WAR INSURANCE SOON TO BE PERMANENT

Government in Few Weeks Will Convert Policies Aggregating $35,000,000,000

GENEROUS TERMS OFFERED

By a Staff Correspondent

Washington, April 14.—The policies have been engraved, the premium rates fixed and the government has everything now ready to begin in about four weeks converting the 4,250,000 war-term insurance policies issued on the lives of the soldiers, sailors and marines into various kinds of permanent life insurance such as now issued by the private insurance companies.

An idea of the magnitude of the task ahead of the war risk insurance bureau may be obtained when it is known that of the 5,000,000 or more men who enlisted during the war about 4,250,000 took out life insurance policies totaling $35,000,000,000. That is as much ordinary life insurance as there was outstanding with all the life insurance companies in the world at the beginning of the war.

The war-term insurance carried by the fighting men may be converted, in whole or in part, any time within the next five years into ordinary life, twenty-payment life, thirty-payment life, twenty-year endowment, thirty-year endowment or endowment maturing at the age of sixty-two.

The premiums to be charged by the government are about 20 per cent lower all along the line than those charged for the same form of insurance by the insurance companies. The government will bear all the expenses of administration usually charged to policyholders and will extend all the usual conversion advantages and several not offered by the companies.

These low rate insurance policies, with the special disability clause and other advantages, are to be offered also in future to those who may enlist or be commissioned in the army or navy, if application is made within 120 days after such enlistment or commission.

One important feature of the government insurance not extended by any of the insurance companies is that providing that whenever the policyholder becomes totally and permanently disabled, payment of premiums shall cease, and he shall receive, regardless of his age, monthly installments of $5.75 per $1000 of insurance, for the entire period of total disability for life.

In event of death all policies are payable to the beneficiary in 240 monthly installments. Policies surrendered for paid-up insurance, however, are payable at death in one lump sum, and endowment policies are payable to insured at maturity in the same manner.

The premium rates will be based on the age of the insured at the time the conversion is made.

The $35,000,000,000 of life insurance on the soldiers, sailors and marines was all written within twelve months by the war risk insurance bureau. In one month, August, 1918, more than $4,000,000,000 of life insurance was written by the bureau, and an average of $3,000,000,000 was written for each of the twelve months between October, 1917, when the government began issuing the insurance, and October, 1918.

BUSINESS NOTES

The Charles Lennig Company, maker of chemicals, is planning improvements and alterations in its building at Wade and Kennedy streets.

More than three hundred department buyers have made reservations at the hotels in Louisville, Ky., for the purpose of attending the eighth annual convention of the Southern Wholesale Dry Goods Association, which convenes April 15, 16 and 17.

There is a more or less steady and persistent call among dye makers for the bright color combinations, including the various Swiss colors. Consumers are buying in barrel quantities, it is learned, and considerable business is passing in this manner.

The cotton yarn market is said to be growing more disinteresting each day. There continues to be placed a number of orders calling for 3000 and 10,000 pounds of stock at a variety of prices. Some spinners are taking the bulk of the business offered them, providing the offers made by the consumers are not too outlandishly out of line, while other manufacturers of yarn are holding firmly for what they consider a fair price.

A bill now before the Canadian Senate which has passed the committee stage amends the proprietary medicine act providing for a closer supervision of proprietary and patent medicines, and compelling a statement of the amount of alcohol contained to appear on the wrapper of every bottle, as well as a clear statement of the quantity of other drugs. It is also provided that the alcohol contents shall be limited to a certain specified amount.

STRIKE LEADER ARRESTED

Lawrence Textile Workers' Chief Is Accused of Interfering With Police

Lawrence, Mass., April 14.—(By A. P.)—Samuel Bramhall, chairman of the committee in charge of the textile strike here, was arrested today during a demonstration in the mill district, charged with interfering with a policeman. Members of the state board of conciliation and arbitration were to arrive during the forenoon to begin an investigation and several thousand men and women walked up and down the streets displaying cards with the legend "48-54" indicative of their demand for fifty-four hours' pay for forty-eight hours' work.

