbook.

"I'll ask him to

thought to myself.

I'm to see him tomorrow,

about your ability?"

That phrase stuck in my mind.

I'm rich I'm going to erect a monumen to earth's greatest gift to men-buck

dulge freely.

eat cakes.

whispered.

hand.

## VIEWS ON RAILROAD CONDITIONS PROVE PUZZLING TO FINANCIERS

Faith Pinned to Statements Put Out by Interstate Commerce Commission-Approve Plan of Director General Hines-Gossip of the Street

THERE is a feeling among financiers that there is something the matter with the reports from various sources on the condition of the railroads. A well-known banker remarked in this connection that he doubted whether those responsible for correct reports really know the true conditions themselves. The whole thing, he said, seemed to him

While this feeling is general, those who take an interest in the situation naturally pin their faith to the statements put out by the Interstate Commerce Commission, whose latest report shows a heavy decrease in operating income during the last year under government control in spite of the heavy increases in freight and passenger rates. .

Bankers and brokers who have been questioned on the subject, all favor a return to former pre-war conditions as soon as possible, if it can be accomplished without loss to the security holders. One banker, whose opinion is virtually that of a majority who have spoken on the matter, said he does not believe a return to pre-war conditions the best thing to do, but that any change would be a relief from things

## Director General Hines's Railroad Plan Approved

Many financial men spoke approvingly of the plan outlined by Director General Hines before the Senate committee on Tuesday, which had for its foundation a regional system, modeled somewhat after the plan of the Federal Reserve Bank system, and which has been advocated through interviews with bankers and brokers in this column for months past. Mr. Hines said this plan is the ultimate solution of the ratiroad problem; but he added that he did not believe it could be carried out within the twenty-one months' period of Federal control, and for that reason he advocated a five-year trial extension.

Brokers attributed the favorable turn in the market for rails on Tuesday as the result of the following statement by Mr. Hines before the Senate committee, which has had the effect of setting a good many people right on the policy of the railroad administration as regards the return of the properties:

"Another needless assumption which has been made and which can be readily eliminated from the discussion is the assumption that if the railroads shall be relinquished the step will be taken in a precipitate way. My own thought is that whenever an appropriate time for relinquishment shall approach, due notice of the step will be given and the relinquishment will be made in an orderly way, so as to afford a reasonable opportunity for the transition from Federal control to private

### Unification of Railroads in Southwestern Section

On the other hand, there has been published a resume of what has been accomplished in the southwestern region during the period of governmental control by Regional Director B. F. Bush, which is in part as follows:

"One hundred and sixty-eight terminals (including shops, train yards, etc.) and stations have been unified, resulting in better service and an annual saving of approximately \$1,434,000.

"The consolidation of engine-house and car-repair facilities (outside of large terminal points), by a general pooling arrangement, has been attained at fifty-four points, with greater efficiency of service. The saving accomplished by reason thereof approximated \$577,000 per annum.

"Joint industry and interchange switching, by establishment of zones and reciprocal arrangements among railroads, was attained at forty-seven points. Heretofore 109 roads switched the same industries, while under the present plan the switching is done by fifty-four roads, at a saving of approximately \$228,000 per annum; in addition, numerous locomotives were released for other service.

"Competitive passenger trains were eliminated in some instances and consolidated in others; schedules of through trains were lengthened in other cases and local work added in order to eliminate local trains; some with extremely light earnings operated at a heavy loss, and others which had been incidental to freight competition, were discontinued; at the same time what is regarded as reasonable service to the traveling public is maintained.

"The total saving from January 1, 1918, in the principal items was approximately \$3,961,333.

"A comparison of the office forces involving salaries of \$3000 per annum or more shows that under corporate control 907 officers were employed at an aggregate salary of \$4,923,000, while under Federal control the same administration is obtained by 758 officers at a cost of \$3,769,000, or a reduction of 149 men and approximately \$1,155,000 per

"Under Federal control, with competitive conditions eliminated, the saving in traffic department expense incident to closing of offices and reductions in force amounted to approximately \$2,600,000 per annum." And the question naturally arises, why cannot similar results be

obtained in other regional divisions?

