

THE BUSINESS REVIEW

THIRD FEDERAL
PHILADELPHIA



RESERVE DISTRICT
JULY 1, 1923

By RICHARD L. AUSTIN, Chairman and Federal Reserve Agent
FEDERAL RESERVE BANK of PHILADELPHIA

SUMMARY OF BUSINESS CONDITIONS IN THE UNITED STATES

Production and shipment of goods continued in heavy volume during May; the volume of employment was sustained, and many wage advances were reported. Wholesale commodity prices declined during May and the early weeks of June.

Production of iron and steel, cement, and petroleum was larger in May than in any previous month, and mill consumption of cotton was close to maximum. The high level of production in these industries, together with increases in practically all other reporting lines, are reflected in an advance of 2 per cent in May in the Federal Reserve Board's index of production in basic industries. In the building industry there was a further decline in principal cities in the value of permits granted which represent prospective building operations. Contract awards, however, which represent actual current undertakings, continued to increase, though declines are reported in the New York and Chicago districts.

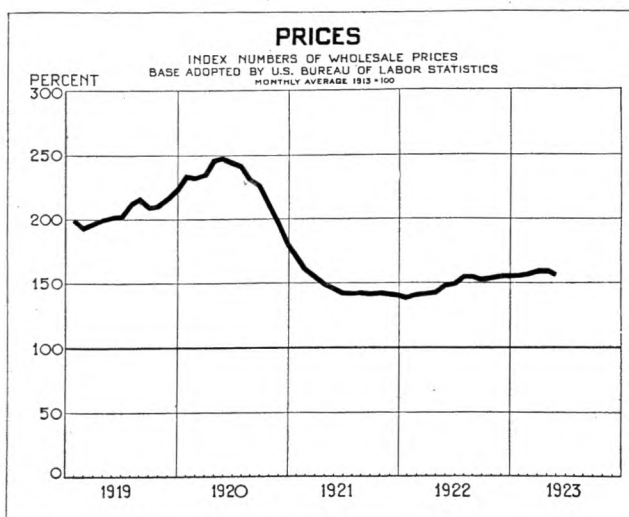
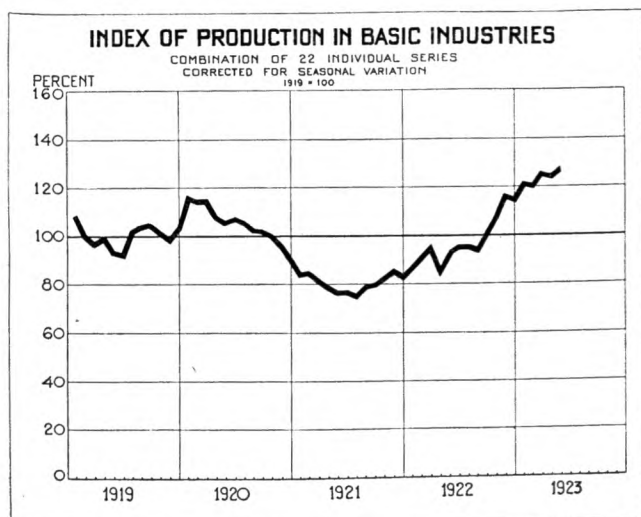
This industrial activity has been accompanied by a slight increase of employment at industrial establishments. The demand for labor was also reflected in a

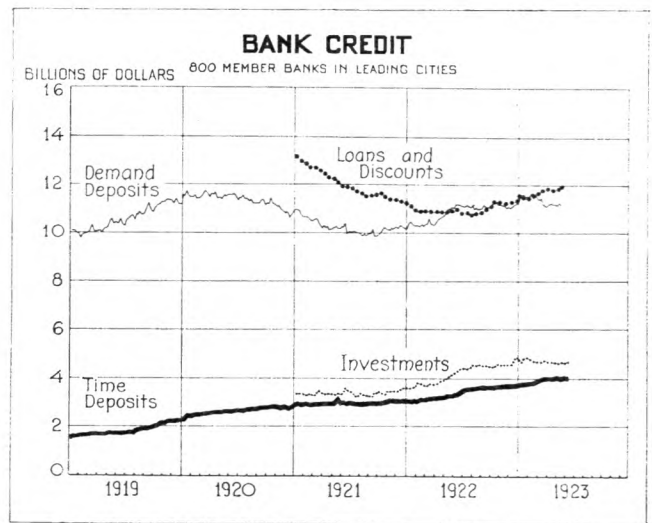
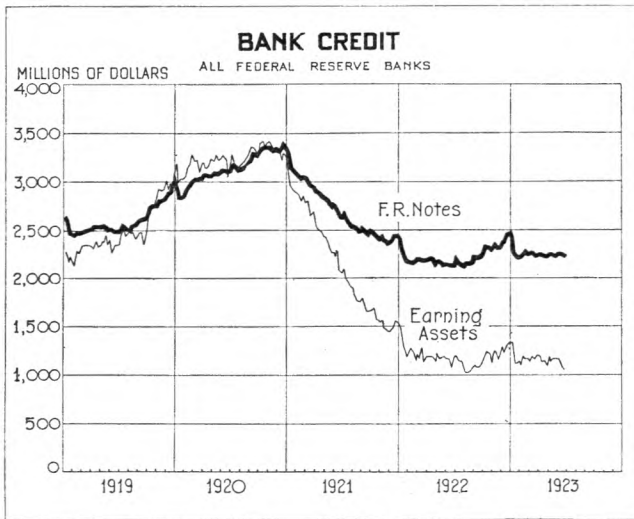
larger number of wage advances during the 30-day period ending May 15 than in any earlier month this year and average weekly earnings in all reporting industries increased by 3.8 per cent. The advances were most general in the cotton, steel, meat packing, and sugar refining industries.

In agriculture the condition of both winter and spring wheat is reported less favorable than a year ago, while the condition of the cotton crop is slightly better than last year, owing entirely to more favorable growing conditions in Texas. A shortage of farm labor is reported from most sections of the country.

Active distribution of commodities is indicated by heavy movement of merchandise and miscellaneous freight, and car loadings continued to exceed

all previous records for this season. In certain lines of trade a decline in the volume of manufacturers' orders for future delivery is reported. The volume of both wholesale and retail trade was larger in May than in April. Among the wholesale lines sales of meat, hardware, and shoes showed particularly large increases, while sales of clothing and dry-





goods decreased. The Federal Reserve Board's index of wholesale trade, which makes no allowance for seasonal changes, was 5 per cent higher than in April and 14 per cent higher than a year ago. Sales of department stores increased about 8 per cent in May, and all reporting lines of chain store business reported increases. Mail order sales were 6 per cent less than in April, but were larger than in any previous May.

Price declines were reported during May and the first three weeks of June for a large number of commodities.

All of the nine groups in the Bureau of Labor Statistics Index, except food and housefurnishings, show decreases for May and the average for all commodities declined by 2 per cent.

Loans of reporting member banks in principal cities, which have been increasing since the early part of the year, decreased over \$100,000,000 between May 16 and June 13. Bank holdings of Government securities, which increased over

\$100,000,000 in connection with the Treasury transactions of May 15, declined as the securities were distributed by the banks.

Accompanying these decreases in loans of member banks and the receipts during May of \$45,000,000 of gold from abroad, the loans and investments of Federal reserve banks decreased \$120,000,000 between May 23 and June 20, to the lowest point for the year and approached the low point reached in August, 1922. The reserve bank holdings of bankers' acceptances and Government obligations are now lower than at any time since early 1922.

Money rates continued to show a slightly easier tendency. The June 15 issue of \$150,000,000 6-months treasury certificates paid a rate of interest of 4 per cent, compared with $4\frac{1}{4}$ per cent on a similar issue sold in March. Money in circulation increased \$38,000,000 between May 1 and June 1 due chiefly to increases in the circulation of gold and silver certificates.

TABLE OF CONTENTS

	PAGE		PAGE		PAGE
Agriculture	26	Financial conditions	6	Securities	7
Bankers' acceptances	7	Floor coverings	20	Shoes	21
Bricks	12	Foreign exchange	8	Shoes, wholesale	10
Building	11	Gas and electric fixtures	13	Silk goods	18
Cigars	25	Glass	13	Silk, raw	20
Coal	14	Groceries, wholesale	10	Silk, thrown	19
Coal, anthracite	14	Hardware, wholesale	9	Steel	13
Coal, bituminous	15	Hides and skins	23	Summary, district	3
Coke	15	Hosiery	19	Summary, national	1
Commercial paper	8	Iron	13	Synopsis of business conditions	4
Confectionery	11	Leather	21	Tobacco	25
Cotton goods	16	Lumber	12	Tobacco, leaf	26
Cotton, raw	15	National summary	1	Underwear	20
Cotton, yarns	17	Paint	13	Wholesale trade	8
District summary	3	Paper	23	Wool, raw	18
Drugs, wholesale	9	Printing and publishing	24	Woolen and worsted goods	17
Drygoods, wholesale	8	Retail trade	8	Wool yarns	18
Employment and wages	5	Savings deposits	7		



SUMMARY OF BUSINESS CONDITIONS IN THE THIRD FEDERAL RESERVE DISTRICT

FURTHER reductions in wholesale commodity prices, somewhat easier supply of labor in certain industries, and continuation of the lull in buying have been the outstanding features of the past month. In many lines, the present period is usually a dull one, and therefore the decrease in sales should cause no surprise. Practically all textiles have been in poor request, and little future business is being obtained. Indeed, not a few cancellations have been received, especially in woolen and worsted goods, hosiery, and underwear. Certain textile manufacturers, moreover, have had numerous requests to postpone shipments. The leather and paper industries report decreased business during May and early June, but the volume is still of fair proportions. A similar situation prevails among printers.

Building permits issued in this district have decreased, and the demand for building materials is noticeably less than it was a month ago, although operations in many cases are going ahead despite rising costs. Iron and steel products are not selling as well as they were, and bituminous coal and coke are moving slowly. Domestic sizes of anthracite, however, continue in excellent demand. In summarizing it may be said that although orders are of smaller volume and for prompt delivery, business is far from being poor, and a feeling of optimism is apparent. The opinion is generally expressed that the present lull is favorable for sound business, and many firms are making plans for a more active buying movement in the late summer or early fall.

With the exception of textile plants, many of which are operating on reduced schedules, production continues at a high rate, and the output of several basic commodities, such as pig iron, steel ingots, and petroleum, has made new records. Although the scarcity of labor is still great in certain industries, there is a somewhat easier condition in many lines. The decreased operating schedules in textile plants have reduced labor requirements to some extent, and the shortage in other industries is not so acute, although undoubtedly more men could be used, especially in the iron and steel plants. Advances in wages are still numerous, and our index of average weekly wages in

this district has increased sharply. That unemployment is at a minimum is indicated by reports from five of the principal cities in this district estimating that only slightly over 7,000 persons are out of work. This is the lowest figure since employment records were started at the beginning of 1921.

That consumption is still heavy is indicated by reports of wholesalers and retailers in this district. All of the wholesale lines reporting to us showed increased sales over those of both last month and a year ago. Retail sales in May, despite the unseasonable weather, were of larger proportions than in May, 1922, and late reports indicate that warmer weather has served to induce more active purchasing. Further evidence of the heavy consumption of goods is reflected in the light or moderate stocks that are being carried in most industries, although it is true that in many cases stocks are increasing. Distribution too has been at a high rate. Car loadings during the last week in May exceeded 1,000,000 for the seventh time since figures have been available. The same week was notable also in that, for the first time since last September, there was a surplus of cars. This is an eloquent testimonial of the progress made by the railroads in getting their rolling stock in condition.

Marked reductions in wholesale prices during May are shown by all of the well-known index numbers. Bradstreet's declined from \$13.6665 to \$13.3841; Dun's dropped from \$192.944 to \$191.414; and the index of the Bureau of Labor Statistics, which had been stationary for two months at 159, fell to 156—the same as it was in January. For the first time in several months, none of the commodity groups, shown by the Bureau's index, advanced; and all but two of the groups, foods and housefurnishing goods, declined. The greatest decrease was in fuel and lighting, which fell from 200 to 190.

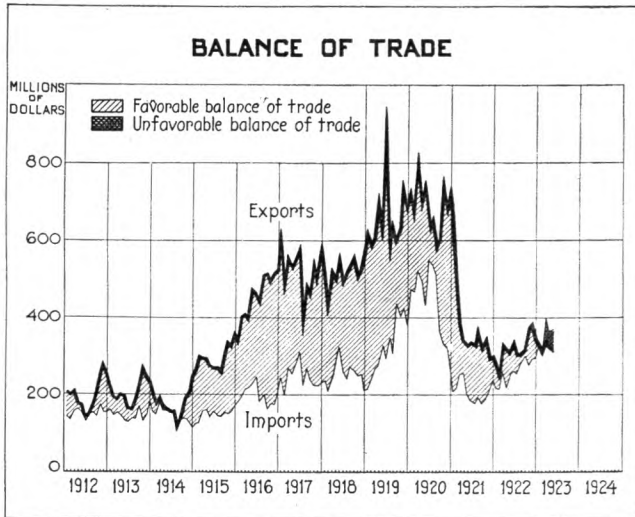
Turning to the broader aspects of the present business situation, probably one of the most striking phenomena has been the expansion of our imports and the falling off in exports. The chart on page 5 indicates the trend of our foreign trade since 1912.

