

THE BUSINESS REVIEW

THIRD FEDERAL
PHILADELPHIA



RESERVE DISTRICT
DECEMBER 1, 1923

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SUMMARY OF BUSINESS CONDITIONS IN THE UNITED STATES

Production of basic commodities and retail trade increased during October and the volume of freight shipments and wholesale trade continued

Production large. The level of wholesale prices and the volume of employment showed but little change. The Federal Reserve Board's index of production in basic industries advanced 3 per cent in October, after having declined for four months. The increase for the month, while due in part to the resumption of anthracite coal mining, also reflected increases in textiles, lumber, and sugar, and most other industries included in the index. Employment at industrial establishments showed practically no change between September and October.

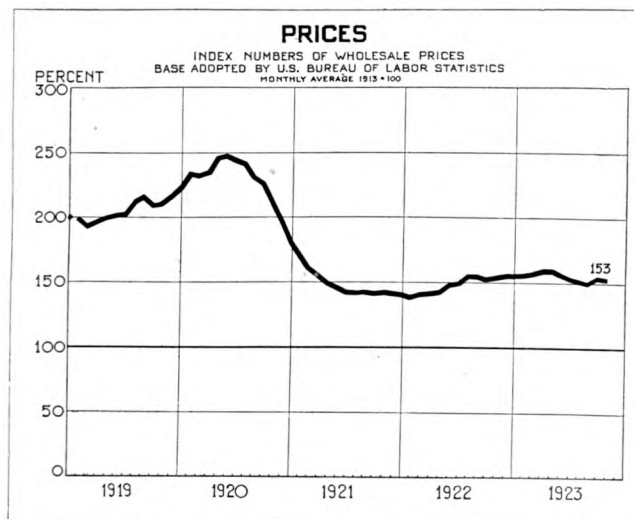
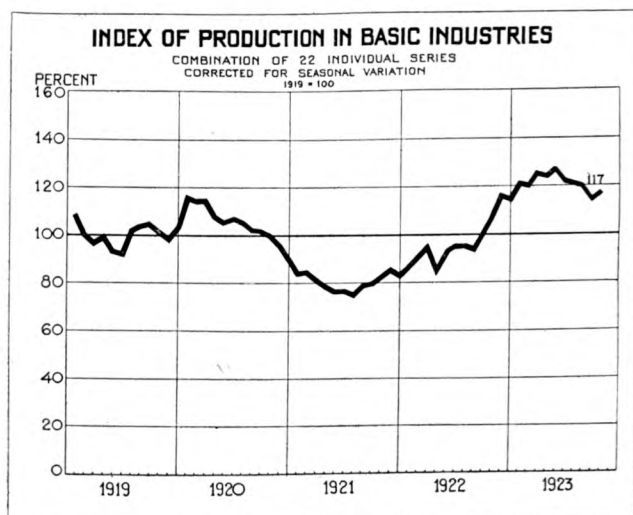
Contract awards for new buildings increased throughout the country considerably more than is usual at this

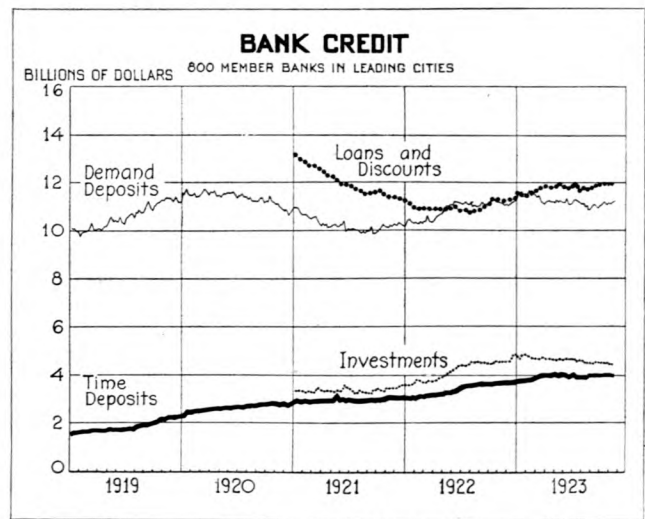
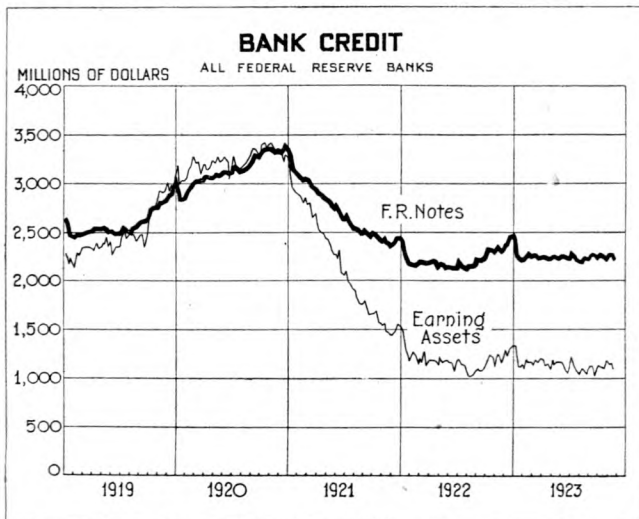
season, and were 25 per cent larger than in September. Residential projects formed a larger proportion of the total than in any earlier month of the year.

Crop estimates by the Department of Agriculture on November 1 indicated a substantial reduction from the September forecast in the yield of cotton, but larger yields of corn, potatoes, and apples.

Trade Heavy movement of miscellaneous merchandise and live stock resulted in October in the largest railroad shipments of any month on record. Wholesale trade was 12 per cent larger than a year ago and sales in all leading lines except shoes showed increases. Department store sales were 13 per cent larger than last October and sales of mail order houses were the largest of any month since 1919.

Wholesale prices declined less than one per cent in





October, according to the index of the Bureau of Labor Statistics and stood approximately at the level of a year ago. The principal changes for the month were declines in the prices of fuel, clothing, metals, and animal products, while wholesale prices of crops, particularly cotton, increased. During the first half of November the prices of wheat, hogs, pig iron, and hides receded, and prices of cotton and cotton goods, cement, and copper advanced.

Since the middle of October there has been a slight decline in demand for credit for commercial and agricultural purposes at member banks in leading cities. Considerable decreases in borrowings for these purposes in the New York and Chicago districts were partially offset by increases in other districts. Loans secured by stocks and

bonds increased somewhat, while investments continued to decline and reached the low point for the year.

The total member bank accommodation at Federal reserve banks declined between October 17 and November 21, and on the latter date was the lowest since the middle of the year. The total volume of Federal reserve bank credit outstanding, however, remained relatively constant because of increased purchases of bills in the open market. The volume of Federal reserve note circulation declined by about \$50,000,000 during the period, while other forms of money in circulation increased.

Money rates showed an easier tendency and during the early part of November the open market rate on commercial paper in New York declined from $5\frac{1}{4}$ to 5 per cent.

TABLE OF CONTENTS

	PAGE		PAGE		PAGE
Agriculture	28	Foreign exchange	7	Rubber, mechanical goods	26
Bankers' acceptances	6	Furniture	23	Savings deposits	6
Bricks	12	Groceries, wholesale	10	Securities	6
Building	12	Hardware, wholesale	9	Shoes	24
Cigars and cigarettes	27	Hides and skins	23	Shoes, wholesale	8
Coal, anthracite	16	Hosiery	21	Silk goods	20
Coal, bituminous	16	Iron and steel	15	Silk, raw	20
Coke	17	Leather	23	Silk, thrown	21
Commercial paper	7	Lumber	12	Sugar, raw	10
Cotton goods	18	National summary	1	Sugar, refined	11
Cotton, raw	17	Paints	13	Summary, district	3
Cotton yarns	18	Paper	26	Summary, national	1
District summary	3	Paper boxes	27	Synopsis of business conditions	4
Drugs, wholesale	9	Plumbing supplies	14	Underwear	22
Drygoods, wholesale	8	Real Estate	14	Wholesale trade	8
Employment and wages	5	Retail trade	7	Woolen and worsted goods	19
Financial conditions	6	Rubber, crude	25	Woolen and worsted yarns	19
Floor coverings	22	Rubber tires	25	Wool, raw	19



SUMMARY OF BUSINESS CONDITIONS IN THE THIRD FEDERAL RESERVE DISTRICT

The general tone of business has improved since last month, despite the fact that conditions in some lines are considered unsatisfactory. This is evidenced not so much in orders for future delivery as in substantial sales for prompt shipment and in a feeling of greater confidence regarding business during the next few months. That distribution of goods is still heavy is shown by freight car loadings and by the well sustained volume of sales at both wholesale and retail.