## No Definite News Concerning the "Victory" Loan

In the absence of anything more interesting, there was some discussion in financial circles over the next Victory Loan. It is said that shrewd investors are taking unusual interest in the present prices of Liberty Bonds and purchasing heavily for investment. Several houses have reported this condition within the last few days. As to the Victory Loan, there seems to be no definite news as to its terms or the exact date of launching the campaign. In speaking of the matter, a banker who is usually well informed on such issues said he did not believe those who have the Victory Loan in charge in Washington have decided yet on the important points in connection with the issue. Of course, the usual rumors are affeat of a postponement of the loan until later in the year when there will be a better business outlook. There are also the usual guessing contests as to the terms of the issue.

One of the latest is rather unique and proposes that the issue he divided into two classes of bonds, some with a short and some with a ong maturity to meet the requirements of the various classes of investors, and the suggestion is made that the short-term ones be for a five-year period with 4% per cent interest and a tax exemption up to

## Convertible Feature of First 31/2 Loan

There has also been a good deal of discussion about the first issuethe 314 per cent Liberty Bonds. It is now recognized that they are the only issue now outstanding which has the conversion feature right so far as the impending Victory Loan is concerned.

The conditions under which the 31/2s were issued provided for their conversion into any subsequent bonds issued during the period of the war, except that they cannot be converted into short-term notes.

It is argued that should the Victory Loan be for a five-year maturity the courts might construe that they were notes and not bonds; and again, should the peace be signed before the date of the Victory Loan, this would eliminate the loan from consideration, as it would terminate the war period.

## New Jersey Public Service Corporation Notes

The new issues which were anticipated in this column last week have made their appearance. A syndicate headed by Drexel & Co. and Bonbright & Co. offered yesterday \$12,500,000 three-year convertible 7 per cent gold notes of the Public Service Corporation of New Jersey at 98%, at which price they will yield more than 7.55 per cent. The most attractive feature about this issue is the option extended to the holders to convert these notes at any time prior to December 31, 1921, into 8 per cent preferred stock of the corporation. This preferred stock is a new issue and \$10,000,000 of it is to be offered at an early date to the stockholders at par.

The proceeds of the issue are to take care of a floating debt and provide additional working capital for the corporation. The general comment on this issue was very favorable and it was expected the notes. would be substantially oversubscribed.

## Brighter Outlook for Public Utilities

Henry L. Doherty & Co., in a recent letter to investment houses, say in connection with the outlook for public utilities:

Public utilities of the country, especially those of Cities Service Company, are opening the year of 1919 with much brighter prospects than they did in 1918. While many problems which confronted public utility corporations still remain to be solved, operators of these companies look forward to the coming year with a much greater degree of optimism and a general belief that results of operation for 1919 will show material improvement over those for 1918.

"Reports from managers of public utility subsidiaries of Cities rvice Company throughout the country indicate that general business matthews have not been nearly so seriously upset by the transition from the country in the land basis as might have been anticipated, and

## Philadelphia Markets

GRAIN AND FLOUR

GRAIN AND FLOUR
WHEAT-Receipts, 16,433 bushels. The
market ruled firm but trade was quiet.
The following are the quietations: Car
lots in export elevator government stands
and inspection stendard prices—No. 1 red
winter, \$2.30 No. 1 northern apring, \$2.39.
No. 1 hard winter \$2.39 No. 1 red smutty, \$2.35.
No. 2 red winter, \$2.36 No. 2 northern
apring, \$2.36 No. 2 hard winter, \$2.36,
No. 2 red winter, \$2.36 No. 2 northern
apring, \$2.38 No. 2 hard winter, \$2.36,
No. 2 red winter, \$2.38 No. 3 red winter,
\$2.30 No. 3 northern spring, \$2.32 No. 3 hard
winter, \$2.32 No. 3 red winter,
\$2.30 No. 3 red emutty, \$2.33 No. 3 red
\$2.30 No. 4 sarileky, \$2.30 No. 4 smutty,
\$2.30 No. 5 sarileky,
\$2.30 No. 4 sarileky,
\$2.30 No. 5 sarileky,
\$3.30 No. 5 sari No. 3. northern spring, \$2.32. No a hard winter, \$2.32. No a hard winter, \$2.32. No 3 red winter, \$2.32. No 3 red winter, \$2.23. No 3 red winter, \$2.23. No 3 red winter, \$2.24. No 5 red. \$2.24. No 6 garlicky, \$2.25. No 4 smutty, \$2.25. No 6 garlicky, \$2.25. No 6 g

