

EDICTS NEW ERA BY CLOSE OF YEAR Extravagance to Give Place to Normal Conditions Without Violence, Says Banker

That the present era of high wages, high cost of living and general extravagance, coupled with underproduction, will come to an end before we are aware of it, possibly at the furthest in nine months from now, is the opinion of the senior partner of a widely known firm of bankers and brokers in this city. It is imperative that it should occur as soon as possible, he said, but there will be nothing violent in its coming and we will be right into the new era which is to fol-

- Standard Gas & Electric Company 6 1/2 1926
Philadelphia Water Company 1st 5 1926
The Warren, Van Wert & Lima Trac. 5 1929
The York, Van Wert & Lima Trac. 5 1929
Columbia Traction & Terminal Co. 5 1931
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Columbia Traction & Terminal Co. 5 1950

low before we are aware of it. He and opinions existing before the war. For years, he said, our civilization has been going forward by leaps and bounds. Every one believed that something was going to happen that would call a halt, but what it was or when it would occur was nebulous. And while we were speculating on what might happen we were feverishly constructing battleships and experimenting with armor and projectiles and studying mobilization and all the other arts of war, and yet war was the last thing that any one suspected.

If in February, 1914, he said, a committee of the leading financial and business men of the country had been called together to discuss the possibility of war they would have concluded that such an event was simply impossible. The expense connected with the financing of such a war as would be possible would be so great as to be unthinkable, he said, and the destruction of life and property so great as to be beyond description. Then the commerce and finances of all civilized countries were so intricately interwoven as to make war utterly impossible. Meantime, while we were all thinking that way and going on with our war preparations, the war came before we were aware of it and proved many of our conclusions were fallible. The destruction was worse than we imagined, but the material which suffered most are getting bravely over it. The financing has surprised ourselves so much that we have lost all sense of proportion of money values. We talk today in millions where we talked before the war in hundreds of thousands. We

speak in billions as if they were commonplace. "Why," he continued, "before the war an issue of \$5,000,000 was considered something; today we are indifferent to anything so small." Before the war a house the size of ours, he said, would have considered a \$500,000 participation in a syndicate about as much as we should finance. To-day we almost laugh at such an amount. Every one, he continued, is talking about something that must come to end the reign of high prices, of high wages, of extravagance, just as they talked about something coming to put on the subject of closer examination, but larger amounts are demanded on margins. He said he has known where collateral which was accepted without question sufficient and borrowers have been offered the alternative of putting up more collateral or of having their loans reduced.

It is also evident, he remarked, from the fact that for some time past there has been no runaway markets in any of the groups such as we had a few months ago. The slump is on, he said, and will remain so for a little, but he expected a return of easy money at an early date. The Mechanics and Metals National Bank of the city of New York says in its May letter: What is of present concern is whether the labor shortage will diminish or become more acute. A great deal rests upon the tide of immigration. In the twelve months immediately preceding the war 1,200,000 immigrants arrived at our shores, and the arrivals in the five years previous to the outbreak of the war were more than 1,000,000 yearly. In the five years that have elapsed since the outbreak of the war the yearly average has been a little better than 200,000, and that rate of immigration has been largely offset by emigration. In former years our coal mines have depended upon the foreign-born for 60 per cent of their labor, and half of the unskilled railroad labor has been foreign. If immigration does not expand largely, and if the present demand for labor continues, our shortage is bound to grow more rather than less severe. There are many elements in the situation difficult to predict. On one side the bad conditions in European countries, especially those of central Europe, will doubtless cause an urgent desire on the part of workers in those countries to come to America. On the other side are our immigration laws, and the possibility that labor unions will bring

pressure to have these made even more stringent. Federal Reserve Bank, Philadelphia—For a long time past the failure of the railroads to give adequate service has hindered the free shipment of fuel, raw material and goods. The situation has been exceedingly aggravated by the recent strike of railway employes. Industrial plants generally have been operating close to capacity, but under the most trying circumstances due to these transportation difficulties. It is hoped that with the railroads restored to normal conditions these disturbances to trade and industry will disappear. Prices still show an advancing tendency in iron and steel and allied lines, but the advance has largely stopped in the leather and some textile lines, and decreases appear in a few products. The labor situation shows no distinct change, and operatives in the main still fail to recognize the need for larger production. However, there are few reports of demands for increased wages, and in some few cases workmen are beginning to recognize that decreased output redounds to their ultimate disadvantage through higher prices. The majority of our correspondents state that collections are fairly satisfactory, though it is noted that, due to the amount of money tied up in merchandise, owing to delays in shipment, and further to the tight retail which has been holding on credits, there has been less discounting of bills and some tendency to allow them to run to maturity.

