



When Our Ships Come In

The arrival of every ship in the Port of Philadelphia is an event of financial interest to Philadelphia merchants.

Last year 3504 ships touched at this port. Of this number 600 were of 8000 tons. These 600 ships spent approximately \$13,200,000 while they were here.

The average 8000 ton steamer leaves behind it \$22,000 in cash for goods and services bought in Philadelphia.

Of this amount \$7500 goes for coal, \$1500 for lumber and wood, \$4500 for meats, groceries and other supplies, \$5800 for stevedoring, \$500 for docking and repairs, \$100 for laundry, and the rest for pilotage, telegrams, freight forwarding and medical expenses.

The crew spends another \$1000 on clothing, food and amusements.

The belief has been too general that the development of the port did not concern anyone financially but the steamship companies and the shipping men.

We are interested in the full development of the business of this Port, for we feel that directly or indirectly a good share of it will come to the



CORN EXCHANGE NATIONAL BANK

Philadelphia Chestnut at Second

South Africa

Booklet Now Ready on Trade Conditions

We have prepared a booklet containing an authentic business analysis of the future trade outlook in the South African territory. The matter contained therein will aid materially in answering many questions concerning the prospects for the sale of your product in South Africa.

A copy will be sent on request.

National Bank of South Africa, Ltd.

New York Office, 10 Wall St.

R. E. SAUNDERS, Agent

Total Resources over \$287,000,000

Office Space

I have space in my office building, neighborhood of Broad and Chestnut, for one or two sales engineers or similar lines. References required.

C-203 Ledger Office

Exempt from Federal Income Tax & Surtax Free of Pennsylvania State Tax

\$87,000

City of Hazleton, Pa.

School District 4 1/2 % Bonds

Dated August 1, 1919 Interest, February and August

Coupon Bonds—Denomination \$1,000

Serial Maturities August 1st, 1927, to August, 1940

Legality approved by Messrs. Townsend, Elliott & Munson of Philadelphia

Offered at discount to yield 4.60%

Prices on application

MARTIN & CO.

1411 WALNUT ST. PHILADELPHIA

International Freighting Corporation

Regular Sailings Through Bills of Lading Issued

IFC LINES

PHILADELPHIA TO SOUTH AMERICA

Callings at Rio de Janeiro, Santos and Montevideo, Buenos Aires, La Plata, etc.

PHILADELPHIA TO FRENCH ATLANTIC PORTS

Callings at Havre, Bordeaux, St. Nazaire, Dunkirk, etc.

Lafayette Building, Philadelphia. 170 Broadway, New York

30 Years in Export Banking

INTIMATE KNOWLEDGE of the needs and habits of the people, acquired by years of experience and actual residence in the countries themselves, is essential when transacting business abroad.

Our 23 branches in South America, 8 offices in Europe and direct connections throughout the world round out a service broad and comprehensive in every detail.

ANGLO-SOUTH AMERICAN BANK LIMITED

New York Agency, 49 Broadway

1817 1920

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

FINANCIAL

LOWER MERION SCHOOL DISTRICT BONDS

4 1/2 % Bonds—Sealed bids to be received for all of any part of \$100,000 coupon bonds to be issued by the School District of Lower Merion Township, Montgomery County, Pa., interest to be at the rate of 4 1/2 % per annum, according to the terms of the bidding, each bid to state the rate of interest for which it is offered. Said bonds will be of the denomination of \$1,000. Interest payable semi-annually without deduction of any tax, to be dated June 1, 1920, to mature serially as follows: 25 per cent on June 1, 1920; 25 per cent on June 1, 1921; 25 per cent on June 1, 1922; 25 per cent on June 1, 1923; 25 per cent on June 1, 1924. The assessed value of the taxable property of the School District is \$30,182,560 and its existing funded indebtedness is \$1,000,000. The bonds to be issued will make its total indebtedness less than 4 per cent of the assessed value of the taxable property in said School District. Bonds will be delivered on or about June 1, 1920, to the successful bidder, upon payment of the price bid and accrued interest. Each bid must be accompanied by a certified check for \$2000. The check of the successful bidder only to be retained and to be forfeited if such bidder fails to complete the purchase. No bid under par will be considered. Preference will be given to bids based on a 4 1/2 % interest rate. The right is reserved to reject any or all bids. Bids will be opened at the School at Ardmore on Wednesday, April 14, 1920, at 9 o'clock p. m. by the Secretary, William J. Byrne, Jr., 122 Coultter Ave., Ardmore, Pa. The terms of the bond have been approved by Messrs. Morgan, Lewis & Bockius and may be examined at their office, 631 La Salle Building, Philadelphia, Pa. Their opinion will be given upon the receipt of the bonds when issued.

