

Circular on Request.

NEW ISSUE \$1,000,000 SKENANDOA COTTON COMPANY

SERIAL 7% SINKING FUND GOLD NOTES

Dated June 1, 1920

Due annually \$200,000 June 1st, 1925, to 1929, inclusive. Interest payable June 1st and December 1st

First National Bank, Utica, N. Y.

The Company agrees to pay the United States normal income tax up to 2 per cent of the interest if exemption is not claimed by the note holder.

COUPON NOTES, \$1,000, \$500 AND \$100 DENOMINATIONS

Redeemable at the option of the Company on any interest date as a whole or in part, upon sixty days' notice at 103 and interest on or before June 1, 1925, at 102 and interest on or before June 1, 1927, and at 101 and interest after June 1, 1927.

CAPITALIZATION

On completion of present financing

Table showing capitalization details: Serial 7% Sinking Fund Gold Notes (this issue) \$1,000,000, Common Stock (10,000 shares) 1,000,000.

NO BONDED INDEBTEDNESS

BUSINESS: The Skenandoa Cotton Company, incorporated in 1881 under the laws of the State of New York and located at Utica, N. Y., manufactures and sells cotton yarns throughout the country.

ASSETS: The Company, so long as any of the issue is outstanding, agrees to maintain its total net quick assets at an amount equal to at least 150% of the principal amount of the issue then outstanding.

NET QUICK ASSETS: After deducting all other debts are two to one against the amount of this issue.

NET EARNINGS applicable to interest charges for the past five years averaged more than four times the interest charges.

PURPOSE OF ISSUE is to provide additional working capital to meet the steadily growing increase of the Company's volume of business.

SINKING FUND: The Company agrees that on June 1, 1921, and each year thereafter, to set aside out of surplus earnings a sum equal to 3% of the notes outstanding to constitute a sinking fund to be paid to the Oneida County Trust Company, Trustee, for the purpose of retiring said notes, or purchasing them in the open market at the option of the Company, or for the purpose of purchasing with the approval of said Trustee for the noteholders, other securities with the same force and effect as if the said 3% cash had been deposited.

PREFERENCE: The Company agrees not to create any evidence of indebtedness having an equal or prior lien with this issue except customary borrowings in the usual and ordinary course of business.

PRICE: PAR AND INTEREST FOR ALL MATURITIES

Utica Investment Company

Utica Trust & Deposit Co. Oneida County Trust Co. Black River National Bank

All legal matters in connection with this issue will be subject to approval of Kernan & Kernan for the Company, and Lamb, Willis & Titus for the bankers.

NEW YORK BOND SALES

Summary of Individual Transactions on New York Exchange

Table of New York Bond Sales with columns for From Opening, To Closing, and various bond types like U.S. Gov. Bonds, etc.

Commodity Markets

COTTON MARKET

New York, May 24.—The feature of the cotton market this morning was the National Spinners' report making condition 44 and indicating a crop of only 10,200,000 bales, or 10% under last year's crop, and very much below estimates of what the world will require this year.

First prices were 20 to 43 points higher on the report. This was followed by a period of realization, which prices dropped about 15 points from opening levels.

Memphis interests and local spot people were good buyers on the call, but the reduction on general advertising on Sunday invited considerable local selling.

The market steadied later at about 20 points decline under Saturday's close.

GRAIN MARKET

Chicago, May 24.—The corn market was feverish and irregular in the early trading today. Operations were mixed, but wheat houses took hold at the start and absorbed the selling.

While sentiment appeared to be bearish, some concern was inclined to be cautious on the selling side. The distribution of cars, under the Interstate Commerce Committee orders, had no pronounced effect. Receipts were 72 cars.

May opened at \$1.78 to \$1.79, against \$1.78 at the close Saturday, and moved up to \$1.82. July was quoted at \$1.82 to \$1.83 at the start, and rose to \$1.90 to \$1.91. September opened at \$1.49 to \$1.49 1/2, compared with \$1.48 1/2 at the end Saturday, and advanced to \$1.51 1/2. There were reactions from the top.

