

A Salesman Is Wanted

by a fast-growing advertising agency. A man who measures up to our requirements—who has faith enough to demonstrate his ability on a straight commission basis—is offered a working partnership without investment. Write in confidence to A 136, Ledger Office, Office.

Mitchell Fletcher Co.

Daily Roasted Coffee

- Panama Blend, 25c Lb.
- Plantation Blend, 35c Lb.
- French Breakfast, 40c Lb.
- Peaberry Blend, 50c Lb.
- Balcony Blend, 48c Lb.
- Connoisseur Blend, 50c Lb.
- Old Government Blend, 50c Lb.
- Mocha & Java, 55c Lb.

18th & Chestnut Sts.
12th & Market Sts.
5600 Germantown Ave.

Atlantic City, N. J.

Positively new laid



Gold Seal Eggs

Carton of twelve **55c**

Sold only in our Stores



Resolve to double your savings - it can be done.

JANUARY, 1922

1

COMMONWEALTH

Title Insurance & Trust Company
N. W. Cor. 12th & Chestnut Sts.
Established 1869

THE successful man of business knows that fair competition has strengthened his business. The Keystone Telephone Company serves through its over 40,000 telephones the business men of Philadelphia.

Philadelphia has admittedly a superior telephone service—and the Keystone Automatic service is the last word in telephone progress. With no limit placed on the number of messages and at a cost of only \$108 per year—time and money are both saved.

Call Mr. Blake, Race 06, for particulars.

Keystone Telephone Co.
135 S. 2d Street

HERE IS MITTEN PROPOSAL ON OPERATION OF NEW 'L'

P. R. T. Chief's Letter to Weglein Is Basis of Mayor's Message to Council, Read This Afternoon

This is the text of the latest proposal of P. R. T. Chief, President of the Rapid Transit Company, for the operation of the Frankford 'L' line, in a message to Council this afternoon, December 31, 1921.

"Hon. Richard Weglein, President of City Council: "In response to your request that Philadelphia Rapid Transit submit some arrangement by which Frankford 'L' passengers could be given through service to West Philadelphia and Market street subway delivery, I attended the Councilmanic Committee meeting December 13, and in substance stated that if P. R. T. operate Frankford 'L' line, the cost to the city would not exceed that which the city would incur by city operation of Frankford 'L' with terminals at Front and Arch streets.

"P. R. T. is willing to undertake this task, expecting only to preserve its present earnings. City and company engineers, however, do not seem able to agree upon the method to be adopted in determining rental for Market street subway. This, together with the fact that the public is not rightly informed in the matter, makes it seem desirable that we proceed no further in this direction.

"P. R. T. recognizes the importance of securing the greatest use of Frankford 'L' to the public, and this may be best accomplished by the agreement now before City Council which, by its terms, expires six months after final determination of P. R. T. valuation and provision for the rental of the line.

"Under this agreement, free transfers will be continued between the Market street 'L' and connecting surface lines, and in addition, free trans-

Mayor Scores P. R. T. Frankford L Offer

Continued from Page One

fers will be issued between Frankford 'L' and all connecting cross-town surface lines north of Arch street. A single seven-cent cash (four tickets for twenty-five cents) fare will be charged for a ride between Bridge street, Frankford, and Sixty-ninth street, West Philadelphia. Free transfers will be given between Bustleton line and Frankford 'L'. An additional seven-cent cash (four tickets for twenty-five cents) fare will be charged between Cottman street and present terminus at Bustleton.

"In the present emergency of city and company disagreement, I will, if desired by the city, recommend that P. R. T. operate the Frankford 'L' and Bustleton lines as a part of its system, and accept the agreement now before City Council, amended as follows: "First, City to deliver Frankford 'L' line, with 100 cars; also the Bustleton surface line, both fully equipped and ready for operation.

"Second, P. R. T. to bear the operating loss of the first year; pay to the city for the second year 1 per cent on the cost of the Frankford 'L'; for the third year 2 per cent; for the fourth year 3 per cent; for the fifth year 4 per cent; and for the sixth year 5 per cent, and thereafter 5 per cent, should this agreement continue for a longer period.

"All of the foregoing is based upon the continuation of the present rate of fare, whereas the payment of 5 per cent to the city is provided in the agreement now before City Council, was acceptable only upon the payment of a straight seven-cent cash (five tickets for thirty-five cents) fare upon every car line in Philadelphia.