Mrs. Glendower Evans, of Brookline, a stockholder in the Arlington mills, mingled with the pickets wearing the strike card on her sleeve. A policeman in plain clothes kept close behind her, and it is charged that Bramhall questioned his right to follow her.

Today marked the opening of the eleventh week of the strike.

GOSSIP OF THE STREET

OPTIMISTIC OPINIONS GIVEN ON OUTLOOK BY FINANCIERS

Banking and Brokerage Houses See Great Opportunities for This Country in All Lines of Trade—Gossip of the Street

THE following expressions from leading financial houses deal with the matters which, in their opinion, loomed largest in the financial world during last week, and the outlook for securities and general business:

Butcher, Sherrerd & Hansell—The rest of the world today needs more than ever the merchandise and other things the United States now has in so great abundance for export. Our producing capacity is at the maximum; our natural resources of coal, iron, copper and other necessities are prodigious; our man-power, as compared to the tremendous losses our allies have sustained, is virtually untouched; our financial resources, greater than ever, are intelligently mobilized. Today the United States needs, perhaps, most of all, patience, good sound sense and co-operation.

Patience with our allies and a willingness to see their problems in a broad, generous light. Good sound sense with each other here at home. Co-operation in acquiring a fair, generous—if you please—attitude toward all workers, whether they are laboring with their heads, hands or dollars—a square, fair deal for all.

Edward B. Smith & Co.—Activity in trading on the stock exchange is pronounced. Many stocks have experienced large advances. It is believed the approach of the Victory Loan campaign may have a quieting effect on the stock market, although no decline of consequence in prices is looked for. Money rates are likely to be higher during the coming week, and this situation will probably continue during the loan campaign.

There is a large short interest in the market and general business is gradually expanding, both factors acting toward stability of prices. We believe it advisable to take profits in highly speculative stocks, with a view of repurchasing standard stocks at reasonable concessions.

Hecker & Co.—Notwithstanding a considerable volume of profit taking, stocks held remarkably well. Peace news is more optimistic and good progress is now being made by the conference. This is calculated to stimulate demand for stocks, and while the condition exists the trend will be upward. When peace is consummated we must expect a wave of profit taking and the market will then have to take fresh bearings.

Hughes & Dier—Those who give the subject careful consideration and make their selections with care, giving proper attention to those specialties such as companies having to do with food products, fertilizers, farming implements, tobacco products, etc., will find themselves well foundationed for results marketwise which would prove extremely satisfactory, while good securities purchased around present levels will no doubt yield much larger returns on the investment than will be found possible to obtain within a few months from the present time.

Chandler Brothers & Co.—A very distinctive feature, new in its development, is the quick substitution of one character of production to another, not only without disadvantage but rather to the advantage and material profit of the successor. Until recently, when a plant has demonstrated its failure in some line of production it has simply been deserted and its machinery scrapped. The war particularly has taught other and more beneficent lessons in the immediate reversal to some other form of activity. Hundreds of producers of peace necessities became war munitions manufacturers of one sort or another, and now that war demands have ceased they have quickly readjusted their plants toward other uses.

Witness the revolution of the Distillers Securities Corporation from a satisfier of thirst to a caterer to hunger as the United Food Producer, while Corn Products Company multiplies greatly its variety of products. Aetna Explosives turns toward other output and the vast du Pont plant, instead of specializing in powder, dynamite, nitroglycerin, trinitrotoluol, now develops collars, cuffs, whisk brooms, perambulators, dyes, combs, camphor, tooth-brushes, teething rings, leather specialties and celluloid articles without limit.

All this harmonizes with the harnessing of energy in every practical form and with the ability to promptly change as times, fashions or demand require.

MacMeekin & Williamson—The railroad situation is still unsettled, and until the prospects for relief become more definite we doubt if there could be any material improvement in railroad shares. Technically they are entitled to some participation in the recent general advance in other stocks. Considerable investment purchases of railroad shares are taking place at any concessions in the prices, and this has a stabilizing effect.

The copper stocks display firmness, and while we do not expect to see them decline much lower, in our opinion any substantial advance under present conditions would appear to be questionable. Copper stocks, however, should be the first to reflect any marked improvement in reconstruction demand.

