

PROBABLE REDUCTION OF WAGES IN STEEL INDUSTRY

No Stock Offerings to Employes by U. S. Corporation Apparent Basis of Prediction, but Improvements in Other Channels Are Noted

New York, Dec. 18.—"The Iron Age" says buying of finished steel for the first quarter of 1915 has increased somewhat, but it is evident that December will not put on the books the volume of new business needed for a strong revival of mill operations after January 1. The last two weeks of the year, from all signs, will take their usual quiet course.

The possibility of wage and salary reductions at the beginning of the year is again having attention since it became known that no stock offering to employes will be made by the Steel Corporation and with the expectation that there will be no bonus distribution. Counting against wage reductions are the improvement in financial and security markets and the better railroad buying looked for after the generally predicted advance in Eastern freight rates. On the other side are the poor balance sheets of the year and the indications that profitable iron and steel prices are some months distant.

The situation still fails to develop the extreme concessions in price which mark the beginning of broad buying movements. Bars and shapes can be had at 1.95 c., Pittsburgh, for early delivery, and plates are weaker than either at that price, but 1.10c. holds for first quarter delivery and a good many bar sales have been made on that basis.

Concessions on sheets and tin plates continue. On the latter, while \$3.20 was named as the season price, the large contracts closed have been at \$2 to \$3 lower. The requirements of the leading can interest will exceed those for 1914 and in that industry 1915 is expected to make a new record. Competition in sheets has been sharper. No. 28 black selling below 1.80c., while galvanized have gone to 2.75c. and in the Chicago district to a basis of 2.70c., Pittsburgh.

A new and urgent inquiry for barb wire for export has sprung up and in one case 12,000 tons are wanted for quick shipment to the war zone. It is doubtful if some of this demand can be met in the time set; yet wire mills are looking for business for the next two or three weeks. Some of them have taken on about all the rod business they will want for four or five months.

The export movement in other lines is rather stronger. Greece has placed 10,000 tons of steel sleepers with two companies. An order for 35,000 steel barrels has just followed one for 25,000 at Cleveland. Russia is expected to place a large order for cars.

Standard Oil Company contracts are being closed including plates and rivets, bolts and nuts. The plate inquiry is for 20,000 tons. In the East 4,000 tons of plates will be required in addition to 2,000 tons of shapes, for two Standard Oil tank steamers to be built at Newport News, and the Navy Department will buy 2,000 tons of plates for fuel oil tanks.

Structural business is more promising, but according to the Bridge Builders and Structural Society's estimates only 20 per cent. of the country's capacity was contracted for in November, the lowest rate for the year. At Chicago structural steel lettings were 4,000 tons, with 7,000 tons pending. Cleveland reports 2,100 tons placed by automobile works and 2,800 tons pending. The B. & O. bridge at Pittsburgh over the Allegheny river, 12,000 tons, will soon come up for bids. At New Orleans bids have been taken on 3,200 tons of shapes and 5,000 tons of reinforcing bars for cotton warehouse and dock work. Fabricating prices have not improved, a Massachusetts pier contract last week bringing out a bid of \$45 per net ton, erected.

The Pere Marquette has come into the market for 5,500 tons of 90-lb. rails. Norway's award of 25,000 tons was made today. A little car work is coming out, but the year's record will run but little over 80,000, against 147,000 last year. Orders for 700 are expected this week and the Pennsylvania will build 1,050 box cars in its own shops.

The pig-iron market has quieted down greatly. Pittsburgh reports sales of 15,000 tons of base and an Ohio river steel works will buy 10,000 tons. In foundry iron buyers are not disposed to pay recent Northern advances. Some Southern producers, however, are still selling at \$9.50 to \$9.75 for No. 2 iron at Birmingham.

MRS. IAMS GETS A DIVORCE

Her Husband Is Democratic Chairman in Greene County
Washington, Pa., Dec. 18.—Mrs. Virginia Isabelle Swart Iams, former wealthy woman and society leader in the most exclusive circles of Waynesburg, and who, a few years ago, had her favorite bulldog's teeth capped with gold, was granted a divorce yesterday from James L. Iams, Democratic county chairman in Greene county, and a political power in Western Pennsylvania. In the failure of the Farmers' and Drivers' National bank, at Waynesburg, Iams lost heavily. Soon after the bank failure and the inability of the Iams family to maintain its palatial residence in a Waynesburg suburb, rumors of domestic differences became current and more than a year ago Mr. and Mrs. Iams separated.