"This proposal provides for a 5 per cent return to the city upon the cost of the Frankford 'L' for the sixth year of operation, the results of which, if the agreement were not made, would not earn 5 per cent until the seventh year of operation.

"Other Amendments Overlooked "Sixth. No mention is made in the letter of December 31 of what disposition should be made of a number of other proposed amendments to the present draft which have been discussed in City Council and some of which are regarded by the city as important. For instance, the elimination of the present clause providing for a physical disconnection of the two elevated structures in a certain contingency.

"Looking at the letter of December 31 as the basis of a permanent arrangement running longer than the term of the present agreement, the above objections must be considered, and, in addition to these, the following:

"Seventh. It may be considered an objection that no reference is made in the letter to the relations which will exist between the company and the city regarding the other units of the city's high-speed system.

"Eighth. Should a lease be entered into with the rapid transit company, the property of the city, which is being conveyed by the lease, would undoubtedly be included by Mr. Mitten in the valuation proceedings now before the State Public Service Commission, and unquestionably the rapid transit company would ask for a return based upon a valuation of the city's property, which would be 7 per cent on the face present value, which would mean that the Philadelphia Rapid Transit Company would immediately receive a return of seven (7) per cent upon the city's property, whereas the city for a period of one year would receive nothing, and for the subsequent year would receive 1 per cent. This would also authorize the company to increase its net revenue over the entire system by an amount which might even result in a general increase of fare.

"Ninth. Mr. Mitten, in his letter of December 31, says: 'P. R. T. during 1921 has earned a surplus approximately \$1,000,000, which has been used to further improve conditions. This I take it, means that his capital investment has been increased by that amount. It should also be noted that during the last year Mr. Mitten has expended large sums of money in the rehabilitation of his roads, approximat-

ing, I am informed by the Director of City Transit, \$4,000,000, which money has been provided out of the increased carfare under which the road is now operating. This sum of \$4,000,000 spent in rehabilitation has been used to take care of work which should have been done in previous years. The Philadelphia Rapid Transit Company has received, by reason of the increased fare authorized by the Public Service Commission, and which was granted at a time when the company was threatened with bankruptcy, a payment in advance for the increased burdens which might be put upon them, and on the basis of Mr. Mitten's offer will continue to receive it in the future. It would not be going far afield to regard any possible loss arising from the operation of the Frankford elevated road as out of these burdens.

"Tenth. Any proposition to pay a rental of any percentage on 'the cost of the line' involves the proper ascertainment and calculation of the cost. The city might well take the position that 'cost' includes not only the principal of the bond issue, but also the general construction overheads, which are included by the Rapid Transit Company itself in its valuation testimony before the Public Service Commission. This would include such items as interest during construction, general administration and similar expenses prior to commencement of the operation, and will probably increase the total cost above the principal of the bond issue by five or six million dollars.

"Eleventh. The proposal of Mr. Mitten calls for the delivery of one hundred (100) cars. The city, partly because of the uncertainty in the matter of an agreement with the Rapid Transit Company and with the knowledge of the latter, ordered the construction of fifty (50) cars only. The result of this stipulation must be, therefore, that the taking over of the road would be delayed until fifty (50) more cars can be built, which will postpone the consummation of the contract for at least six (6) months after its execution.

"Twelfth. The reference in Mr. Mitten's letter to the Bustleton line being delivered fully equipped and ready for operation also raises the question as to what is contemplated under this stipulation, because the number of cars supposed to be required for the Bustleton line is not stated and the amount and type of equipment is indefinite. Here again the city would hold up awaiting understanding with the Rapid Transit Company.

"Thirteenth. It will be noticed that while Mr. Mitten's offer calls for the delivery of the Rapid Transit Company Frankford road, and also the equipped Bustleton road, provision for payment of rental is based upon percentage of the cost of the former road only. It may be open to question whether the percentage rental should not be calculated on the cost of both of these roads.

Mayor Sees a Misapprehension "Fourteenth. There seems to be a misapprehension as to the reason the city included in the suggested lease submitted to Council, the clause calling for the automatic termination of the lease of March 31, 1921, six (6) months after the final adjudication by the State Public Service Commission of the valuation proceedings now pending. The motive for this should be clearly understood. The city should be prepared, in case the final result of the valuation authorizes the Philadelphia Rapid Transit Company to operate the line, to carry a net revenue amply sufficient to pay its present underlying obligations, to claim for itself the full return upon the city investment in the consolidated property as well in such case as would be by the operating company to the private investment of the underlying companies.