Franklin National Bank, Philadelphia—Exports of merchandise during February were valued at \$646,000,000, compared with \$65,000,000 for February of last year. Imports were \$48,000,000, compared with \$225,000,000 a year ago, leaving a favorable balance of trade of \$178,000,000, compared with \$350,000,000, a year ago. Our imports for eight months ended with February were \$2,235,000,000, compared with \$1,933,000,000 for the corresponding eight months of the previous fiscal year and our favorable trade balance for the eight months was only \$1,906,000,000, compared with \$2,440,000,000 for the corresponding eight months of the previous year and \$2,020,000,000 for the eight months' period ended with February, 1918. The Analyst—The world's trade is at a deadlock and millions are dying for lack of the necessities of life, but the richest reservoir of credit in the world buttons its pocket and passes on the other side. Upon impeccable principle Senator Glass, when secretary of the treasury, stopped all credit between our

government and others and declared to those sinking in financial quicksands that we would not risk ruin to save them. The Federal Reserve declared a policy of liquidation of commodities for home consumption instead of selling abroad at a profit. It is all correct above possible criticism. Yet there are those who rejoice, as there are those who grieve, that our foreign credit policy is arousing a sentiment toward us abroad that we are laggards in war and sluggish in business. Remembering the necessities and perplexities of British finance, the funding by London of \$50,000,000 for Argentina to pay us draws an impressive picture of a strong man raking his resources to save his character. The companion picture of ourselves is that of a weak man saving his resources and risking his character.

It should happen that May 1 passed without any of the dreadful things happening which were predicted, the consensus of opinion in such event in broker's offices last week was for a sharp upward movement this morning on the stock exchange. If the reverse should happen and the labor disturbances should materialize it was predicted there would be confusion and a big slump in the prices of stocks, more especially the industrials and rails. At this writing the majority opinion is in favor of everything passing off quietly and, therefore, a quick rally in prices, followed by the usual recessions, but with the course of the stock market trending upward is looked for.

A banker, when speaking of the high



IN whatever far distant section of the world the adventurous spirit and enterprise of man has established the standard of commerce, there also have penetrated the banking facilities of The PHILADELPHIA NATIONAL BANK.

FROM THE FOUR CORNERS OF THE EARTH, our foreign banking service has drawn together a diversity of products essential to the needs of civilization, while from the fields and factories of our own country to the uttermost parts of the world we have financed the transportation of the commodities of the New World.

Banking connections the world around; authentic trade and credit information. THE PHILADELPHIA NATIONAL BANK 421 CHESTNUT STREET

Safeguarding the Investor Number One of a Series There is an annual loss in the United States of hundreds of millions of dollars which are put into so-called investments pictured in glowing terms and sold to the credulous by unscrupulous promoters. Many millions of dollars are also lost through the exercise of bad judgment involving undue risks. The good faith of the management and promoters may be the best, but unfortunately that will not avoid the consequences of basic infirmities. With the tremendous increase which has occurred in the number of investors caused by the wide influence of the Liberty Loan campaigns, it is unfortunate that so many of those who have just begun to learn the wisdom of saving and investing should risk losses through fraudulent promotions or unwise speculation. Recognizing this, the governments of many states have sought by Blue Sky Laws to protect investors from get-rich-quick promoters. Similar Federal Laws are also in the making. We strongly urge the investor to select as his adviser any of the long established and widely known investment banking houses whose record over a period of years is an assurance of ability, integrity and responsibility. If this is done, the first and most important step toward his protection would be achieved. In a series of brief advertisements, Hambleton & Company will endeavor to recall to the experienced investor, a number of important services which are rendered by the conservative investment banking houses of America. We hope also to suggest a few precautions to the less experienced and assist them to determine the safest and most profitable employment of their funds. We shall appreciate your consideration of these advertisements as they appear and invite any comment you may care to make.