Bonds will doubtless remain quiet until the Victory Loan campaign is well on its way. We think Liberty Bonds and some of the railroad preferred stocks still remain the most attractive investments.

Guaranty Trust Company of New York—The feeling is general that business is steadily regaining the ground lost in the weeks immediately succeeding the signing of the armistice. There is as yet no boom, but confidence is returning. The fixation of prices in co-operation with the government gives promise of general acceptance, although difficulties have been encountered in the lumber trade, and this may tend to hold back building enterprises. Because of lack of funds the work of the United States employment service is being discontinued, but with the concurrence of the secretaries of war and labor a council of the emergency committee on employment for soldiers and sailors, under the direction of the council of national defense, is now aiding discharged veterans to obtain employment. Governors, mayors and chairmen of state councils of defense have been asked to co-operate.

A. B. Leach & Co.—Gross earnings of the Virginia Power Company for February were $73,041, against $58,636 for February, 1918, a gain of 24.6 per cent; net earnings, $29,350, as compared with $21,814, an increase of 34.5 per cent. For the two months ended with February gross earnings were $145,792, compared with $117,491 for the corresponding period of 1918, an increase of 24.1 per cent; net earnings, $58,712, as against $45,653, a gain of 28.6 per cent.

Financiers Discuss Increased Railroad Wages

During the Saturday half session the principal note in all discussion in the financial district was in reference to the railroads. The question most frequently asked, to be left unanswered, was, Can the railroads stand the strain? A well-informed banker said the latest wage concession by Director General Hines brings the annual bill for wages for railroad workers up to $3,000,000,000. One burden, he said, has been added after another, with no sign of relief except through the medium of taxation, which already, he remarked, is sufficiently burdensome. The cost of labor and material, he added, has outbalanced freight rates.

It may be, he said, that Director General Hines sees a way out, and if so, it is to be hoped he will soon let it be known, for the information of that ignored class which seems to have little or no rights—the security holders.

Outside Stock Prices

(April 12, 1919)

The following table shows the last recorded sale price and dates of transactions of bank, trust company and various local stocks seldom, and in same cases never, dealt in on the Philadelphia Stock Exchange. Quotations compiled by Barnes & Lofland:

		Date of Last Sale
Banks		
American Bank	54½	May 29, '18
Bank of Commerce	125	Nov. 8, '16
Bank of North America	255½	Apr. 8, '19
Broad Street	60	Feb. 26, '19
Centennial National	275	Apr. 22, '14
Central National	415	Nov. 14, '17
Corn Exchange Nat'l	370	Apr. 9, '19
Eighth National	120	Dec. 24, '18
Farmers & Mech Nat	170	Aug. 15, '18
First National	215	Aug. 21, '18
Fourth Street National	310	Feb. 4, '19
Fox Chase	121	Oct. 26, '11
Franklin National	502½	Feb. 26, '19
Germantown	140¼	Oct. 2, '18
Girard National	344	Nov. 6, '18
Kensington National	105	Oct. 2, '18
Manayunk National	330	Dec. 12, '18
Market St. National	180	Jan. 29, '19
Middle City Bank	52¾	Oct. 2, '18
National Security	442	July 31, '18
Ninth National	340½	Nov. 13, '18
North Penn	125	Mar. 5, '19
Northern National	200	July 31, '18
Northwestern National	401¼	Dec. 20, '17
Penn National	170	Feb. 28, '19
Philadelphia National	350	Feb. 19, '19
Quaker City National	170	Mar. 12, '19
Second National	317½	Nov. 14, '17
Sixth National	202	Nov. 7, '18
Southwark National	155¼	Oct. 3, '17
Southwestern National	115	Apr. 19, '16
Tenth National	120	Jan. 4, '18
Textile National	115¼	July 31, '18
Third National	250	Sept. 12, '17
Tradesmens National	250	Dec. 24, '18
Union National	210	Jan. 9, '18
West Philadelphia	45	Mar. 19, '19
Trust Companies		
Aldine Trust	160	Feb. 26, '19
Belmont Trust	35	Jan. 17, '17
Central Trust & Sav	68	Mar. 12, '19
Chelten Trust	140	Sept. 26, '17
Colonial Trust	165	Oct. 2, '18
Columbia Ave Trust	201½	Feb. 27, '18
Commercial Trust	400	Mar. 5, '19
Commonwealth Trust	230½	Nov. 17, '18
Continental-Equit Trust	84	Jan. 8, '19
Empire Title & Trust	17	Feb. 4, '19
Excelsior Trust	60	Jan. 22, '18
Federal Trust	125	July 31, '18
Fidelity Trust	523¾	Apr. 2, '18
Fic. Co of Pa 1st pref.	100	Oct. 2, '18
do 2d pref	105¼	Feb. 4, '19
Frankford Trust	177	Feb. 23, '19
Franklin Trust	164½	Jan. 22, '19
Germantown Trust	217¼	Oct. 2, '18
Girard Ave T & T	75	Nov. 8, '18
Girard Trust	808½	Feb. 26, '19
Guarantee Trust	120½	Mar. 26, '19
Haddington Title & Tr	121	Dec. 18, '18
Hamilton Trust	100	July 3, '17
Holmesburg Trust	62⅝	July 3, '17
Industrial Trust	176	Nov. 13, '18
Integrity Trust	223¼	Feb. 19, '19
Kensington Trust	60¼	Oct. 2, '18
Land Title & Trust	488½	Oct. 2, '18
Liberty Title & Trust	103	May 15, '18
Logan Trust	151	Apr. 9, '19
Manayunk Trust	64¼	Mar. 7, '17
Market St Title & Tr	131	Nov. 6, '18
Merchants Union Trust	90	Nov. 27, '18
Mutual Trust	358½	Nov. 27, '18
Northern Trust	500	Oct. 30, '18
North Phila Trust	200	Dec. 12, '17
Northwestern Trust	286	Dec. 4, '18
Pelham Trust	130	Apr. 9, '19
Penna Co for Ins etc	700	Oct. 24, '17
People's Trust	30	Mar. 5, '19
Phila Co for G Mtges	140	May 3, '19
Philadelphia Trust	710	Apr. 9, '19
Provident Life & Trust	431	Jan. 22, '18
Real Estate T I & T	325½	Nov. 20, '18
Real Estate Trust com	70½	Feb. 20, '18
do pref	74¼	Mar. 15, '19
Republic Trust	6⅝	Aug. 7, '18
Rittenhouse Trust	55	Feb. 6, '18
Tacony S D T & T	240	Apr. 8, '19
Tioga Trust	89	Feb. 5, '19
United Sec L I & T	100	Aug. 28, '18
Wayne Junction	75	Feb. 5, '19
West End Trust	140	Jan. 22, '19
West Phila T & T	147	Jan. 15, '19
Life Insurance Companies		
Girard Life Ins	8½	Mar. 26, '19
Philadelphia Life	10	Feb. 26, '19
Fire Insurance Companies		
Alliance	21	Apr. 9, '19
Fire Association	320½	Mar. 26, '19
Franklin	60	Jan. 5, '18
Independence Security	21¼	Mar. 19, '19
Ins Co of North Am	29	Apr. 10, '19
Ins Co of State of Pa	83	Apr. 2, '19
Lumbermens	100	Sept. 17, '18
Mechanics'	75	Nov. 13, '18
People's National	20	Apr. 2, '19
Reliance	50	May 29, '18
United Firemen's	42	Apr. 3, '18
Passenger Railway Stocks		
Camden & Suburban	187	Jan. 15, '19
Citizens' (10th & 11th)	270	Aug. 26, '16
Continental	96	Mar. 26, '19
Fint & Haddington	45	Oct. 30, '18
Fifth & Sixth Sts	284	Aug. 21, '18
Germantown (4th & 5th)	90¾	Oct. 2, '18
Hestonville M P	32¼	July 3, '18
do pref	51⅝	Mar. 5, '19
Green & Coates Sts	117½	June 14, '18
Philadelphia City	26½	Feb. 19, '19
Philadelphia & Darby	30½	Dec. 18, '18
Phila & Grays Ferry	67¼	Jan. 22, '19
Ridge Ave	200½	Nov. 27, '18
Second & Third Sts	219	Mar. 19, '19
Thirteenth & 15th Sts	205½	Mar. 12, '19
Union Passenger	150	Dec. 28, '18
West Philadelphia	167	Mar. 19, '19
Railroads		
Camden & Burling Co	30	Mar. 5, '19
Catawissa 1st pref	43	Apr. 3, '19
do 2d pref	40	Feb. 19, '19
Chestnut Hill	63	Jan. 12, '16
Delaware	41½	Mar. 5, '19
Del & Bound Brook	188	June 29, '17
East Mahanoy	59¼	Aug. 30, '16
East Pennsylvania	58	Nov. 27, '18
Elmira & Williams com	34	Oct. 18, '17
do pref	70¼	June 6, '17
Hunting & B T com	6	Feb. 4, '19
do pref	19	Feb. 5, '19
Lehigh Valley pref	120	May 17, '19
Little Schuylkill	44	Mar. 26, '19
Lykens Valley	14	July 17, '18
Minehill & Sch Haven	51¼	Apr. 8, '19
North Pennsylvania	50	Feb. 13, '19
Phila & Trenton	198	Mar. 12, '19
Phila Gin & Norris	110	Feb. 17, '19
United Cos of N J	189	Apr. 9, '19
Western N Y & Pa	10	Feb. 19, '19
Miscellaneous		
Am Pipe & Can	10⅞	Feb. 19, '19
Bergner & Engel Brew	53¾	Feb. 19, '19
do pref	26	Dec. 18, '18
Brill Co	40⅝	Apr. 12, '19
do pref	81	Apr. 12, '19
De Long Hook & Eye	92	Feb. 19, '19
Enterprise Mfg Co	34	Jan. 30, '18
Keystone Watch Case	70	Apr. 17, '18
Merchants' Warehouse	50	Sept. 11, '18
Mulford (H K) Co	58¾	Apr. 9, '19
Northern Liberties Gas	35¼	Jan. 8, '19
Penn Traffic	2¾	May 15, '18
Penna Salt Mfg	82	Apr. 10, '19
Penna Cold Storage	13	Mar. 19, '19
Penna Warehousing	100	July 10, '18
Phila Bourse	5½	Mar. 5, '19
do pref	19¼	Feb. 5, '19
Phila Warehouse	120	Sept. 25, '18
Phila Whs & C S	87	Sept. 25, '18
Stetson J B	325	Apr. 2, '19
do pref	100	Jan. 22, '19
Westmoreland Coal	73½	Mar. 15, '19