TANGLE ON NATURALIZATION

Applicant Was Born Here, but Lived in Old Country Many Years
Mauch Chunk, Pa., Dec. 18.—The Bureau of Naturalization at Washington is puzzled as to whether Paul Holly is a citizen of this country. He was born at Pittston, Pa., but when only 10 months old his parents, who were not American citizens, removed to Austro-Hungary. After being 22 years in that country he returned to America. The Bureau of Naturalization states that all persons born on American soil are American citizens, but in the case of Holly they do not know whether he relinquished his citizenship by residing so long in Austro-Hungary. Prothonotary Corkill will have the man file his declaration of intention to become a citizen. The department will take up the matter and file an opinion in the case.

Reading Sets "Denial Day"

Reading, Pa., Dec. 18.—Reading, December 22, has been set aside as "Self-denial Day" in Reading. On that day the people are urged to deny themselves some luxury and donate the cost of it to the city poor fund.

AT 10:30 SATURDAY NIGHT THIS SALE WILL ABSOLUTELY AND POSITIVELY CLOSE.



EVERY FLOOR IS JAMMED.
This TREMENDOUS Stock Must Go!
Now For the Grand Wind-Up---This Tremendous Sale Closes Saturday Night.
Let Nothing Prevent You From Being Here. This is the END.

ONLY 15 MINUTES TO A CUSTOMER

The limit of time given to any customer will be 15 minutes. The store will be jammed Saturday. Pianos will sell as fast as we can walk on the customers. Buy quick. When you see the Piano you want, "Nail it." A positive guaranteed saving of \$100 on any Piano.

DON'T STAND IN ONE PLACE

Keep moving. Do your part to handle the mob that will be here. Seats will be provided for customers. We will consider it a special favor if you will bear with us. We have taken on additional salesmen and will wait on you as soon as we possibly can.

PLEASE KEEP TO THE REAR OF STORE

Keep back to the rear of the store. We have a competent man in charge of the floor and he will instruct you when your turn arrives. But as the time limit is fifteen minutes you will not be compelled to wait an unreasonable length of time.

DON'T CONGEST THE TRAFFIC IN THE MAIN ENTRANCE

The main entrance must be kept clear to allow the people to come in and the Pianos to go out. Come early and in that manner you will have a larger stock to select from. But in any event we will ask you to keep back. Your turn will come and you will be waited on in a competent manner.

HANDBAGS MUST BE CHECKED IN THE MAIN OFFICE

All hand bags must be checked in the main office. We have provided a space to accommodate several hundred articles. You will receive a check for same and in that manner we will be responsible and guarantee safety of the article checked. Please bear this fact in mind and be governed accordingly.

DON'T CROWD DON'T PUSH

We expect the greatest demonstration on these floors Saturday that has ever been witnessed, and why not? We will sell Pianos as low as \$10 each if it becomes necessary. Do not crowd. Don't push. Nothing can be accomplished by it. Every customer will be treated exactly alike. One man's money is as good as another's.

BUY QUICK

When you see the Piano you want and the price and terms are satisfactory, "Nail it." Don't hold back. The Piano you want may be taken while you are hesitating. You will not need a salesman to wait on you. Every Piano is marked in plain figures. Quick sales is the motto for Saturday.

THIS IS THE END OF THE BIG PIANO SALE

This tremendous stock must be sold. We will not take "NO" for an answer. When the doors close Saturday night at 10:30 o'clock we will not have a single instrument of this stock unsold. Even if we have to give away. We will then resume business under the old methods that we established here.

MR. WORKINGMAN, READ THIS

We have been laughed at for selling New Pianos \$2 Down and \$1 a Week. But there is many an honest man and woman in Harrisburg who can not afford to pay cash for a piano or pay the tremendous prices asked by small dealers. Come to this store—Come Saturday—Bring along whatever amount of money you can spare. The man or woman with a two dollar bill looks just as good to us as the millionaire. This is the foundation of this business. COME DOWN, MR. WORKINGMAN; bring along the wife and kiddies. You will be well received and courteously treated.