Among other encouraging signs are the reports concerning building operations. During October the value of permits issued both in the Third Federal Reserve District and throughout the United States was not only larger than at any time since last May, but considerably in excess of the figures for October, 1922. Such reports are indicative of confidence in the future, if nothing more. Most building materials are in good demand, but as is to be expected, those materials which are used in the latter part of operations such as paint, glass, and plumbing supplies are selling better than others. The iron and steel industry, though still weak in spots, shows some improvement since last month. Inquiries are becoming more numerous, and sales have been made for the first quarter of 1924. In addition, pig iron production is better adjusted to the present demand than it was a month ago.

In the textile industries conditions vary. Sales of raw wool have increased, woolen and worsted goods are moving better, and certain types of yarns are selling more readily. But in cotton and silk sharp price fluctuations have tended to make buyers cautious, and consequently there has been little or no improvement since last month. Conditions in the textile markets have been reflected in the hosiery and underwear industries, which are unsettled. Most grades of floor coverings, however, are in good request, and linoleums and felt-base goods are selling exceptionally well. As might be expected, domestic sizes of anthracite are in good demand, but steam sizes continue to move slowly. The market for bituminous coal is still dull, and in spite of curtailed

production during recent weeks, stocks are said to be heavy and accumulating.

Quotations on most grades of hides have declined, although sales have been in fair volume, and certain types of shoes have been in moderately good demand. Leather, however, has continued dull. Manufacturers of cigars and cigarettes report business to be satisfactory. Paper and paper box makers state that sales are somewhat smaller than they were a year ago, but that in some lines the volume is of goodly proportions. Retail sales are running considerably ahead of those of a year ago in spite of unsatisfactory weather early in October. Wholesale dealers, too, are doing a fair business, and only in the case of shoes are sales reported to be smaller than they were last year.

Prices have fluctuated considerably in individual commodities, but on the whole have changed little since last month. The index of the Bureau of Labor Statistics was slightly lower at the end of October than in September. Metal goods, including pig iron, declined, and several of the fuels, namely, crude oil, bituminous coal, and coke were easier in price. Of farm products, some advanced while others declined. Quotations on textiles, too, varied; cotton is higher, but silk has tended downward in recent weeks.

The employment situation shows little change. The number of wage earners at 1,054 manufacturing establishments in Pennsylvania, New Jersey and Delaware, reporting to this bank declined .2 per cent between September and October. The total weekly wage payments, on the other hand, were somewhat higher in October, but this was due to longer working hours rather than to wage increases. Except in agricultural districts, where a shortage of labor has interfered somewhat with harvesting and fall plowing, the supply of workers appears to be adequate.

The credit situation continues easy, and money rates in some instances are slightly lower than they were a month ago.

SYNOPSIS OF BUSINESS CONDITIONS

Compiled as of November 23, 1923

Third Federal Reserve District

Business	Demand	Prices	Finished Stocks	Labor situation		Collections
				Supply	Wages	
Brick	Fair	Firm	Moderate to light	Some scarcity	Unchanged	Fair to good
Cigars	Good	Firm	Moderate	Sufficient	Unchanged	Fair to good
Coal, anthracite	Good	Firm	Moderate	Some scarcity	Unchanged	Fair to good
Coal, bituminous	Poor	Lower	Heavy	Sufficient	Unchanged	Fair to good
Coke	Fair	Lower	Heavy	Sufficient	Unchanged	
Cotton goods	Fair	Unchanged to higher	Moderate to light	Sufficient	Unchanged	Fair to good
Cotton yarns	Poor to fair	Higher	Moderate			Fair
Drugs, wholesale	Fair to good	Firm	Moderate			Fair to good
Drygoods, wholesale	Good	Firm	Heavy			Fair
Floor coverings	Good	Firm	Moderate	Sufficient	Unchanged	Fair to good
Furniture	Fair	Firm	Moderate	Scarcity skilled	Unchanged	Fair
Groceries, wholesale	Good	Firm	Heavy			Fair to good
Hardware, wholesale	Fair to good	Firm	Moderate			Fair to good
Hosiery, full-fashioned	Fair	Unchanged	Moderate	Sufficient	Unchanged	Fair to good
Hosiery, seamless	Fair	Unchanged to higher	Moderate	Sufficient	Unchanged	Poor to fair
Iron and steel	Fair	Unchanged to lower	Moderate to heavy	Some scarcity	Unchanged	Fair to good
Leather belting	Fair	Unchanged to lower	Moderate	Sufficient	Unchanged	Fair to good
Leather, heavy	Poor	Lower	Heavy	Sufficient	Unchanged	Good
Leather, upper	Poor to fair	Unchanged to lower	Heavy	Sufficient	Unchanged	Good
Lumber	Fair to good	Unchanged to lower	Moderate	Sufficient	Unchanged	Fair to good
Paint	Fair to good	Firm	Moderate to light	Sufficient	Unchanged	Fair
Paper	Fair	Unchanged to lower	Moderate	Sufficient	Unchanged	Fair to good
Paper boxes	Fair	Unchanged to lower	Moderate	Some scarcity	Unchanged	Fair
Plumbing supplies	Fair	Weak	Moderate	Sufficient	Unchanged	Fair to good
Real estate	Fair to good	Higher		Some scarcity	Unchanged	Fair to good
Rubber, mechanical goods	Fair	Unchanged	Moderate to light	Sufficient	Unchanged	Fair to good
Rubber tires	Fair	Unsteady	Moderate	Sufficient	Unchanged	Fair
Shoes, manufacture	Poor to fair	Unchanged to lower	Moderate	Sufficient	Unchanged	Fair
Shoes, retail	Poor to fair	Unchanged	Moderate to heavy			Good
Shoes, wholesale	Poor to fair	Unchanged	Moderate			Poor to fair
Silk goods	Poor	Lower	Moderate to heavy	Some scarcity, skilled	Unchanged	Fair
Silk, thrown	Poor	Lower	Light	Scarcity, skilled	Unchanged	Fair
Sugar	Fair	Higher	Moderate to light	Sufficient	Unchanged	Good
Underwear, heavy weight	Fair	Unchanged to higher	Light	Sufficient	Unchanged	Fair to good
Underwear, light weight	Poor to fair	Unchanged to higher	Light	Sufficient	Unchanged	Fair to good
Woolen and worsted goods	Poor to fair	Weak	Moderate	Sufficient	Unchanged	Poor to fair
Woolen and worsted yarns	Poor to fair	Unsettled firmer tendency	Moderate	Sufficient	Unchanged	Fair

