NEW ISSUE

BUILDERS' MILLWORK

Doors, Sash, Mouldings, Columns, Etc.

THE HANEY-WHITE CO.

17th and Glenwood Ave. Office & Warehouse 21st and Glenwood Ave. Lists From Plans and Estimates Given

The following companies

of all kinds

INSURANCE AGAINST

Riot & Civil Commotion

Commercial Union Assurance Co. and Queen Insurance Co. of America

WILLIAMS & WALTON 416-420 Walnut St., Phila.

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Beidler & Bookmyer General

> **INSURANCE** BROKERS

424 Walnut Street

New York Office 95 William Street

Fire Association OF PHILADELPHIA

N. W. Cor. 4th & Walnut has given its policy holders solid indemnity for more than one hundred years and has never been so strong financially as now. Have you a policy in this old and reliable Company? CHARTER PERPETUAL

STEAMSHIP NOTICES

ASNC-LINES



MONTHLY FREIGHT MEDITERRAN BLACK SEA PORTS

BLACK SEA PORTS
Marseilles—Barcelona
S/S Susquehanna
SAILING ABOUT OCTOBER 23
Alexandria-Constantinople
Piraeus—Galatz
S/S Onekama
SAILING ABOUT NOVEMBER 1
Steamers sail from Pier 9,
Cherry St.
FOR SPACE AND RATES AFFLY
AMERICAN STEAMSHIP
NAVIGATION COMPANY
REAL ESTATE TRUST BUILDING
Tel. Walnut 390
Trailadelphia

ilings Direct From Philadelphia FOR ROTTERDAM S. "MARGANIT" . . Sailing Nov. 8 FOR HAMBURG

S. "KERLEW". . . . Sailing Nov. 6 hrough Rates Quoted to Baltic and Scandinavian Ports Via Hamburg

KERR STEAMSHIP

CO., Inc. 511 Drexel Building Philadelphia, Pa. ell Telephone ombard 1960" Keystone Telephone "Main 166"

Daily Freight Service

Baltimore, Md. Norfolk, Va. Old Point Comfort, Va. Newport News, Va.

BALTIMORE SOUTHERN NAVIGATION CO.

Municipal Pier 9, orth Wharves, Delaware Ave. Bell Phones Market 4907-4908

EARN LINE

hiladelphia—Havana GENERAL CARGO Shipping Board Steel Steamers "LAKE FLUVANNA". Loading "COQUINA".......... Nov. 10

rates and particulars apply to arn Line Steamship Co.

EIGHT MOVEMEN

NEAR MONTHS GAIN IN COTTON MARKET

Resumption of Buying and Liverpool and Wall Street Support Advance Prices

OTTON BELT WEATHER CONDITIONS OTTON BELT WEATHER CONDITIONS
New York, Oct. 27.—The following temtratures were recorded in the cetton being the control of the cetton being the cetton of the cetton cett

New York, Oct. 27.—Cotton prices jumped again on a resumption of local and outside buying, coupled with sup-port from Liverpool and Wall street

port from Liverpool and value interests.

First prices were 22 to 50 points higher, near months showing the most gains on the strong spot situation and reports from New England about the great searcity of good grades of white cotton. The weather was fairly faceable.

rorable.

The selling inspired by nervousness over labor conditions was absorbed on reactions of some 35 or 45 points, and the market became firmer. Trade interests were good buyers of near months and the absorbing powers of the market appeared to alarm some of the recent sellers for short account, who had expected unsettled outside conditions to cause more general pressure.

pected unsettled outside conditions to cause more general pressure.

This led to a wave of covering which sent January contracts up to 35½c, or 48 points net higher, and 3 points above the best price touched on the opening advance.

The receipts at the norts for the day are estimated at 35,000 bales, against 34,612 bales a week ago, 19,957 bales a year ago and 41,962 bales two years ago.