PITTSBURGH AND WESTMORELAND COAL COMPANY FIRST MORTGAGE 5 PER CENT BONDS.

DUE NOVEMBER FIRST, 1925.

The undersigned invites tenders of above bonds for sale and delivery as of May 1, 1920, at a price not exceeding 102 1/2 % and interest, to amount \$20,000.00, a sum now available in the sinking fund of the company. Sealed tenders, stating numbers of bonds offered, addressed to Girard Trust Company, Trustee, Chestnut Street, Philadelphia, Pa., will be received until 8 p. m., April 15, 1920.

GIRARD TRUST COMPANY, Trustee

GEORGE H. STUART M. Treasurer.

Philadelphia, Pa., March 31, 1920.

CHESTNUT STREET REALTY COMPANY FIRST MORTGAGE 4 PER CENT SINKING FUND GOLD COUPON BONDS, DUE 1925.

The undersigned invites tenders of above bonds for sale and delivery as of April 14, 1920, at a price not exceeding 102 1/2 % and interest, to amount \$15,000.00, a sum now available in the sinking fund of the company. Sealed tenders, stating numbers of bonds offered, addressed to Girard Trust Company, Trustee, Chestnut Street, Philadelphia, Pa., will be received until 8 p. m., April 13, 1920.

GIRARD TRUST COMPANY, Trustee

GEORGE H. STUART M. Treasurer.

Philadelphia, Pa., April 1, 1920.

THE ANNUAL MEETING OF THE STOCKHOLDERS OF THE PHILADELPHIA ELECTRIC COMPANY

At a meeting of the Board of Directors held this day a quarterly dividend of one and one-half cents was declared payable April 1, 1920, to stockholders of record as of March 31, 1920. Cheques will be paid at the office of the Philadelphia Electric Company, 517 Chestnut Street, Philadelphia, Pa., on or after April 1, 1920, which date all interest on said notes shall cease.

EMMONS C. M. CO.

H. K. Paulkrod.

SEALING PROPOSALS will be received in Room 218, City Hall, Philadelphia, until 11 a. m., Tuesday, April 13th, 1920, and opened at that time in same room for

1. MUNICIPAL BAND—SEASON OF 1920.
2. ATTENDANCE ON MUNICIPAL BAND—SEASON OF 1920.

Courtesy will be required to comply with the Act of July 19, 1917, relative to Workmen's Compensation Insurance, and proof must be furnished that the contractor has accepted the provisions of said Act as insured, his liability thereunder or secured exemption therefrom. For information and full particulars inquire at Room 118, City Hall.

JOHN C. WINSTON, Director.

PROPOSALS FOR HARNESSES—Office of the Quartermaster General, Clothing and Equipment Division, Munitions Building, Washington, D. C. Sealed proposals, in duplicate, will be received here until 11 a. m., April 16, 1920, for furnishing all or any part of 30,000 harnesses. Plans and specifications attached above. Plans and specifications to be submitted on application.

ALL AMERICA SALES

"VIA COLON"

These two words transmitted free of charge by any Telegraph Co.

John L. Merrill, President DIRECTOR ROUTE TO CENTRAL and SOUTH AMERICA

88 Broad St., New York

NOPPEL TAKES OATH AS TUSTIN'S AIDE

Former Business Association Head Sworn in as Assistant Welfare Director

Edward A. Noppel, former president of the United Business Men's Association, was sworn in today as assistant director of the Department of Public Welfare by Mayor Moore.

Director of Public Welfare Tustin and Durrell Shuster, secretary to the Mayor, were present at the ceremony.

NORTHERN TRUST COMPANY

INCORPORATED 1871

CAPITAL \$500,000.00 SURPLUS (EARNED) \$2,000,000.00

Sixth & Spring Garden PHILADELPHIA

"Salary \$7,500; Income \$10,000"

there were many hundreds of income tax reports which read something like this. Do you know why?

"Labor earns money—Investing multiplies it"

If the stock market is strange ground to you—if you have known stocks which might go up and you did not know how to make money by your knowledge, send at once for our free booklet telling "The General Rules for Trading."