SYNOPSIS OF BUSINESS CONDITIONS

Compiled as of June 23, 1923

Third Federal Reserve District

Business	Demand	Prices	Finished stocks	Labor situation		Collections
				Supply	Wages	
Bricks	Good	Firm	Light	Scarce	Some increases	Fair to good
Cigars	Good	Firm	Moderate	Sufficient	Unchanged	Fair to good
Coal, anthracite	Good	Firm	Light	Some scarcity	Unchanged	Fair
Coal, bituminous	Poor	Decreasing	Moderate	Sufficient	Unchanged	Fair
Coke	Fair	Decreasing	Moderate	Sufficient	Unchanged	Fair
Confectionery	Fair to good	Firm to higher	Moderate	Some scarcity	Some increases	Fair
Cotton goods	Poor	Lower	Moderate	Some scarcity, skilled	Unchanged	Fair
Cotton yarns	Poor	Lower	Moderate			Fair
Drugs, wholesale	Fair to good	Fine chemicals—higher Botanicals—lower	Moderate			Fair
Drygoods, wholesale	Fair	Unchanged to lower	Moderate			Fair
Floor coverings	Fair to good	Firm	Moderate	Sufficient		Good
Gas and electric fixtures	Good	Firm	Moderate	Some scarcity	Some increases	Fair
Glass	Good	Decreasing	Light to moderate	Some scarcity	Some increases	Fair
Groceries, wholesale	Good	Generally unchanged	Moderate—decreasing			Fair
Hardware, wholesale	Good	Firm	Moderate to heavy			Fair
Hosiery, full-fashioned	Fair	Unchanged	Moderate	Some scarcity	Some increases	Fair to good
Hosiery, seamless	Fair	Unchanged to lower	Moderate	Some scarcity	Some increases	Fair to good
Iron and steel	Fair to good	Decreasing	Moderate	Scarce	Increasing	Fair
Leather goods	Good	Unchanged to lower	Moderate	Sufficient	Unchanged	Good
Leather, heavy	Poor	Unchanged to lower	Heavy	Sufficient	Unchanged	Fair to good
Leather, upper	Fair	Unchanged to lower	Moderate	Sufficient	Unchanged	Fair to good
Lumber	Fair to good	Firm to lower	Light to moderate	Some scarcity	Some increases	Fair to good
Paints	Good	Firm	Moderate	Sufficient	Unchanged	Fair
Paper	Good	Firm	Moderate	Scarcity, unskilled	Unchanged	Fair to good
Printing and publishing	Fair to good	Firm		Some scarcity	Unchanged	Fair
Shoes, manufacture	Fair	Unchanged	Moderate	Some scarcity	Unchanged	Fair to good
Shoes, retail	Good	Unchanged	Moderate			Fair to good
Shoes, wholesale	Fair	Unchanged	Moderate			Good
Silk goods	Poor	Unchanged	Moderate	Some scarcity	Unchanged	Fair to good
Silk, thrown	Poor	Lower	Light	Some scarcity	Unchanged	Fair to good
Tobacco leaf	Poor to fair	Firm to higher		Scarcity, unskilled	Some increases	Fair
Underwear, heavy weight	Poor	Firm	Moderate	Some scarcity	Unchanged	Fair to good
Underwear, light weight	Poor	Firm	Moderate	Some scarcity	Unchanged	Fair to good
Woolen goods	Good (for coatings)	Firm	Moderate	Some scarcity	Unchanged	Fair to good
Worsted goods	Poor	Unchanged	Moderate	Sufficient	Unchanged	Fair to good
Worsted yarns	Poor	Unchanged	Moderate	Slight scarcity, skilled	Unchanged	Fair to good



During the last three months our imports have exceeded our exports for the first time since August, 1914.

Source—Department of Commerce

Beginning in March, it will be noted, imports were of greater value than exports for the first time since August, 1914, and the same condition continued during the next two months. Especially interesting in this connection is the fact that during the ten months ending April 30, nearly 60 per cent of our imports consisted of raw materials and of semi-finished goods for further use in manufacturing. Less than 20 per cent were manufactures ready for consumption. The recent import balance has caused a great deal of discussion regarding the possibility of an outward movement of gold. If such a turn is to come in the near future, there have been as yet no indications of it, as gold imports have continued to be larger than exports.

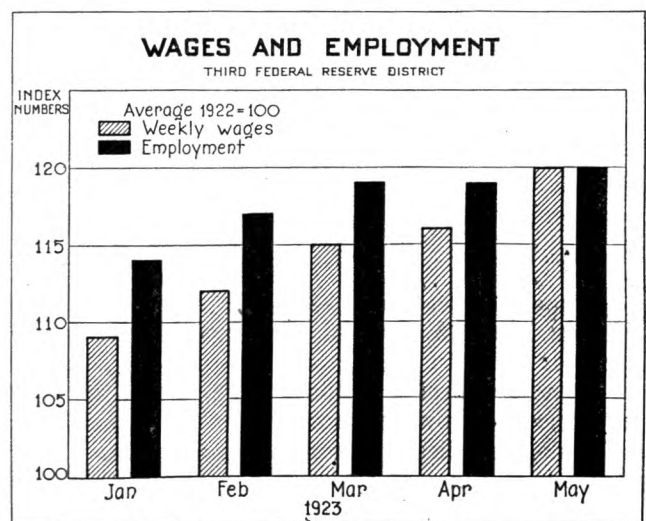
EMPLOYMENT AND WAGES

The total number of wage earners employed at the 504 manufacturing establishments reporting to this bank changed but little from April to May. In the latter month employment at these plants was 202,158, as compared with 201,180 in April—an increase of 978, or less than one per cent. Of the 31 industries represented in our index, 15 showed increases, 6 no change, and 10 showed decreases. Many of the changes were of a seasonal nature. Canneries again reported a large expansion, and employment at petroleum refineries and in building material industries increased seasonally. Car repair plants and sugar refineries also showed considerable increases, but most of the other groups remained stable or reported slight reductions. The textile industries in particular have changed but little during 1923. Although general employment, as indicated by our weighted index, is now about 5 per cent larger than it was in January, the textile industries show a decrease of nearly one per

cent. In the metal products establishments the expansion has been large—over 9 per cent since January, and in the building material and most of the food products industries heavy increases have also been recorded. The accompanying tables and chart show revised index numbers of employment and wages in the leading industries and the principal cities of the Third Federal Reserve District during the first five months of 1923.

Employment in principal cities Third Federal Reserve District

Cities	Number of reporting plants	Index numbers Average 1922=100					Number employed May
		Jan.	Feb.	Mar.	April	May	
Allentown ...	18	102	102	101	98	98	3,539
Bethlehem ..	4	112	114	113	112	111	500
Bloomsburg ..	4	113	111	111	113	111	1,419
Bridgeport ..	3	103	107	95	95	94	1,572
Camden	16	107	108	109	111	112	16,512
Chester	6	108	125	119	128	128	5,177
Columbia ...	3	90	102	111	114	114	924
Easton	8	101	103	105	104	113	2,101
Harrisburg ..	8	110	109	118	122	125	2,856
Hazleton	3	120	123	128	130	127	2,488
Lancaster	7	112	106	106	103	100	1,791
Lebanon	4	113	113	131	140	143	1,196
Norristown ..	3	112	110	111	114	111	635
Philadelphia ..	188	117	120	122	122	123	88,392
Pottstown	4	109	114	116	108	109	1,196
Reading	18	120	121	121	112	109	8,817
Scranton	14	109	106	110	112	109	2,426
Trenton	19	100	104	111	113	113	7,150
Wilkes-Barre ..	5	102	103	107	108	99	980
Williamsport ..	12	106	109	116	113	111	2,569
Wilmington ...	13	115	115	117	119	120	8,707
York	18	114	113	112	114	119	2,327
All others	126	111	112	113	115	114	38,884



Employment has increased slightly more than 5 per cent since January while wages have advanced over 10 per cent. Both are now 20 per cent greater than the average for 1922.

Source—Federal Reserve Bank of Philadelphia

Wages and Employment
Third Federal Reserve District

Industries	Number of reporting plants	Average weekly wages						Employment					
		Index numbers Average 1922=100					Actual	Index numbers Average 1922=100					Actual
		Jan.	Feb.	Mar.	Apr.	May	May	Jan.	Feb.	Mar.	Apr.	May	May
All industries	504	109	112	115	116	120	\$26.71	114	117	119	119	120	202,158
Metal products:													
Automobiles and parts.....	19	110	108	114	114	118	28.46	121	127	131	127	127	7,253
Electrical machinery.....	18	105	108	108	100	112	22.17	112	114	123	124	120	3,336
Foundries and machine shops...	37	112	115	123	124	129	27.44	113	116	120	121	119	6,353
Iron and steel products.....	32	125	127	132	135	142	29.95	121	122	128	130	132	22,450
Car construction and repair.....	9	109	114	118	119	127	31.79	162	170	176	175	179	28,504
Shipbuilding.....	5	99	102	101	104	112	28.39	112	118	117	121	122	11,609
Textile products:													
Carpets and rugs.....	14	99	104	104	101	112	29.55	111	113	113	115	116	4,182
Clothing.....	22	107	115	117	115	119	20.57	98	100	103	101	100	3,612
Cotton goods.....	17	103	105	107	107	109	22.96	104	103	104	103	99	6,717
Felt hats.....	4	98	103	96	94	102	25.35	119	121	121	120	122	4,848
Knit goods.....	27	103	109	111	111	114	21.34	103	105	107	107	108	5,816
Silk goods.....	37	109	114	110	113	117	19.81	105	105	107	107	104	12,459
Worsted and woolsens.....	24	98	104	110	110	113	22.81	101	102	98	97	97	9,733
Food products:													
Bakeries.....	18	105	105	103	103	105	27.46	102	103	102	106	107	2,918
Canneries.....	8	85	82	131	107	112	20.56	109	110	105	115	126	2,782
Confectionery and ice cream....	21	107	103	107	107	113	20.74	102	106	104	94	95	5,079
Slaughtering and meat packing..	12	104	104	103	104	108	28.16	105	104	101	100	100	1,755
Sugar refining.....	3	99	98	110	112	106	28.72	88	102	103	100	108	2,510
Building materials:													
Cement.....	15	122	114	131	140	144	31.79	103	104	108	110	113	7,655
Glass.....	7	126	119	132	130	141	37.44	95	108	115	106	108	879
Pottery.....	11	78	82	87	88	90	29.20	88	91	95	97	100	2,065
Miscellaneous:													
Boots and shoes.....	16	105	103	109	103	101	18.11	106	104	101	102	100	2,472
Leather.....	29	109	111	113	106	119	25.69	104	104	105	105	102	8,320
Chemicals and paints.....	17	114	111	115	121	120	30.13	123	125	126	126	126	4,970
Cigars and tobacco.....	14	107	115	112	110	110	15.45	102	96	93	91	89	5,521
Furniture.....	17	105	107	110	109	110	24.02	113	113	115	114	115	2,751
Musical instruments.....	2	96	99	102	104	103	26.61	109	109	111	112	112	7,996
Paper and pulp.....	13	116	111	117	125	138	29.45	106	106	104	106	105	2,680
Printing and publishing.....	19	104	106	111	110	110	31.45	100	101	100	100	100	2,601
Petroleum refining.....	5	108	112	113	115	126	28.95	103	105	106	107	111	6,544
Rubber tires and goods.....	12	100	106	106	107	104	25.06	105	110	118	118	115	5,788

The most significant development during May was the marked growth in earnings reported in most of the industries of the district. Average weekly wages for all groups advanced from \$25.51 in April to \$26.71 in May, or nearly 5 per cent, as compared with an increase of less than one per cent in April. In 24 of the 31 industries, weekly earnings were larger, the most pronounced improvement occurring in the leather, paper and pulp, and electrical machinery industries. That this phenomenon was not confined to the Third District is evidenced by the fact that the United States Bureau of Labor Statistics reported an average increase in average weekly earnings of 3.8 per cent at 6,075 establishments throughout the United States.

FINANCIAL CONDITIONS

Since the middle of April, commercial loans and discounts of reporting member banks in the Third Federal Reserve District have tended steadily upward, and on June 13 stood at 356 millions, as against 332 on April 18. Secured loans, on the other hand, decreased from 288 to 269 millions. Investments have increased slightly. Country-wide figures evidence a small increase in commercial loans in this two-months' period, and a small decrease in secured loans and in investments. Changes in the figures of reporting member banks during the past month follow:

**Increases or decreases in loans and investments
from May 16 to June 13**
(All figures in millions of dollars)

District	Secured loans	Other (commercial) loans	Investments
1. Boston	- 6.2	- 2.8	- 4.4
2. New York	-12.9	-38.4	- 4.1
3. Philadelphia	-12.7	+14.4	- 3.1
4. Cleveland	- 1.1	+ 1.1	- 3.0
5. Richmond	- 0.9	- 3.7	- 4.2
6. Atlanta	- 1.8	+ 3.2	- 4.5
7. Chicago	-22.7	-29.3	-13.1
8. St. Louis	+ 2.1	- 8.4	+ 1.5
9. Minneapolis	+ 2.8	- 4.0	- 0.3
10. Kansas City	- 1.7	- 1.2	- 1.0
11. Dallas	+ 1.5	- 2.3	- 2.4
12. San Francisco	+ 1.6	+ 8.8	-10.4
All districts	-52.0	-62.6	-49.0

Discounted bills held by the Federal Reserve Bank of Philadelphia amounted to 71 millions on June 20, as compared with 62 millions on May 16. Holdings of acceptances and United States securities declined from 47 to 37 millions in the same period, and the circulation of Federal reserve notes from 202 to 201 millions.

**Banking statistics
Third Federal Reserve District**

(000,000's omitted)	Latest*	Four weeks ago	Eight weeks ago
Reporting member banks:			
Loans and discounts:			
Sec'd by U. S. securities....	\$19	\$18	\$18
Sec'd by other stocks and bonds	250	263	270
All others (commercial)....	356	342	332
Total	\$625	\$623	\$620
Investments	312	315	308
Total deposits	806	789	774
Federal Reserve Bank:			
Discounted paper	\$71	\$67	\$52
Purchased paper	20	21	24
United States securities.....	18	25	25
Total earning assets.....	\$109	\$113	\$101
Federal res. note circulation..	201	202	199
Total deposits	113	118	113
Total reserves	220	227	231
Reserve ratio	70.0%	70.9%	73.8%

* For reporting member banks June 13; for Federal Reserve Bank June 20.

A further decrease in the prices of industrial stocks took place in the month ending June 20, and various classes of bonds, with the exception of **Securities** Liberty bonds, also declined. Comparative averages of security prices follow:

	June 20, 1923	Month ago	Two months ago
20 industrial stocks	\$90.81	\$92.77	\$101.10
20 railroad stocks	80.60	80.13	86.75
10 first-grade rail bonds.....	85.74	86.24	85.47
10 second-grade rail bonds....	82.24	82.71	82.27
10 public utility bonds	86.07	86.40	86.86
10 industrial bonds	93.17	93.49	92.51
4 Liberty bonds	98.14	97.71	97.57

Savings deposits in the Third Federal Reserve District as reported by 80 banks increased 0.6 per cent during the month of May. Owing to the inclusion of a municipal deposit of large size in Harrisburg and the merger of a Reading bank with a bank not previously included in our reports, it appears that this figure is somewhat confusing. If we should eliminate the effects of these items we would find an increase of only 0.3 per cent during May and of 7.5 per cent as compared with the figures of June 1, 1922. Because of these changes, percentages for Harrisburg, Reading, and the grand total have been omitted in the following table:

**Savings deposits
Third Federal Reserve District**

	Number of reporting banks	Per cent increase or decrease June 1, 1923, compared with—		
		May 1, 1923	June 1, 1922	June 1, 1921
Altoona	5	1.5	12.4	19.1
Chester	5	- 0.9	7.9	- 2.7
Johnstown	6	.8	10.8	4.2
Lancaster	3	1.6	38.6	50.7
Philadelphia	9	.1	5.6	6.6
Scranton	6	.8	9.2	21.1
Trenton	6	- 0.4	13.3	11.9
Wilkes-Barre	5	- 0.1	1.1	7.3
Williamsport	4	.0	7.3	12.9
Wilmington	5	.8	18.9	20.2
York	5	-1.0	13.1	21.9
Other cities	14	2.2	9.5	13.0

Sales of bankers' acceptances by five dealers operating within the Third Federal Reserve District, averaged \$1,749,000 weekly in the four-week period ending June 13. This was a considerable increase over the figures for the previous period, but was less than the amounts sold early in the year, and in the corresponding period a year ago, when sales averaged \$3,010,000. Demand for bills is only fair and is concentrated on the shorter maturities. Offering rates remain at 4 and 4½ per cent. Sales and purchases by the five dealers were as follows:

Weekly averages for period	Sales to F. R. Bank	Sales to others	Purchases
1923:			
May 17 to June 13.....	\$1,514,000	\$235,000	\$320,000
April 16 to May 16.....	646,000	337,000	260,000
March 12 to April 15.....	1,208,000	116,000	525,000
February 12 to March 11....	2,424,000	182,000	642,000
1922:			
May 15 to June 11.....	\$2,949,000	\$61,000	\$827,000

Acceptances executed by twelve banks in this district declined slightly from \$3,767,000 in the month ending May 10 to \$3,743,000 for June 10. A year ago the amount was \$4,612,000. Wool, cotton, hides, skins, and silk are among the more important commodities involved in local acceptance transactions.