Sa'. Today's 11.00 1:30 open close 4 m p.m. 35.20 ft/25 35.50 25.50 34.70 ft/86 25.15 34.90 33.30 ft/86 25.43 34.55 34.22 33.50 ft/86 32.85 33.85

Liverpool Cotton

| Am Tel & Tel 58 | 1000 | 100% | 1000 | 63% | 1000 | 100% | 1000 | 63% | 1000 | 63% | 1000 | 63% | 1000 | 63% | 1000 | 63% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 83% | 1000 | 103% | 1000 | 103% | 1000 | 103% | 1000 | 103% | 1000 Liverpool Cotton
Liverpool, Oct. 27.—There was large demand for spot cotton today with prices steady on the basis of an advance of 94 points for middling, at 23.62d. The sales were 1000 bales. The receipts were 14.000 bales, including 12.600 bales American. Futures were strong in the early dealings, Spot prices were: American, middling fair, 27.22d; good middling, 25.02d; fully middling, 24.42d; middling, 23.62d; low middling, 21.77d; good ordinary, 19.82d and ordinary, 18.82d.

LIVESTOCK QUOTATIONS

Chicago, Oct. 27.—HOGS—Receipts, 25.000 head. Twenty-five to 50 cents higher;
bulk, \$12.75#13.60; top, \$18.45; heavy, \$13
\$13.60; medium, \$12.80.613.65; hight \$18
\$13.60; light, lights, \$12.80.612.85; heavy
packing sows, smooth, \$12.80.612.85; packing sows, rough, \$12.25@12.50; pigs, \$12.25
\$618.25. ing sows, rough, \$12.25@12.50; pigs. \$12.25 @13.25.
CATTLE—Receipts. 30,000 head. Un-settled. Beef steers, medium and heavy weight, choice and prime. \$16.75@16.50; medium and good. \$10.75@16.30; common. \$8.00@10.75, Light weight, good and choice. \$14.00.19; common and medium. \$7.75@14. butcher cattle, helfers. \$6.75@14.50; cows. \$6.55@13; canners and cutters. \$5.50@6.85; veal catives. \$16.75@17.75; feeder steers. \$7.75@13; stocker steers. \$6.910.30; western range. steers. \$7.75@16.30; cows and helf-ers. \$5.60.13. SHEEP—Receipts. 50.000 head. Weak, Lambs. \$12.25@15.35; culls and common. \$8.50.012; ewes medium, good and choice, \$6.75.08.25; culls and common. \$3.76.50; breeding. \$0.75.01.250.

Pitsborgh. Oct. 27.—CATTLE—Receipts.

13 stocker steers \$6@10.30; western range steers \$7.75@15.50; cows and helf-ers \$6@13.

SHEEP—Receipts 50.060 head Weak, Lambs, \$12,25@15.35; culls and common, \$8.5.0@12; ewes medium, good and choice, \$6.75@8.25; culls and common, \$32.6.50; breeding, \$6.75@12.50.

Fittsburgh, Oct. 27.—CATTLE—Receipts. 2600 84 ½

Common states and common, \$32.6.50; breeding, \$6.75@12.50; cows, \$5.00@9.50; CALVE3—Receipts, 1000 head, Market steady, Steers, \$13.91; chi & Alton 3 ½s 10.00 heiders, \$10.00@12.50; cows, \$5.00.90 50; chi & CALVE3—Receipts, 1000 head, Market steady, \$7.00; head, \$13.00 \$9.5%; chi & W gm 1000 9.5%; chi & E III 5s 10.00 9.5%; chi & E III East Buffalo, N. Y. Oct. 27.—CATTLE—Receipts. 5500 head. Good. strong. Prime steers. \$15.50 \tilde{m} = \$15.50 \tilde{m} = \$15.50 \tilde{m} = \$16.50 \tilde{m} = \$16. head Lambs, the lower. Lambs, \$8 \$14.75 yearlings, \$7 \$11; wethers, \$9 \$9.50; ewes \$3 \$8; mixed sheep, \$8 25 \$6.8.75.