EMPLOYMENT AND WAGES

IN PENNSYLVANIA, NEW JERSEY AND DELAWARE

Group and Industry	Number of plants reporting	Number of wage earners reported			Total weekly payroll week ended			Average weekly wages week ended		
		Oct. 15, 1923	Sept. 15, 1923	Per cent change	Oct. 15, 1923	Sept. 15, 1923	Per cent change	Oct. 15, 1923	Sept. 15, 1923	Per cent change
All industries (48)	1,054	415,210	416,207	- .2	\$11,095,203	\$10,908,760	+ 1.7	\$26.72	\$26.21	+ 1.9
Metal manufactures:	344	203,320	205,444	- 1.0	5,832,245	5,809,328	+ .4	28.69	28.28	+ 1.4
Automobiles, bodies and parts....	24	7,265	7,463	- 2.7	195,718	194,470	+ .6	26.94	26.06	+ 3.4
Car construction and repair.....	13	30,715	30,622	+ .3	970,229	994,924	- 2.5	31.59	32.49	- 2.8
Electrical machinery and apparatus	34	13,090	13,410	- 2.4	313,317	336,110	- 6.8	23.94	25.06	- 4.5
Engines, machines and machine tools.....	37	13,228	13,410	- 1.4	368,046	359,386	+ 2.4	27.82	26.80	+ 3.8
Foundries and machine shops.....	76	16,132	17,052	- 5.4	475,183	493,177	- 3.6	29.46	28.92	+ 1.9
Heating appliances and apparatus	15	4,081	4,267	- 4.4	123,006	135,232	- 9.0	30.14	31.69	- 4.9
Iron and steel blast furnaces.....	11	13,415	13,183	+ 1.8	340,509	354,660	- 4.0	25.38	26.90	- 5.7
Iron and steel forgings.....	12	5,162	4,976	+ 3.7	140,395	127,301	+10.3	27.20	25.58	+ 6.3
Steel works and rolling mills.....	50	51,339	51,082	+ .5	1,488,296	1,420,966	+ 4.7	28.99	27.82	+ 4.2
Structural iron works.....	10	2,816	2,820	- .1	74,480	74,784	+ .4	26.45	26.52	- .3
Miscellaneous iron and steel.....	47	30,329	31,439	- 3.5	887,232	874,018	+ 1.5	29.25	27.80	+ 5.2
Shipbuilding.....	9	11,997	12,080	- .7	341,384	338,101	+ 1.0	28.46	27.99	+ 1.7
Non-ferrous metals.....	6	3,751	3,640	+ 3.0	114,450	106,199	+ 7.8	30.51	29.18	+ 4.6
Textile products:	252	76,432	75,327	+ 1.5	1,684,323	1,584,817	+ 6.3	22.04	21.04	+ 4.8
Carpets and rugs.....	15	4,455	4,447	+ .2	130,571	118,669	+10.0	29.31	26.69	+ 9.8
Clothing.....	37	6,817	6,789	+ .4	133,885	135,343	- 1.1	19.64	19.94	- 1.5
Hats, felt and other.....	7	5,559	5,577	- .3	125,083	117,968	+ 6.0	22.50	21.15	+ 6.4
Cotton goods.....	23	7,758	7,400	+ 4.8	180,648	162,808	+11.0	23.29	22.00	+ 5.9
Silk goods.....	70	20,387	20,101	+ 1.4	402,499	385,236	+ 4.5	19.74	19.17	+ 3.0
Woolens and worsteds.....	33	14,635	13,936	+ 5.0	330,145	297,670	+10.9	22.56	21.36	+ 5.6
Knit goods and hosiery.....	42	9,270	9,521	- 2.6	185,792	171,698	+ 8.2	20.04	18.03	+11.1
Dyeing and finishing textiles.....	17	5,535	5,505	+ .5	149,230	149,399	- .1	26.96	27.14	- .7
Miscellaneous textile products.....	8	2,016	2,051	- 1.7	46,470	46,026	+ 1.0	23.05	22.44	+ 2.7
Foods and tobacco:	95	29,448	30,509	- 3.5	670,886	676,846	- .9	22.78	22.19	+ 2.7
Bakeries.....	22	4,810	4,890	- 1.6	127,258	122,832	+ 3.6	26.46	25.12	+ 5.3
Canneries.....	10	3,374	4,718	-28.5	66,107	115,728	-42.9	19.59	24.53	-20.1
Confectionery and ice cream.....	22	6,136	5,840	+ 5.1	122,111	111,542	+ 9.5	19.90	19.10	+ 4.2
Slaughtering and meat packing....	15	3,583	3,671	- 2.4	97,718	92,307	+ 5.9	27.27	25.14	+ 8.5
Sugar refining.....	4	4,444	3,962	+12.2	141,610	125,566	+12.8	31.87	31.69	+ .6
Cigars and tobacco.....	22	7,101	7,428	- 4.4	116,082	108,871	+ 6.6	16.35	14.66	+11.5
Building materials:	81	23,411	22,801	+ 2.7	673,442	640,532	+ 5.1	28.77	28.09	+ 2.4
Brick, tile and terra cotta products	22	3,371	3,269	+ 3.1	90,069	95,105	- 5.3	26.72	29.09	- 8.1
Cement.....	15	7,497	7,497	0	226,264	216,891	+ 4.3	30.18	28.93	+ 4.3
Glass.....	28	8,226	7,730	+ 6.4	216,828	191,314	+13.3	26.36	24.75	+ 6.5
Pottery.....	16	4,317	4,305	+ .3	140,281	137,222	+ 2.2	32.50	31.88	+ 1.9
Chemicals and allied products:	73	30,671	30,252	+ 1.4	903,935	865,400	+ 4.5	29.47	28.61	+ 3.0
Chemicals and drugs.....	39	8,464	8,356	+ 1.3	227,930	216,220	+ 5.4	26.93	25.88	+ 4.1
Explosives.....	10	2,819	2,952	- 4.5	77,060	74,199	+ 3.9	27.34	25.14	+ 8.8
Paints and varnishes.....	13	1,422	1,371	+ 3.7	36,170	33,107	+ 9.3	25.44	24.15	+ 5.3
Petroleum refining.....	7	16,701	16,304	+ 2.4	516,235	500,721	+ 3.1	30.91	30.71	+ .7
Coke.....	4	1,265	1,269	- .3	46,540	41,153	+13.1	36.79	32.43	+13.4
Miscellaneous industries:	209	51,928	51,874	+ .1	1,330,372	1,331,837	- .1	25.62	25.67	- .2
Lumber and planing mill products	8	2,313	2,470	- 6.4	51,303	54,171	- 5.3	22.18	21.93	+ 1.1
Furniture.....	22	3,472	3,399	+ 2.1	84,592	85,112	- .6	24.36	25.04	- 2.7
Musical instruments.....	6	9,592	9,109	+ 5.3	280,013	278,975	+ .4	29.19	30.63	- 4.7
Leather tanning.....	40	9,214	9,156	+ .6	250,298	244,124	+ 2.5	27.16	26.66	+ 1.9
Leather products.....	8	740	710	+ 4.2	14,780	13,924	+ 6.1	19.97	19.61	+ 1.8
Boots and shoes.....	32	6,077	6,013	+ 1.1	116,288	113,292	+ 2.6	19.14	18.84	+ 1.6
Paper and pulp products.....	24	5,560	5,862	- 5.2	139,142	142,948	- 2.7	25.03	24.39	+ 2.6
Printing and publishing.....	25	3,780	3,659	+ 3.3	120,399	114,424	+ 5.2	31.85	31.27	+ 1.9
Rubber tires and goods.....	20	5,243	5,289	- .9	133,689	139,852	- 4.4	25.50	26.44	- 3.6
Novelties and jewelry.....	11	2,948	3,012	- 2.1	72,897	68,827	+ 5.9	24.73	22.85	+ 8.2
All other industries.....	13	2,989	3,195	- 6.4	66,971	76,188	-12.1	22.41	23.85	- 6.0

EMPLOYMENT AND WAGES

The total volume of employment at industrial establishments in Pennsylvania, New Jersey, and Delaware showed only a slight change from September to October. The number of wage earners on the payrolls of the 1,054 manufacturing establishments in 48 industries reporting to this bank was 415,210 in October, as compared with 416,207 in September—a decline of .2 per cent. Total weekly wages paid by these establishments increased 1.7 per cent, and average weekly per capita earnings increased from \$26.21 to \$26.72, or 1.9 per cent. This advance in earnings was chiefly due to longer working hours, as very few changes were made in wage rates. Only 56 establishments reported wage increases, and these affected only 2,491 workers, or less than 1 per cent of the total number employed at reporting plants. Four plants reported wage reductions, affecting 576 workers.

Of the six groups of industries included in our survey, three—chemicals and allied products, building materials, and textile products—showed a noticeable expansion in employment. The foods and tobacco group reported the biggest decline—3.5 per cent, owing principally to the marked seasonal curtailment in canning operations. The miscellaneous industries reported a small increase, and metal plants a decrease of 1 per cent.

In textile mills producing silk, wool, and cotton goods there were considerable increases both in the number of employes and in average weekly earnings. Employment at blast furnaces, forging mills, and steel works increased noticeably, and in the last two, average earnings also advanced considerably. Indeed, it is noticeable that at a large majority of the industries included in the survey there were increases in average earnings, which were due to longer working hours. The table on page 5 shows the results of our latest survey of employment and wages in Pennsylvania, New Jersey, and Delaware.

FINANCIAL CONDITIONS

A reduction of from 638 to 628 millions in total loans and discounts in the four weeks ending November 14 is reported by member banks in Philadelphia, Camden, Scranton, and Wilmington. The falling off was entirely in secured loans, however, as the total of commercial loans remained unchanged. Investments and deposits declined slightly. We give below a table showing the trend in the deposits of all member banks, classified by size of city or town.

Bills discounted by the Federal Reserve Bank of Philadelphia, after increasing from 51.8 millions on October 3 to 61.8 millions on October 31, declined to 51.2 millions on November 21. In the past four weeks the changes in earning assets were as follows: discounted bills declined from 58.4 to 51.2 millions, United States securities owned fell off from 17.4 to 12.4 millions, and purchased bills increased from 20.3 to 27.2 millions. In the items affecting reserves, there was

Population	July 25	Aug. 29	Sept. 26	Oct. 24
	Figures in millions of dollars			
Demand deposits:				
Less than 5,000	129.9	131.3	131.6	132.0
5,000 to 14,999	74.0	75.2	76.4	75.2
15,000 to 99,999	130.6	130.7	135.8	136.0
100,000 and over	744.5	737.8	731.5	739.8
Time deposits:				
Less than 5,000	198.9	210.4	202.7	205.1
5,000 to 14,999	100.2	100.9	101.4	100.7
15,000 to 99,999	175.1	177.8	181.6	182.3
100,000 and over	138.2	138.1	136.6	139.7

an increase in note circulation from 210.6 to 212.7 millions, a decrease in deposits from 119.9 to 118.3 millions, and an advance in reserves from 256.3 to 259.9 millions. The reserve ratio rose from 77.5 to 78.5 per cent.

