

GOSSIP OF THE STREET

MAJORITY OF LOCAL BANKERS APPROVE PRESIDENT'S APPEAL FOR EARLY TAX LEGISLATION

Railroad Rate Advances Are Received With Satisfaction—More Vigorous W. S. S. Campaign Is Planned—Gossip of the Street

THERE were too many large events happening in succession yesterday morning for the stock market and its followers to digest. First came the news of the resumption of the big German drive on three new fronts...

As to the announcement of the railroad rates, they had practically been discounted for a considerable time past, and satisfaction rather than surprise describes how the announcement was received. Such an advance, it is conceded by all, was absolutely necessary...

Some financiers saw in the President's address a greater eagerness on the part of the Administration to equalize taxation, rather than to emphasize the imposition of new taxes. It was pointed out that the new taxes are mainly to be levied on luxuries, war profits and incomes...

Plan More Vigorous W. S. S. Campaign The committee of the investment bankers' section of the War Savings stamps board held a meeting in the offices of Cassatt & Co., bankers, yesterday morning and formulated plans for the more vigorous carrying on of the W. S. S. campaign through the investment bankers of this city...

Farm Loan Sales Show Attitude Those who fear for the success of another Liberty Bond issue in the fall, as indicated in President Wilson's address to Congress yesterday, and who think it would be following the last campaign too soon should know that of the recent 5 per cent Farm Loan bonds, issued by a syndicate immediately following the close of the third Liberty Loan, at the end of last week approximately \$33,000,000 of these bonds had been sold...

Speaking of the new raise in rates for railroads, announced in yesterday's papers, a well-known broker who is supposed to have inside information said yesterday that he believed there were more good things coming for the railroads than a raise in rates, and that later developments would prove his assertion, but he would not say what he expected.

During the last week foreign Government bonds were not quite so active as for the previous week or ten days. For the next few days the Anglo-French 5s will be keenly watched, on account of the German drive and their sensitiveness to the fortunes of the front.

As showing the serious intention of the railroad administration to see that the necessary additions and betterments for which almost \$1,000,000,000 dollars was authorized, was to be carried out, a well-known banker who has knowledge of these matters said yesterday that the roads were asked first of all to make recommendations of what was necessary without regard to where the finances were coming from, and the approval of the expenditures was also made independent of such considerations.

When these reports came in and were approved, the officials were asked to report later on how they were getting along and if they were prosecuting the work vigorously. If they were not prosecuting it vigorously they were asked "Why?" and if the reason given was lack of funds or the means for getting them they were asked to make a report at once to John Skelton Williams, Director of the division of finance, stating their financial requirements to complete the work in short order.

The Curb Market During most of the week, in a general way, the course of the market has been irregular, but continuous profit-taking, together with disturbing factors, has made for a reactionary market, with a decided decline in prices the last of the week. Chief among the disturbing elements is the proposed new revenue legislation, which, if passed, would mean the imposition of heavy tax levies, especially affecting the industrials. The copper shares were inclined to be reactionary, as a result of the failure of the Government to advance the price of copper above the 23 1/2c price. We consider it advisable to take advantage of all bulges for profit-taking and the placing of selling commitments.

BANDITS GET \$20,000 Hold Up Two Men in Elevator of New York Building New York, May 28.—Two employees of the Melville Shoe Corporation—Francis E. Green and William Montgomery—were robbed of \$20,000 in cash in an elevator of the building at 121 Duane street. They were held up with pistols at their heads by two men who apparently knew their plan to deposit the money. The negro elevator boy was required under pain of instant death to run the car swiftly to the ground. There the robbers slammed the door, ran from the hold-up and mingled with the crowd. Pursuit was kept almost immediately and handcuffs were put on the man. No trace of the robbers was found.

BUSINESS CAREER OF PETER FLINT

A Story of Salesmanship by Harold W. Whitehead (Copyright)

Mr. Whitehead will answer your business questions on the telephone. Ask your questions clearly and fully. The more you know, the more you will be able to do. The more you know, the more you will be able to do. The more you know, the more you will be able to do.