(This table appears each Monday in the Evening Public Ledger.)

WORLD NEEDS GOODS

American Industry Is Able to Supply Part of Requirements

There is no denying the world's need for goods, nor the ability of the industry of the United States to supply a part of that need. The adjustments yet to be made are many. But they are the concern of statesmen and financiers; they are problems in government and mathematics, and not in production and consumption. The productivity of the world is admittedly higher than before the war, and its earning power and buying power are greater.

The conditions of trade may be changed by the rules of government, but the needs of peoples are permanent. And, as has been pointed out, the figures issued by the Bureau of Foreign and Domestic Commerce of the United States, indicating the great growth of the export trade of the nation, give little apparent reason for any permanent depression.

In spite of all the uncertainties of the reconstruction period, in spite of the embargoes and restrictions, in spite of the falling price of commodities and the lack of ships, the export for February reached a total of $587,990,000. This indicates a total for the fiscal year ending June 30 of no less than $6,500,000,000, which surpasses by more than two hundred millions the total for 1917, the record year theretofore.—Guaranty Trust Company.

Tells of Y. M. C. A. Work in Italy

Aaron R. Tosh, recently returned from Italy, where he did Y. M. C. A. work, spoke about his experiences yesterday afternoon at the West Branch of the Y. M. C. A. Mr. Tosh was on the Italian front during the Austrian offensive and had charge of a canteen for the soldiers just back of the lines.

