KIDDER, PEABODY & CO.
115 DEVONSHIRE ST. BOSTON — 18 BROAD STREET NEW YORK

Government Bonds
Investment Securities
Foreign Exchange
Letters of Credit

Investment Circular on Request

Correspondents of
Baring Brothers & Co., Ltd.
LONDON

WHITE, WELD & CO.
14 Wall Street
New York
111 Devonshire Street
Boston

Standard Oil Co.
(of New York)
7s, due 1927, '29-'30, '31

Price on application

Colgate, Parker & Co.
49 Wall Street. New York

K&Co
Chile Govt. 8s, 1941
Gulf Oil Corp. 7s, 1933
Cuban Amer. Sug. 8s, 1931
San Paulo 8s, 1936
Specialists in Foreign Government Securities
KIELY & CO.
40 Wall Street,—NewYork
Phone—John 6330

American Woolen's Great Assets
Republic Steel
American Sumatra
Position of Equipment Stocks
discussed in current issue of
Securities Suggestions
Free on request
Ask for H-6.
R. C. MEGARGEL & Co.
27 Pine Street, New York

SAVE YOUR TAX
Our Tax Table A shows how to save a large part of your 1921 Income Tax.
Joseph Walker & Sons
Members New York Stock Exchange
61 Broadway, N.Y. Tel. Bowl'g Gr. 7040

J. K. Rice, Jr. & Co. Buy & Sell
Crocker Wheeler Common
Columbia Gas Co. Stock & "Rights"
Dela., Lack. & Western Coal
E. W. Bliss Common
Equitable Trust Co.
General Baking Com. & Pfd.
Great American Insurance
Home Insurance
Indiana & Ill. Coal Com. & Pfd.
National Fuel Gas
Virginian Railway Com.
J. K. Rice, Jr. & Co.
Phones 4000 to 4010 John. 36 Wall St., N. Y.

Bankers Trust Co.
Guaranty Trust Co.
National City Bank
McCLURE, JONES & REED
Members New York Stock Exchange
115 Broadway Phone 3321 Rector

FINANCIAL NEWS AND COMMENT

Railroad Outlook Causes Unsettlement, Which Extends to General Recessions.

The reparations situation ceased yesterday, at least temporarily, to be a factor in the stock market, but partisans of the falling side of quotations immediately seized upon another factor to forward their operations. This was the railroad outlook. The unsettlement of railway shares, noted in dealings of Monday and Tuesday, was extended into rather general recessions, some of them of considerable extent. The movement could be considered parallel to that of many industrial company shares during the last half of February and for much the same reason—namely, the appearance of depressing earnings statements. Just as the recent output of corporation records of results in 1920 aided bearish endeavor among producing company issues, so the rails were carried lower by selling based on the array of reports of deficits and sharp contraction of net income during January. In addition to their effect on speculative sentiment the market yesterday had the letter of E. E. Clark, an Interstate Commerce Commissioner, to Senator Harris of Georgia stating that the railroads of the country on the average were paying out in expenses ninety cents of every dollar taken in.

In declines of large fractions to nearly 2 points, shares of roads of recognized good position receded abreast of others less strongly placed. A number were under sufficient pressure to pass below previous minimum records of the year. Stocks of the St. Paul, New Haven, Great Northern, New York Central, Northern Pacific, Southern Pacific and Union Pacific companies were particularly prominent in the decline, at the same time that steel and miscellaneous shares were displaying steadiness or indifference to the selling elsewhere. Tobacco and copper issues, however, fell away in the afternoon. There were only meagre signs of a rally toward the close of business. Call money was at 7 per cent. all day and the investment market was somewhat quieter than it was in the preceding two or three days, dealers having to contemplate, besides a somewhat congested situation of recent offerings, the prospect of $400,000,000 of forthcoming Treasury certificates.