East St. Louis, Oct. 27.—HOGS—Receipts. \$5000 head. Unevenly 25. to 60c higher. Top. \$13.65. bulk. \$13.613.50. medium weight. \$13.618.50. inclum weight. \$13.618.50. inclum weight. \$13.618.50. inclum weight. \$13.65. bulk. \$13.613.50. medium weight. \$13.65. bulk. \$12.75.613. heavy packing sows. smooth \$11.75.012.55. packing sows. rough. \$10.50.611.75. pigs. \$12.25.9. CATTLE—Receipts. \$14.000 head. Steady to 25c lower. Heet steers medium and beavy weight, choice and prime. \$16.50.018.30. medium and good. \$10.75.018.50.000. \$18.50.018.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$18.50.000. \$

South Omaha, Oct. 27.—HOGS—Receipts. \$13.65 CATLE—Receipts, 14.000 head. Active and steady. SHEEP—Receipts, 21.000 head. Lambs steady to easier. Sheep and feeders ateady.

steady to easier. Sheep and feeders steady.

Kansas City. Oct. 27.—HOGS—Reccivis. 11.000 head. Twenty-five to 50c higher. Eulk. \$12.00 ft 13.10; heavies. \$12.00 ft 13.10; mediums. \$12.75 ft 13.20; lasts. \$12.00 ft 13.10; mediums. \$12.75 ft 13.20; lasts. \$12.40 ft 13.10; mediums. \$12.75 ft 13.20; lasts. \$12.40 ft 13.20; lasts. \$12.20 ft 12.00 head. Steady to 20 higher lasts. \$12.20 ft 13.20; lasts. \$10.00 head. Steady to 20 higher lasts fear \$15.25 ft 18.30; medium early to 20 higher steady to 20 higher steady to 20 higher steady to 20 higher steady to 20 higher steady. \$15.25 ft 13.50; lasts butcher common and steady to 20 higher steady. \$12.50 ft 13.75; leader steady to 20 higher lasts. \$12.50 ft 13.75; leader steady to 20 higher lasts. \$12.50 ft 13.50; steady to 20 higher lasts. \$12.50 ft 13.50; steady to 20 higher lasts. \$12.50 ctalls and common. \$16.25 to tead steady to 20 higher lasts. \$12.50 ctalls and common. \$16.25 to tead steady to 20 higher lasts. \$12.50 ctalls and common. \$16.25 to tead steady to 20 higher lasts. \$12.50 ctalls and common. \$16.25 to tead steady to 25 higher lasts. \$10.25 to tead steady to 25 higher lasts. \$10.50 ctalls and common. \$16.25 to tead steady to 25 higher lasts. \$10.50 ctalls and common. \$16.25 to tead steady to 25 higher lasts. \$10.50 ctalls and common. \$16.25 to tead steady to 25 higher lasts. \$10.50 ctalls and common. \$16.25 to tead steady to 25 higher lasts. \$10.50 ctalls and common. \$16.25 to tead steady to 25 higher lasts. \$10.50 ctalls and common.

Sugar Situation Unaltered

New York, Oct. 27.—With present prices for refined sugar unchanged at 0c, less 2 per cent for cash for fine granulated and 7.28c for raws, 96 degree centrifugals, the situation is unaltered. Discharging of cargoes continues at a moderate rate, ships with raw sugars consigned to one large refinery getting away from dock on normal schedule. The market in new crop Cubas indicates strength in a reported sale for first half of January at 8c.

A statement issued today by the United States Sugar Equalization Board says that local refiners have resumed meltings on a basis of about 50 per cent of normal, the strike situation in regard to sugar ships being considerably relieved. Refined sugar is now being supplied to the City of New York at the rate of 15,000,000 pounds weekly, as compared with about 12,500,000 pounds a week ago. Sugar Situation Unaltered

New York Metal Market New York, Oct. 27.—Copper—Snot. Octo-or and November. 21% c offered; December. 1% c offered; January, 21% c; February and farch, 21% c offered; market weak. Land— pot, October, Movember. December and anuary. 6.5 % 6.5 %; narket quiet. Speiter. last St. Louis—Spot, October. November, ocember, January and February, 7.60% Suc: market dull.

CHICAGO BUTTER AND EGGS Chleage. Oct. 27. — BUTTER — Receipts, 184 tube. Market firm. Extra. 66% circle. Seconds. 50 @ 35c EGGS—Receipts. 430. cases. Market fireis. 50% @ 51c ordinary firets. 50% 52c.