Camden Machinist Killed

Charles Kalkauski, twenty-six years old, of 2629 Hope street, was caught in machinery while at work in the roundhouse of the Pennsylvania Railroad at the foot of Stevens street, in Camden, yesterday, and so badly injured that he died while being taken to Cooper Hospital.

Philadelphia Markets

GRAIN AND FLOUR

WHEAT—Receipts, 313,101 bushels. The market ruled firm. Quotations follow: Carlots in export elevator, government standard inspection, standard prices—No. 1, red winter, $2.30; No. 1, northern spring, $2.30; No. 1, hard winter, $2.30; No. 1, red winter, garlicky, $2.37; No. 1, red smutty, $2.36; No. 2, red winter, $2.30; No. 2, northern spring, $2.30; No. 2, hard winter, $2.30; No. 2, red winter, garlicky, $2.34; No. 2, red smutty, $2.33; No. 3, red winter, $2.32; No. 3, northern spring, $2.32; No. 3, hard winter, $2.32; No. 3, red winter, garlicky, $2.30; No. 3, red, smutty, $2.29; No. 4, red, $2.30; No. 4, garlicky, $2.28; No. 4 smutty, $2.27; No. 5, garlicky, smutty, $2.26; No. 5, red, $2.28; No. 5, garlicky, $2.26; No. 5, smutty, $2.25; No. 5, garlicky, smutty, $2.24.

CORN—Receipts, 3047 bushels. The market ruled firm and 1@2c higher, but there was little trading. We quote yellow in carlots for local trade as to quality and location, at $1.72@1.76 per bushel.

OATS—Receipts, 7704 bushels. Offerings were light and the market advanced 1c, but there was little trading. Quotations: Car lots, as to location—No. 2 white, 78@78½c; standard white, 77½@78c; No. 3 white, 76½@77c; No. 4 white, 75@76c.

FLOUR—Receipts, 200 bbls. and 3,396,482 lbs. in sacks. The market was quiet but firm. Quotations: To arrive, per 160 lbs. in 140-lb. jute sacks—Winter straight, western, $11.25@11.50; nearby, $11.10@11.25; Kansas straight, $12.10@12.30; do, short patent, $12.75@13; do, regular short patent, $12@12.65; do, patent, $11.75@12.10; do, first clear, $10@10.65.

RYE—$10@10.50 sold slowly at former rates. We quote at $9@9.25 per barrel in sacks, as to quality.

PROVISIONS

There was a fair jobbing demand and prices ruled steady. Quotations follow: Beef, in sets, smoked and air-dried, 46c; beef, knuckles and tenders, smoked and air-dried, 47c; pork, family, $52@53; hams, S P, cured, loose 32@33c; do, skinned, loose, 34@34½c; do, do, smoked, 36@36½c; hams, boiled, boneless, 49c; picnic shoulders, S P, cured, loose 26c; do, smoked, 27c; bellies, in pickle, loose, 30c; breakfast bacon, 37c; lard, 30c.

REFINED SUGARS

The market was quiet on a basis of 9c for fine granulated.

DAIRY PRODUCTS

CHEESE—Demand was fair and the market ruled steady under light offerings. The quotations: New York and Wisconsin, whole-milk, current make, 33c; New York and Wisconsin, whole-milk, fancy held, 37@38c; specials higher; New York and Wisconsin, whole-milk fair to good, 35@36c.

BUTTER—Trade was quiet and the market further declined 1c, under lower outside advices. We quote: Solids, extra creamery, extras, 64c; higher-scoring goods, 65@67c; the latter for jobbing sales; extra firsts, 63c; firsts, 61@62c; seconds, 58@60c; average creamery, choice to fancy, 66@68c; do, fair to good, 61@65c; fancy brands of prints jobbing at 70@72c; fair to good, 60@68c.

EGGS—Demand was good and the market ruled firm at the late advance. Quotations: Free cases, nearby firsts, $13.20 per crate; western firsts, $12.90; western extra firsts $13.20; firsts, $12.90; fancy selected eggs jobbing at 48@50c per dozen.