The railroad embarrassment from inadequate net profits is not pleasant for investors to contemplate, but the situation is not altogether devoid of favorable factors. The roads have patently arrived at a pass where some relief must be found, and it cannot be found in a stimulation of traffic. General business conditions preclude that. Consequently recourse must be had to a reduction of costs. The Pennsylvania's method of reducing salaries all along the line is an earnest of what seems likely to occur on many properties, and the widespread movement for the paring down of wages, affecting all sections of the country, indicates that the railroad managements have undertaken strenuous measures to get back to a strictly business basis. They are asking that their wage accounts be reestablished on levels comparable to payments in industrial establishments, and it is hard to see how public opinion can maintain anything else than a sympathetic attitude toward the movement.

The question can be asked again—it has come forward frequently during the decline of industrial stocks this winter—whether steel issues and some others have not gone far in discounting the depression of business. The week's trade surveys note no betterment of steel mill operations. The present output, says the *Iron Age*, is hardly 40 per cent. for the country as a whole, "only two-thirds of what is considered necessary to meet ordinary wear and tear."

Sterling exchange opened more than a cent above Tuesday's last quotation, and was strong throughout the day. In fact, the rate at the highest price of the session, 3.88½, showed a recovery of most of the reaction which followed the decision to occupy German towns. Wheat was strong, and cotton left off steady after receding from an early advance.

FOREIGN EXCHANGE.

WEDNESDAY, MARCH 9, 1921.

GREAT BRITAIN.

NEW YORK STOCK EXCHANGE QUOTATIONS.

WEDNESDAY, MARCH 9, 1921.

Sales.		Open-ing.	High-est.	Low-est.	Clos-ing.	Net Ch'nge.
	White Motor..	38⅝	38⅝	38⅝	38⅝	— ⅝
	White Oil.....	13¾	13¾	13¾	13¾	..
	Willys Over...	7⅝	7½	7⅝	7⅝	..
	Willys Ov pf..	34¾	34¾	34¾	34¾	..
	Wis Cent.....	32	32	32	32	— 3
	Worth Pump.	47½	47½	47½	47½	..
	Worth P pf B.	64½	64½	64	64	— 1½

*Ex div. †Ex rights.

NOTE—Odd lot transactions are not recorded in separate line unless sales were made at price outside of the regular full lot range.

DIVIDENDS.

EX DIVIDEND TABLE

MONEY MARKET.

WEDNESDAY, MARCH 9.

CALL LOANS.

TREASURY CERTIFICATES.

FINANCIAL NOTES.

John Gerken has resigned as a vice-president of the Hudson Trust Company.

The directors of the Lucey Manufacturing Corporation have declared the regular quarterly dividend of $1.25 a share on its Class A stock, payable on April 1 to stock of record on March 22.

The New York Cotton Exchange membership belonging to the estate of the late Julian Dick has been sold to W. P. Jenks for $16,500, or $500 less than the last previous sale of a membership in that body.

Morris & Smith have issued for distribution an eight year analysis of six prominent railway equipment stocks, showing their earnings, dividends, surpluses, &c., for 1913 to 1920, both inclusive.

Harry Gordon Selfridge, head of Selfridge & Co., London, will be the guest of honor at to-morrow's special luncheon of the Bond Club in the Bankers Club.

Munds, Rogers & Stackpole, 25 Broad street, have issued a letter on investments in which they make selections in various groups of securities. The character and possibilities of each group are set forth in the analysis.

NEW LISTINGS ON EXCHANGE.

The New York Stock Exchange has admitted to the list the following securities: French Republic, $100,000,000, 25 year 8 per cent. bonds; American Ship and Commerce Corporation, 100,000 additional shares of capital stock; Allied Chemical and Dye Corporation, $2,047,900 additional 7 per cent cumulative preferred stock and 36,032 additional shares common stock; Bell Telephone Company of Pennsylvania, $25,000,000 25 year 7 per cent. bonds; Institution for Encouragement of Irrigation Works and Development of Agriculture, S. A., $25,000,000 35 year 4½ per cent bonds; Endicott-Johnson Corporation, $500,000 additional common stock, $50 par value; Chicago and Western Indiana, $6,967,000 15 year 7½ per cent. bonds, and Van Raalte Company, $3,250,000 7 per cent, first preferred stock.