Foreign exchange rates

Noon cables	Par value	June 20, 1923	May 20, 1923	June 20, 1922
London	\$4.8665	\$4.6229	\$4.6296	\$4.4236
Paris .....	.1930	.0626	.0667	.0865
Antwerp .....	.1930	.0534	.0574	.0822
Milan .....	.1930	.0457	.0486	.0489
Berlin .....	.2382	.000009	.000020	.003144
Vienna .....	.2026	.000014	.000014	.000068
Amsterdam .....	.4020	.3922	.3915	.3834
Copenhagen .....	.2680	.1794	.1861	.2123
Stockholm .....	.2680	.2649	.2669	.2552
Madrid .....	.1930	.1487	.1525	.1555
Berne .....	.1930	.1797	.1804	.1894
Buenos Aires .....	.9648	.8068	.8174	.8034
Shanghai .....	.7082	.7245	.7438	.7832

Some dealers report that their sales of commercial paper have increased in June, but others say that the market is not active and that their sales will probably be no larger than in May. **Commercial paper** Buying continues to be spasmodic rather than regular, but the number of banks that have purchased is said to have increased in recent months. The supply of paper is increasing, and brokers' lists are fuller than they were a month ago. Rates have not changed, the bulk of the transactions being at 5 and 5¼ per cent. Early in June, however, the rate on a number of names that had been held at 4¾ per cent was changed to 5 per cent, and freer sales resulted. But later in the month some paper was again offered at 4¾ per cent.

During May six dealers in this district sold paper to the amount of \$6,102,500, as compared with \$7,932,500 in April and \$9,588,000 in May, 1922. Three of these reports show that sales were larger in Philadelphia than outside, but the other three showed just the reverse. For the first time since last October, total sales in Philadelphia were larger than those outside the city,

the figures being \$3,257,500 and \$2,845,000 respectively.

Rates at which sales were made ranged from 4¾ to 5½ per cent. The amount sold at 4¾ per cent was 1¼ per cent of the total, and that at 5½ per cent only ¾ of 1 per cent of the total. Of the remaining 98 per cent the greater part was sold at 5 per cent.

RETAIL TRADE

Reports from retail stores indicate that June sales will show a healthy gain over those of June, 1922. Though consumers are exercising care and demanding value, they are purchasing with considerable freedom, and the articles in demand embrace practically all classes of merchandise. Retailers report that they are experiencing no difficulty in obtaining goods and that quotations are no higher than they were a month ago. In some lines they are offered concessions in price, especially on certain silk and cotton fabrics.

The table on page 9, compiled from reports of retail establishments in the Third Federal Reserve District, shows that in May business was larger by 17.3 per cent than in May, 1922. Notable increases were made by stores located in coal, railroad, and iron and steel centers. Last year, strikes on the railroads and in the coal mines retarded business, and production of iron and steel was on a smaller scale. Credit houses continue to show satisfactory increases.

WHOLESALE TRADE

The heavy employment and high wages that have resulted from the prosperous condition of manufacturing industries during the past spring, have caused the May sales of all the reporting wholesale lines to exceed those of May, 1922. Although a small part of the gain over last year must be attributed to higher prices, the actual physical volume of sales has increased greatly. The chart on page 11 shows the relatively large volume of business in wholesale groceries that has been done in this district during the past 8 months. In all lines, the ratio of accounts outstanding to sales was lower in May than in April, but only in drygoods and boots and shoes was it smaller than in May, 1922.

Although wholesalers have had considerable difficulty this spring in moving their goods, the warm weather in June caused the spot demand to improve decidedly. **Drygoods** Business in May was only fair, but sales exceeded those in April by 2.0 per cent, and those in May, 1922, by 32.6 per cent. Specialties in voiles, swisses, and tissues are more active than staple wash goods. Like most of the latter, gingham have been inactive.

The majority of wholesale drygoods houses have booked a considerable quantity of orders for fall delivery. Those that have booked fall business report that about 10 per cent of their orders are to be delivered

Retail trade
Third Federal Reserve District

	COMPARISON OF NET SALES		COMPARISON OF STOCKS		RATE OF TURNOVER *		Percentage of orders outstanding May 31, 1923, to total purchases in 1922
	May, 1923 with May, 1922	Jan. 1 to May 31, 1923 with Jan. 1 to May 31, 1922	May 31, 1923 with May 31, 1922	May 31, 1923 with April 30, 1923	Jan. 1 to May 31, 1923	Jan. 1 to May 31, 1922	
All reporting firms	+17.3%	+14.7%	+12.1%	-1.0%	3.1	3.0	9.3%
Firms in—Philadelphia	+13.1 "	+12.4 "	+ 9.2 "	- .4 "	3.8	3.6	9.6 "
—Allentown, Easton and Bethlehem....	+23.3 "	+17.9 "	+ 8.0 "	+4.6 "	2.6	2.2	.....
—Altoona	+19.9 "	+15.3 "	+ 3.1 "	-5.6 "	2.8	2.4	9.8 "
—Chester	+32.3 "	+44.4 "	.....	.....	.....	.....	.....
—Harrisburg	+27.1 "	+18.4 "	+31.4 "	-2.4 "	2.5	2.7	.....
—Johnstown	+27.8 "	+24.7 "	+15.9 "	-2.6 "	3.0	3.0	.....
—Lancaster	+17.5 "	+18.7 "	+13.3 "	+ .8 "	2.6	2.3	.....
—Reading	+24.5 "	+18.8 "	+12.3 "	- .8 "	2.2	2.1	5.2 "
—Scranton	+33.9 "	+21.0 "	+11.9 "	-3.0 "	3.5	3.0	.....
—Trenton	+13.9 "	+10.8 "	+ 6.6 "	+2.2 "	3.1	2.9	.....
—Wilkes-Barre	+29.3 "	+21.1 "	+29.0 "	-4.0 "	3.0	3.0	.....
—Williamsport	+ 8.3 "	+ 7.1 "	+12.9 "	-3.8 "	2.3	2.4	.....
—Wilmington	+17.6 "	+15.6 "	+21.8 "	-1.8 "	1.7	1.6	7.3 "
—York	+12.1 "	+13.2 "	+ 4.5 "	-3.4 "	2.5	2.2	.....
—All other cities.....	+23.6 "	+16.1 "	+25.2 "	-3.2 "	2.0	2.0	6.8 "
All department stores	+16.0 "	+14.0 "	+13.0 "	- .8 "	3.1	2.9	10.4 "
Department stores in Phila....	+11.7 "	+12.1 "	+10.8 "	0.0 "	3.6	3.4	11.5 "
Depart. stores outside Phila....	+21.6 "	+16.4 "	+16.2 "	-2.0 "	2.6	2.5	8.0 "
All apparel stores	+18.6 "	+14.2 "	+ 6.6 "	-2.0 "	3.5	3.4	3.7 "
Men's apparel stores							
—in Philadelphia....	+ 4.8 "	+10.6 "	+18.5 "	-6.6 "	2.8	2.9	.....
—outside Philadelphia	+15.4 "	+16.3 "	+ 6.6 "	-4.7 "	1.9	1.8	22.0 "
Women's apparel stores							
—in Philadelphia....	+25.3 "	+18.5 "	- 8.5 "	-2.7 "	6.9	5.5	2.4 "
—outside Philadelphia	+17.8 "	+ 7.5 "	+14.1 "	+2.5 "	3.4	3.4	6.3 "
Credit houses	+40.9 "	+31.3 "	+24.9 "	-3.9 "	2.7	2.3	2.8 "

* Times per year based on cumulative period.

in the period from 30 to 60 days hence, and that from 75 to 85 per cent are for delivery further than 60 days ahead. Much of the fall merchandise will be shipped in September.

During the past month wholesale stocks have been decreasing. However, the desire of holders to move their stocks has caused considerable quantities of cotton and silk fabrics to be offered at concessions.

Collections are fair.

Although the demand was somewhat "spotty" during May, the sales of drugs in that month, estimated in dollars, were 1.3 per cent larger than in April, and 11.4 per cent larger than in May, 1922.

Drugs During the early part of June, half of the reporting wholesale firms found that the demand was tending to improve slightly, but the others experienced no change.

During the past month, wholesale stocks in this district have tended to increase. But so many wholesalers have preferred not to place future orders until

the results of the foreign and domestic collections are known, that the New York market for crude drugs has been very dull. As a rule, price changes have been of small importance, but owing to the short supply of gum opium, makers of narcotics have advanced their quotations. Prices of calcium arsenate and blue vitriol were reduced because of the slack demand. So far, the supplies of the former have been more than adequate to care for the needs of southern cotton planters.

Since June 1, collections are reported to have become slightly less prompt. The ratio of accounts outstanding to sales decreased from 139.6 per cent in April to 135.9 per cent in May.

Sales of wholesale hardware, as reported by 34 firms in this district, increased 3.5 per cent over those of April, and were 17.4 per cent greater than those of last May. Our index of sales for May was 129, as compared with 125 for the previous month. Builders and contractors continue to be the heaviest purchasers, but

Hardware

mines also are buying more, and in some communities farmers are purchasing more freely. Few if any requests for cancellations are being received. Stocks range from moderate to heavy, but reports are conflicting as to whether they are increasing or decreasing.

Collections are fair and show little change from a month ago. The ratio of accounts outstanding to sales, which is indicative of the state of collections, was 153.6 as compared with 158.5 in April.

Sales of shoes at wholesale in June are expected to show an increase over those of the same month last year, and in this respect will resemble the sales of recent months. **Shoes** White leather shoes, although making a late start, have sold well, and wholesalers report that their stocks of these are depleted. Business is also good, for this time of the year, in suede and satin shoes for women; and even of staple lines a fair quantity has been sold. Retailers had allowed their supply of the latter to become so small that a few sales made it necessary for them to replenish stock. Collections, which were better in May than in April, have shown further improvement during June. Stocks in wholesale houses are reported to be light or moderate, and retailers also are said, as a rule, to be carrying moderate stocks. Cancellations have been exceedingly few, in consideration of the lateness of the season and the rapid changes in styles.

During May, sales in this district, as reported to the Federal Reserve Bank, increased 5.3 per cent as compared with April, and 24.0 per cent as compared with May, 1922. The ratio of accounts outstanding on May 31 was lower than in either April, 1923, or May, 1922, as is shown in the table below.

During June, wholesale groceries have been in good request. Of the firms reporting to this bank, about half found that the demand remained unchanged, but with the others it was better than in May. **Groceries** With the exception of orders booked for new pack goods to be shipped in October, November, and December, nearly all of the

business is for spot delivery. Of the orders in the hands of wholesalers, those for delivery in 30 days average 93 per cent; in 30 to 60 days, 11 per cent; and after 90 days, 8 per cent. In the table below are listed the articles or classes of merchandise that were mentioned as the best sellers during the early part of June.

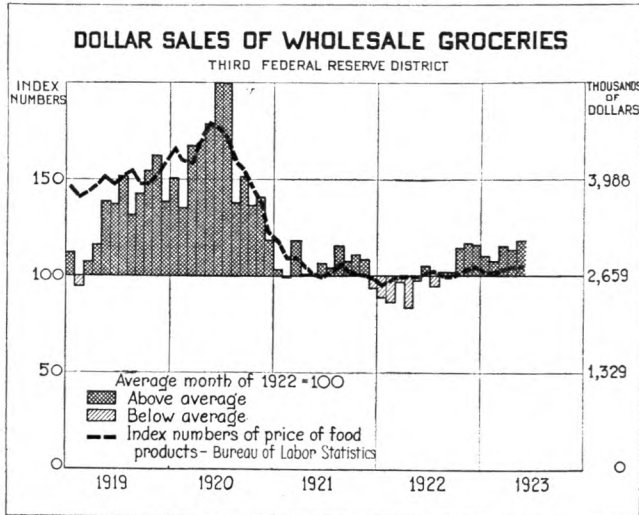
Commodities	Number of wholesalers who report them active	
	This month	Last month
Sugar	14	0
Canned vegetables	13	18
Canned fruits	11	7
Canned goods, in general....	8	12
Cereals	7	5
Milk	7	5
Beverages	3	0
Coffee	3	2
Flour	2	2
Soap	2	3

As seen in the charts on page 11, sales usually increase in May and June. The only exception during the last four years has been in the dollar sales in May, 1921. Although the sales of 1919 and 1920, expressed in dollars, greatly exceeded those of the average month of 1922, as indicated in chart number one, prices were then so high that the physical volume of business, shown in chart number two, was much smaller than that of the present time. However, the sales in June and July, 1920, were so heavy that the volume of business in each of those two months exceeded that in any month thereafter. Sales by wholesale grocers in May of this year were 6.1 per cent larger than in April, and 15.8 per cent greater than in May, 1922. The gain in dollar sales over those of last year is larger than the actual increase in the physical volume of business, because in the meantime prices have advanced. The index of grocery sales compiled by this bank was 118 for May, as compared with 113 for April.

**Wholesale trade
Third Federal Reserve District**

	Number of reporting firms	Percentage of increase or decrease in—				Ratio of accounts outstanding to sales		
		Net sales May, 1923, compared with—		Accounts outstanding May, 1923, compared with—				
		Apr., 1923	May, 1922	Apr., 1923	May, 1922	May, 1923	Apr., 1923	May, 1922
Boots and shoes.....	14	+5.3%	+24.0%	-5.2%	+12.2%	240.9%	265.7%	279.8%
Drugs	16	+1.3 "	+11.4 "	-1.9 "	+25.7 "	135.9 "	139.6 "	123.3 "
Drygoods	20	+2.0 "	+32.6 "	-5.8 "	+21.3 "	238.2 "	258.0 "	260.5 "
Groceries	51	+6.1 "	+15.8 "	+1.2 "	+20.4 "	103.4 "	107.8 "	102.0 "
Hardware	34	+3.5 "	+17.4 "	+1.1 "	+20.0 "	153.6 "	158.5 "	151.5 "

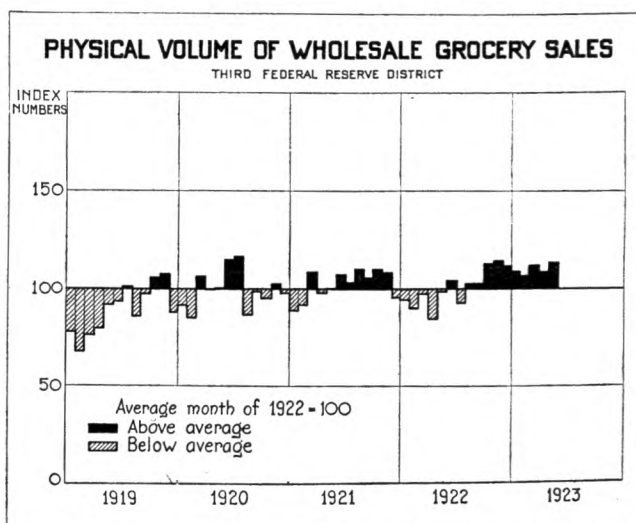
CONFECTIONERY



Large sales in 1919 and 1920 are mainly due to higher prices prevailing then. Index represents monthly sales of 35 reporting firms.

