Capital

\$1,000,000

Dated December, 1, 1920

these services alone.

aggregates over \$25,000,000.

These Notes will be secured by pledge of mortgage

bonds on properties of subsidiary companies owned entirely, or controlled by the Middle West Utilities

Company, the bonds so to be pledged as security for

the present issue of \$2,134,000 Series "B" Notes ag-

gregate \$3,859,000 par value, or \$180.83 par value of

bonds pledged for each \$100 par value of Notes outstanding. An additional \$366,000 par value of Series

"B" Notes may be issued upon the deposit of not less

The equity behind these Notes, represented by in-

vestment in junior securities of the Company and the

reserves and surplus earnings retained in the business,

No Notes of Series "B" may be certified unless the

net earnings of each company, mortgage bonds of which

are pledged hereunder are equal to at least 11/2 times

the annual interest charge on all bonds outstanding

under such mortgages and all indebtedness secured

The latest available consolidated statement of earn-

ings of the companies, mortgage bonds of which are to

than \$549,000 par value of mortgage bonds.

by any mortgage equal or superior in lien.

"The worst never happens"

We construe optimism thus: Not to overlook

Philadelphia has a sure future — her indus-

Continental-Equitable feels convinced that

the difficulties of the day, but to prepare for them

tries are based on the firm foundation of perma-

nent need-her conservatism makes her activities

the business future is good. It is rendering its

established high quality of banking service to

We Pay 3.65% on Savings Fund Accounts

CONTINENTAL-EQUITABLE

TITLE and TRUST COMPANY

- Twelfth Above Chestnut

Deposits Over

\$11,000,000

\$2,134,000

Middle West Utilities Company

Twenty-Year 8% Secured Gold Notes, Series "B"

Interest payable June 1 and December 1. Coupon Notes in interchangeable denominations of \$1,000, \$500 and

\$100, registrable as to principal only. Redeemable or purchasable as a whole or in part at any time after No-

vember 30, 1925, upon 30 days' notice at 1071/2 and accraed interest during the five years ending November 30,

1930, 105 during the five years ending November 30, 1935, 1021/2 during the twelve months ending November 30,

1936, 102 during the twelve months ending November 30, 1937, 101 1/2 during the twelve months ending November

30, 1938, 101 during the twelve months ending November 30, 1939, and 100 1/2 during the twelve months ending November 30, 1940. Interest payable without deduction for normal Federal Income Tax, not in excess of 2%.

in the following fifteen states: Illinois, Indiana, Koutucky, Maine, Michigan, Missouri,

Nebraska, New Hampshire, New York, Oklahoma, Tennessee, Texas, Vermont,

Virginia and Wisconsin. The Company's subsidiaries serve 496 communities, having a combined estimated population of 1,317,200. On October 31, 1920, electric cus-

tomers numbered 221,881, gas 54,784, water 24,778, a total of 301,443 customers for

The Middle West Utilities Company through its subsidiary companies operates

worth while and lasting.

many others who feel the same.

cheerfully, and surmount them aggressively.

This is our suggestion to business.

Surplus

\$1,000,000

London, Dec. 28.-There was only a small attendance at today's session of the stock exchange. A holiday feeling were narrow. The undertone of the markets generally was stendy.

Undertone Steady-Olls Strong

Spots-Industrials Checkered

sumption of business upon the impor-tant foreign exchanges that were closed cables and 3:50½ for demand. Pesetas opened 22 points higher, at 13.15 for cables and 13.13 for checks. France

checks.
Other quotations were:
Swiss cables 15.17, checks 15.20;
guilder cables 31%, checks 31½;
Stockholm cables were 19.70, checks 19.65; Christiania and Copenhagen cables were 15.35, checks 15.30; Belgian cables 6.12%, checks 6.12; marks 1.37.

NEW YORK-Money on call, both asses of collateral, opened today at 7

PHILADELPHIA—Call, 6 per cent; time, 6 per cent; commercial paper, three to six months, 6 per cent, (Note—These are merely nominal

New York Bonds

73 Ut d Rids

4 N V Riwi

RAILROAD EARNINGS

BALTIMORE AND OHIO

Rallway oper. exp. 223.280.351 Sct revenue 26.667.555 Not revenue 2.612.765

t after taxes. 1.632.361

34 1

Q reg 4s 1.... 95 Cht & Q W 4s

BANK CLEARINGS

1920 1910 1918 ..\$00.720,790 \$88,525,050 \$65,139,430

MONEY-LENDING RATES

Due December 1, 1940

Rumors or Facts

There are listed by a leading Commercial Agency over two million business establishments in the United States. So far this year the same Agency has recorded 7682 failures-1 failure to each 260 businesses, which is less than four-tenths of one per cent mortality. There are undoubtedly more failures to come, for the rapid but inevitable deline of prices is sweeping aside the highly speculative or the badly managed business, and probably the process is not yet completed.

The situation is, however, being aggravated by the widely circulated gossip which mentions this or that reputable merchant or manufacturer as being in difficultiesno facts, no figures, just thoughtless or malicious rumor. We hear that business is "flat on its back," yet the fact that bank clearings here in Philadelphia are approximately as large as last year, week for week, is positive proof that business is still very much on its feet.

Is it not time to take real inventory of the situation; to realize that this present painful process of deflation is rapidly but surely laying the foundations for better and more wholesome business-that the needs of one hundred and ten million people in the richest country on earth have still to be met, and that we have the capital, energy and ability to meet those needs?