In the security markets activity has increased during November, and prices have moved higher. The average price of 20 industrial stocks on November 21 was \$92.17, as against \$87.83 a month earlier; and the average of railroad shares increased from \$78.95 to \$81.45. Bonds, too, followed the same trend; first-grade rails went up from \$85.82 to \$86.27; second-grade rails from \$81.85 to \$82.21; industrials from \$92.77 to \$93.49; and Liberty bonds from \$97.42 to \$97.54. The only decline was in the average of 10 public utility bonds, from \$85.16 on October 20 to \$84.94 on November 21.

Owing to large purchases by the Federal Reserve Bank, the average weekly sales of bankers' acceptances by dealers operating in this district were larger during the period from October 11 to November 14 than they have been at any time since August, 1922. But apart from sales to this bank, the demand was only fair. Purchases within the district by dealers were the largest reported since the inauguration of the present form of reports, in February of last year. Rates for 90-day bills remain unchanged at $4\frac{1}{8}$ per cent. Data submitted by the dealers are summarized below:

Weekly average for period	Sales in Third District		Purchases in Third District
	To Federal Reserve Bank	To others	
1923:			
October 11 to November 14	\$3,071,000	\$286,000	\$1,210,000
September 12 to October 10	2,520,000	281,000	324,000
August 16 to September 11	1,549,000	311,000	424,000
July 12 to August 15	1,442,000	186,000	271,000
1922:			
October 16 to November 12	1,483,000	284,000	919,000

A small gain in savings deposits during October is reported by 79 banks in this district. The combined figures in four cities out of twelve reporting showed decreases. Data by cities follow:

Savings deposits

SAVINGS DEPOSITS
Third Federal Reserve District

	Number of banks	Per cent increase or decrease November 1 compared with	
		Month ago	Year ago
Altoona.....	5	+1.3	+13.2
Chester.....	5	+ .5	+11.6
Harrisburg.....	4	- .1	+23.1
Johnstown*.....	5	+1.6	+13.0
Lancaster.....	3	+ .6	+31.4
Philadelphia.....	9	+ .2	+ 7.8
Reading.....	3	- .4	+13.3
Scranton.....	6	+ .5	+16.7
Trenton.....	6	-2.2	+ 2.0
Wilkes-Barre.....	5	+ .1	+23.9
Williamsport.....	4	- .2	+ 7.7
Wilmington.....	5	+ .6	+ 9.9
York.....	5	+1.7	+13.9
Other cities.....	14	- .7	+16.6
Totals.....	79*	+ .1	+ 9.9

*Two reporting banks consolidated since last report.

More than the usual amount of activity has characterized the movement of foreign exchanges during November. Political developments during the past three weeks are said to be largely responsible for the erratic tendencies of most of the European currencies, and the wide fluctuations in the values of several have caused new low records for the year to be established. Since the first of the month, sterling has declined from \$4.4810 to a new low level of \$4.2816 for noon cables on November 17. Two days later, upon receipt of the news that the threatened break between England and France had been averted, sterling made a sensational recovery to \$4.36, but on November 20 declined again to \$4.3475. Both French and Belgian francs dropped during the month, the former touching the lowest level for this year at \$.0535. Lire lost ground steadily but recovered somewhat after they had reached a low record of \$.0419 on November 17. All so-called neutral currencies fell, and trading in these has been active. Guilders were low at \$.3731, and Spanish pesetas declined consistently during the month to a low record of \$.1288. Swiss francs are more stable than any of the other European currencies, although they too have declined somewhat. On November 17, all of the Scandinavian exchanges were quoted at lower rates than they have been at any time this year.

Far Eastern currencies, not being directly affected by the factors that govern European exchanges, are in a more stable condition. Chinese tael (Shanghai) are stronger than they have been for six weeks and are now quoted at \$.7102. Quotations for Japanese yen are fairly steady and have declined but little since their recovery after the earthquake. South American money has depreciated. Argentine pesos touched a new low point for the year, and both Chilean pesos and Brazilian milreis are lower than they have been for several months. Canadian dollars failed to maintain the position they held at this time last month and are now quoted at \$.9788.

FOREIGN EXCHANGE RATES

Noon cables	Par value	November 20, 1923	October 20, 1923	November 20, 1922
London.....	\$4.8665	\$4.3353	\$4.5104	\$4.4903
Paris.....	.1930	.0538	.0590	.0720
Antwerp.....	.1930	.0461	.0510	.0675
Milan.....	.1930	.0434	.0450	.0468
Vienna.....	.2026	.000014	.000014	.000014
Amsterdam....	.4020	.3766	.3909	.3932
Copenhagen...	.2680	.1719	.1747	.2019
Stockholm.....	.2680	.2642	.2631	.2678
Madrid.....	.1930	.1308	.1342	.1530
Berne.....	.1930	.1739	.1787	.1860
Buenos Aires...	.9648	.7042	.7316	.8217
Shanghai.....	.7411	.7145	.6973	.7145

During late October, sales of commercial paper to Philadelphia banks increased considerably, and purchases were made by at least one large bank which had not been a buyer of commercial paper for several years. Since October the volume of business with Philadelphia banks has been fairly well maintained, but country banks have purchased less than they did last month, owing probably to the lower rates now prevailing. Usually country banks buy more freely when rates are above 5 per cent than when they are lower.

The supply of paper is slightly larger than it was last month, but some dealers still report a very short list of names. A considerable number of the new offerings are at $4\frac{3}{4}$ per cent for the best names, but sales at less than 5 per cent are infrequent, and the majority of the transactions are at the latter figure. A fair amount of paper, however, is still sold at $5\frac{1}{4}$ per cent.

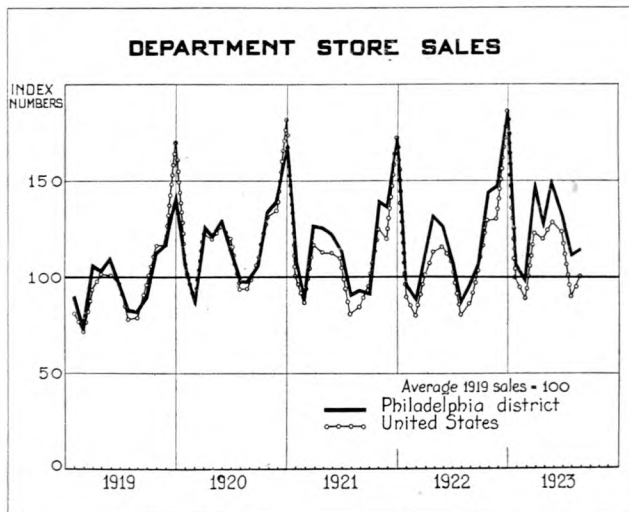
Sales by six dealers in this district during October amounted to \$8,563,000, the largest volume since June. This total compares with \$6,805,000 in September and \$7,033,000 in October, 1922. Purchases by Philadelphia banks totaled \$4,442,500, and those by outside institutions, \$4,120,500.

One small sale was made at $4\frac{3}{4}$ per cent, and of the balance of the sales about 5 per cent were at 5 per cent, over 65 per cent at $5\frac{1}{4}$ per cent, about 25 per cent at $5\frac{1}{2}$ per cent, and about 2 per cent at $5\frac{3}{4}$ per cent.

RETAIL TRADE

Sales at retail during November are running ahead of those of last November, and the gain promises to be as large as it has been in recent months. As is usual at this season, sales of toys and of apparel both for men and women are heavy. The demand for house furnishings of all kinds, including rugs, continues to be strong, and with very few exceptions all merchandise is moving steadily to the consumer.

Price variations are slight, and retailers are buying very close to their immediate needs and are giving little attention to the higher quotations listed by a number of manufacturers of cotton goods for the spring and summer



During the last two years, department store sales in the Third Federal Reserve District have been at a higher rate, relative to the 1919 average, than those in the United States as a whole.

Source—Federal Reserve Board

trade. Charge accounts are increasing considerably in number, but collections continue to be good.

The accompanying chart illustrates the fact that retail sales in this district compare favorably with those of the country as a whole.