Source—Federal Reserve Bank of Philadelphia

Although one-third of the wholesalers reporting to this bank indicate that stocks have not changed, the majority state that they are decreasing. During the month, prices of canned vegetables, cheese, syrup, tea, and salt have advanced, but quotations on evaporated and canned fruits, soap, flour, and sugar have declined. Stocks of canned peas and of most sizes of canned tomatoes are small and prices are firm. According to the revised figures of the Department of Agriculture, this year's tomato plantings are estimated at 272,050 acres, as compared with 224,660 and 87,240 acres in 1922 and 1921 respectively. Flour prices declined, largely on account of the absence of an export demand, and sugar quotations were reduced because of the accumulations of unsold stocks at refineries.



Physical volume estimated on basis of average of food products prices in 1922. Index represents monthly sales of 35 reporting firms.

Source—Federal Reserve Bank of Philadelphia

At present the confectionery business is seasonally dull, and the demand is not as heavy as it was a month ago, though most manufacturers report that it is greater than it was a year ago. The manufacture of many candies that are not salable in warm weather has been discontinued, and for this reason production at some factories is light. Buying of candies in large cities has fallen off heavily because of the warm weather, but this loss of business has been partly made up by large purchases for summer resorts. Manufacturers, however, state that the call for their products is fairly good, considering the season. Hard and soft candies, which are marketable during the summer months, are in good demand. Other candies that are salable chiefly in cool weather are in light request, although mountain resorts have placed some fair sized orders for these. Producers of bar chocolate, baking chocolate, marshmallow whip, and chocolate coating state that the demand is fair. Operations at confectionery factories vary from 35 to 90 per cent of capacity, the average for this district being about 70 per cent. Manufacturers report that all orders on their books are for immediate shipment. A few cancellations and some requests for postponement of shipments are reported, but these are not of large proportions.

On June 1 many manufacturers advanced prices from $2\frac{1}{2}$ to 10 per cent on piece candies and chocolate coating. Very few, if any, have raised their prices on box candies over those of a year ago. Sugar during the month has held relatively firm, but cocoa beans have shown further weakness. The increases in candy prices that have taken place since the beginning of the year have been caused chiefly by higher priced sugar and increased labor costs, as there have been no advances in other commodities used in candy manufacture.

Finished stocks at the factories are moderate and are remaining stationery. Although some manufacturers are buying sugar only from hand to mouth, the majority have fairly large supplies on hand, and in general the stocks of raw materials are not heavy.

Both skilled and unskilled workers at many factories are still scarce, although because of the slackening in demand some factories are now adequately supplied. Girl workers, in particular, are difficult to obtain. A few candy makers granted wage advances of from 5 to 10 per cent during the month, but the majority report that their wage scales are unchanged.

Collections are only fair, and many firms report that they are slower than they were a year ago.

BUILDING

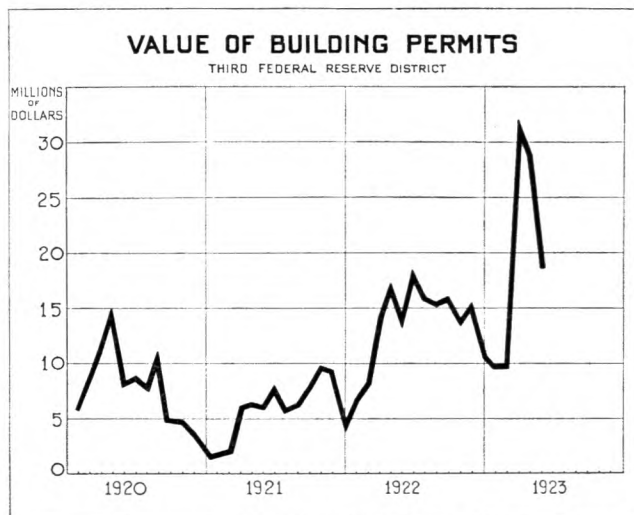
The value of building permits issued during May in fourteen cities of the Third Federal Reserve District declined for the second consecutive month. The chart on page 12 shows how sharp has been the fall

since the maximum of \$31,844,831 was reached in March. It will be noted, however, that despite the decrease, the value of permits in May was considerably greater than that for the same month in the preceding three years. In only two cities of the district, Atlantic City and Lancaster, was the value of permits greater than in April. The table below shows the number of permits and their estimated value for May, 1923, and for May of last year, together with the cumulative totals for the first five months of both years.

Although a few manufacturers of bricks report a slight decrease in the number of inquiries received during the past month, the great majority are still receiving substantial business, and in practically all cases sufficient orders are on the books to insure operations for several months. Certain manufacturers, especially in Philadelphia, are loading bricks from the kilns as soon as they become sufficiently cool. As might be expected under such circumstance, stocks are light, or at the best, only moderate. Prices are quite firm, but there have been no advances during the month.

Operations do not average over 80 per cent of capacity, largely because of scarcity of labor, both skilled and unskilled. In a few cases wages have been increased by about 5 per cent, but in general there has been no change since last month.

Collections for the most part are good, although some manufacturers consider them to be only fair. Opinion differs as to whether collections are more prompt or slower than they were a month ago, but the majority believe they are better than they were at this time last year.



Despite the sharp decrease in the value of permits issued during May, the total was greater than that for the corresponding month of recent years.

Source—Federal Reserve Bank of Philadelphia

Lumber manufacturers and wholesalers report a decrease in demand during the past month, but retailers continue in general to receive good business. With wholesalers most orders are for prompt delivery, but some mills have orders for future delivery. Prices on a few grades of soft woods have weakened somewhat, but hardwoods on the whole have been firm and show little change.

Considerable quantities of western woods are coming in and are moving well. The better grades of cypress are in good demand, as is yellow pine flooring; but North Carolina pine is not in as good request as it was a few weeks ago.

Building permits Third Federal Reserve District

	May, 1923			May, 1922			January to May inclusive			
	Permits	Operations	Estimated cost	Permits	Operations	Estimated cost	1923		1922	
							Permits	Estimated cost	Permits	Estimated cost
Allentown	114	137	\$352,115	98	117	\$397,900	445	\$2,766,620	400	\$1,268,175
Altoona	253	259	365,763	313	317	424,296	837	1,619,302	870	1,087,802
Atlantic City	180	180*	1,086,982	413	...	943,114	1,314	5,091,707	1,676	4,058,286
Camden	115	172	1,143,725	124	131	184,016	424	4,324,187	459	1,908,476
Harrisburg	111	122	267,050	94	130	319,075	445	4,296,175	429	1,639,455
Lancaster	144	189	435,925	87	87	157,195	446	1,555,460	398	986,695
Philadelphia	1,566	2,298	12,709,660	1,483	2,288	8,872,050	5,980	66,808,220	6,580	39,238,425
Reading	405	456	591,975	361	387	532,400	1,419	2,675,905	1,457	2,210,471
Scranton	210	210*	351,852	188	188	619,052	626	1,711,760	557	1,318,783
Trenton	223	284	714,017	168	225	651,294	725	3,340,068	619	1,706,693
Wilkes-Barre	159	159*	254,777	179	179	269,058	486	1,213,214	621	1,774,965
Williamsport	149	175	34,942	148	148	190,404	366	609,682	466	907,000
Wilmington	130	130	231,977	118	118	163,118	496	1,733,615	397	1,613,793
York	272	272	150,279	217	217	121,841	739	1,215,755	610	418,447
Total	4,031	5,043	\$18,691,039	3,991	4,532	\$13,844,813	14,748	\$98,961,670	15,539	\$60,137,466

* Does not report operations.

Stocks in most cases are only moderate. Retailers purchased heavily in January and February, which was unusually early, and recently they have been so busy making deliveries that they have purchased but little. As soon as they have an opportunity to take stock, however, it is expected they will place substantial orders. Mills are operating at a high rate, but they find it difficult to obtain sufficient unskilled labor. Here and there wage increases of from 10 to 15 per cent have been granted to both skilled and unskilled workers.

Collections are fair. Wholesalers state that collections have changed but little since last year, but manufacturers find them more prompt.

The majority of glass manufacturers report good business, but makers of plate and window glass have noted a slight seasonal decline. At this time most of the houses and buildings that were started last year are enclosed, and those that were commenced this spring are not yet ready to be glazed. Manufacturers, however, are busy with orders for delivery later in the year, and large quantities of goods are being shipped on past contracts. Some builders have already bought their requirements for the fall and are leaving the glass in the manufacturers' warehouses. The shortage of plate glass has been somewhat relieved, but there is still a large demand. Prices, however, are from 10 to 15 per cent lower than they were a few weeks ago, partly because of heavy importations from Europe. Automobile manufacturers have been taking an important part of the domestic output, and this, together with the demand from builders, had forced prices to a high level.

Operations are at capacity in most cases, but certain bottle and stained-glass manufacturers are working at only 65 or 75 per cent of capacity. In some instances, there is a slight shortage of both skilled and unskilled labor, but few wage increases have been granted. Stocks are light, in general, and in those factories that manufacture only on specification, they are of course nil. Raw materials are being carried in moderate supply, and no difficulty is found in obtaining them.

Collections range from fair to good, and show little change from those of last month or of a year ago.

Although paint manufacturers are now entering the season in which demand may be expected to fall off somewhat, only a few operators report decreased sales during the past month. The continued good business has been gratifying, and there is considerable optimism regarding the fall. The majority of orders are for prompt shipment, and practically none are for delivery beyond sixty days.

Since the advance was made on ready-mixed paints a few weeks ago, quotations in general have been firm. Prices on several raw materials, such as turpentine and linseed oil, are lower than they were earlier in the spring, and pig lead also is down from the peak price reached a few weeks ago. Corroders, who had pre-

viously guaranteed their prices until August 30, announced on June 11 that this guarantee would be extended to November 30. This action has stabilized the market considerably.

Stocks of both finished goods and raw materials are only moderate, and are either stationary or decreasing. The majority of plants continue to operate at capacity, and, as in other industries, there is a shortage of labor, skilled workers being especially scarce. One or two small wage increases have been made since last month. Collections vary considerably but in general may be classed as fair.

Manufacturers of gas and electric fixtures are receiving only a fair amount of business, but in some cases the decreases are only seasonal, and they are optimistic regarding conditions in the fall. The majority of orders are for shipment within sixty days. Few if any cancellations have been received, and there have been no requests for postponement of shipments. Prices in general have not changed during the past month, and although in certain lines quotations are quite strong, in others, where competition is keen, they are rather weak. Stocks of both raw materials and finished goods are only moderate, and are being held stationary.

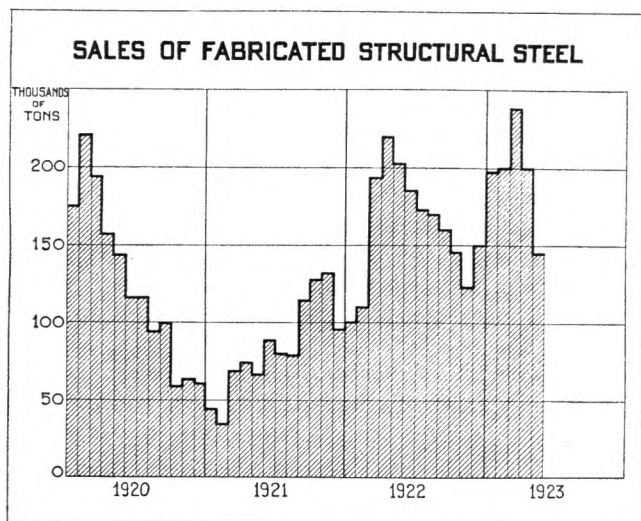
Operations range from 60 to 80 per cent of capacity. Numerous reports are made of scarcity of skilled labor, and a few wage advances of from 3 to 10 per cent have been made during the month. Unskilled workers are for the most part in ample supply, but in certain instances their wage scales have been increased slightly.

Collections are only fair, or in some cases poor, and the majority of manufacturers find them to be slower than they were either last month or a year ago.

IRON AND STEEL

Although many branches of the iron and steel industry continue to enjoy substantial business, there is a noticeable increase in the number of firms who report the demand to be only fair. Pig iron has been in poor request for several weeks, and even the recent concessions in price failed to bring out any great number of buyers for the third quarter. Manufacturers of iron bars have had fair business, the chief purchasers being railroads and locomotive builders. With foundries, business varies considerably, some describing it as good, and others as only fair. Railroads, locomotive builders, and public utilities have been the heaviest purchasers. Certain foundrymen note that orders received are for smaller quantities than was customary a few weeks ago, and buyers are not requiring so prompt delivery. Many manufacturers of fabricated steel are receiving fewer inquiries, but the volume of business on the books is satisfactory.

The decrease in the orders for structural steel is shown in the chart on page 14.



The decrease in building activity is indicated by the unusually large falling off in sales of structural steel during the last two months.

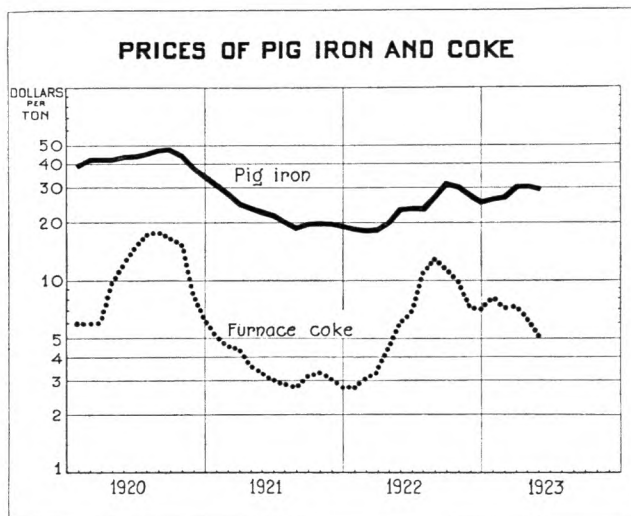
Source—Department of Commerce

It will be seen that bookings reached a peak in March, and have since been declining. Machinery and machine tools are being sought in fair volume by railroads, public utilities, and general industries, and power equipment is in good demand. In general, our reports indicate that although most branches of the industry have substantial orders on their books, inquiries and new business are considerably less than they were a few weeks ago. Much of the decline is seasonal, it is true, and the majority of manufacturers are looking forward to a quickening in business once the hot weather is over. The falling off in activity is reflected in the report of the unfilled orders of the United States Steel Corporation, which on May 31 were 6,981,351 tons, or 307,158 tons less than at the end of the previous month. This marks the second successive month in which the Corporation's unfilled orders have shown a decline.