Hambleton & Company Established 1865 43 Exchange Place, New York Baltimore Washington Philadelphia

OLD ROOFS MADE LIKE NEW I will coat your roof and guarantee it ten years. I will sell the coating ready for use. \$3.00 PER GALLON Robert A. Mays Roofing and Spouting 2352 N. 21st St.

A Bank's Service to the Community This bank, conducted on large-minded and human principles, assists every client to be a help to himself. Besides this—a bank may be instrumental in starting fortunes and creating new business enterprises, providing homes, increasing life insurance, preventing fake stock sales, protecting widows and children from financial losses and developing countless economic by-products. We will be glad to be helpful to you.

NATIONAL BANK OF COMMERCE IN PHILADELPHIA NATHAN T. FOLWELL, PRESIDENT 713 CHESTNUT STREET

ALTERNATIVE PROPOSALS \$2,000,000 LOAN School District of Philadelphia Pennsylvania Serial Gold Bonds

Free of All Tax, Including the Federal Income Tax The bonds will be registered in form. The denominations will be \$1,000 and \$5,000. \$100,000 of Loan will mature each year from December 1, 1930, to December 1, 1949. Interest payable June 1 and December 1 of each year.

SEALED PROPOSALS Will be received by William Dick, Secretary, in the office of The Board of Public Education, Keystone Building, 19th Street above Chestnut, Philadelphia, until 12 o'clock noon. MONDAY, MAY 10, 1920 for two million dollars (\$2,000,000) school loan on conditions as follows: TWO MILLION DOLLARS (\$2,000,000) SCHOOL LOAN

THE BOARD OF PUBLIC EDUCATION School District of Philadelphia, Pennsylvania WILLIAM DICK, Secretary

government and others and declared to those sinking in financial quicksands that we would not risk ruin to save them. The Federal Reserve declared a policy of liquidation of commodities for home consumption instead of selling abroad at a profit. It is all correct above possible criticism. Yet there are those who rejoice, as there are those who grieve, that our foreign credit policy is arousing a sentiment toward us abroad that we are laggards in war and sluggish in business. Remembering the necessities and perplexities of British finance, the funding by London of \$50,000,000 for Argentina to pay us draws an impressive picture of a strong man raking his resources to save his character. The companion picture of ourselves is that of a weak man saving his resources and risking his character.



Did You, Too Get A Cash Dividend On Your Automobile Insurance This Year? LAST year, every policyholder in the Liberty Mutual received a cash return of 30 per cent of his automobile premium, representing a saving of 23% over standard rates. The Liberty Mutual is a strong company, with a record for prompt settlements and full, fair handling of all claims. Find out how you, too, can enjoy the benefits of mutual insurance. Use the coupon. No obligation. Now!

LIBERTY MUTUAL INSURANCE COMPANY Workmens Compensation, Liability and Automobile INSURANCE LIBERTY MUTUAL, 20 S. 15th St. Please mail particulars regarding Automobile Insurance at cost.

WE ANNOUNCE the incorporation of a Company under New York State laws, under the name of ROYAL SECURITIES CORPORATION (Canada) LIMITED with offices at— 165 Broadway - NEW YORK under the management of Mr. Oliver E. Hurd; for the transaction of a general business in Canadian securities, specializing in Hydro-electric and Industrial issues.

Every Man With \$500 Should Know The General Rules of Trading. How to Give a Broker Instructions. Brokers' Commission Charges. How to Indorse a Stock Certificate. How to Use Collateral in Trading. How to Group Investments. The Deposit Requirements for Carrying Stocks on Account. The Rights of Stock and Bond Holders, etc. Our free booklet, "The Investors and Traders Guide," explains these clearly. Edition limited. Call, phone or write at once.