DIVIDENDS DECLARED

OFFERINGS OF CORN New York Bond Sales QUICKLY ABSORBED Summary of the individual transac-

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Third Avenue 4s
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Union Pacific fd
5000 88%
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Weather, Gain in Price of Hogs and Advances in Stock Market Strengthen Prices

Chicago, Oct. 27.-Stimulated by unsettled weather, an advance in prices for hogs and gains in securities at New York, the corn market was stronger today, with general buying by ommission houses.

On the upturp, there was some profit-taking by longs, but sellers of privileges had to protect themselves, and all offerings were well taken.

The December position in particular has a tight appearance, due to the holding attitude of farmers and fears that soft weather and the unfavorable labor situation would interrupt the movement to market. The cash article showed stability and was included to work higher

work higher.

A private cable reported torrential rains in northern Argentina.

After seering moderate gains in sympathy with corn, oats sagged a little because of the unsettled labor situation, particularly the serious conditions at particularly the serious conditions at the port of New York, which encour-aged selling.

Trade was moderate and the market

made a poor showing from a bull standpoint. Exporters displayed no interest
and the domestic demand for the cash
article was disappointing. Bulls called
attention to the fact that stocks were
still on the decline.
A private cabxle reported that Amer-

Northern Pacific is 3000 78 and the domestic demand for the cash article was disappointing. Bulls called attention to the fact that stocks were still on the decline.

Nort & West P 4s 2000 85 34 Nort & West cv 6s 18000 105 ½ Oregon Short L 18 2000 85 44 Pac Gas & El 2000 84 44 Pac Gas & El 2000 85 44 Pac Gas & El 2000 85 45 Pac Corn (new delivery)—

Northern Pacific is point. Exporters displayed no interes and the domestic demand for the cash article was disappointing. Bulls called attention to the fact that stocks were still on the decline.

A private cabkle reported that American clipped oats on spot at Cologne. Germany, were quoted at 2300 marks per metric ton, equal to \$1.13 per bushel at the present rate of exchange.

Leading futures ranged as follows:

Leading futures ranged as follows: Corn (new delivery)— Low Close close Dec. Close High Low Close close Dec. 1204 1284 1284 1274 1275 1284 1284 1284 1284 1284 1284 मद मद नम मद नम 32.50 33.30 32.50 41.90 41.90 32.50 33.30 32.50 33.10 32.50 Nov . 26.75 26.40 26.00 26.05 127.00 Jan. . 24.00 24.40 24.00 24.15 24.00 Oct. 17.87 18.12 17.85 18.00 17.57 *Bid. †Asked.

NEW YORK COFFEE MARKET New York, Oct. 27 .- The coffee mar-

New York, Oct. 27.—The coffee market opened quiet at declines of 2 to 4 points, with a large Wall street house selling the March position. Trade interests absorbed the early offerings.

After the early pressure from a leading Wall Street source had subsided, a few buying orders in an empty market readily advanced prices, December and July selling up to 16.25, or 8 points above the close on Saturday.

Trading was quiet, however, but un-4000 ... 65 8090 ... 65 Pere Marquette 5s 3000 ... 0714 Prov S co 4s 5000 ... 40 Rep of Cuba of 04 4000 ... 2134 Rep Iron & Steel 5s 5000 ... 94% Rock Is A & L 44/8 1000 ... 62&

Trading was quiet, however, but un-derlying conditions seem to favor high-er prices before the turn of year, in-St L & San Fr a]
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\$500,000

Crockett Motors & Export Company, Inc.

Cumulative 8% Sinking Fund Preferred Stock

Preferred as to both Assets and Dividends

Par Value \$100 Per Share

Dividends payable quarterly, January 1st, April 1st, July 1st and October 1st

The Preferred Stock is redeemable prior to January 1, 1923, in whole or in part at the option of the Company, upon thirty days' notice, on any quarterly dividend date at 105 and accrued dividends and after January 1, 1923, at 110 and accrued dividends.