In spite of the gradual decrease in demand, production has been maintained at record levels. Pig iron output in May reached 3,867,694 tons, or 317,958 tons more than in April, and for the third month in succession exceeded all previous totals. Fourteen furnaces were blown in during the month and three were blown out, leaving 321 active on June 1. In this district on the same date 42 furnaces were in blast, a gain of 1 over the previous month. The production of steel ingots, by the 30 companies which in 1922 made 84.13 per cent of the total, reached the unprecedented figure of 3,537,753 tons. There is no doubt that the output for all companies was over 4,000,000 tons. The average percentage of operations of firms reporting to us is about 80. Many of the larger plants, however, are working at a much higher figure, and taking these into consideration, it is probable that a fair average of

operations would be not far from 90 per cent of capacity.

Quotations on several products are slightly easier. As was generally expected, a slack demand, and possibly lower prices for coke, brought about a reduction of \$2 a ton on eastern pig irons during the early part of June. The chart below shows the composite price of pig iron and quotations on spot coke since 1920. It will be noted that pig iron quotations during this period have quite generally followed the same course as have coke prices.



During the past four years quotations on pig iron and coke have followed the same general trend, but coke prices have fluctuated more violently.

Source—"Iron Age"

2X Philadelphia iron is now quoted at \$30, furnace. Slight reductions have been made on billets, and scrap has weakened considerably. But the composite price of finished steel, as computed by the "Iron Age," has remained unchanged during the past five weeks. The market on several types of steel is less firm, and it is now possible to obtain fairly early deliveries at quoted prices.

The great majority of manufacturers find unskilled labor extremely scarce, and about half of those reporting to us have granted increased wages. Foundries in particular are unable to obtain sufficient laborers. Although skilled labor is in better supply than unskilled, there is a pronounced shortage, and several plants have advanced their wage scales.

Collections are fair, and the majority of operators find them unchanged from last month.

COAL

The demand for domestic sizes of anthracite continues to be insistent, orders for stove coal being especially heavy. Steam sizes are still in poor request, and pea coal is not selling as well as it was a few weeks ago.

Anthracite

The tonnage moving to the Lakes is less than in 1921, but, of course, considerably larger than it was last year during the strike. Those operators that have the facilities have stored considerable quantities of steam sizes.

The majority of mines are working at capacity, but in some cases labor troubles have caused a reduced output. Weekly production has hovered around 2,000,000 tons, except in the week ending June 2, when the celebration of Memorial Day reduced the total by about 25 per cent. Estimated production for the past four weeks, and for the corresponding period of 1922 is as follows:

Week ending	1923	1922
May 26	1,956,000 net tons	10,000 net tons
June 2	1,606,000 " "	8,000 " "
June 9	2,046,000 " "	13,000 " "
June 16	2,053,000 " "	22,000 " "

The reduced output in 1922 was due to the miners' strike.

Certain operators report a shortage of miners and miners' helpers, but in general the supply of labor is adequate. In most cases the miners appear to be satisfied, although small outlaw strikes are not unusual. It is expected that at the tri-district convention, to be held June 26, the Union will formulate its policy regarding the terms of the new agreement to replace the one expiring August 31. Some observers believe that the report of the United States Coal Commission, which is to be made on July 1, will have some influence upon the terms of the new agreement.

Quotations on domestic sizes have been firm, ranging from \$7.35 to \$12.50 a gross ton, f. o. b. mines, depending upon the source of supply. Steam sizes have weakened in some cases, No. 1 buckwheat being listed at from \$2.75 to \$3.50, f. o. b. mines.

There has been no improvement in the demand for bituminous coal during the past month, and dealers and operators are unanimous in reporting a poor market. Embargoes have been in effect upon shipments to the Lakes,

Bituminous

and this has tended to force southern coal to New England, where local operators had hoped to find a fair market. When the embargoes were removed, it was expected that considerable tonnage could be sold in New England, but it was found that consumers in that territory had received fair-sized stocks by water. In the Philadelphia district, buyers are taking only small quantities and show no disposition to place contracts, the majority of sales being in the spot market. Contract prices range from 25 cents to \$1 above spot quotations. Spot prices continued to decline during the month, Pool 10 being quoted on June 18 at from \$2.00 to \$2.40, as compared with \$2.15 to \$2.60 on May 21. The supply of cars is somewhat better, because many

mines have closed down, thus releasing cars for other operations. In spite of these shutdowns, production continues at a relatively high rate, and during April and May was higher than for any corresponding period in recent years, except 1918. Output for the past four weeks, and for the similar period in 1922 was as follows:

Week ending	1923	1922
May 26	11,049,000 net tons	4,889,000 net tons
June 2	10,059,000 " "	4,616,000 " "
June 9	10,708,000 " "	5,136,000 " "
June 16	10,800,000 " "	5,013,000 " "

The decreased production during the week ending June 2 was due to the celebration of Memorial Day. Mines in this district are working at an average of 60 per cent of capacity. Labor supply varies considerably. Some operators report a sufficient number of miners, but others state that even if they could obtain the cars, or if market conditions warranted it, they could not operate at capacity because of the scarcity of labor.

The coke market is still dull, and although some contracts have been made, the majority of consumers are buying in the spot market. Spot prices have declined further during the month, furnace grade now being quoted at \$4.75, and foundry at \$5.50 a ton, as compared with \$5 and \$6 respectively a month ago. Output of beehive coke fell off during the week ending June 2, because of the Memorial Day celebration, but it had previously hovered around 400,000 tons weekly. Estimated production during the last four weeks, for which figures are available, was as follows:

May 19	411,000 net tons
May 26	415,000 " "
June 2	395,000 " "
June 9	416,000 " "

COTTON

In spite of such depressing factors as the curtailment of operations in Eastern mills and the condition report of the Department of Agriculture, which was better than anticipated, the statistical position of the old cotton crop was strong enough to raise quotations on spot cotton from 25.30 cents a pound on May 11 to 29.90 cents a pound on June 11. Prices have been by no means steady, however, but have been marked by the fluctuations that are usual prior to the arrival of the new crop.

Raw cotton

Supply and takings of American cotton*

In bales	Season of 1922-1923	Season of 1921-1922	Season of 1920-1921
Visible supply, American, at end of previous season (July 31)	1,968,159	4,112,651	2,943,882
Crop in sight, American, to June 22	10,806,370	10,330,597	10,845,869
Total	12,774,529	14,443,248	13,789,751
Visible supply, American, on June 22	1,210,440	2,688,025	4,510,848
World's takings of American to June 22	11,564,089	11,755,223	9,278,903

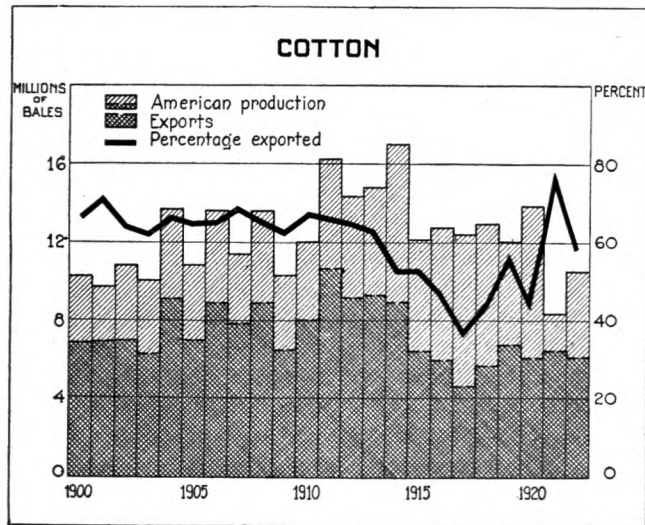
* Figures compiled by New York Cotton Exchange.

Exports of this season from August 1 to May 31 were 974,093 bales smaller than those of a year ago, but the domestic takings, which have been especially heavy in the South, were considerably larger. Consequently, the total world's takings of American cotton to date, as indicated by the table above, are only slightly smaller than those of the corresponding period of last season.

In past years, about half of the American production has been exported, but as shown by the chart below, the percentage exported during the past ten years has varied greatly. If exports and domestic takings continue at their present rates for the remainder of the season, the total consumption will greatly exceed the 1922 crop. Consequently, the carryover to next season must necessarily be small. Because of the limited quantity of old crop cotton available, the bidding of

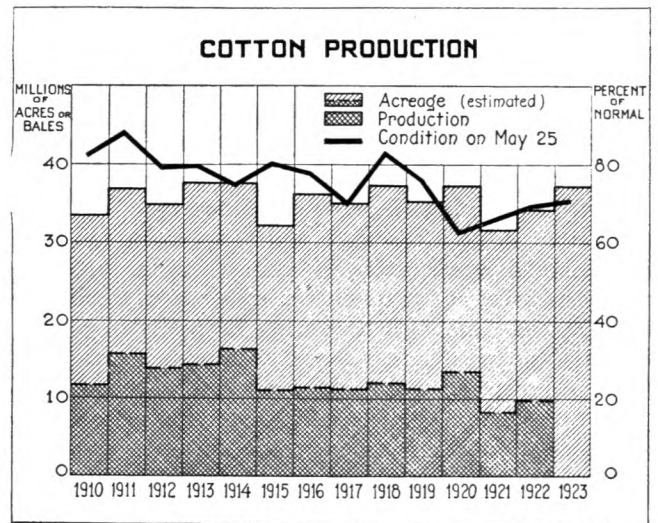
short interests tends to force old cotton to prices relatively much higher than those of the new crop.

Unfavorable weather early in the season delayed the crop at least two weeks, thereby making it more susceptible to destruction by the boll weevil. The condition as of May 25 was reported to the Department of Agriculture to be 71. The following chart shows the correlation between the estimated acreages, the condition figures as of May 25, and the final yields in all the years since 1910. No official estimate of acreage has yet been made for this year, with the exception of the preliminary forecast, but private estimates indicate an increase over last year's acreage of about 9 per cent. The correlation between yield and acreage is seen to be much closer than that between yield and the condition as of May 25. See chart.



In spite of the heavy exports of raw cotton before the war, crops were so large that the percentage exported declined steadily. The ratio line reached its low point in 1917 because little cotton was exported in that year, and its peak in 1921 because of the exceptionally small crop and the contracted domestic consumption.

Source—Department of Commerce



Although the condition of cotton was better on May 25, 1923, than on the same date in the preceding four years, it must be noted that the condition on that date is of less significance in forecasting the size of the crop than is the acreage planted. The official estimate for 1923 has not yet been issued by the Bureau of the Census, but reliable private sources estimate this year's acreage as 9 per cent larger than that of 1922.

Source—Department of Commerce

Since May 25, the weather generally has been favorable. Chopping has been completed throughout the cotton belt. According to a survey made by Clemson College, 50,000 negroes have left 41 counties of South Carolina since November 1, 1922. In 14 of these counties, 14,722 acres of cotton have been abandoned largely because of this exodus.

During the past month, the cotton goods market has continued to be extremely dull, and buying has in general been for immediate needs only. Although this lack of demand may be partly attributed to seasonal influences and unfavorable weather conditions, the underlying reason is the disparity in price between old and new crop cotton.

Print cloths and sheetings were in very poor request, but a few orders for the latter were placed by the bag

trade. Velours and mohair plush for furniture coverings have continued in greater demand than tapestry. A considerable volume of business has been done in flannels, but the shipping dates of the orders booked have not been as far ahead as usual. Although sales of wash goods at retail were stimulated by the recent warm weather, little of this activity has yet reached the manufacturers.

During the past month, prices on most cotton cloths have been reduced, and quotations have tended to fluctuate except on certain special lines that are active. However, prices this spring have been on such a high level, as compared with those abroad, that exports from this country have been curtailed. As shown by the following table, exports of cotton cloth in April were nearly 14 per cent less in yardage than those of the same month in 1922, although the total value was somewhat greater.

Exports of cotton cloth*

April	1923		1922	
	Quantity in sq. yds.	Value	Quantity in sq. yds.	Value
Cotton duck	752,931	\$309,810	913,882	\$376,450
Unbleached	9,266,388	1,248,051	17,883,444	1,864,529
Bleached	6,406,130	1,079,367	7,685,683	1,060,127
Printed	10,706,685	1,698,871	10,015,490	1,316,444
Piece-dyed	11,024,768	2,136,157	8,080,295	1,430,995
Yarn-dyed	6,584,528	1,347,774	7,063,236	1,198,591
April totals	44,741,430	\$7,820,030	51,642,030	\$7,247,136
March totals	48,885,378	8,418,714	48,406,572	7,112,542
February totals	36,751,374	6,207,135	32,707,056	4,812,729
January totals	38,892,656	6,399,124	31,037,671	4,549,230

* Department of Commerce.

The curtailment of activity in eastern mills has increased, and in this district manufacturers are operating at 65 or 70 per cent of capacity. But mills making narrow fabrics, specialties, and plush are running most of their equipment. Practically all of the business on the books is for delivery within 60 days. Some requests for postponed shipments and cancellations have been reported, but these do not appear to be for large quantities. Finished goods in mill hands are moderate and stationary, but stocks of raw material are fairly heavy and are either stationary or decreasing. Unskilled labor is now in sufficient supply, although there is still some scarcity of skilled help. Wages, in general, have not been changed since last month.

Collections are fair, but tend to become slower.

Cotton yarns continue to be neglected, and there is little buying except to fill immediate requirements. Although raw cotton prices have recovered much of the ground lost by the sharp decline in April and early May, this has

Cotton yarns

had little noticeable effect upon the demand from weavers. The latter have adopted a waiting policy in the hope that prices of yarn would decline still further. Consequently, only small scattered sales are being made, usually for immediate delivery. Carded yarns constitute the bulk of the sales, combed yarns being still in small request.

Owing to the lack of demand, the prices quoted on yarns have varied widely, and many sales have been made at concessions. When raw cotton values commenced to rise, quotations on carded hosiery yarn strengthened, but they were later reduced again. Combed yarn at present can be bought at relatively low prices as compared with carded.

Stocks of yarns in the hands of dealers are moderate and in many cases are increasing. Of the orders on the books, about three quarters are for delivery within the next 60 days, and the remainder within the succeeding month. No cancellations have been received, but there have been some requests for postponed shipments.

Collections are only fair.

WOOL

The current demand for men's wear and for dress goods is light, and few duplicate orders have been received. What little business has been done has tended toward specialties rather than staple fabrics.