A LAST WORD

This is the last call. The end is here. It is only a matter of hours now and this great mammoth sweeping and tremendous sale will be a matter of history. Come here under any and all circumstances. Come and name your own price and terms. Can we say more? Is there anything in the English language that will make this proposition more attractive? This sale will go down in history as the most remarkable of any kind or character that has ever been introduced in the history of this country.

THREE OF THE WORLD'S BEST PIANOS--PRICES AND TERMS SLAUGHTERED

These three Pianos are only a sample of the many that must be sold here Saturday. Come in and look at them. Bring along any professional musician of your acquaintance. Come prepared to buy. This is your last chance. Get your Christmas Piano now.

<p>WAS \$375 NOW \$90 \$2 DOWN \$1.00 PER WEEK</p> <p>HAYNES</p>	<p>WAS \$325 NOW \$92 \$2 DOWN \$1.00 PER WEEK</p> <p>WESER</p>	<p>WAS \$350 NOW \$125 \$2 DOWN \$1.00 PER WEEK</p> <p>KIMBALL</p>
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This Piano must go. This price will buy it as a last resort. Come and see this Piano. If the price is not low enough you can name it yourself.

This Piano will be sold for the above price. Can you afford to lose this opportunity? This is a bargain if ever there was one.

Here is a Piano that will be cleaned out for \$125. As low as \$2 down and \$1 a week. Stool, scarf delivery and tuning free.

<p>AN 88-NOTE PLAYER PIANO \$310 \$10 Down \$2 a Week \$10 Worth of Music, Bench and Scarf Free. Tuning and Delivery Free</p>	<p>A Spot Cash Special \$64 This is a Beautiful Crown Stool and Scarf Free</p>
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TIME PIANO BUYERS, READ THIS!
Buy your Piano on Time. Pay for it according to your own ideas. To-morrow morning at the stroke of eight we will cut loose and throw every Piano Player, Piano and Organ on the market at prices and terms that will startle the Piano buying public. Be here bright and early to-morrow. We are open to-morrow evening till 10:30 o'clock. This is your last chance. This is your opportunity. Take advantage of it. Be here. This is the end.

YOUR LAST CHANCE
Give the kiddies a Piano. Buy them their Christmas Piano NOW. Prices and terms are torn to shreds. Read every word of this advertisement. Bring it with you and ask the salesman to show you the Pianos advertised in this paper to-day. Can you ever hope to buy a Piano at this price again? REMEMBER THAT THIS SALE WILL CLOSE SATURDAY NIGHT AT 10:30 O'CLOCK. Every Piano in the entire Building must go at some price. Be here Saturday.

We Will Positively Close at 10:30 Saturday Night

WINTER PIANO CO.
23 N. 4th St., Harrisburg, Pa., H. M. ELDRIDGE, Manager

We Will Deliver Pianos Until Midnight Saturday
Any Piano selected now can be left with us (without any extra charge) and we will deliver it Christmas Eve.

BODY FOUND IN ICE

Mystery in Death of Fayette County Pottery Manufacturer
Uniontown, Pa., Dec. 18.—Frozen solid in six inches of ice in a stream, the body of Arthur Robbins, wealthy proprietor of the Robbins hotel and a

well-known pottery manufacturer of New Geneva, Fayette county, was found late Wednesday night by a searching party which started out to hunt him when he failed to return home. Robbins was in Pittsburgh Tuesday. He went there to sell some pottery. According to advices received here Wednesday he left Pittsburgh Wednesday morning for his home.

TWO TOURS FOR QUARTET
State College Students to Visit Panama Canal and California
State College, Pa., Dec. 18.—The quartet of the Pennsylvania State College has been re-engaged to make two trips such as it made last year, one to the Panama canal zone in June, as the guests of the government, and one to California, in the Taster vacation, as the guests of the Santa Fe railroad. At the San Francisco exposition the

quartet will sing in the Pennsylvania building.
Salary Reduced But Not Applicants
Lebanon, Dec. 18.—The announcement of the reduction in salary of the Palmyra postoffice from \$2,300 to \$2,000 has not resulted in the reduction

of the efforts of a half dozen Democrats to get the office. The present postmaster, Frank E. Hartz, Republican, will not vacate until March, 1915. Among the candidates are George N. Strumbein, clerk in Theodore Lech's store; Dr. J. N. Becker, veterinary surgeon, and Dr. C. L. Marks, dentist.