## was quiet, but prices were stoudily a basis of 9c for fine granulated. DAIRY PRODUCTS

Piscons. old. per pair. 40@43c: do. rouns. per pair. 35% 40c. promper pair. 35% 40c. prompe

## FRESH FRUITS

## NEW YORK BUTTER AND EGGS

New York Butter And Eggs

New York, Feb. 6.—BUTTER.—Firm. Receipts 4778 tobs. Creamery, higher than extras 500 50%; creamery, higher than extras 500 50%; creamery, higher than extras 500 50%; creamery, higher than extras 600 50%; creamery white 50%; creamery and 600 from and 600 freezes 600 freezes 600 gathered brown and 600 freezes 600 gathered brown and 600 freezes 600 fr

Pittsburgh, Pa., Peb 6.—HOGS—Receipts, 1500 head. Active, Heavies, heavy yorkers and light yorkers, \$18.40 ff 18.50; pics, \$17.75 ff 18.25.
Sittsep AND LAMBS—Receipts, 500 head.
Strong, Top sheep, \$12.50; top lambs, \$17.80; CALVES—Receipts, 135 head. Higher, Top, \$17.75.

Fast Buffalo, N. Y. Peb, 6.—CATTILE— Receipts, 300 head. Strong Calves, receipts, 60 head. Market \$1 higher: \$56720. ECOS.—Receipts, 800 head. Good, steady, and 1, 20c to 50c lower: heavy, \$15.918.20. piece and workers \$18.50. light porkers, \$18.50. piece \$17.70.018; throwouts, \$12.00 high process, \$15.00 high process, \$17.70.018; throwouts, \$12.00 high process, \$17.70.018; throwouts, \$12.00 high process, \$15.00 high process, \$17.70.018; throwouts, \$12.00 high process, \$15.00 high process, \$17.70.018; throwouts, \$12.00 high process, \$17.70.018; throwouts, \$17.70.018; throwo

St. Louis. Mo., Peb. 6.—HOGS—Receipts, 12 006 head. Steady. Higher. Lights, 117.109 217.55; pigs. 117.509 16.50; hutchers. 117.35 217.50; pigs. 117.509 16.50; hutchers. 117.35 217.50; good heavy. 117.75 218. CATTLE—Receipts. 3350 head. Strong. Nailve steers. 111.505 18.50; heifers. 19.505; 16; cows. 17.505 12.50; heifers. 19.505 16; cows. 17.505 12.75 213.7

Kansas City, Ma., Feb. 6.—HOGS—Respite, 4500 head. Strong. Heavy \$17.550
.85; butchers. \$17.25017.50; lights. \$170
.80; plas. \$12016.
CATTLE—Receipte. 2500 head. Steady,
spine sleepe. \$18.20; septlems areas, nonally. \$1016. sous. \$7016; better. \$20
catter. \$18.20;

## APPEAL TO HOBSON TO PURIFY POLITICS

Wharton Barker Asks Former Congressman to Lead Nation-Wide Campaign

economist, of this city.

the market was quiet at economist, of this city.

Ye nucte: Car lots as to 10white 676 671sc Standard
of No. 2 white. 631s 2006ct cording to Mr. Barker, is to inform and

PROVISIONS

In market ruled steady with a fair in the lines of the United States. In the second the

DAIRY PRODUCTS

CHEESE—Quiet and barely steady. The following were the quotations. New York whole-milk, fancy, held, 36 336 3c, specials higher do, do, fair to sood held. 35 35 3c, New York, whole-milk current make best here, 32 53 3c, while definition whole-milk, fancy, 36 36 3c, co. 31 36 36 3c, co. 32 53 3c, new York, whole-milk current make best here, 32 53 3c, where you have been been a 32 53 3c, while demand was good. Questations: Solid-packed and 1c higher on prints. Been been a 40 3c, higher-secring sode, 50 3c, while demand was good. Questations: Solid-packed creamery extras, 40 3c, higher-secring sode, 50 3c, while demand was good. Questations: Solid-packed and 1c higher on prints. Been been a 40 3c, higher-secring sode, 50 3c, while demand was good. Questations: Prints, 44 54 4c, seconds, 41 57 3c, far to good, 18 53 4c, while the solid-packed and solid-packed and solid-packed and solid-packed of the solid-packed and solid-packed of the solid-packed and solid-packed of the solid-packed and solid-packed solid-packed and solid-packed and solid-packed solid-packed and s