This dulness, however, has been more pronounced in men's wear than in dress goods, since the demand for the latter has been largely centered in the woolen pile fabrics, such as bolivias, which continue in great vogue. The chief interest in dress goods is still in the finer grades. Poiret twills are in strong request, but unlike last year, they do not dominate the field, because of the increasing popularity of wool crêpes.

The lack of demand has been reflected in cancellations and in requests for postponed deliveries. The latter are tantamount to appeals for extended credit. Although cancellations have been numerous and have affected as much as one-third of the business booked by some mills, the evil is but little greater than is normally to be expected in this month between seasons. Moreover, many weavers report that the number of cancellations has diminished. About three-quarters of the orders on the books are for delivery within sixty days, the remainder being for shipment in the month thereafter.

Production has been curtailed considerably. Whereas a month ago about 90 per cent of the looms in this district were in operation, mills that manufacture suitings are now running at only 65 per cent of capacity, and labor, which last month was scarce, is reported to be sufficient in the majority of cases. This curtailment, however, has not prevented some accumulations of finished goods, and where such accumulations have been

heavy, they have been offered at concessions. The presence of these stocks, together with the strong resistance of buyers to higher prices, has prevented weavers from obtaining advances, and during the past month the level of quotations has not changed. Stocks of yarn in weavers' hands are moderately light and are either stationary or decreasing.

Collections are fairly good, but some mills report requests for future datings.

During the past month the demand for worsted and woolen yarns was negligible, and the little business

Wool yarns

booked was to cover immediate needs only. However, this dulness was largely seasonal and was to have been expected. Nearly all

the business on the books is for delivery within sixty days, few spinners having orders for delivery beyond that period. There have been no cancellations, but a few requests to postpone shipments have been received. Some duplicate orders were received from bathing suit manufacturers.

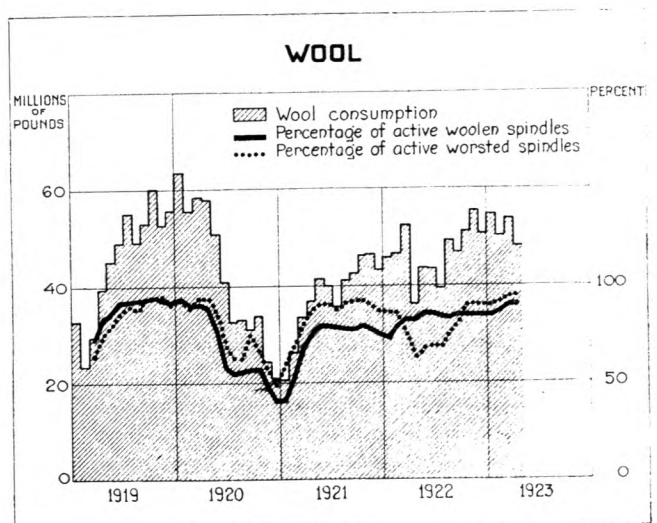
Although a few concessions are reported, spinners' prices in general have remained firm. Stocks of yarn in the hands of spinners are moderate, as are also supplies of raw materials; but our reports differ as to whether they are stationary or decreasing.

In spite of the flat demand, nearly all the worsted spindles in this district are still running on orders booked previously. Worsteds mills, however, are more active than woolen mills. That this condition is also true for the country as a whole is shown by the accompanying chart. Since October, 1922, the activity of worsted spindles has exceeded that of woolen spindles. The supply of unskilled labor is reported to be adequate, but skilled spinners continue to be scarce. In general, wages are the same as they were a month ago.

Collections are still fairly good.

The Philadelphia raw wool market remains extremely quiet. Sales have been confined largely to small quantities of the finer grades, bought for filling in purposes, and dealers are now looking forward to the lightweight openings, which last year began about August 1. After a short period of moderate activity in the West, buyers refused to pay the asking prices of the growers, and although the clip is reported to be little more than half sold, transactions are almost at a standstill.

Mill consumption, however, is still fairly heavy. As shown by the following chart, the quantity of wool entering production during the first four months of the year in those mills that report to the Department of Commerce has been much larger than during the corresponding periods in 1921 and 1922. Some decrease is to be expected at this time of year because of seasonal influences, but spinners have been sufficiently active to consume much of their supplies of raw wool.



Owing to the demand for tweeds last year, the activity of woolen spindles in this country between March and October, 1922, greatly exceeded that of worsted spindles; but now the latter are more active. The consumption shown is that reported to the Department of Commerce by over 600 manufacturers.

Source—Department of Commerce

Stocks of foreign wools in the hands of dealers are heavy, and the abundant supply of clothing wools of foreign origin has caused the dealers who needed money to dispose of them at concessions. For the same reason, the re-shipment of these wools to foreign ports has continued. However, in spite of the concessions in eastern markets and the slight softening tendency that has been reported in the West, quotations on fine grades remain firm. The world-wide scarcity of these wools has been reflected in the strength displayed at auctions during the past month in England and Australia.

SILK

The sale of broad silks has continued to be curtailed because of high prices. Not only are customers afraid that they cannot resell goods bought at present prices, but they fear that, owing to the unsteadiness of the raw silk market in the face of the approaching crop, the value of goods bought now may depreciate while in their hands. As a result, little fall business has been booked. However, crêpes, especially cantons and georgettes, are selling in considerable volume, although yarn-dyed fabrics continue to be neglected. Stocks of the latter, which a year ago were heavy, have been depleted by sales made at concessions, and since manufacturers have been producing them in but small quantities this spring, stocks of yarn-dyed fabrics are now light. About 60 per cent of the orders on the books are for delivery within 60 days, and some 40 per cent are for shipment within the succeeding month.

Owing to the lack of demand, manufacturers have been unable to obtain higher prices, and in general

prices have not changed since last month. But some concessions have been reported. There have been no cancellations and almost no requests for postponed shipments.

The majority of mills are now operating at about 65 per cent of capacity. More than one half of the manufacturers report that skilled labor is still scarce, but the majority find that unskilled labor is sufficient. As a rule, wages have not been changed since last month. Stocks of finished goods in weavers' hands are moderate and tend to remain stationary; but supplies of raw materials are fairly light and in many cases are decreasing.

Collections are fairly good.

During the month, the thrown silk market has continued extremely quiet, except for a few small orders to fill immediate requirements. Of the business on the books, practically all is for delivery within the next two months. Owing to the scarcity of work and the keen competition, it is impossible to advance throwing prices. Consequently, prices are very weak and show a tendency to fluctuate widely. Few cancellations have been reported, but requests for postponed shipments are frequent.

It is estimated that plants are operating only half of their equipment. Stocks of finished goods and raw materials are light and are decreasing. Throwsters are making frequent complaints about the poor quality of the raw silk, but as the old crop is almost depleted, this is to be expected. Both skilled and unskilled labor, though still scarce, is more plentiful than it was last month. Collections are fair.

Deliveries of raw silk to American mills have decreased because of high prices. It may be seen from the preceding table that in May these deliveries declined more than 35 per cent from those of April, reaching the lowest point in over a year.

HOSIERY

Sales of hosiery by both wholesalers and retailers have increased considerably, owing largely to the warm weather. Some of this gain has been reflected in larger orders to manufacturers, but the full benefit of the improvement does not appear to have been felt by them as yet. The great bulk of the new orders placed, both for full-fashioned and seamless hosiery, call for early shipment, though some mills report that they are receiving a fair amount of business for autumn.

The total quantity of wool mixtures for women that has thus far been bought is much smaller than it was a year ago, when many mills had taken large orders for fall delivery; but some manufacturers anticipate that a good business will yet be done in heavy hosiery for women, and that when the demand begins it will be so heavy that it will be difficult to meet it in the required time. Mills making wool and fibre mixtures for men have taken considerable business for August and September delivery, and in fact men's hose in all fabrics are in better demand than women's, misses', and children's or infants'.

Cancellations have increased. Some of these have been due to the failure of mills to deliver goods on time, but more are said to be caused by the late start of the retail selling season and by the fear of buyers of being overstocked. Prices of silk hosiery are for the most part unchanged, but quotations for mercerized and cotton lines have been lowered by a number of manufacturers. One of the largest producers of hosiery in this country has announced prices for its numerous lines for delivery up to October 1. Though raw materials are higher than when its previous prices were made, the new offerings are in most instances priced lower.

Prices of both silk and cotton yarns are lower, and wool and worsted yarn quotations are barely steady. The supply of labor is better, though a number of mills report that it is still insufficient for their needs. Wages are for the most part unchanged, and the number of advances reported is smaller than it has been in recent months. Nearly all the advices received by us state that collections are either fair or good.

According to figures compiled by the Department of Commerce from the reports of 331 establishments representing 389 mills throughout the country, hosiery production decreased from 4,619,585 dozen pairs in March to 4,268,047 dozen pairs in April. The largest item in this decrease was in women's seamless hosiery, production of which was 1,458,104 dozen pairs in March and 1,288,961 in April. Shipments, finished

Silk imports, stocks and deliveries to American mills*

In bales	Imports during month	Deliveries to American mills	Storage at end of month
1923			
May	25,814	24,509	29,962
April	27,414	38,193	28,657
March	28,336	33,515	39,436
February	33,759	36,231	44,615
January	32,593	34,680	47,087
1922			
May	34,842	33,284	20,826
April	21,438	24,247	19,268
March	19,746	26,651	22,077
February	19,950	22,107	28,982
January	40,177	33,842	31,139
1921			
May	31,810	31,307	20,541
April	35,585	31,933	20,038
1920			
May	20,275	22,325	42,407
April	17,008	25,336	44,457

* Silk Association of America.

products on hand, orders booked, and cancellations were all slightly less in April than in March, but orders on hand at the end of the month rose from 10,729,516 dozen pairs in March to 10,902,679 in April.

Reports from hosiery manufacturers in the Third Federal Reserve District, tabulated below, show the conditions that existed during May.

Hosiery industry Third Federal Reserve District		
In terms of dozens of pairs	May, 1923, compared with April, 1923	May, 1923, compared with May, 1922
Firms selling to the wholesale trade:		
Number of reporting firms—31		
Product manufactured during month	+ .4%	+ 6.1%
Finished product on hand at end of month	— 3.6 "	+20.8 "
Orders booked during month....	— 29.9 "	+29.3 "
Cancellations received during month	+118.7 "	—33.7 "
Shipments during month	+ 3.3 "	+ 5.3 "
Unfilled orders on hand at end of month	— 9.9 "	+49.2 "
Firms selling to the retail trade:		
Number of reporting firms—12		
Product manufactured during month	+ 3.0%	+27.1%
Finished product on hand at end of month	+ .7 "	—14.0 "
Orders booked during month....	+ 4.8 "	—11.1 "
Cancellations received during month	+ 13.8 "	— .6 "
Shipments during month	— 2.7 "	+ 7.3 "
Unfilled orders on hand at end of month	+ .6 "	+73.0 "

UNDERWEAR

The knitted underwear trade has experienced another month of inaction. It is true that some mills have received a little late spring business, but the total of these filling-in orders during the past season has been disappointing. Heavy weight underwear, considered in the light of new business at the mills, is very dull, and repeat orders are not now expected in quantity until early autumn. Jobbers bought sufficiently at the opening to be able to await trade developments before completing their quota, and at present they are more interested in the opening of lines for the spring of 1924 than in making further purchases. The time for this opening has not been determined upon, but it is expected that it will be some time during the latter part of July. Certain of the smaller mills are said to be already showing their lines, but little, if any, buying is reported. The prices at which

next spring's goods will be opened is largely a matter of conjecture. At present, labor costs and cotton are both considerably above last year's figures, but on the other hand buyers are strongly opposing an advance. Cotton yarns are lower than they were a month ago, but the violent fluctuations in raw cotton cause yarn quotations to vary considerably.

Labor is still reported to be in short supply, but no advances in wages have occurred during the month.

Collections are from fair to good.

Returns from manufacturers in the Third Federal Reserve District, tabulated below, show that production of summer underwear during May was larger than that of April, the difference amounting to 6.1 per cent. But it was smaller than that of May, 1922. Orders booked during the month were 15.7 per cent less than in April and .6 per cent less than in last May; and cancellations increased 1683.7 per cent, as compared with April. Although in percentages this is an exceedingly large figure, in actual dozens the cancellations were 4477 in May and 251 in April. In the production of winter underwear there was a seasonal increase of 29.2 per cent, as compared with April. New orders taken were practically nil.

Underwear industry Third Federal Reserve District		
(In terms of dozens)	May, 1923, compared with April, 1923	May, 1923, compared with May, 1922
Summer underwear		
Number of reporting firms—13		
Product manufactured during month	+ 6.1%	— 1.0%
Finished product on hand at end of month	— 9.8 "	— 56.0 "
Orders booked during month....	— 15.7 "	— .6 "
Cancellations received during month	+1683.7 "	+165.9 "
Shipments during month	— 11.9 "	+ 12.2 "
Unfilled orders on hand at end of month	— 15.8 "	+363.5 "
Winter underwear		
Number of reporting firms—6		
Product manufactured during month	+ 29.2%	+ 8.7%
Finished product on hand at end of month	+ 13.7 "	+ 13.0 "
Orders booked during month....	— 68.5 "	— 81.3 "
Cancellations received during month	+ 106.6 "	+147.9 "
Shipments during month	— 9.5 "	+150.3 "

FLOOR COVERINGS

Most manufacturers of carpets and rugs report that not only are new orders decreasing but also that they are receiving numerous requests for postponement of

shipments until after the June 30 inventory period and a moderate number of cancellations. Buyers have commenced to complain that this season's prices are too high and as most of them have made considerable purchases they are becoming fearful of finding themselves overstocked and perhaps facing a lower market next October. Reports from widely separated parts of the country that new building operations have been held up has also tended to curtail buying. But notwithstanding these adverse reports, the mills are running at full capacity and are even in some cases working night shifts. They are also well supplied with orders for the near future. Stocks in the hands of jobbers and retailers appear to have increased somewhat and although some mills report that buyers are still urging prompt delivery, these are now the exception rather than the rule.

The supply of labor has increased and is now sufficient. This gain is ascribed to dulness and consequent curtailment in operations, in some of the other textile lines.

Collections generally are good although some report that they are becoming slower.

Some manufacturers of linoleums say that new orders are decreasing, but others are still receiving a large volume of business. All, however, are booked ahead on practically every grade. Felt base goods are said to have replaced low grade wool rugs in many cases and this may account in part at least for the large increase in production and sales of felt base goods during the past year.

The shortage of labor that was reported last month by linoleum manufacturers is not so marked now and some state that the number of applicants for work has greatly increased.

