

375 SHARES PENN WORSTED CO. PAR \$100 to be sold Wednesday, September 3, 1919, at 12 o'clock noon in our salesroom, 201 Phila. Bourse.

BARNES & LOFLAND 147 S. 4TH ST., PHILADELPHIA, PA. \$35,000,000 REPUBLIC OF CUBA

8% Gold Bonds of 1904 Coupons due September 1, 1919, of the above Bonds will be paid on presentation at our office on and after that date.

FOR SALE AT MERRICK VILLA Opposite Knickerbocker Hotel, two-story houses—Bungalow type.

FINANCIAL Dividends United Drug Company Common Stock Dividend No. 12

THE LEHIGH COAL AND NAVIGATION COMPANY PHILADELPHIA, Pa. 25, 1919. DIVIDEND NO. 108

NOTICE OF REDEMPTION OF BONDS Notice to holders of the Kentucky River Oil Company bonds.

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GOSSIP OF THE STREET BANKER DEPLORES EFFORT OF LABOR TO START STRIKE

Doubts if Rank and File of Workers Want Walkout at This Time—Gossip of the Street

"IT WILL be nothing short of a crime," said an investment banker yesterday in commenting on the letter of the labor leaders to Judge Gary, chairman of the United States Steel Corporation.

"In 1902," he continued, "the average annual wage of each employe of the steel corporation was \$717. Last year, 1918, the average was \$1085; for the month of December, 1918, the average was \$1160.

Another banker said he understood that the present average annual wage of all steel workers in the country is now \$2000, "I hold no brief," he said, "for the United States Steel Corporation or any other steel concern.

Further Plans for Stabilizing Exchange Foreign exchange still continues a leading topic among bankers and brokers. An interview with a broker pointed out the stabilization of the exchange rates between the United States and Great Britain and France.

Proposed Lottery Loan of Twelve Billion Dollars by France There was considerable amusement, mingled with serious comment, in certain parts of the financial district yesterday over the announcement from Paris that one of the French deputies had introduced a bill authorizing a lottery loan of \$12,000,000,000 without interest.

Bank of England Reduces Interest Rate on Foreign Balances Among a number of things which he said he could not understand, a well-known member of a banking and investment firm said he could find no explanation why in the cable reports from London it should be stated that the Bank of England on Thursday last had reduced the rate of interest on foreign balances from 4 1/2 per cent to 3 per cent.

DUAL RAIL PLAN UPHELD BY BRYAN WESTERN STOCKMEN FIGHT PACKING BILLS

Washington, Aug. 30.—William Jennings Bryan laid before the House Interstate Commerce committee yesterday his dual plan of state and federal ownership of the railroads.

Washington, Aug. 30.—Interjecting some sharp advice and warning to city dwellers as to meat prices, western stockmen yesterday laid before the Senate agriculture committee further protests against the Kenyon-Kendrick bills to regulate the packing industry.

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CONSTRUCTIVE TREND ON STOCK MARKET

Improvement in General Labor Attitude and Better Foreign Exchange Noted

HIGH PRICES TO PERSIST New York, Aug. 30.—The Sun's financial review of the week says: The week closing today was highly constructive and its developments gave promise in the opinion of many observers of a broader and higher market for securities in the near future.

Shorts Hard Hit In truth, neither the longs nor the shorts could feel convinced of any certainty that events between Friday and Tuesday would be favorable to them.

High Prices for Two Years A stock exchange house undertook a symposium of business opinion on the outlook, 1919 representative business men being invited to declare their views.

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THE BUSINESS DOCTOR By HAROLD WHITEHEAD

Author of "The Business Career of Peter Flint" and "Bruno Duke—Solver of Business Problems"

A Saturday Shopping Episode per. See that every promise you make is fulfilled. Write each customer a letter after he has received his goods, asking if they were satisfactory.

When I got the letter, "Is that so, I see I've made a mistake. I've evidently got into Keith's by error. I'll get out and go to a store!"

Stolen Fruit "It's all right to dream noble dreams all day, but don't let it keep you from doing the chores."—The Salt Seller.

Readers' Questions Answered Mr. Whitehead will answer in this column questions on marketing, buying, selling, advertising, letter-writing, business education, and on matters pertaining to the choice of a vocation.

THOS. SAVILL'S SONS 1810 WALLACE STREET

Regular Sailings from Philadelphia To MARSEILLES and BARCELONA Steamship ELM BRANCH

FOREIGN PURCHASES FINANCED OUR COMMERCIAL LETTERS OF CREDIT (1865) POUNDS STERLING AND OTHER CURRENCIES FOR IMPORTING MERCHANDISE ARE AC-

Brown Brothers & Co. Fourth and Chestnut Streets Philadelphia

We Offer for Subscription 500,000 Shares Capital Stock Mutual Divide Mining Company

Vacation Trips by Coastwise Steamers If you love the water don't miss these ideal days for a short restful trip at sea.

George L. Ware & Co. R. S. Dodge & Co. The entire issue having been sold, this advertisement appears as a matter of record only.

into any price competition. Have your work so good that price is of little consideration. I have mailed you a list of good books on salesmanship and also trade journals dealing with showcard writing and advertising.

TO BE CONTINUED

STEAMSHIP NOTICES CUNARD ANCHOR (Passenger and Freight Service)

NEW YORK TO LIVERPOOL Aquitania Sept. 18

NEW YORK TO PLYMOUTH, HAVRE and LONDON Saxonia Oct. 4

NEW YORK TO PLYMOUTH and CHERBOURG Caronia Oct. 29

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