POULTRY

LIVE—The market was quiet, with ample offerings at quoted rates. The quotations: Fowls, 36@40c; broiling chickens, fancy, soft-meated, weighing 1½@2 lbs., spring, 50@55c; spring chickens, soft-meated, larger sizes, 39@40c; staggy young roosters, 30@31c; old roosters, 26@27c; ducks, Pekin, 42@45c; do, Indian Runner, 40@41c; geese 30c; pigeons, old, per pair, 35@40c; young, per pair, 45@50c.

DRESSED—The market ruled firm with demand readily absorbing the limited offerings. We quote: Fowls, fresh-killed, dry-picked, fancy, 40@42c; weighing 5 lbs. and over, 38@39c; weighing 3½@4½ lbs., 39c; weighing 3 lbs. 36@37c; smaller sizes, 30@34c; Fowls, fresh-killed, in bbls., fancy, dry-picked—Weighing 5 lbs. and over, 40@42c; 38c; weighing 3½@4½ lbs., 39c; smaller sizes, 30@34c. Old roosters, dry-picked, 27c; squabs, per dozen—White, weighing 11 to 12 lbs. per dozen, $8.75@9.50; white, weighing 9 to 10 lbs. per dozen, $7.75@8.50; white, weighing 8 lbs. per dozen, $6.50@7; white, weighing 7 lbs. per dozen, $5@5.50; white, weighing 6 to 6½ lbs. per dozen, $3@3.50; dark, $1.50@2; small and No. 2, 75c@$2.

FRESH FRUITS

There was a fair demand for desirable stock and values generally ruled steady under offerings. Quotations: Apples, New York, per bbl.—Baldwin, $8@10.50; Greening, $8@11; Russets, $7.50. Apples, Pennsylvania and Virginia, per bbl.—Ben Davis, $5@8.50; Gano, $7.50@9; Winesap, $10.50@11.50. Apples, western, per box, $4@5. Lemons, per box, $3@4. Oranges, Florida, per crate $3.25@7.50; do, California, per box, $3.35@6.50. Grapefruit, per box, $3.85@6.50. Strawberries, Florida, per quart, 30@50c.

VEGETABLES

Choice stock met with fair sale and the market ruled steady. Quotations: White potatoes, Jersey, per ⅝-bush. basket—No. 1, 65@85c; No. 2, 50@60c. White potatoes, Maine, per 100 lbs., $2.25@2.50; do, Pennsylvania, No. 1, per 100 lbs., $2.25@2.60; do, New York, per 100 lbs. $2.25@2.50; do, Delaware and Maryland, Hoosier, per 100 lbs., $2@2.25. Sweet potatoes, Jersey, per basket—No. 1, $1.75@2.25; No. 2, $1.50@1.60. Sweet potatoes, Eastern Shore, per bbl.—No. 1, $5@8. Sweet potatoes, Delaware and Maryland, bushel hampers—No. 1, $2.75@3.15; No. 2, $1.85@2. Cabbage, Danish seed, per ton, $100; do, southern, per hamper, $3.50@3.75. Onions, yellow, per 100-lb. bag, $3.75@4.25.

LONDON STOCK MARKET

Domestic Group Dull—Mines and Industrials Checkered

London, April 14.—A holiday feeling prevailed on the stock exchange today and trading in securities was slow.

Shell transport shares reacted from the top, and there was a disposition to await an announcement on the issue prices of the new capital. The domestic group was dull. Allied bonds and Canadians were hard. Mines and industrials were checkered.

LOCAL MEAT MARKET

The following report of the fresh meat trade in Philadelphia is furnished by the local live stock and meat office of the Bureau of Markets, United States Department of Agriculture:

FRESH BEEF—Receipts normal; bulk common and medium grades; market steady at last week's close; demand fair.

STEERS — Receipts moderate; market steady at $22 to $25; demand light.

COWS—Receipts of common and medium grades below normal; good cows light; market steady at $19 to $23; demand quiet.

VEAL—Receipts moderate; market strong at $14 to $23; demand fairly good.