LEATHER

In recent years June has been a dull month in the shoe factories; the spring run is being finished and fall business is either just beginning or has not yet been booked. This year is no exception, and as production was very heavy in the first part of the year, the present dulness seems unusually great. According to reports issued by the Department of Commerce, the total production of shoes in the first four months of this year was 128,513,069 pairs, or an average of more than 32,000,000 pairs per month and an annual rate exceeding 385,000,000 pairs. The largest production for a calendar year for which figures are available was 330,000,000 pairs in 1919. Thus, if the last eight months of this year show a rate of production equal to that of the first four months, the output will be 55,000,000 pairs larger than in 1919. In 1922 the total production was less than 324,000,000 pairs. The greatest gain in output, as compared with last

year, is in men's shoes, which in four months of this year increased from 29,001,625 pairs to 36,842,000 pairs. Women's shoes, on the other hand, increased in the same period only from 36,092,000 to 40,640,000 pairs. These figures are rather surprising in view of the tremendous variety of styles made for women in contrast with the much more staple lines for men's wear. But they only emphasize the fact we have previously pointed out, namely that production of women's shoes has been made slower and more difficult by the demand for so many and such quickly changing styles, and therefore has not kept pace with the large increase in activity in other branches of the shoe manufacturing trade.

Factories in this district making women's shoes have taken some orders for shipment in July and August, but very few if any for later delivery. These orders are mostly for suedes and grain leathers in the more subdued colors ranging between grey and brown. Factories producing misses' and children's shoes, although even these are showing some quite pronounced styles, have been able in certain cases to book orders as far ahead as October. The great bulk of the fall business, however, is yet to be placed, and as many western buyers are expected to visit the eastern markets in July and to attend the style show in Boston, shoe manufacturers appear confident that during the next few weeks they will receive a large influx of business.

Cuba continues to be the heaviest foreign buyer of American shoes, and Mexico is second, though far behind Cuba. In April, the latest month for which figures have been published, shipments of leather shoes to Cuba totaled 472,871 pairs, valued at \$959,817.

Shoes are offered at prices which show no advance, except in some of the novelties, on which the extra work means extra cost to the maker. Satin slippers have also been advanced. Leathers, except in a few of the especially wanted shades and tannages, are tending to decline, but satin for slippers has risen sharply. Some factories still complain of a shortage of labor in the fitting rooms, but in general the labor situation is satisfactory and wage increases are few. In nearly all the reports received, collections are said to be either fair or good; but a few firms find them poor. In the table on page 22 the reports of firms in the Third Federal Reserve District are tabulated. It will be seen that production increased 5.1 per cent as compared with April, and 14.7 per cent as compared with May, 1922.

Shoes at wholesale are seasonally dull, but sales are still running considerably ahead of those of a year ago, and repeat orders are in fair volume. From the table on page 10 it will be seen that sales in May increased 5.3 per cent as compared with April, and 24.0 per cent as compared with May, 1922.

**Boot and shoe industry
Third Federal Reserve District**

Number of reporting firms—33 (In terms of pairs)	May, 1923, compared with April, 1923	May, 1923, compared with May, 1922
Product manufactured during month	+ 5.1%	+ 14.7%
Shipments during month.....	- 3.5 "	+ 11.5 "
Orders booked during month.....	-17.3 "	+ 24.8 "
Orders on hand at end of month...	+ 3.7 "	+106.6 "
Cancellations received during month	+23.3 "	- 67.1 "
Stocks (unsold) on hand at end of month	+ .8 "	- 10.9 "
Number of operatives on payroll...	- 2.0 "	+ 8.8 "

With the advent of warm weather during the second half of May, sales of shoes at retail improved and since then have been good. Some retailers state that sales of men's oxfords have not come up to expectations but that the total of sales is satisfactory. The demand for the bright colors in women's shoes has decreased sharply, and the more subdued colors are gaining in popularity. Suede shoes are among the best sellers and satins are also in request. As is usual at this season, sales of white leather shoes are large. From the following table it will be seen that sales in May exceeded both those of April and those of May, 1922, the increases being 16.2 per cent and 16.9 per cent respectively. Stocks, though slightly larger than they were a month ago, are considerably lower than they were last year.

**Retail shoe trade
Third Federal Reserve District**

(In terms of dollars)

1. Net sales:

Number of stores reporting—29.	
May, 1923, as compared with April, 1923.....	+16.2%
May, 1923, as compared with May, 1922.....	+16.9 "
January 1 to May 31, 1923, as compared with January 1 to May 31, 1922.....	+10.2 "

2. Stocks (selling price):

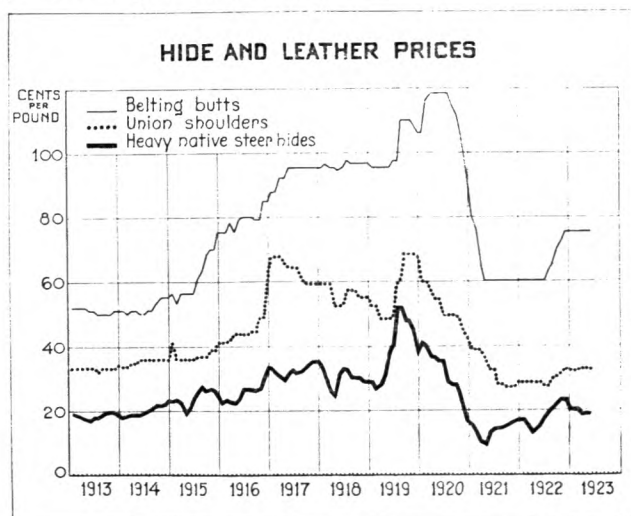
Number of stores reporting—26.	
May, 1923, as compared with April, 1923.....	+ .7%
May, 1923, as compared with May, 1922.....	- 7.1 "

**3. Rate of turnover (times per year based on
cumulative period):**

Number of stores reporting—26.	
January 1 to May 31, 1923	3.4
January 1 to May 31, 1922	2.8

Sales of nearly all leathers continue to be small and have been steadily decreasing since March. Considerable curtailment in production is being made, but this will not be apparent in finished goods, especially in the heavy leathers, for some time. Prices are nominally unchanged, but the market is now a buyers' market, and reasonable bids are seldom declined. Lower raw stock prices have been largely responsible for the weakened position of leather. Shoe manufacturers are as a rule holding back as long as possible before buying and are then taking only sufficient for immediate needs. They feel that the market has turned in their favor and that they can afford to wait. Cut soles are said in some cases to have been offered at prices below production cost. Stocks being heavy, the makers were anxious to reduce inventories.

Leather belting is in fair request, but the urgent demand has ceased, and belt makers have about caught up with their orders and are now able to make quick deliveries. Low grade leather belts are reported to be replacing belts of other materials in several leading industries, and this has caused a fair demand in a part of the industry that had been somewhat behind. Experimental tests made by the manufacturers of leather belting are said by some to be responsible for this change. Exports of leather belting this year have been increasing, and the last figures issued, those for April, show that during that month 98,501 pounds of belting, valued at \$960,830, were shipped out of the country. The figures compare with 86,209 pounds, valued at \$679,398, exported in April, 1922. The following chart shows that although hides are about at pre-war levels, and shoulders are selling at a slight reduction as compared with 1914, butts are about 50 per cent higher than at that time.



The position of butts has been much stronger than that of shoulders, and as a result the increase in the cost of manufacture since pre-war times has been borne by the former.

Sources—War Industries Board, "Hide and Leather," "Dun's Review"

Upper leathers are active only in those special lines suitable for the prevailing styles of shoes for women, particularly colored kid and suede calf. Low grades of calf grain leather are in increased demand, as these are being used in the cheaper lines of children's shoes in place of side leather. The reason given for this change is that side leathers are now selling at prices almost equal to calf, and that the latter is considered more desirable when prices are approximately the same. Some sales have been made of black kid in the large skins, which have been difficult to dispose of. In order to effect these sales it has been necessary to make concessions in price. This, however, is by no means unusual.

Harness leather sales have fallen off sharply, and some price reductions are reported. The agricultural districts are said not only to be buying much less, but are very slow in paying for goods purchased. Luggage business has been good, and sales both of trunks and hand luggage are larger than they were a year ago. Some makers of bags and suit cases, however, are now seeking business, and in order to obtain it are willing to shade prices. Fancy leather articles are selling well, both for early and for fall delivery, and plants are running at full capacity.

The following table shows the percentage of increase or decrease in the production and stock of leathers in April as compared with March. Although production decreased considerably during April, stocks in most cases increased.

	Production during month	Stock at end of month
Backs, bends and sides.....	- 1.1%	+ . 5%
Belting butts	-13.3 "	+4. 1 "
Offal, sole and belting	- 2.3 "	+ . 3 "
Cattle side, upper	-14.4 "	-1. 3 "
Calf and kip	-11.5 "	+ .02 "
Goat and kid	* -10.6 "	+ . 8 "
Cabretta		-5. 6 "

* Production figures not separated.

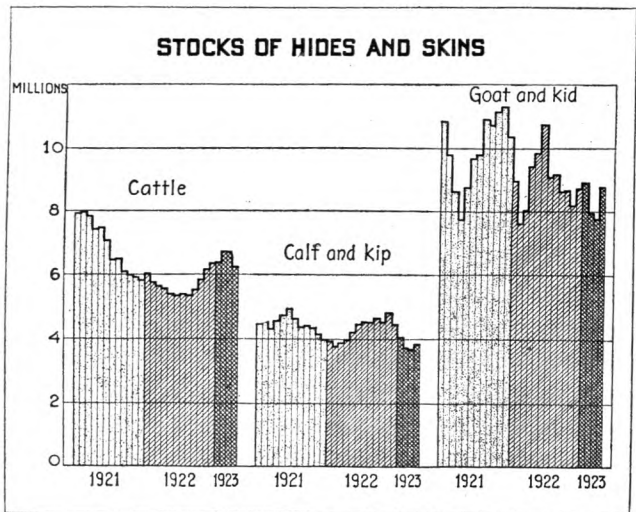
Exports of all leathers in April, according to figures prepared by the Tanners' Council of America, were, on a quantity basis, 81 per cent of the average monthly shipments before the war.

Collections in most leather lines are reported as either good or fair, but a few firms state they have become slower.

The market for hides has been weak and dull, and prices of both Argentines and natives have favored the buyer. Stocks in the hands of the packers are said to be larger, but tanners seem content to let the market drift. No doubt the reason for this attitude is the considerable reduction in the number of hides now being

Hides and skins

soaked by some of the larger interests. The calf skin market remained firm for some time on the basis of 18 cents for Chicago city skins. But suddenly one large holder of these weakened, and the price quickly broke to 16 cents, and the New York market also recorded sales at a decline. Packer skins, however, have held firm, although no business is reported in them. Goat skin quotations are somewhat lower, except for the few varieties especially adapted to the manufacture of the desired colors. It must be remembered, however, that India, the largest source of our supply of goat skins, is now in the midst of the poor season, and that in the opinion of some tanners the decline in price is not sufficient to offset the poorer quality of the skins. The following chart shows the supply of cattle hides and of calf and goat skins in this country. The production of leathers made from hides is subdivided into many classes, and it is therefore impossible to figure exactly how many hides were made into leather in April. But production of calf and kip in that month was 1,384,839 skins, and of goat and kid, 4,122,505 skins. The stock of calf and goat skins at the end of April was therefore sufficient for more than two months at the same rate of production.



Cattle hides and calf and goat skins constitute the raw material from which a great part of leather is made. The stocks of all of these are considerably lower than at the commencement of 1921. Stocks of cattle hides, however, have increased since July 1, 1922.

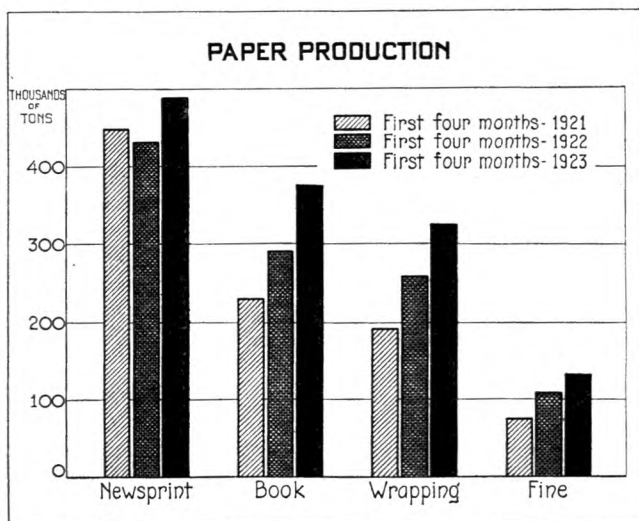
Source—Department of Commerce

PAPER

In general the demand for paper is still satisfactory, although the falling off in the sales of many grades which became evident last month still continues. The call for wrapping, kraft, and fibre papers and for card boards has been rather light, but many of the mills had sufficient old orders to consume this month's output. A few plants have curtailed production and are working at only from 50 to 75 per cent, but most of the wrapping-paper mills are operating at capacity,

although some of their output is being placed in stock. The demand for book papers is still good, and most of the book-paper plants are working at capacity on orders. However, the mills are able to make more prompt deliveries than they have for several months. Fine papers, too, are in fairly good request, and most of the plants are able to sell their entire output. The buying season for wall papers for late summer and fall delivery is now open, and wall-paper manufacturers report that many orders are being booked and that production is at capacity. Crêpe towels and toilet tissues are not in such good request as they were last month, and at present are moving slowly. Board manufacturers state that their products are in good demand, and the board market shows little change from last month. Box-board mills are operating at about 85 per cent of capacity. Practically all orders for paper, except those of wall-paper makers, are for delivery within sixty days. No cancellations of orders have been received by the mills reporting to this bank during the month. Wholesalers state that the volume of business is satisfactory and about the same as it was last month, but approximately 10 per cent less than in March, the peak month of the year. Consumers are continuing the policy of buying only for immediate needs.

The production of paper in the United States during the first half of the year has been heavy, and the paper industry has made a marked recovery from the low point it reached in 1921. As the following chart shows, the production of four important grades of paper during the first four months of this year was considerably greater than during the same period of 1922 and 1921.



During the first four months of this year the production of paper was enormous. The increase as compared with 1922 and 1921 has been especially pronounced in the case of book, wrapping and fine papers.

Source—Federal Trade Commission

During the month practically no changes have occurred in prices, as all grades of paper and paper board have held firm. This is true of contract prices, but

there has been evidence of a slight softening in the spot market, particularly on wrapping papers. Most grades of chemical pulps have held firm in price, although bleached sulphite and bleached soda pulps have weakened somewhat. Domestic mechanical pulps have declined about 4 per cent in price, because of further decreases in imported groundwood.

Finished stocks at most mills are moderate and are remaining stationary, although at some wrapping paper plants finished stocks are increasing. Supplies of raw materials are moderate, and most mills have contracted for their requirements for the next three or four months. Several manufacturers have made long contracts for coal because of the favorable prices quoted. Wholesalers' stocks are moderate and in many instances are decreasing.

Unskilled labor is still in scant supply at many mills, and at some plants skilled labor, too, is scarce. Book and fine paper manufacturers report that girl workers are especially scarce. In general, wages are unchanged at the higher levels established at the beginning of May.

Collections vary from fair to good.