Dividends Exempt From Federal Normal Income Tax

TRANSFER AGENT

Franklin Trust Company, New York

CAPITALIZATION

BUSINESS

EARNINGS

REGISTRAR

Metropolitan Trust Company, New York

The following information is summarized from a letter from Mr. J. B. Crockett, President of the Company: ORGANIZATION

Crockett Motors & Export Company, Inc., has acquired all of the outstanding stock of the J. B-Crockett Company, Inc., exporters and importers. The latter company has established a large foreign market for their products, including motor cars, motor trucks, tractors, lighting systems, automobile tires, accessories and allied sundries. Offices are established or soon to be opened in London, Paris, Toronto, Amsterdam, Sydney, Shanghai, Calcutta, Singapore, Vienna, Gothenburg and Buenos Aires.

Issued and

(After giving effect to this financing.)

Cumulative 8% Sinking Fund Preferred Stock. (Par Value \$100)

Common Stock (No Par Value)

Authorized \$1,000,000
20,000 Shares \$500,000 The Company has no mortgages or bonds outstanding.

The Company has exclusive selling rights in foreign countries for various products of well-known American manufacturers and also owns all of the outstanding stock of Plix Light Company, McGravo Tire & Rubber Export Company, and Clyde Cars Company of Canada, Ltd.; a substantial interest in the Clyde Cars Company of Clyde, Ohio, and an interest in the International Oil Corporation and the Detroit Motor Appliance Company.

The proceeds of this issue will be used in the further expansion of this business abroad by embracing additional territory now open as a result of the ending of the war, and to further expand the manufacturing enterprises of the Company to insure the delivery of large orders which have accumulated. PURPOSE OF ISSUE

The sales for the first eight months of the present year exceeded the total sales of 1918, and are over 80% greater than those of 1916. The net earnings for the first eight months of the current year were \$77,282.00, at a rate sufficient to pay dividend requirements on this issue approximately three times over.

After making allowance for taxes, conservatively estimated earnings for the coming year should be sufficient to pay preferred dividend requirements seven times over, leaving, after the payment of the regular preferred dividend, a surplus available for div-idends on the Common Stock of \$12 per share.

SINKING FUND It is provided that the Company shall set aside in each year, as a sinking fund for the redemption or purchase of the preferred stock, 10% of the net earnings remaining after the payment of the pre-

No bonds or mortgages may be issued without the consent of the holders of two-thirds of the issued and outstanding Preferred Stock. In event of failure by the Company to pay four consecutive quarterly dividends the preferred stockholders shall have exclusive voting power until all accrued SAFEGUARDS noaid dividends shall have been paid.

The legal details periatining to the organization of this Company and the insuance of this stock have been approved by Mears. Austin, McLanahan & Merrin of New York for the Company, and Robert W. Crawford, Egg. of Mears. Kellogg, Emery & Guihell of New York for the Bankers. The Company's auditors are Mears. Ernst, Certifice Public Accountants, New York.

Each purchaser of two or more shares of the Preferred Stock shall have the privilege of buying one or more shares of the Common Stock at \$15 per share. One share of Common to be provided for each two

We offer this stock for subscription, when, as and if issued and received by us. Price \$97.50 per share and accrued dividend to yield over 8.20%

> Subscription books are now open. The undersigned reserves the right to close the books at any time without notice. All applications subject to allotment.

Complete descriptive circular upon request.

The above information has been chtained from sources we believe to be reliable and upon which we have based the purchase of this stock. We do not guarantee but believe it to be correct.

MELHUISH & COMPANY

40 Wall Street

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Investment Securities

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Telephone John 6006

Young Philadelphia Goes to School

Most young men going into a business are educated at the expense of the man employ-

Many of our great institutions reason that as long as they must do this educational work they may with much profit go a little farther and give them a course of instruction in the technique of the business.

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The fact that another large Philadelphia business house, The Abram Cox Stove Company, has added an evening lecture course for all of its employes is an encouraging sign. It adds just that much to Philadelphia's possibilities as an important national and international trade centre.

For every man you can induce to think more seriously about his work must of necessity think more seriously about Philadelphia, and sooner or later, we hope, will become a customer of the



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Paying especial attention to Norwegian-American banking relations, this institution is particularly fitted to expedite the interchange of commodities between the United States and Norway, and invites inquiries regarding Norwegian and other Scandinavian markets. New York Correspondent: Bank of New York, N. B. A.

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