"In addition to this, if such should be the result of the valuation proceedings, the city should be in a position to require the Philadelphia Rapid Transit Company to make with it a contract looking forward to the acceptance not only of the Frankford line but of the other units of the city's high speed system, as and when completed, upon the same or equally advantageous terms.

"The foregoing suggestions are made to the Council in order that some of the more patent objections to the proposed form of lease may be before your honorable body. These criticisms, if they may be called such, have occurred to the Mayor as indicating certain weak spots in the new Mitten proposal.

"The Mayor is in thorough accord with the plan of operating the Frankford 'L' and the Bustleton surface lines as parts of a unified system of transportation throughout the entire city, but he believes that the effort should be spared at this initial stage to assure the thorough safeguarding of the city's interests. In the meanwhile, as indicated at the beginning of this communication, it is deemed highly advisable that the two ordinances now pending before Council, and the ordinance herewith transmitted, should be adopted, so that if the effort to arrive at a just and fair arrangement with the Philadelphia Rapid Transit Company be unsuccessful, no time will be lost in preparing for municipal operation.

"As to the ordinance now sent to your honorable body, there is the further advantage above referred to, that whether the operation of the Frankford 'L' is to be municipal or otherwise, immediate steps must be taken to provide the necessary power."

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A REBUILDING SALE

is Now Going on at Darlington's Which Brings Very, Very Unusual Possibilities for Money-Saving

If you have seen our previous announcements of this event, you will know that we are planning big things for 1922!

With 85 years of successful store-keeping in Philadelphia—more than four decades of which has been on Chestnut Street—behind us, we are making many changes in our building, in our merchandising policy, and to some extent in our personnel, that we may be better prepared than ever before to serve well our constantly increasing trade and to be ready for the rising tide of prosperity which is certain to come to the whole country now that the depressing aftermath of a World War is passing away.

That we may have the room to specialize entirely on those departments which we are going to keep and enlarge, we are closing out several lines, even though they have brought us for many years a large volume of profitable business.

So many moves and building betterments are involved in this policy that we could think of no better name for the event than a "Rebuilding Sale." We must ask that for the next few weeks you will accept some disorder in certain sections, but any slight inconvenience which might arise from this source will be much more than off-set by the savings which will come to you. The lines which we are to discontinue must, of course, be marked at prices which will move them quickly, regardless of the loss to us. And, in addition, all the other stocks will be cleared away closely that we may have only fresh, new merchandise with which to start the spring season.

You May Choose from Any of the Following Lines Without Reserve at the Reductions Stated

ALL Furniture at Reductions of 25% from the Regular Prices. The February Sales in other stores will bring no such opportunity as this. The finest Furniture in Philadelphia at 75c on the dollar.

All Curtains, Upholstery Goods and Bedfurnishings at Reductions of 33 1/3% from the Regular Prices.

All Back-lacing Corsets, models for every figure, at Reductions of 33 1/3% from the Regular Prices. This does not include Gossard Front-lacing Corsets which we shall continue to sell.

All Laces and Ribbons at Reductions of 33 1/3% from the Regular Prices.

All Notions and Sewing Supplies at Reductions of 33 1/3% from the Regular Prices—Pins, Needles, Buttons, Thread, Yarns—the hundreds of little things which every woman needs every day.

All Table Cloths, Damask by the yard, Decorative Linens, Napkins, Domestic, Sheets, Pillow Cases, Flannels, etc., at Reductions of 25% from the Regular Prices.

All Women's and Children's Knit Underwear at Reductions of 20% from the Regular Prices.

All Woolen Materials—Serges, Tricotines, etc.—at Reductions of 33 1/3% from the Regular Prices. We shall carry some Woolens in our enlarged Silk Section on the Second Floor, but the stock on hand will be closed out for lack of space at present.

Joseph G. Darlington & Co. Inc.
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HANAN SHOES

for Men for Women

Semi-Annual SALE

Men's and Women's High & Low Shoes

An opportunity to secure Hanan Quality Footwear at a material saving.

1318 CHESTNUT STREET

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