The table on page 9 shows that during October sales in the Third Federal Reserve District were 15.2 per cent greater than in October, 1922. Sales by the Philadelphia department stores increased 16.2 per cent, and with the exception of stores in the smaller towns, which are grouped under the heading "all other cities," the gains throughout the district were satisfactory. Credit houses, though recording an increase as compared with last year, are not taking the lead as they did in 1922. Our figures for October, 1922, showed that while retail trade in the district was 4.7 per cent greater than in October, 1921, credit sales were 29.3 per cent greater. In this year, the gain in credit sales was only 6.7 per cent, as compared with 15.2 per cent in retail sales. Possibly fuller employment at higher wages has increased the ability of purchasers to pay cash.

WHOLESALE TRADE

Business at wholesale during November, in all reporting lines except shoes, continues to be active, and will probably be larger than was that of November, 1922. The average prices are much the same as they were a month ago, the small advances and declines about offsetting each other.

Sales in October were larger in all lines except drygoods than they were in September, and in drygoods the decline was small and was caused by the fact that a few firms reported large decreases. As compared with those of October, 1922, sales in all lines but shoes showed a gain. The decrease in shoe sales is generally ascribed

to the warm and clear weather which prevailed during the month.

Collections during October varied considerably, as appears in the table on page 10. In some lines they were better than in the previous month and than a year ago, but in others they were slower.

Preliminary estimates of the sales of shoes by wholesalers during November indicate that the total will be smaller than it was in November, 1922.

Shoes During recent weeks retailers have purchased only sparingly, and therefore any improvement in distribution by retailers should be quickly reflected in larger wholesale sales.

In the orders received for women's shoes, blacks continue to predominate, and patent leather and suede remain the most popular leathers. Satins and brocades for evening wear are also in fair request. Men's shoes, in the medium and higher grades, and children's shoes, both boys' and girls', are called for in fair volume. Holiday lines of romeos and felt slippers have sold well, and orders for rubbers have shown a seasonal increase.

Wholesalers have purchased but little for spring, and the lower prices at which some lines can now be bought have failed to move them from their policy of caution. Stocks, although not burdensome, are fairly large for so late in the season, and renewed efforts are being made to reduce them considerably before the inventory period.

During October, sales in this district, as reported to the Federal Reserve Bank, increased 4.2 per cent over those of September, but were 6.5 smaller than those in October, 1922. Collections are still slow, as is shown by the ratio of accounts outstanding to sales, which on October 31 was 245.0. The ratio was 257.3 on September 30 and 217.0 on October 31, 1922.

Sales of drygoods have been on about the same level in November as they were in October, seasonal conditions being taken into consideration. Except for advances in the price of some articles made of cotton, caused by the higher price of the raw material, prices show little change. The increases that have been made are small and are difficult to obtain.

Drygoods Blankets, sweaters, flannels, underwear, and hosiery are in good request, and orders in nearly all cases are for delivery within thirty days. Stocks in the hands of wholesalers are declared to be heavy in the majority of the reports received, only a few firms listing them as light. Collections have changed but little, the great majority of reports stating that they are fair.

Sales of drygoods at wholesale during October decreased 1.0 per cent as compared with those of September, but were larger by 5.8 per cent than those of October, 1922. The number of firms that reported heavier sales than in September was, however, greater than those reporting a decrease; but the individual gains reported were in most cases small. The ratio of accounts outstanding to sales was 214.3 on October 31, as against

RETAIL TRADE
Third Federal Reserve District

	Comparison of net sales		Comparison of stocks		Rate of turnover*		Percent of orders outstanding Oct. 31, 1923, to total purchases in 1922
	October, 1923 with October, 1922	July 1 to Oct. 31, 1923 with July 1 to Oct. 31, 1922	Oct. 31, 1923 with Oct. 31, 1922	Oct. 31, 1923 with Sept. 30, 1923	July 1 to Oct. 31, 1923	July 1 to Oct. 31, 1922	
All reporting firms	+15.2%	+11.7%	+13.8%	+ 2.8%	3.0	3.0	10.7%
Firms in—Philadelphia	+17.1 "	+12.0 "	+12.0 "	+ .6 "	3.5	3.3	8.7 "
—Allentown, Bethlehem and Easton	+11.0 "	+ 7.5 "	+11.3 "	+ 6.9 "	2.2	2.3	.....
—Altoona	+14.0 "	+16.6 "	+15.5 "	+ 8.4 "	2.5	2.4	.....
—Chester	+ 5.8 "	+21.8 "	+46.5 "	+ 5.2 "	1.4	1.5	.....
—Harrisburg	+13.8 "	+ 9.7 "	+19.3 "	+10.3 "	2.1	2.3	.....
—Johnstown	+11.0 "	+11.9 "	+19.7 "	+ 6.4 "	2.7	2.9	.....
—Lancaster	+ 6.5 "	+ 9.3 "	+12.7 "	+ 3.4 "	2.1	2.2	.....
—Reading	+ 6.7 "	+11.4 "	+15.5 "	+ 7.1 "	1.9	1.9	.....
—Scranton	+16.2 "	+21.5 "	+34.4 "	+ 4.2 "	2.4	2.6	.....
—Trenton	+13.0 "	+ 7.2 "	+16.2 "	+ 4.9 "	2.4	2.6	.....
—Wilkes-Barre	+13.2 "	+15.0 "	+29.2 "	+ 9.0 "	2.7	2.9	.....
—Williamsport	+ 5.3 "	+ 1.6 "	+18.1 "	+ 2.4 "	1.9	2.4	.....
—Wilmington	+ 8.4 "	+ 6.1 "	+12.0 "	+ 6.3 "	1.7	1.8	4.5 "
—York	+ 5.5 "	+ 5.2 "	+ 3.8 "	+ 5.5 "	2.3	2.2	.....
—All other cities	+ 2.5 "	+10.1 "	+ 9.5 "	+ 5.7 "	2.1	2.2	6.9 "
All department stores	+14.7 "	+10.8 "	+12.9 "	+ 7.0 "	3.0	3.0	12.3 "
Department stores in Philadelphia	+16.2 "	+10.8 "	+11.2 "	— .5 "	3.4	3.3	10.2 "
Department stores outside Phila.	+10.7 "	+11.0 "	+16.0 "	+ 2.1 "	2.3	2.4	17.7 "
All apparel stores	+20.1 "	+17.8 "	+17.4 "	+ 8.8 "	3.3	3.4	3.1 "
Men's apparel stores	+ 7.6 "	+ 8.7 "	+16.7 "	+ 6.1 "	2.0	2.4	7.2 "
—in Philadelphia	+ 5.4 "	+ 3.7 "	+23.0 "	+ 7.7 "	2.3	2.4	.....
—outside Philadelphia	+10.5 "	+14.5 "	+11.8 "	+ 4.9 "	1.7	2.4	7.2 "
Women's apparel stores	+25.0 "	+20.9 "	+10.0 "	+16.9 "	4.7	4.0	3.5 "
—in Philadelphia	+28.1 "	+25.1 "	+ 6.4 "	+19.3 "	5.4	4.3	3.4 "
—outside Philadelphia	+12.7 "	+ 5.8 "	+20.7 "	+10.9 "	2.7	3.1	3.9 "
Credit houses	+ 6.7 "	+14.8 "	+24.1 "	+ 5.9 "	2.5	2.7	5.9 "

* Times per year based on cumulative period.

200.0 in the previous month and 200.6 on October 31, 1922.

The net sales of 31 hardware firms in the Third Federal Reserve District during October increased 18.1 per cent over those for the month before and were 16.0 per cent greater than the net sales in October of last year.

Hardware

Our October sales index, compiled from the reports of 20 representative firms, and adjusted for seasonal variations, was 132, an increase of 12 points over that for the month before, and of 16 points over the figure for October, 1922.

Demand is from fair to good and is slightly better than it was at this time last month. The call for holiday goods and sporting accessories is one of the features of the market at present, but sales of builders' and plumbers' hardware are also in good volume. Mill supplies and mechanics' tools are in fairly good request by factories and mines. Prices in nearly all cases are higher than they were at this time last year. Some dealers state that prices are unchanged, but in only one instance is any reduction reported. Holiday and specialty goods in a few cases are quoted at somewhat higher prices than they

were during October, but quotations as a whole are about the same as they were then.

Stocks are from moderate to heavy but are smaller than they were in October. Collections are in most cases fair. A few firms report that they are good, but three others describe them as poor. According to our reports, the ratio of accounts outstanding to sales was 152.4 in October, as compared with 169.1 in September and 155.1 in October, 1922.