### Deaths of a Day SAMUEL H. HOFFMAN

seas. For Years Chairman of Fourth Ward Republican Committee

FRESH FRUITS

Oranges were more plentiful and easier. Other fruits were enerally steady with offerings moderate and demand fair. The quotations were as follows: Apples. New York, per harrel—King, 146%; Raidwin, 156%; Northern Snv. 166%; Northern Snv. 166%; Northern Snv. 166%; Hubbardston, 56%; Northern Snv. 166%; Hubbardston, 56%; Northern Snv. 166%; Oranges, Pennsylvania, and Virginia, per bbl.—Ben Davis, 147, 156%; Gieno, 154%; 50. Vork Imperial; 547, 56%; 60. Vork Imperial; 60. Virginia, per box, 2, 200%; 40. do. California, 200%; 40. do. California, 200%; 40. do. California, 200%; 40. do. California, 200%; 40. do. Calif

# Mrs. Catharine Williams

twenty years ago in saving the life of Henry Frick, wher, Alexander Berk-man hurled a bomb at the steel magnate.

Mrs. Alexis E. Boericke

Mrs. Alexis E. Boericke
Mrs. Mary L. H. Buericke, wife of
Alexis, E. Boericke, died at her home,
1800 North Broad street Tucaday, after
an iliness of one week of pneumonia,
Mrs. Boericke, who was thirty-two years
old, was a daughter of the late James
A and Catharine C. Hutchinson, of
Woodbury, N. J. She was a tirelass
suffrage worker and was a member of
the Tioga Chapter of the National Women's party.

## Sister Mary Teresa

only first No. 2 white. 65's fidect white 64's fidect white 65's f

## Cotton Buyers and Sellers

New York, Feb. 6.—March—Hymtn, Gifford, Houkins, Dwight, Keiffer bld Rosenberg, Geer and Weick offered May—Russell, Wenman, Hyman, Burnett, W. Gumoons, Rountree, R. Hubbard, Geer, S. T. Hubbard and Wachsman bid, Gifford, Gearman, Morrison, Rosenberg, Bartlett, Geran, Abraham and Schill offered.

July—Bartlett, Guild, Young, S. T. Hubbard and Schill and Schill offered.
July—Bartlett, Guild, Young, S. T.
Hubbard and Geer bid; Russell, Hyman,
Orvis, Sellar, W. Gumeens, McEnany
and Film offered.
October—Russell, G. Gumeens, Siget
and Wachsman bid; R. Hubbard, Rosans,
berg and W. Gumeens offered.

## Liverpool Cotton

Liverpool, Feb. 6.—Spot cotton was quiet today with prices easy on the basis of a decline of 2 points for middling, old contract, at 17.37d. Sales were toop bales; receipts 14.000 bales, including 13.800 bales American Futures were steady in the early dealings. Spot prices were: American middling, fair, 18.68d; good middling, 18d; middling, 17.37; low middling, 18d; good ordinary, 14.80d and ordinary, 14.27d.

## **Drawing Materials** Blue Printing

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cks on the other side, wire rope equip-

ped, are the marvel of Prance.

War when it was decided to build and maintain a 3,000-mile line of communication between America and Europe. Beginning in mine and forest, every From our entrance into the great struggle, pound of material in our Bridge of Shipe by far the largest part of all Broderick & pound of material in our Pridge of Ships was handled again and again by wire ropes -- silently, efficiently, expeditiously. And as each ship was finished, wire ropes put aboard the equipment and the cargo. The mechanical stevedores of our great Bascom Wire Rope produced, has been engaged directly or indirectly in war work.

That Bridge of Ships

The Sinews of Construction at once became the Sinews of

There is a grade of B. & B. Wire Rope best suited to every purpose, civil and military. Our grades include the cale-brated Yellow Strand Wire Rope.

BRODERICK & BASCOM ROPE CO., ST. LOUIS, NEW YORK CITY