Ask for No. T. U.-82 JONES & BAKER SECURITIES Widener Bldg., Philadelphia Phones Bell, Locust 4730 Keystone, Race 2290 Direct Private Wires Offices in 8 Principal Cities

WANTED Treasurer for an established Trust Company in Philadelphia. Correspondence strictly confidential. A 815, Ledger Office

FINANCIAL FIDELITY TRUST CO. TRUSTEE UNDER THE MORTGAGE OF THE HUNSBURY, HAZLETON and WILKESBARRE RAILROAD CO., dated May 1, 1874, hereby gives notice that in pursuance of the provisions of the said Mortgage, (seventy-six) 76 bonds of Series "A" secured thereby, namely:

- 57, 85, 89, 108, 117, 145, 172, 202, 230, 242, 260, 284, 290, 271, 318, 346, 379, 428, 484, 506, 509, 517, 524, 542 (Twenty-four bonds for One Thousand Dollars each) 687, 710, 727, 805, 870, 898, 988, 1018, 1043, 1094, 1127, 1143, 1144, 1149, 1150, 1151 (Seventeen bonds for Five Hundred Dollars each) 1251, 1277, 1306, 1316, 1545, 1401, 1408, 1428, 1434, 1447, 1457, 1523, 1540, 1549, 1581, 1628, 1671, 1875, 1746, 1725, 1820, 1734, 1744, 1818, 1821, 1831, 1879, 1895, 1912, 1938, 2080, 2100, 2101, 2170, 2108 (Thirty-five Bonds for One Hundred Dollars each) amounting to Thirty-six Thousand Dollars (\$36,000) were this day duly drawn, and that said bonds will be purchased by me and accrued interest on the First day of June, 1920, by said trustee, at its office, No. 225-231 Chestnut Street, Philadelphia, after which date said bonds will cease to bear interest.

Special Meetings THE SIXTH NATIONAL BANK Philadelphia, May 8, 1920. In accordance with the resolution of the Board of Directors of the above Bank, a special meeting of the stockholders will be held at the office of the Bank at noon on June 3, 1920, to vote for or against the increase of the capital stock of the Bank from \$150,000 to \$300,000. WILLIAM SALTER, Cashier.

Annual Election BEECH CREEK RAILROAD CO. Philadelphia, Pa., April 19, 1920. Notice is hereby given that the Annual Meeting of the Stockholders of the Beech Creek Railroad Company will be held at the office of the Secretary at 10th and Market Streets, Philadelphia, on Friday, the 20th day of May, 1920, at 12 o'clock noon. E. STEPHENSON, Assistant Secretary.

Dividends THE SCOTT PAPER COMPANY. 17th semi-annual Preferred Stock Dividend. At a regular meeting of the Board of Directors held April 29, 1920, a regular semi-annual dividend of 3 1/2 per cent (\$3.50 per share) on the first cent Cumulative Preferred Capital Stock of the Company was declared payable May 1, 1920, to the holders registered in the books of the Company at the close of business April 15, 1920. Checks will be mailed. EDW. S. WAGNER, Acting Treasurer.

THE BOARD OF DIRECTORS OF THE Southbank National Bank have this day declared a regular semi-annual dividend of four per cent (4%) and an extra dividend of four per cent (4%) free of all taxes. They have also placed in the hands of the cashiers the following surplus: May 3, 1920. The Penn Petroleum Corp. have declared a cash dividend of 3%, payable May 15th to the stockholders of record. The stockholders of 10% will also be distributed to the stockholders of same date, payable at same time. DEPARTMENT OF PUBLIC WORKS Bureau of Surveys Sealed proposals will be received at Room 204, City Hall, until 12 o'clock noon on Wednesday, May 12th, 1920, and opened at that time in Room 216, City Hall. SCHEDULE "A"—Branch Sewers: Broad St. (E. & W. sides) from Olney Ave. to Summit north of 47th Street. SCHEDULE "B"—Main Sewer: South of Levek St. in Mower St. from Levek St. to 24th St. SCHEDULE "C"—Wood filling case. NOTE—Contractors will be required to comply with the Act of July 18, 1917, relating to the Department of Public Works and to furnish the Department with a copy of the contract and to accept the provisions of said Act and insure his liability thereunder or secured execution therefrom. Inquire at Room 416, City Hall, Director. PROPOSALS WANTED MAY 5, 1920. U. S. GOVERNMENT WORK. Proposals for construction of improvements, alterations and additions to U. S. Nitrate Plant No. 2, Muscle Shoals, Ala., consisting of track work, re-enforced concrete treatment and storage tanks, including slip holts and general improvements will be received at the office of the Contracting Quartermaster, U. S. Nitrate Plant No. 2, Muscle Shoals, Ala., until 3 P. M. Wednesday, May 5, 1920, then opened in public. Plans, specifications and general instructions to bidders can be obtained on application to the Contracting Quartermaster at Muscle Shoals, Ala.