At this season of the year could we make a better resolution than to keep so busy mending our own fences that we have no time for gossip about our neighbors-to resolve to run our own business with less waste and more prudence, to pay our just debts so that our neighbor may in turn pay his, and always to remember that the wheels of industry of these great United States run sometimes faster. sometimes slower, but never stop?

The Colonial Trust Company

Member of Federal Reserve System

Market & Thirteenth Streets

The holder of convertible bonds can share in a company's prosperity

Convertible bonds may at the holder's option and under varying conditions be exchanged for stock of the Company. This permits the investor to share in the company's prosperity.

Convertible bonds will not go below their value as bonds, even if the stock into which they can be converted falls off in price.

On the other hand, should the company prosper and the stock go

up, the convertible bonds will follow the stock in accordance with the conversion terms.

The owner of a convertible bond. therefore, has "two strings to his bow."

The following are examples of bonds selling at prices commensurate with their value simply as bonds; also they have convertible features that may well be of substantial additional value:

Norfolk & Western Ry. Co., 10-yr. Conv. 6's, 1929 1025 Chesapeake & Ohio Ry. Co., 30-yr. Conv. secured 5's 1946 ... 791/2 6.70% Cerro de Pasco Copper Corp. 10-yr. Conv. 8's, 1931...... 100 General Asphalt Co. 10-yr. Conv. Deb. 8's, 1930..... 981/2 8.20%

EDWARD B. SMITH & CO

1411 CHESTNUT STREET PHILADELPHIA

Members New York and Philadelphia

165 BROADWAY

Stock Exchanges

NEW YORK

EASTON

Specialists in OHIO MOTOR, RUBBER AND STEEL SECURITIES

COMPLETE SERVICE

In All Forms of Investment

Main Departments

Investment, Brokerage

Foreign Exchange

Statistical, Ohio Securities

Extensive Private Wire

Connections

Members of New York and

Other Principal Stock

Exchanges

OTIS & CO.

Investment Bankers

CLEVELAND

New York Boston Detroit Cincinnati Columbus Toledo Akron Young-town Denver Colorado Springs

Illinois Central R. R.

Equip. 7s

Oct., 1926-1930

Price on Application

Acceptance, Liberty Bonds

WILLIAMSPORT

It's Not an Individual

you are dealing with when the services of this com-pany are called on, but the combined ability and knowledge of our whole personnel, which includes a board of directors of broad experience.

Real Estate Trust Co. Broad and Chestnut Sts.

Protect Your Capital from Loss by Using

RATING BOOKS

=1920 Editions= 30,000 Securities Rated Ask Your Bank or Banker

MOODY'S INVESTORS SERVICE 35 Nassau Street, New York Philadelphia

Lawrence E. Brown & Co. CERTIFIED PUBLIC ACCOUNTANTS 1650 REAL ESTATE TRUST BLDG.

Townsend Whelen & Co. 505 Che. ! Street

SAILER Sailer & Stevenson 3D AND CHESTNUT STS.

BONDS Tax Free, Yielding 11/2 % to 8%

A Ten-Year Call on Stock

NEW LONDON

is possible at a price considerably below the average annual quotation for the past six years, through purchase of

Cerro de Pasco Copper Corporation Ten-Year Convertible Sinking Fund 8% Gold Bonds

which sell at a Price to Yield 8%

Write for circular which gives full particulars.

Bonbright & Company 437 Chestnut Street Philadelphia

Moore, Swartz, Hindle & Clark ACCOUNTANTS.

Income Tax-Cost Systems-Audits HEED BUILDING

Hecker & Co. Bankers and Brokers

Members of Philadelphia and New York Stock Exchanges N. E. COR. 6TH AND CHESTNUT STS.

Halsey, Stuart & Co.

Incorporated-Successors to N. W. Halsey & Co., Chicago Land Title Bldg., Philadelphia

Chicago New York Boston Milwaukee Minneapolis

A. B. Leach & Co., Inc.

be pledged to secure the present issue of Notes, shows

that the ratio of net earnings to annual interest re-

quirements of all bonds outstanding under such mort-

gages and all indebtedness secured by any mortgage

A Sinking Fund is provided for the Series "B"

Notes with semi-annual payments, June 1 and December 1, amounting to \$25,000 each. Payments are to be

made in cash which shall be applied to the purchase

or redemption of Notes of this series at not exceeding

the redemption price, or in Series "B" Notes at par,

Notes so acquired or presented shall be cancelled and

The earnings of the Middle West Utilities Com-

pany, as officially reported, for the twelve months

ended October 31, 1920, show a net balance of

\$2,281,670.90 available for the annual interest of

\$996,910 on \$4,634,000 8% Secured Gold Notes, Series "A" and "B," \$9,336,500 Ten-Year 6% Col-

lateral Gold Bonds and \$1,100,000 Three-Year 6%

equal or superior in lien, is equal to 1.80.

pro rata collateral may be withdrawn.

Gold Notes.

111 South Fourth Street, Philadelphia Chicago New York Boston Detroit

St. Louis Cincinnati Minneapolis

For more complete information we direct attention to a letter of Samuel Insull, Esq., President of the Com-

pany, from which the above statements are summarized and copies of which will be supplied upon request.

WE RECOMMEND THESE NOTES FOR INVESTMENT

Price 95.25 and interest, yielding about 8½%

These Notes are offered when, if and as issued and received by us, and subject to the approval of counsel.