Oats also were irregular. There was scattered selling by commission houses of deferred futures at the start, but offerings ceased and the market rallied promptly in sympathy with corn.

May opened 1 cent higher, at 97c. July was quoted at 85 1/2 to 85 1/4, against 85 1/2 at the close Saturday, and advanced to 86 1/2. September started at 74 to 73 1/2 and later sold 1/2 cent above Saturday's close, at 74 1/2. Receipts were 67 cars.

Receipts of wheat here today were 3 cars. Leading futures ranged as follows:

Table showing leading futures prices for corn, wheat, and oats.

Raw Sugar Market Quiet but Firm New York, May 24.—With the exception of the advance to 22 1/2¢ in the refined market, the market for raws continues quiet but firm, spot Cuban sugar quoted, unchanged, at 23 1/2¢, duty paid. There is still a good demand for prompt sugars, but refiners are holding off on commitments for later months.

PREDICT FURTHER DECLINE IN PRICES

Majority of Bankers Believe Drastic Reductions Are on Way

Whether prices are coming down still lower than the present wave, inaugurated by the dry goods stores; whether the reduction will or will not be permanent were questions which were being more discussed in the financial district during the last half session of Saturday than the fluctuations of the stock market. In some brokers' offices visited the prices of straw hats were more discussed than the prices of bonds and stocks.

On the question of still lower prices for commodities there is a wide difference of opinion, but the majority seem to think that very drastic reductions are due and on the way. Those who think differently claim that the present wave of price reductions will be followed shortly by a rise in prices all along the line. They claim, and with some justice, that production has not kept pace with consumption; that it has been still further reduced since the present wave of price reductions began; that merchants are now selling off their stocks at such a rate that they will shortly be depleted, with nothing to take their place, and, according to the unchangeable law of supply and demand, the scarcity will produce higher prices.

A banker said it would take a very wise person to say just what way prices are going to trend, but he hoped the decline, if it is to be a decline, will be gradual. He said he did not look upon the Federal Board's warning of the necessity for further conservation of credit, strengthening the belief that liquidation in securities has ended. Sentiment regarding the future of the market has assumed a more optimistic tone, and considerable buying for the "long pull" was in evidence during the closing days of the week. Liberty Bonds helped to bring about a better tone for stocks. We believe that the public is now beginning to realize that the present market situation is not a permanent one.

cuts already made don't move their goods quickly enough, there will be more cutting and the bulk of the people are wise to those conditions. There is a belief that wages must come down before very long, but when and where seems a doubt. The public recently was buying, without any regard for the future. The same thing happened to us some months ago, he said. "When stocks were skyrocketing Wall Street brokers generally could get all the money needed, but when the decline came—well, he said, "every one knows what happened."

Chandler Bros. & Co.—In Havana harbor, one day last week, as many as 132 mighty ships occupied her docks or awaited impatiently midstream their opportunity for loading and unloading valuable cargoes. Japanese, Swedish, English, French, Italian, Norwegian, Spanish, Portuguese, Cuban and United States had each more than a single entry. This "Queen of the Antilles" city is growing by leaps and bounds. Those who saw the place nine years ago and now, behold a growth and enrichment far beyond imagination. They and food products and other smaller fruits, are absorbing the enormous wealth flowing in by reason of the demand at greatly increased values of their products. No stifling of their production, as of our copper, steel, iron and coal, is to be feared. The enormous wealth flowing in by reason of the demand at greatly increased values of their products. No stifling of their production, as of our copper, steel, iron and coal, is to be feared.