PORK—Receipts normal; market strong at $20 to $34; demand good.

LAMB—Receipts of common and medium grades moderate; good to choice grades light; market unchanged at $31 to $34; demand quiet.

MUTTON—Receipts of fresh mutton light; frozen moderate; market steady on both classes at $20 to $25; demand fair.

MUST PLEASE TASTES OF SOUTH AMERICANS

Trade Opportunities Large if Manufacturers Meet Desires, Says Correspondent

Manufacturers and wholesalers interested in trade opportunities in South America will find plenty of room for expanded business south of the equator if they will try to supply the kind of goods residents of Latin American countries desire, according to a letter received by the EVENING PUBLIC LEDGER from C. L. Arthur, of Santiago, Chile.

One of the chief things for consideration, in the opinion of Mr. Arthur, is the necessity of offering goods that please the people rather than trying to sell to them without regard to their tastes.

Mr. Arthur's letter says in part:

"Your article 'Wanted, Real Information of Latin America,' was read with much interest—fortunately we get home papers once in so often.

"Although not conversant with all the principal cities of S. A., I heartily indorse your statement 'the time is ripe for prospective exporters to study the markets and merchandising customs.'

"I have been a resident of Santiago, Chile, for nearly two years, and know a little about the nearby cities, Rancagua, Valparaiso and Los Andes, and the inability to obtain or locate certain commodities has prompted this reply.

"Your seeker for information reads all he can lay his hands on, but this is only general news. What is needed is specific and detailed information and this dealing directly with commodity, climatic conditions and tastes of the people in style and color.

"To obtain this information it would seem necessary to commission some one to study with one definite object in view: What and how can we sell to Latin America.

"It is true we have many agents here from the states who come to sell this or that particular line, but generally the goods are manufactured without very much consideration as to what would please the people of this country. It is true also that our government sent special agents to the countries of South America, each with a specific duty—to study the commercial situation and gather information about certain commodities—wearing apparel, leather, jewelry, electricity, port facilities, etc.

"While this has proven very valuable, it is more in the nature of statistics, a comparison of imports and exports by years, and is not sufficient for the prospective exporter.

"Worth-while sales cannot be expected if some effort is not made to produce effects that will please the tastes of the South American people, in fact we have heard salesmen grumble and growl most emphatically because their houses did not first inform themselves as to the colors and combinations most pleasing to the people of this country, and make samples to suit the prospective customer.

"Black and dark colors still predominate, although the people are gradually being induced to use more cheerful shades; coat-shirts are most generally worn by the foreigner, and seldom do you see the native in a negligee shirt and without a vest; cigarettes are almost universally used, which means not a very promising market for pipes; the rainy season is only of about three months' duration so that raincoats and umbrellas are not in great demand; while some of the homes have gas stoves, most of the cooking is done over wood fires, and very, very few of the houses are heated—a poor market for stoves or heating apparatus naturally.

"The people generally are very polite and courteous, respond cheerfully when information is asked of them, and we can see no reason why a ready and generous market could not be found here. It must be remembered, however, that this is another country, and one of very distinct tastes; it would be quite natural for them to resent any attempt to force on them commodities foreign to their natural tastes, or ask them to adopt customs to which they are almost strangers."

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ARCADIA CHESTNUT Below 16TH 10 A. M. to 11:15 P. M. JOHN BARRYMORE in "THE TEST OF HONOR"

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LIBERTY BROAD & COLUMBIA AV. MATINEES DAILY DOROTHY GISH in "THE LITTLE INTRUDER"

333 MARKET STREET THEATRE 9 A. M. to 11:15 P. M. ANITA STEWART in "FROM HEADQUARTERS"

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PALACE 1214 MARKET STREET 10 A. M. to 11:15 P. M. MAE MARSH in "SPOTLIGHT SADIE"

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PRINCESS 1018 MARKET STREET 8:30 A. M. to 11:15 P. M. HARRY CAREY in "A FIGHT FOR LOVE"

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STANLEY MARKET ABOVE 16TH 11:15 A. M. to 11:15 P. M. NORMA TALMADGE in "THE PROBATION WIFE"

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