TOPICS OF WALL STREET.

Money Firm.

Call money loaned at 7 per cent. in the New York Stock Exchange yesterday, but the tone was firmer because at given hours during the day the amounts unloaned were smaller by several millions than they were at the same hour of Tuesday. The supply of lendable funds was completely used up at yesterday's close. In view of the $10,000,000 of withdrawals of United States deposits to-day some money experts anticipated an 8 per cent. call rate before the close of the day, but efforts will be made to keep the rate no higher than 7 per cent.

The National City Bank.

In the absence of specific denials of the published report that the National City Bank of New York had acquired control of the Commercial Exchange Bank, a State institution, Wall Street generally accepted the report as true. No official either of the State bank or the national bank would discuss the negotiations, but other bank officers pointed out the value of such an institution to the National City Bank and the remarkable rise in the market value of the stock of the State bank from around 400 to more than double that figure indicated that the stock of the State bank had been bought up in the open market.

Labor Appointments.

Rail executives are watching the appointments of President Harding with considerable interest for news which directly affects them. The President has eight railroad appointments to make, four members of the Interstate Commerce Commission, three members of the Railroad Labor Board and a general manager to take charge of the winding up of the affairs of the Railroad Administration.

The Looks of the Market.

In advising its customers to take on stocks on any sharp breaks one house called attention to the fact that the market looked very bad, that it was weak, unsettled and gave the appearance of unsettlement. "However," said that house, "a market never looks interesting when stocks are being accumulated. It only looks attractive to the outsider when stocks are ready for distribution or are actually being distributed."

The Plight of the Roads.

Three factors were directly back of the decline of railroad stocks. First, the announcement by the Pennsylvania that it must retrench further its operating forces and put into effect another wage cut; second, the certainty that that course of procedure would be followed, sooner or later, by every large railroad in the country; third, that the net operating income of all class I. roads in the United States for January amounted to much less than that of December, when 1.17 per cent. was earned on their valuation.

Labor the Chief Factor.

Railroad executives have decided to put the problem directly up to their men, the skilled as well as the unskilled. Every one connected with the roads, they aver, must accept a reduction in wages from the chief executives down. The case, of course, will land finally before the Railroad Labor Board and in all probability will come as a sharp test between railroad labor and its employers.

Traders Sold Heavily.

Professional traders were heavy sellers of stocks all around the room yesterday, according to authoritative reports received from the floor. They were especially persistent in their attacks on the railroad list and were successful at one time, in an especially sharp drive, in forcing Reading down to 71¼. In the industrials the selling was confined to a few issues which have been recent speculative favorites. They included United Fruit, Crucible Steel, American Sugar and one or two others. Of the three named, Fruit and Sugar were lending at a premium at the close of the market while Crucible borrowers were trying to get the stock for a flat rate. The premium on Fruit started at ¼ of 1 per cent. and was quickly boosted by competitive bidding to 1 per cent. The Sugar premium was 1-32.

American Sugar's Statement.

Much selling of American Sugar was based on the theory that the publication at noon of the company's 1920 income statement would have a bad effect on the market for the shares. It has been known for a long time that the company was very hard hit by the slump in sugar prices in the fall and that a heavy deficit would be the result of the year's operations. Consequently the actual publication of the figures carried no element of surprise. One feature of the statement, which the Street was unable to find an answer to, was the item in the balance sheet showing that the company had more than $14,000,000 of Libertys at the close of the year which they did not have at the beginning. The financial district was at a loss to account for the situation in which the company was compelled to dip into its surplus for more than $10,500,000 to meet the year's deficit and at the same time purchase $14,000,000 worth of Liberties. It was evident, however, from balance sheet comparisons that all of the company's investment funds, amounting to more than $21,900,000 in 1919, had been succeeded in 1920 by the single record of Liberty holdings.