PRINTING AND PUBLISHING

Although the majority of printers report a decrease in the demand for their products as compared with the months of April and May, business is considerably better than it was in June, 1922. Many state that orders on hand are from 10 to 30 per cent greater than they were a year ago. However, new business has not been secured in such large amounts in the latter half of the month as during the first half, and the majority of printers expect to curtail their activities at the end of June or the beginning of July. Purchases from printers have been distributed over nearly all lines of business. Direct-by-mail advertising matter for summer business has been in good demand, many printers stating that their sales of this form of advertisements have been larger than ever before. Commercial advertising work, such as booklets, pamphlets, price lists, etc., is in greater request than job printing, and the heaviest buyers are producers who are at present seasonally active, such as manufacturers of roofing supplies, road building materials, and machinery, furniture, stoves and ranges, building materials, soaps and perfumes. Plant operations vary greatly, but they average about 78 per cent of capacity.

Some magazine publishers report that sales of advertising space have remained practically stationary since April, but there has been a decrease in the sales of space in farm magazines. However, there is normally a decrease in the sales of advertising space during the summer, and the publishers state that the decrease is no greater than they had expected. In fact, sales are from 2 to 5 per cent greater than they were in

June, 1922. Subscription sales in general show an increase of about 10 per cent over those of last June, although they are not as heavy as they were last month. Book publishers find the demand for their products to be very good, and they are operating at capacity. School and text books, encyclopædias and novels are in great request, and many books for the Christmas buying are now being printed. Lithographers state that the demand for display advertising is very heavy and that orders for this work show an increase over those of previous months. Production of 1924 calendars, too, is under way, and most of the lithographers are working at capacity.

No changes in the cost of materials have occurred during the month, as paper, inks, glues, and other materials used by the industry have held firm in price. Printers' prices, too, have been steady, and many firms report that severe price cutting is less evident than it was early in the year. However, chiefly because of the increased cost of paper, printing and publishing costs are about 5 per cent higher than they were in June, 1922.

The majority of firms report that the supply of skilled workmen is adequate, although, as usual, there is a scarcity of thoroughly competent operatives. Wage scales remain at the same level as was established by the Typothetæ of Philadelphia two years ago. The supply of semi-skilled and unskilled labor, and girl clerical workers, however, is not plentiful, and many printers and publishers report difficulty in obtaining these. In May several firms made 10 per cent wage advances to these classes of workers.

Collections vary from fair to good, the majority of firms reporting that they are only fair.

TOBACCO

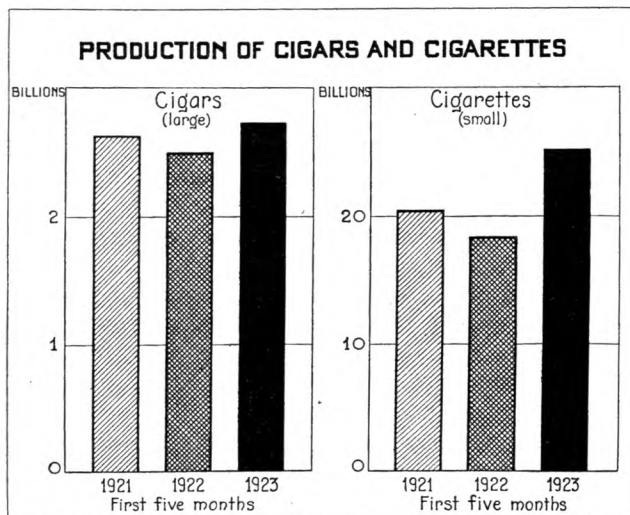
Manufacturers of cigars report that orders booked this month have been larger than those received in

May, but in general the demand is only slightly better than it was in June, 1922.

Cigars The large producers of cigars state that business is good, but the smaller manufacturers characterize it as only fair. With the smaller producers, particularly makers of 5 cent and 8 cent cigars the demand has been light since April, and stocks on hand are rather heavy. Consequently, they have curtailed production severely, and are operating at an average of only 65 per cent of capacity. However, the recent improvement in business makes the outlook more encouraging. Large manufacturers of nationally advertised brands report that though sales are not as heavy as had been anticipated, they are on the whole satisfactory. The warm weather of this month has stimulated the demand, but jobbers' orders for the summer resort business are smaller than usual. The very cautious buying policy of retailers has caused some jobbers who have a standing order for a fixed quantity of cigars weekly, to cut down the size of these orders.

A distinct decrease in the call for 15 cent, 3 for 50 cents, and higher priced cigars is noticeable, but this has been counterbalanced by an increased demand for 10 cent and 2 for a quarter sizes. Several manufacturers of Class C and Class D cigars have temporarily stopped the production of 15 cent and 3 for 50 cent sizes and are concentrating their output on 10 cent and 2 for a quarter sizes. The average of plant operation by the large producers is approximately 80 or 85 per cent. Practically all orders are for prompt shipment.

Though the demand in April and May was rather disappointing to many manufacturers, the output of cigars in the United States during the first five months of this year was considerably greater than during the same period of 1922 and 1921. As the following chart shows, cigarette production during this period was enormous and far in excess of the first five months of 1922 and 1921.



Both large cigars and cigarettes have been produced in larger quantities during the first five months of this year than in the corresponding period of the past two years. But cigar output has increased less than 5 per cent as compared with 1922, whereas cigarette production is 36 per cent greater.

Source—Collector of Internal Revenue

In general, cigar prices have remained unchanged during the month. Tobacco leaf prices, too, are holding firm. Manufacturers' stocks of cigars are moderate and are remaining stationary or decreasing slightly. The supplies of tobacco leaf held by manufacturers, also, are moderate.

The supply of skilled cigar makers at most factories is adequate, but some scarcity of unskilled labor is still noted. Wage scales, on the whole, are unchanged.

The majority of firms report that collections are from fair to good, and in most instances they are stated to be more prompt than they were a month ago.

At the close of May many large factors entered the Lancaster market and made some big purchases of

1922 Pennsylvania packed wrappers, but that market has not shown much activity since. Leaf dealers report that buying by manufacturers has been light and that the large producers are really the only purchasers. The packings of 1922 Pennsylvania wrappers have appeared on the market in large amounts and about a month earlier than usual. Current quotations on these vary from 26 to 30½ cents per pound, actual weight based on September 1, 1923, weights and inspection. Of the total amounts that have appeared on the market, leaf dealers report that about 80 per cent was purchased by large cigar manufacturers. No 1922 packed fillers have yet been offered in the Lancaster district, and practically all of the 1922 fillers in the bundle were bought up several weeks ago by tobacco manufacturers.

Tobacco leaf

Nearly all of the 1922 Pennsylvania and Ohio tobaccos have passed from the farmers' hands, probably not more than 5 percent of the crop being still held by the growers. Leaf dealers state that not in the past 25 years have the growers of Ohio and Pennsylvania tobacco been sold out as closely as they are now.

On June 8 American importers and cigar manufacturers bought 2,750 bales of Sumatra tobacco on that day's sale at Amsterdam, Holland. The average prices paid for American grades were considerably higher than the average of any of the previous sales this year. Leaf dealers report that their sales of Sumatra tobacco this month were heavier than those of a month ago, despite record prices. The Rotterdam sales of Java tobacco have opened and about 1,000 bales have thus far been purchased by Americans. The prices although high were much lower than at the Sumatra sales at Amsterdam.

American packers and dealers curtailed their buying in Porto Rico late last month, and as a result that market has not been very active. Because of the lack of buying, prices softened somewhat, although they are still higher than they were last year. Purchases of the new Cuban (Havana) crop by dealers and packers have been heavy in the Vuelta Abajo district, but in the Remedios and Partido sections buying has been rather light. The prices demanded by the growers in the two latter districts—50 to 58 cents per pound—seem to have effectually stopped buying. A strike of the tobacco selectors, who demanded a 50 per cent increase in wages in the Cuban districts, also contributed to the halt in purchases. The strike in the Partido section has been settled by granting the strikers' demands. Most of the Vuelta Abajo crop has been sold by the farmers in the bundle at close to 1920 prices, but the demand of the other districts for prices higher than those of 1920 has made the Cuban market less active than usual in June. As a result many of the growers are accepting lower prices and the Remedios crop is now selling at about 40 cents per pound.

AGRICULTURE

The period of prolonged drouth, which has continued unbroken, except for light showers, since early in May in nearly all parts of this district, has been distinctly unfavorable to the growth of crops. The yields of strawberries, June peas, and asparagus were smaller than had been anticipated in May, because lack of rainfall not only checked growth but caused the withering of vines and berries. Pastures are poorly developed; the early hay crops are short; grain crops are below the average; much replanting of corn and truck has been necessary, because of poor germination or poor growth; and if a heavy rainfall does not occur soon, the yields will be very small. Early in the month, heavy wind and sand storms did considerable damage to truck crops in the southern half of New Jersey, particularly to tomatoes and potatoes, which were severely cut by sand. A big fruit crop, however, is in prospect, and the Department of Agriculture estimates that the yield of apples, peaches, and pears in this district will be greater than the average, and also than that of 1922, except in New Jersey where the apple crop is not expected to be as large as it was last year. Of course, weather conditions will exert a great influence on fruit yields, and continued drouth may cause the fruit to drop off the trees. The following tables contain the Department of Agriculture's estimate of the condition and size of the important grain, hay, and fruit crops in Pennsylvania, New Jersey, and Delaware.

Grains and hay June 1, 1923

WINTER WHEAT

STATE	Per cent normal	Estimated production (bushels)		
		1923	1922	10-year average
Pennsylvania	83	21,630,000	25,234,000	24,197,000
New Jersey	83	1,294,000	1,540,000	1,515,000
Delaware	85	1,517,000	1,766,000	1,815,100

OATS

STATE	Per cent normal	Estimated production (bushels)		
		1923	1922	10-year average
Pennsylvania	86	38,345,000	41,242,000	39,393,000
New Jersey	87	2,071,000	2,232,000	2,242,000
Delaware	81	193,000	161,000	148,500

RYE

STATE	Per cent normal	Estimated production (bushels)		
		1923	1922	10-year average
Pennsylvania	88	3,656,000	3,740,000	4,012,000
New Jersey	91	1,148,000	1,159,000	1,213,000
Delaware	90	71,000	70,000	35,200

BARLEY				
STATE	Per cent normal	Estimated production (bushels)		
		1923	1922	10-year average
Pennsylvania	88	296,000	206,000	299,000

ALL HAY (tame and wild)				
STATE	Per cent normal	Estimated production (bushels)		
		1923	1922	10-year average
Pennsylvania	78	3,693,000	4,888,000	4,278,000
New Jersey	72	349,000	485,000	487,000
Delaware	77	95,000	118,000	101,200

An outstanding feature of the Department of Agriculture's June 1 estimate is that throughout this district the apple and peach crops are expected to be bigger than they were last year, though over the entire United States they are expected to be smaller. The total apple crop of the United States is estimated at 168,637,000 bushels, as compared with 203,628,000 bushels last year; but the commercial crop is estimated at 32,284,000 barrels, as against 31,090,000 barrels in 1922. This increase in the estimate of the commercial crop is be-

cause the quality of the crop is expected to be better than it was last year. The total peach crop for the United States is estimated at 46,525,000 bushels, as compared with 56,705,000 bushels, the final estimate of the 1922 crop.

The New Jersey Department of Agriculture in its preliminary estimates states that the acreage planted to corn is the same as last year, but 11 per cent smaller than the average area planted for the past ten years. The acreage of white potatoes planted this season is estimated at 84 per cent of last year's, and that of sweet potatoes at 98 per cent. Reports from all parts of the Third Federal Reserve District confirm earlier statements of reduced plantings of many crops, because of the shortage of labor. The Pennsylvania Department of Agriculture states that 10 per cent of the arable land of the state which was worked last year is idle. In New Jersey a like amount is estimated to have been left unplanted, and in Delaware about 8 per cent.

Potato beetles, flea beetles, and aphids are reported to be exceptionally numerous in many parts of the district, and in some counties the apple scab is widespread. But in general, insect pests and plant diseases are no more prevalent than usual; in fact, the dry weather has prevented the spread of many diseases, as most fungi thrive only in wet weather. The present sub-normal development of most crops is due entirely to lack of rainfall.

Fruits, June 1, 1923

APPLES

STATE	Per cent normal	Estimated production					
		TOTAL (bushels)			COMMERCIAL (barrels)		
		1923	1922	3-year average	1923	1922	3-year average
Pennsylvania	84	11,623,000	11,400,000	10,731,000	1,356,000	1,216,000	995,000
New Jersey	78	2,160,000	2,610,000	2,073,000	468,000	522,000	501,000
Delaware	64	805,000	980,000	528,000	225,000	213,000	163,000

PEACHES

STATE	Per cent normal	Estimated production (bushels)		
		1923	1922	3-year average
Pennsylvania	81	1,863,000	1,560,000	1,303,000
New Jersey	84	2,281,000	2,000,000	1,494,000
Delaware	60	161,000	320,000	332,500

PEARS

Per cent normal	Estimated production (bushels)		
	1923	1922	3-year average
75	647,000	576,000	547,000
80	630,000	405,000	427,000
60	170,000	158,000	156,166 *

* 6-year average.

Condition of minor crops on June 1

Crop	Pennsylvania			New Jersey			Delaware		
	Per cent normal			Per cent normal			Per cent normal		
	1923	1922	10-year average	1923	1922	10-year average	1923	1922	10-year average
Blackberries and raspberries.....	93	91	90	91	92	89	95	93	87
Field peas	90	95	91	86	91	91	85	82	86
Field beans	87	91	88	80	95	88	85	90	84
Pastures	77	93	89	72	86	89	75	80	85
Cabbage	85	94	90	89	86	86	84	..	..
Onions	91	93	93	88	89	90	90	..	..
Melons	84	84	85	84	85	82	70	92	82
Tomatoes (early) .....	..	..	..	89	88	85*	..	..	..

* Three-year average.

In both Pennsylvania and New Jersey, most of the truck crops on June 1 were below their condition on June 1, 1922, and below their average condition on the same date for the past ten years. Only the small fruits (raspberries and blackberries) were above the average.

Pastures throughout this district are in poor condition. The late spring delayed their development; the dry weather has stunted growth, and many fields have been practically burnt up. On account of the high price of dry feeds, dairymen put their herds on the pastures rather early, and first and second growth has been practically eaten up. Several county agents fear that pastures will be poor all summer, because of this close

cropping. The first cutting of hay has been poor, particularly on light soils, and many farmers who usually have a surplus for sale will be obliged to buy hay to feed their cattle. The production of milk this spring, in several counties, has been lower than that of any similar period in recent years, because of the scarcity of dry feeds and pasture.

Within a month the agricultural outlook has changed from very good to uncertain, but the damage done by the drouth is not as yet irreparable. A prolonged heavy rainfall will save most of the growing fields and produce good yields of second early crops and of late crops.

COMPILED AS OF JUNE 23, 1923

This business report will be sent regularly without charge to any address upon request