MIKE seems rather envious of my good fortune in getting a job with Mr. Perry, selling newspaper subscriptions in New York. He said he had been offered a job with the same man, but I had located another and I told him about it. He didn't seem very much interested, but I told him I was going to pay me \$5 more a week than you pay me, and I don't have to work Saturdays and Sundays. He said he would like to see me after he had taken the job. I said I would like to see him too.

I just told you—\$15 a week, and then the old man began to throw me the same story that Miller and his sister did about not getting a dead end job. I said, "It's all right to talk about getting something with a future to it, but the trouble is that all the jobs that don't lead to anywhere pay more money than the others to begin with."

Business Questions Answered You have helped others, probably you can help me. I am selling a few lots that have been left over from a building that has been waiting for the last five years. Someone or other the architect who has been on the job has done what he has expected of them, so he is going to sell them. I can do better. I have never sold property before, and I would like you to give me a few points in regard to the following questions:

1. Yes, if you go about it right. 2. Get the names of present owners of lots on the property and from them get the names of their friends. Call on their friends, using the present owner's name as an introduction. 3. You can often get valuable leads by advertising single lots. Use a box number for this purpose. The old plan of advertising an excursion to the land on some Saturday or Sunday is still efficacious in bringing out prospects. If your ad gets them to the land you ought to be able to do the rest.

WILL OPERATE SHIP LINE FROM CITY TO NEW YORK New Corporation Will Operate Five Boats in Daily Service Through Canal To further relieve freight congestion between this city and New York, a steamboat service between the two cities will be placed in operation next Saturday. The New York and Delaware River Steamship Corporation will place five boats in service operating through the Delaware and Raritan Canal on a daily schedule of twenty hours.

It's surprising what deterioration will do to a house. It is even more surprising what good painting will do for it. Get our estimate—no obligation. Kuehne PAINTER 11 S. 16th St. BRIDGE 3925

HOW SHIPWORKERS ARE DOWNING KAISER

TYPE OF VESSEL TO BE TURNED OUT AT HOG ISLAND



The picture shows a 1500-ton steel cargo carrier, of the same general appearance as those which will glide into the Delaware River by scores within a few weeks.

HOUSES FOR NAVY YARD EMPLOYEES

One Thousand New Homes to Be Erected in South Philadelphia BUILDERS ARE SOUGHT Housing for employees of the Philadelphia Navy Yard at League Island, which has undergone tremendous development since the outbreak of the war, is to be undertaken to the extent of \$2,000,000 by the Bureau of Industrial Housing and Transportation, more commonly known as the "Housing Commission."

The appropriation of \$2,000,000 to provide living quarters for the men working on the great drydock being built there, is the largest in the world. One of the largest battleships to cost \$10,000,000 a hospital ship to cost \$8,000,000, the big aircraft factory for the navy, and the big shipyard at the yard is provided for in the urgent deficiency appropriation bill now before the House.

Government Loan The bureau of industrial housing and transportation, which is under the Department of Labor, says that some investment builders of Philadelphia will undertake the work, if of course, it could be possibly supported by a loan from the Government.

It is planned to have the Government back some in interest loan contracts, which shall sell the houses on a monthly payment plan and repay the Government when a realization is made on the project.

There has been a tremendous development at League Island Navy Yard, which will before long bring the number of men employed there up to about 15,000, said I. N. D. Stokes in explaining to the Appropriations Committee the need for the \$2,000,000 appropriation to house the Philadelphia workers.

Few Vacant Houses An investigation by the Housing Commission, it is said, shows that there were very few vacant houses in Philadelphia, and that those vacant lack modern plumbing and are in other ways unsanitary and undesirable.

HIGGINS COMING HERE TO PUSH SHIPBUILDING

Will Aid Admiral Bowles With Work at Hog Island Yard H. G. Higgins, representative of the Emergency Fleet Corporation at the Shipbuilding Corporation in Newark, N. J., has been selected to direct the work of the Emergency Fleet Corporation at the Philadelphia Navy Yard, which is being developed by the Shipbuilding Corporation.