Ask for No. T.U.-855

JONES & BAKER SECURITIES

Widener Bldg., Philadelphia

Phenix Bldg., Walnut 6065

Keystone, Race 2290

Direct Private Wires

Offices in 8 Principal Cities

You Should Make a Will To-day

Director Tustin jokingly reminded his new assistant he would have the task of interviewing the thousand or more women who are anxious for positions as social service workers in the Bureau of Constructive Social Service.

Two other men who assumed office today were Real Estate Assessors John A. Voorhees, of 2026 Race street, and Albert T. Bauerle, of 718 West York street.

The oath was administered by George W. Clement, a real estate assessor and notary public.

Voorhees, who was secretary of the Republican Alliance, fills the unexpired term of Richard Weglein, president of Council, which expires April 5, after which he is expected to be appointed for a full five-year term.

Mr. Bauerle, who was formerly assistant city solicitor, succeeds to the post of Councilman Edward Buchholz, who had three years still to serve.

300 Dry Law Violations in N. Y.

New York, April 1.—Three hundred violations of the prohibition law were disposed of yesterday by Judge Julius M. Mayer, in Federal Court. Fines aggregating \$4000 were imposed in amounts ranging from \$5 to \$75.

1812 1920

THE PENNSYLVANIA COMPANY

for Insurances on Lives and Granting Annuities TRUST AND SAFE DEPOSIT COMPANY

Capital and Surplus - - - \$7,000,000

Member Federal Reserve System

BROAD STREET OFFICE Chestnut and Junior Streets

517 Chestnut Street Philadelphia

We Take Pleasure in Announcing That on This Date

MR. EDWIN I. HYNEMAN

Will Become Associated With Us as Manager of Our Stock Department

PARRISH & COMPANY

New York Stock Exchange Members Philadelphia Stock Exchange

April 1st, 1920

1900 Walnut St., Philadelphia New York 745 Fifth Ave., New York

The Rittenhouse Trust Company

ANNOUNCES THE OPENING OF ITS NEW BANK BUILDING AT 1512 CHESTNUT STREET ON MONDAY, APRIL 5, 1920.

WAR SURPLUS PLANT SITES

Big Pottery Plant Locates at Hopewell

Latest enterprise established at Hopewell by well-known pottery men gets advantages of low-priced fuel, direct water and rail transportation and ideal climate

Another strong, vigorous industry has joined the rapidly-growing number of American enterprises locating at Hopewell, Va.

The Hopewell China Corporation, organized by well-known, thoroughly experienced and progressive pottery men, with substantial financial backing, is among the most recent concerns to take advantage of the natural and acquired advantages of Hopewell. The officers of the corporation, helped, during the past twenty years, to make East Liverpool, Ohio, the world's pottery centre.

The purchase includes a five-acre tract of land with railway sidings already built and two modern factory buildings with more than 50,000 feet of floor space.

The buildings were found to be so suitable for pottery manufacture that eleven kilns can be installed immediately and production of high-grade table china started by June. The directors of the corporation have already voted to enlarge the plant to twenty-two kilns within the next two years.

Knowing the pottery situation, as they do, these men unhesitatingly predict that during the next decade Hopewell will become the centre of the pottery industry. They base their prediction upon facts they have discovered for themselves after a great deal of investigation.

Climatic conditions at Hopewell are ideal for the pottery industry. It never gets too hot or too cold. There are no extremes of weather to interfere with production, or the health of employes.

This pottery firm is the pioneer in its field to take advantage of the opportunities at Hopewell. Others are bound to follow. Hopewell is fertile ground for growing industries.

Why not be the pioneer in your industry to place a plant here? You, too, can reap similar advantages at Hopewell, "America's greatest industrial opportunity." Here are some of the advantages it offers:

- Factory buildings ready for occupancy.
- Plant sites with railway sidings.
- Low-priced power.
- Plentiful supply of contented labor.
- Homes for 12,000 families.
- Abundance of pure water.
- Best rail and water transportation.
- No harmful municipal restrictions.
- Climate mild and healthful.

Investigate Hopewell. Find out more about its advantages. It may mean the most important move you ever made to solve your production problems. Write, wire or phone to

Du Pont Chemical Co.

Incorporated Wilmington, Delaware

Petersburg Chamber of Commerce Petersburg, Va.

One of the largest and best trained technical staffs in the world is at the disposal of Hopewell industries.