Robert Reis Dividends Deferred.

The directors of the Robert Reis Company have decided to defer for an indefinite period action on the quarterly dividends of 1¾ per cent. on its first and second preferred stocks, due at this time. The annual report of the company, made public early in this week, showed that it not only operated at a loss last year but wiped out all of its previous surplus, substituting in its stead a profit and loss deficit.

United States Trucking.

The United States Trucking Corporation during 1920 had a net operating deficit of $529,292, according to figures made public yesterday. Its net operating revenues amounted to $5,157,572 and its operating expenses to $5,696,188. The company's operating loss, according to Alfred E. Smith, chairman of its board, is the result of severe freight congestion, followed by the railroad disturbance characterized as the "outlaw strike."

Gray Motors.

The financial community was greatly interested yesterday in the report that Frank L. Klingensmith, formerly general manager for Henry Ford, had formed a new company for the manufacture of automobiles, to be known as the Gray Motors Corporation. Mr. Klingensmith will be its president and F. F. Beall, formerly vice-president in charge of manufacturing for the Packard Motor Car Company, will be its vice-president and general manager. Organization financial requirements of the company are understood to have been made and its support by strong financial interests enlisted. It is reported that a public offering of the company's stock will be made.

United Fruit Dividend.

The dividend declared on the United Fruit Company's stock on Tuesday was $2 a share instead of $1 a share as reported in this column yesterday.

CUSTOM HOUSE RECEIPTS.

Receipts for duties at the Custom House yesterday were $577,251.66, of which $179,077.44 was for merchandise withdrawn from bonded warehouses and $398,174.22 for recent importations.

A Record of Investments
can be kept in a most convenient way by the use of our specially prepared loose-leaf folders. These folders contain detachable sheets, properly marked and ruled, with spaces for keeping complete information regarding all income-producing property, bonds, stocks, mortgages and real estate—time for payment, price paid, income therefrom, etc. There are also sheets for keeping records pertaining to all forms of insurance.
A complimentary folder will be sent to any investor on request
A. B. Leach & Co., Inc.
Investment Securities
62 Cedar Street, New York
Boston Chicago Buffalo Cleveland Philadelphia Minneapolis Baltimore

UNLISTED STOCKS & BONDS
1873 T&K 1921
TOBEY & KIRK
Members New York Stock Exchange
25 Broad St., New York
Direct Private Wire
CHICAGO DETROIT PITTSBURGH GRAND RAPIDS KANSAS CITY

Cities Service Company
Cumulative PREFERRED STOCK
To Return 8¾%
Safety—Stability
High Earning Power
Resulting from careful diversification of activities accomplished through a highly developed central organization.
Dividend earned 4½ times over
Circular P-3 on request
Henry L. Doherty & Company
Bond Department
60 Wall Street, New York

We Offer
Gov't of Newfoundland
6½s, 1928
To Yield 7¼%
City of Quebec
5s, 1927
To Yield 7¼%
Province of Ontario
6s, 1927-1928
To Yield 7%
Principal and interest on the above securities payable in U. S. funds in New York.
MILLER & Co
Members New York Stock Exchange
EQUITABLE BUILDING
201 Broadway New York

Chicago, Burlington & Quincy
Our Circular Letter H-31 contains data of special interest to bondholders. Copy on request.
Chas. Wesley & Co.
INCORPORATED
92 Cedar Street New York

Roosevelt & Son
FOUNDED 1797
Seasoned Investments
30 Pine St. New York

HORNBLOWER & WEEKS
Established 1888
Investment Securities
BOSTON NEW YORK CHICAGO
PROVIDENCE PORTLAND, ME. DETROIT

INTEREST CREDITED MONTHLY
On Accounts Subject to Check
Special Rates on Time Deposits
United States Mortgage & Trust Company
55 Cedar Street
BROADWAY at 73rd ST.
MADISON AVE. at 74th ST.
125th STREET at 8th AVENUE
CAPITAL AND SURPLUS $6,000,000