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Hughes & Dier—The spirited recovery made by stocks following the wave of selling which came in the wake of the Federal Board's warning of the necessity for further conservation of credit, strengthens the belief that liquidation in securities has ended. Sentiment regarding the future of the market has assumed a more optimistic tone, and considerable buying for the "long pull" was in evidence during the closing days of the week. Liberty Bonds helped to bring about a better tone for stocks. We believe that the public is now beginning to realize that the present market situation is not a permanent one.

Have the steels, equipments and rails offer splendid opportunities for enhancement in value if purchased at their present level. Jones & Baker—The railroads are believed to be the key to the present market situation. Their condition is the cause of the much-discussed "frozen credit"—that is, merchandise and food supplies which cannot get to market. Couple this with the banks' desire to bring about an orderly deflation of commodity prices and one can understand why many large holders of stocks generally could not get them to go. Stock prices, like prices for food and merchandise, can go lower. But many believe that once the public realizes the many fine issues now selling at better than "20 to 50 per cent off" the result will be at least steadiness and, perhaps, a strong rally.

Henry L. Doherty & Co.—In the disposition of surplus funds, it is of importance that these funds be invested in something that will not depreciate in market value through the reconstruction readjustment of the country, but, on the contrary, will, as prices of commodities decline, increase in market value. The most disappointing factor in the investment situation today is that the holder of long-term bonds and good preferred stocks whose purchases were made several years ago finds that the dividends received on investment stocks or the interest received on his bonds will not today purchase more than one-half the amount of commodities which these same dividends and interest would purchase at the time of original investment. The purchaser of good preferred stocks and long-term bonds at present prices and at present income yields, however, will just as certainly find within the next two or three years that the dividends and interest received on his investment securities will in that future time purchase a materially greater amount of commodities than these same dividend and interest payments are purchasing today.

No such opportunity as the one now existing for the purchase of high-grade investment securities at normally high yields has ever before been available to the American investor.

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Commodity Liquidation & Security Values

The effect of inflation is to increase the price of commodities and to decrease the price of bonds. The following table has been prepared to show how far this process has gone since May, 1914. For example, an unskilled laborer can now exchange 15.4 days' labor for \$100 Union Pacific First Mortgage 4% Bonds, as against 55.4 days' labor in 1914. A planter can now exchange 188 pounds of cotton for the same bond as against 746 pounds in May, 1914.

Quantity of Commodities Exchangeable for \$100. Union Pacific First 4's.

Table comparing commodity values in May 1914 and in May 1920. Includes categories like Unskilled day labor, Sugar, Cotton, Steel rails, etc.

Temporary causes have produced these striking results, but inevitably the demand for commodities will decrease and their production increase. As commodity prices fall an enormous amount of capital now invested in them will be released and lower interest rates will stimulate the demand for bonds. Recent price cutting indicates that these economic laws have begun to operate. The readjustment of commodity prices and bond prices may be slow, but we believe that purchasers have an unparalleled opportunity at the present time to buy high-grade investment bonds, which will eventually show them handsome profits and a splendid return in the meantime. We have prepared a list of high-grade bonds, including Liberty Bonds, which we recommend for investment.

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Safeguarding the Investor

Number Four of a Series

Investors frequently find it difficult to decide whether to buy bonds, preferred or common stock. There is no general rule which will enable one to decide this question wisely. A bond, of one company may be a poor investment while the common stock of another may be a safe as well as an exceedingly profitable investment. The mere fact that an investment is a bond does not necessarily give it the desired safety. Generally speaking, however, additional safety is offered to the bondholder by reason of the fact that he is a creditor and his principal must be returned to him in case of liquidation before any payment is made to the stockholder, who is in the position of a partner. The stockholder on the other hand while sharing in possible reverses also participates in the success of the corporation through increased dividends, while the bondholder because of his prior lien is limited to a fixed rate of interest. In determining the safety or desirability of bonds, or preferred or common stock, the investor will find it to his advantage to consult with an Investment Banker whose experience and reputation assures an able and unbiased opinion.



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is of vital interest at this time to manufacturers and merchants engaged in Foreign trade.

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