STORK MAKING FRIENDS WITH SHIPYARD MEN

Twins Left at Home of Traffic Man M. Pusey & Jones-Plant The stork is making friends right and left in New Jersey shipyards. Mr. Hartley, assistant to Colonel Glasgow in the traffic department at Pusey & Jones Company's yard, is particularly happy because the stork has left at his house a pair of twins.

RIVET MARK GOING UP

London, May 28.—A special dispatch from Glasgow indicates that the British riveting record has returned to the Clyde. William South, of Scotstoun, has riveted the world record of 4 1/2 cwt. of "cladbank" hammered in 52 1/2 hours in nine hours. This beats all previous British records and is more than 500 better than the mark set by William Moses, at Barrow, last week.

DRAFT CONSTITUTION FOR SHIPYARD CLUB

Pusey & Jones Workers Will Vote Thursday on Adoption of Governing Code Employees at Pusey & Jones Company's shipyard will vote next Thursday upon a draft of a constitution for their club, known as the Pusey & Jones Club.

ANNUAL DECORATION DAY AUCTION

IMPORTED JERSEY CATTLE "Linden Grove," Coopersburg, Penna. Thursday, May 30, 1918 CATALOGUE FURNISHED AT SALE T. S. COOPER & SONS Coopersburg, Lehigh Co., Pa. Coopersburg is 30 miles west of New York and 45 miles north of Philadelphia. It is a beautiful town with a fine view of the Lehigh Valley. The cattle are of the best quality and are well adapted to the climate of this section.

carried with entire responsibility, carrying out the work ordered by the board of control, choosing such committees as necessary, subject to the approval of the board of control, and pointing the executive committee and other committees.

The club's purposes are to unite employer and employe in a closer cooperation and sympathy and to advance the interests of both; to promote the general welfare and stimulate the interest of our members by encouraging a friendly competitive spirit, sociability and closer personal relations; to create mutual confidence between all classes, also between employer and employe.

There will be a publicity manager, a housing manager and war news bulletin. The bulletin will be published daily. The bulletin will be furnished by the Public Ledger and posted both morning and afternoon for the benefit of the employe.

Each member shall be entitled to wear the official badge of membership and such other special badges as the club may award him in recognition of his merit.

The authority that shall direct the work of the service department shall be the board of control of the Pusey & Jones Club, consisting of representatives of the various classes of workmen in the employ of the company, chosen by popular election.

In its actions the board of control shall seek the advice and cooperation of the management, but its decisions shall be subject to veto by the managing director of the Pusey & Jones Company.

The election of the board of control shall be held regularly every three months, half of the member to be chosen at each election, and each member chosen to serve six months.

The chairman of the board of control of the club shall be the manager of the service department. He shall be named by the management, subject to the approval of the men as represented in the club's board of control. He shall be

Established 1874. Coopersburg is 30 miles west of New York and 45 miles north of Philadelphia. It is a beautiful town with a fine view of the Lehigh Valley. The cattle are of the best quality and are well adapted to the climate of this section.

1879 1918 PHILADELPHIA STEAM HEATING COMPANY ENGINEERS JOBBERS CONTRACTORS Solicit your business in Heating Systems (all kinds) Heat Regulators Fuel Economizers Water Meters Pipe Fitting for all duties Power Plants Water Supply Systems Boiler Blowers Ventilation Fans and Blowers Electric Wiring, Motors, Generators Electric Freight Elevators Stationary Vacuum Cleaners Repair and Reconstruction Work Steam Plumbing and Electric Supplies 8000 successful plants in 40 years. Telephone connections, Day, Night and Holidays Juniper and Cherry Sts. Philadelphia

Citizens, Awake!!! You owe a debt that cannot be paid to the soldiers and sailors who are fighting your fight. How much have you given? Is your conscience clear? Have you done your duty by the boys? If not, give today. Don't delay. Send in your pledge at once. Any booth, Bank or Trust Company will receive and forward it. THE WAR WELFARE COUNCIL, BROAD & CHESTNUT STREETS, PHILADELPHIA

PURE FRESH PAINT Believe Me It's surprising what deterioration will do to a house. It is even more surprising what good painting will do for it. Get our estimate—no obligation. Kuehne PAINTER 11 S. 16th St. BRIDGE 3925