Wholesalers report that the demand for drugs is fairly good and better than it was last month or in November,

1922. Proprietary medicines and pharmaceutical chemicals are selling actively,

but toilet articles are not in as good request as they were in October. The botanical drug market is steady, and the demand is fair and well sustained. Fine chemicals and prepared drugs, too, are in request, and prices, though slightly lower than they were a month ago, are advancing. The table below gives the price indexes of 40 botanical drugs and 35 drugs and fine chemicals, as compiled by the "Oil, Paint and Drug Reporter."

	Price index of 40 botanical drugs		Price index of 35 drugs and fine chemicals	
	1923	1922	1923	1922
October 22	123.8	116.0	204.9	167.1
October 29	123.8	117.5	201.7	167.1
November 5	123.9	117.3	201.0	167.1
November 12	123.6	117.2	203.8	168.3
November 19	123.5	117.0	203.1	171.8

Sales at wholesale in October were 12.4 per cent larger than in September and 12.2 per cent greater than those of October, 1922. Wholesalers' stocks vary from moderate to heavy and are about the same as they were last month. Collections vary from fair to good. The ratio of accounts outstanding to sales in October was 138.2, as compared with 152.1 in September and 144.2 in October, 1922.

The demand for groceries is good, and wholesalers report that sales are greater than they were in October.

Groceries

Shipments of new pack canned goods and of dried fruits and vegetables are still heavy, and holiday specialties, such as nuts, raisins, mince meat, cranberries, etc., are selling in large volume. Buckwheat and pancake flours, syrups, molasses and other seasonable commodities, too, are in good demand. In general, prices are firm, and although some commodities, particularly evaporated milk, cheese, macaroni, and dried peaches and apricots, have declined, others have advanced, as rice, coffee, lard, syrup and butter. Jobbers' stocks are heavy and are larger than they were in October, because of continued heavy deliveries of new crop dried vegetables, fruits, and canned goods and also large receipts of holiday and seasonable commodities.

Sales by wholesale grocers during October exceeded those of September by 10.4 per cent and were 17.0 per cent greater than those of October, 1922. The ratio of accounts outstanding to sales decreased from 109.1 in September to 104.0 in October.

SUGAR

Although sales of raw sugar have been of only moderate size, the limited offerings of sugar for prompt shipment have steadied the market, and prices have not fluctuated greatly. Cuban raws, for prompt shipment, at the close of October were selling at from 5 5-16 to 5 1/2 cents, c. & f, equivalent to 7.09 and 7.28 cents, duty paid. In the first week of this month the price fell to 5 1-8 cents, c. & f, equivalent to 6.91 cents, duty paid. But since then prices have risen, and the latest recorded sales for Cubas, prompt shipment, were made at 5 3/4 cents, c. & f, or 7.53 cents, duty paid. Because of the light offerings of Cuban sugars during the month, eastern refiners have been active buyers of Philippine and full-duty sugars at prices equivalent to those paid for Cuban. The last remaining lot of the 1922-1923 Santo Domingo crop was purchased by New York refiners, and several sales of small lots of Peruvian have been reported.

British refiners have shown more interest in American sugars than they have for several months, and have purchased some lots of South American sugars at prices equivalent to those paid by American refiners. Their Java supply was practically closed on November 1, and as Europe is unable to offer much beet sugar for sale in England, they must depend on South America and the island of Mauritius until the new crop of Cuban sugar arrives on the market.

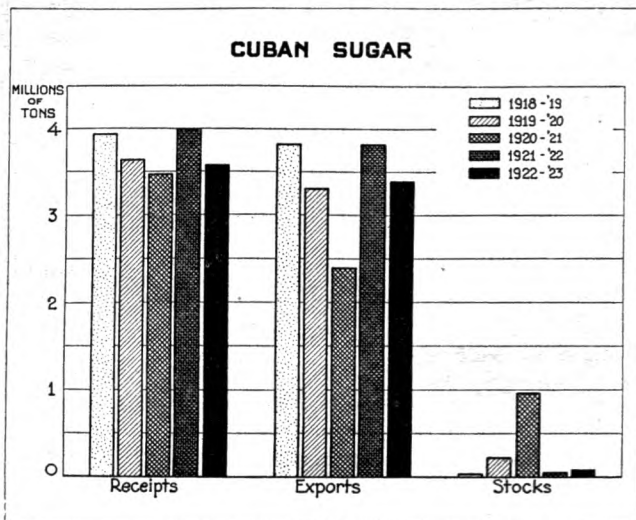
The harvest of the 1923-1924 Cuban crop will start in December, when several centrales will begin grinding; but not many cargoes will arrive in American ports until the middle of January. The weather in Cuba has been cool and clear for several weeks and favorable for the ripening of the cane, but in many parts of the island the cane has not yet reached normal growth, and in a few sections there is need of rain.

Receipts at Cuban shipping ports are decreasing weekly, and little sugar now remains at the mills. On November 10, there were 73,133 tons at the ports and

WHOLESALE TRADE Third Federal Reserve District

	Number of reporting firms	Percentage of increase or decrease in				Ratio of accounts outstanding to sales		
		Net sales Oct., 1923, compared with—		Accounts outstanding Oct., 1923, compared with—				
		Sept., 1923	Oct., 1922	Sept., 1923	Oct., 1922	Oct., 1923	Sept., 1923	Oct., 1922
Boots and shoes	13	+ 4.2%	- 6.5%	- .8%	+ 4.7%	245.0%	257.3%	217.0%
Drugs	15	+12.4 "	+12.2 "	+ 1.2 "	+ 9.3 "	138.2 "	152.1 "	144.2 "
Drygoods	20	- 1.0 "	+ 5.8 "	+ 6.2 "	+13.1 "	214.3 "	200.0 "	200.6 "
Groceries	51	+10.4 "	+17.0 "	+ 3.0 "	+11.2 "	104.0 "	109.1 "	109.3 "
Hardware	32	+18.1 "	+16.0 "	+ 5.9 "	+13.9 "	152.4 "	169.1 "	155.1 "

only 18,782 tons on the plantations. The total remaining supply on the same date was 91,914 tons, as compared with 177,798 tons on November 10, 1922. About one half of the supply is said to be owned by American refiners, and the remainder is in a few strong hands. Stocks at Cuban ports are the lowest they have been in many years at this date. The following chart shows that the stocks on November 10, 1923, were only slightly larger than those on December 1, 1919 and 1922, when they were also very low.



Stocks at Cuban ports on November 10 were very low, and at the close of the crop year on November 30 will be reduced still further. The 1922-1923 figures are not complete, as they include only figures from December 1 to November 10 and the crop year closes on November 30.

Source—American Sugar Bulletin

The harvest of sugar beets in the United States is now virtually completed, and reports concerning the crop are more favorable than they were a month ago. On November 1, Lionel L. Janes, beet sugar statistician, estimated that the production in the United States would be 760,000 long tons instead of 755,000 as on October 1. The beets are heavier than they have been for several years, but the sugar content is rather low. In Colorado, Wyoming, Montana, and Nebraska, the harvest was greatly delayed by rain, snow, and frosts, but practically the entire crop was pulled before serious injury occurred.

F. O. Licht, the German sugar statistician, estimates that this year's European beet sugar crop, including that of Russia, will be 5,105,000 metric tons. Last year the same authority estimated the European crop, exclusive of that of Russia, at 4,450,000 metric tons.

Willett and Gray in their preliminary report for the year 1923-1924 estimate the total production for the world at 19,145,500 tons, as compared with 17,947,528 tons in the year 1922-1923. Should these figures prove to be correct the 1923-1924 crop will be the largest ever produced. The following are Willett and Gray estimates

of the production of the chief growing areas for the two crop years:

ESTIMATED SUGAR CROPS OF THE WORLD (in long tons)

Cane sugar	1923-1924	1922-1923
United States and Insular Possessions...	1,457,000	1,339,548
Cuba.....	3,700,000	3,602,910
Other West Indies, Central and South America.....	1,944,500	1,844,936
India, Java, Formosa and Japan.....	5,120,000	5,125,675
Australasia, Africa and Europe.....	865,000	912,561
Total cane.....	13,086,500	12,825,630
Beet sugar		
United States.....	750,000	615,936
Canada.....	14,500	12,400
Europe.....	5,294,500	4,493,562
Total beet.....	6,059,000	5,121,898
Total world production.....	19,145,500	17,947,528

Receipts of raw sugar at the ports of Philadelphia, Baltimore, New York, and Boston for the first three weeks of November were smaller than those for the same period last year. The following data, compiled by the "American Sugar Bulletin," show how receipts for the same periods of both years compare.

RECEIPTS OF RAW SUGAR AT ATLANTIC PORTS

Tons (2240 lbs.)	November 2 to November 23, 1923	November 3 to November 24, 1922
From Cuba.....	72,379	154,161
From Porto Rico.....		7,036
From Philippine Islands.....		5,596
From other countries.....	25,151	25
Total receipts.....	97,530	166,818

The demand for refined sugar, though not as heavy as it was during the first three weeks of October, is fair, and buyers are pressing urgently for early delivery. The market displays considerably more strength than it did on the first of the month, and prices have stiffened. At that time refiners were quoting fine granulated at from 8.60 to 8.70 cents per pound, but on November 9 prices advanced to from 8.80 to 8.90 cents per pound at the eastern refineries and are now firm at from 9.00 to 9.15 cents. Confectioners are buying moderately, and some wholesale grocers whose stocks are low have recently come into the market; but practically all orders are for immediate delivery. However, the refiners have little sugar in stock and they show no desire to sell except at list price. Because of the favorable prices more beet sugar has appeared in the Atlantic states than has come in for several years. In the third week of this month a carload of beet sugar arrived in Philadelphia.

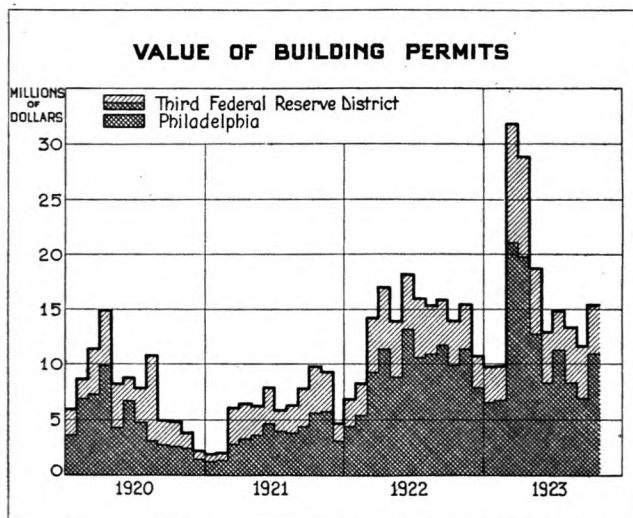
Numerous inquiries from foreign buyers are being received for refined sugar from the new crop, but as the prices they have offered to pay do not meet American prices, practically no sales have been made, and as refiners are reluctant to offer any sugar for the first quarter of next year, little stimulation has been given to the export market.

Meltings for the first three weeks of the month at the refineries at Baltimore, Philadelphia, New York, and Boston amounted to 148,000 tons, as compared with 170,000 tons for the same period in 1922. This represents a decrease of 13 per cent.

BUILDING

During October the value of building permits issued by fourteen cities in the Third Federal Reserve District reached a total of \$15,443,628, an increase of \$3,838,950 over that for the preceding month. The total number of permits granted was 3,299, which exceeds the figure for September by 551. The greatest increase occurred in Philadelphia where the number of permits rose from 1,097 in September to 1,429 in October, representing a gain of \$3,863,250 in total value. Most of the other reporting cities showed sizable gains excepting Atlantic City, Camden, Harrisburg, and Wilmington. The value of building operations in these four cities declined somewhat sharply and offset to some extent the gain made in Philadelphia. The value of permits issued in October was \$1,637,333 greater than the figure for October of last year. The following chart shows the trend in the value of building permits for the Third Federal Reserve District and for the city of Philadelphia from 1920 up to the present time.

Following the seasonal slowing up in the building



Although the value of building permits in Philadelphia and the district has declined considerably from the exceptionally high peak in the spring, it will compare favorably with that of previous years.

Source—Federal Reserve Bank of Philadelphia

trade, the demand for bricks has decreased since last month. However, the present demand for all kinds of bricks seems to be greater than it was at this time last year, although reports received by us are conflicting on this point. Builders are hastening to complete work before the arrival of winter weather, and the orders taken are for the most part for early delivery, or at least for delivery within 60 days. As would be expected, the majority of orders are for smaller quantities than they were at this time last month. The call for fire bricks is only fair, but although the market for these has been weak for some time, some optimism is apparent regarding later fall business.

Prices of building bricks in most cases are strong and are the same as those prevailing at this time last month. Some manufacturers, however, report that prices are lower as a result of the slackened demand. Quotations on fire bricks are weak and in one case were reduced 7 per cent from those of October 15. On November 23, building bricks, delivered, in Philadelphia, were quoted at \$21 per thousand.

Finished stocks in general are from moderate to light and are beginning to increase, as they usually do at this time, when preparations are begun for winter piling. Supplies of raw materials also range from moderate to light and at present are practically stationary.

The average rate of operation for 29 manufacturers of fire, building, and paving bricks is about 83 per cent of capacity, which is less than the average rate for last month. At the present rate of production, unfilled orders will insure operation for from 10 days to 6 months, the average being about 60 days. In some instances a scarcity of both skilled and unskilled workers is reported, but in most cases the supply is sufficient, and in a few is plentiful.

Collections are from fair to good but are slower than they were both at this time last month and during November, 1922.

The demand for lumber was from fair to good during the early part of November, but a seasonal slowing up has been noticed since the middle of the month. There is less call for most grades than there was at this time last month,

but according to some manufacturers, sales have been better in November than they were during the same month last year. Buyers as a rule are purchasing only for immediate needs. Although several large contracts have been awarded to firms on the West Coast by the Japanese Government, these have affected the local market but little. Hardwoods are in better request than pine, and spruce, as usual, is selling well.

Quotations for hardwoods are fairly steady, but some of the soft woods, particularly pine, are available in many cases at the purchaser's price. Quotations have not greatly changed from those prevailing at this time last month, but the tendency is toward lower prices, and

BUILDING PERMITS

Third Federal Reserve District

	October, 1923			October, 1922			January to October, inclusive			
	Permits	Operations	Estimated cost	Permits	Operations	Estimated cost	1923		1922	
							Permits	Estimated cost	Permits	Estimated cost
Allentown.....	91	126	\$501,030	71	104	\$269,373	919	\$4,515,120	822	\$3,075,163
Altoona.....	187	194	216,373	176	179	174,965	1,652	2,765,687	1,600	2,307,744
Atlantic City*...	287	287	590,994	330	330	750,746	2,299	8,015,186	3,259	7,397,152
Camden.....	154	188	239,665	118	166	437,828	1,088	6,516,849	1,037	3,810,372
Harrisburg.....	93	135	486,470	71	96	160,075	818	7,155,712	827	3,531,770
Lancaster.....	96	96	573,555	59	59	294,495	815	3,377,985	738	2,511,515
Philadelphia....	1,429	1,972	10,949,310	1,420	2,037	9,876,025	12,646	112,806,900	12,632	95,496,450
Reading.....	265	269	241,050	292	305	354,925	2,757	4,045,755	2,848	4,335,376
Scranton*.....	113	113	212,598	115	115	293,643	1,293	2,925,009	1,257	4,298,059
Trenton.....	187	245	512,535	136	162	582,615	1,578	5,994,646	1,291	3,918,211
Wilkes-Barre*...	105	105	372,029	86	86	287,599	1,015	2,757,826	1,111	3,444,550
Williamsport*...	97	102	115,563	73	78	108,505	927	1,099,864	964	1,476,609
Wilmington.....	100	100	176,949	111	111	127,091	1,008	3,134,181	893	2,531,741
York.....	95	95	255,517	111	111	88,410	1,312	1,970,726	1,238	1,106,829
Total for October	3,299	4,027	\$15,443,628	3,169	3,939	\$13,806,295	30,127	\$167,081,446	30,517	\$139,241,541

* Do not report operations

NEW BUILDINGS AND ALTERATIONS

	1923						1922					
	New buildings			Alterations			New buildings			Alterations		
	Permits	Oper.	Est. cost	Permits	Oper.	Est. cost	Permits	Oper.	Est. cost	Permits	Oper.	Est. cost
Allentown.....	69	104	\$491,630	22	22	\$9,400	50	82	\$229,473	21	22	\$39,900
Altoona.....	71	78	177,143	116	116	39,230	51	54	127,570	125	125	47,395
Camden.....	81	115	197,005	73	73	42,650	65	112	389,609	53	54	48,219
Harrisburg.....	85	127	478,695	8	8	7,775	60	80	123,700	11	16	36,375
Lancaster.....	55	55	553,290	41	41	20,265	39	39	251,550	20	20	42,945
Philadelphia....	816	1,333	10,346,455	613	639	602,855	792	1,397	9,389,235	628	640	486,790
Reading.....	90	94	147,300	175	175	93,750	82	95	285,000	210	210	69,925
Trenton.....	158	215	490,165	29	30	22,370	116	141	575,073	20	21	7,542
Williamsport...	48	48	107,856	49	54	7,707	47	52	101,145	26	26	7,360
Wilmington....	83	83	157,103	17	17	19,846	87	87	115,291	24	24	11,800
York.....	51	51	189,430	44	44	66,087	45	45	63,850	66	66	24,560

some shading has been made in order to secure large orders. Orders taken this month have been somewhat smaller than those in October, and of the orders now on the books, the majority are for delivery within 60 days.

Manufacturers reporting in this district are operating at approximately the same rate as they were at this time last month, and present orders in most cases will insure operations for from 30 days to 4 months. Stocks of finished goods at the mills are moderate and in some cases light, as are also supplies of raw materials. Dealers state that stocks of finished lumber in the yards are moderate and increasing. The supply of both skilled and unskilled workers, although inadequate in a few instances, is in general sufficient.

Collections are from fair to good and are the same as they were in October and during the corresponding period of 1922.

The call for paints and varnishes has been from fair to good during the past month and in most cases is regarded as entirely seasonable. As was expected, the demand for nearly all classes of paint was better than during the month before. New building requirements and the desire of contractors to complete operations are at present the stimulating factors in the market, rather than plans for redecorating and repairing, which in many cases have been postponed.

Prices of both mixed paint and raw materials are in

general strong, although keen competition among producers of dry colors has resulted in some shading of quotations. Excess production has caused a decline in the price of black carbon, but quotations for lead pigments are mostly the same as those listed in October. Linseed oil is quoted at 88 cents per gallon, tank car price, for December delivery, which is one cent below the quotation prevailing at this time last month. Stocks of both finished goods and raw materials are from moderate to light, and in most cases are stationary, although in a few instances supplies of finished goods are beginning to increase, as is usual at this time of the year.

Reports vary as to the size of unfilled orders as compared with those for last month, but the majority state that they are unchanged. The greater number are for delivery within 60 days, but many are for up to and beyond 90 days. Manufacturers reporting to us are operating at an average of 73 per cent of capacity, and unfilled orders now on the books will insure the maintenance of this rate of production until January 1. Both skilled and unskilled labor is sufficient and in a few cases even plentiful.

Collections are fair, and though they have changed but little since last month, are more prompt than they were during the corresponding period of 1922.

The demand for plumbing supplies has been fairly good during the past month, but because of seasonal conditions it has not been as heavy as it was during October. Installations of heating equipment have been carried on at an active rate incidental to the closing of the season for this class of work, but the call for general plumbing supplies has not been as good as it was at this time last year. Building additions, alterations, and delayed work are responsible for a fair volume of small orders, which, though they do not greatly augment total sales, are profitable to the dealers. The total of unfilled orders is smaller than it was in October, and of those now on the books, the majority are for delivery within 60 days, although some are for up to and beyond 90 days.

Prices are weak in most cases, and some reductions are noted on soil pipe and fittings; but on a few other articles quotations have slightly advanced. Several manufacturers report that prevailing prices are being met with resistance. Stocks of both finished goods and raw materials are from moderate to light and in most cases are decreasing. In a few instances, however, supplies of finished goods are heavier than they were three months ago. Manufacturers in this district are operating at from 50 to 100 per cent of capacity, the average rate being near 80 per cent, which is much the same as that for last month. At the present rate of production, unfilled orders will insure operations for from 10 days to 5 months, the average being about 4 weeks. The supply of both skilled and unskilled labor is in general sufficient,

there being but few instances in which any scarcity of skilled workers is reported.

Collections are fair and in some cases even good. They are about the same as they were at this time last month, but as compared with those of the corresponding period of 1922, they are slightly poorer.

REAL ESTATE

Real estate dealers and operators state that the demand for houses and apartments is very good at present and that of the two, houses are in greater request. There is a shortage of private dwellings renting at from \$35 to \$75 per month, and the supply of apartments renting at these prices is not wholly adequate. The large number of apartment houses constructed during the late summer and fall, however, has greatly increased the number available at present, but rents for these are higher than those for houses, and prospective tenants naturally turn first to the dwelling market. Rents in general are about the same as they were at this time last year, but in some cases they have increased. Houses selling at from \$6,000 to \$9,000 are in greatest request, and of these there is likewise a shortage. Prices asked for both old and new houses are somewhat higher than those prevailing at this time last year. The price of building sites has not materially advanced during the last quarter, but desirable locations are becoming more difficult to obtain, especially within city limits. One real estate dealer observes that desirable industrial sites are scarce in the vicinity of Philadelphia, and that in several instances factories have been erected on ground considerably removed from railroad facilities.

Both operators and individual buyers are finding it increasingly difficult to finance their building operations and purchases. Many building associations have made loans up to their legal capacity, and the mortgage market is becoming stagnant. Some real estate dealers are making loans up to 60 per cent of the appraised value of the property, and first mortgages are taken on a basis of not more than 50 per cent of the selling price. The prevailing interest charged by dealers and brokers continues to be 6 per cent, and commission charges in this district average about 2 per cent. It is reported that as a result of the difficulty in securing funds, bonuses and high commissions are being paid in some cases in order to obtain financing accommodations. Trust companies reporting in this district say that applications for assistance in financing are much the same as they were during the third quarter, and are about equally divided between house and building construction. These companies are taking mortgages on property both finished and under construction for from 40 to 60 per cent of their own appraisal. In some cases, valuations are based on actual building costs; in others, they are founded on present market prices. Trust companies are also charging 6 per cent interest on mortgage loans, but are asking no com-

mission fees. Usually a very nominal fee is required to defray the expenses of appraising and of recording titles.

As a rule, operative builders build only for sale, excepting of course apartment houses, but several cases have been reported in which dwellings have been rented temporarily until such time as an improvement in the financing situation will enable the prospective purchasers to secure mortgage accommodations.

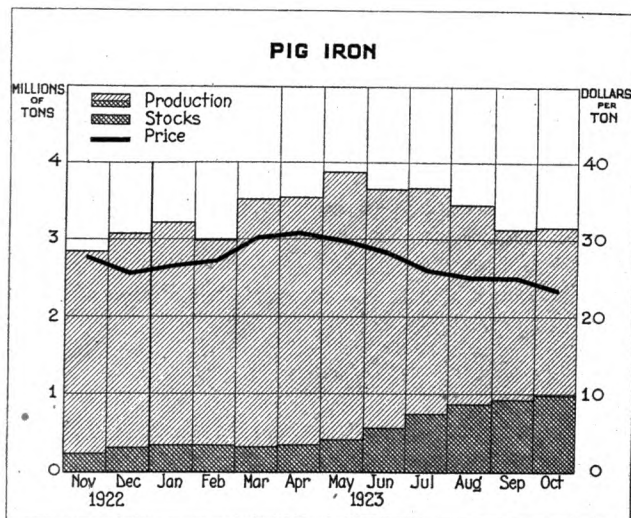
The supply of building materials is in most cases sufficient, and no difficulty is experienced in securing them. The supply of labor, in general, is adequate.

IRON AND STEEL

The past month has been marked by an encouraging increase in the number of inquiries for tonnages of both iron and steel. A distinct trend of forward buying is noticeable and though the general purchasing policy is still one of caution, many manufacturers are more optimistic than they have been for some time past. The demand for pig iron is better than it was last month, but continued production and increasing stocks have combined to make the market distinctly favorable to the buyer. Orders have been slow in forthcoming, on account of the weakness of prices. The feeling is prevalent among many producers in the steel industry that heavy future buying is imminent, but the present demand for most classes of steel is no better than it was at this time last month, and in some cases not as good. Manufacturers of iron and steel castings report that the call for their products has decreased since last month, and this is also true of plates and structural shapes. Machinery and tools are in fair request, and orders are being taken at about the same rate as they were in October. Good sales of light and heavy hardware have been made, most of the deliveries being to jobbers and building contractors. Locomotive manufacturers are taking sizable quantities of iron bars, and crude steel is also in fair demand. Automobile makers using sheet steel are placing occasional orders, but the call for this product is only moderate. The demand for miscellaneous materials is fair, but is no better than it was in October. Rails and railway materials were in good request on the first of the month, and contracts for substantial tonnages have been closed for 1924 delivery. For the seventh consecutive month, unfilled orders of the United States Steel Corporation have declined. The total for October was 4,672,825 tons, as compared with 5,035,750 tons for September, a reduction of 362,925 tons.

Production of steel ingots during October was maintained at very near the September level. The total output of the entire country was estimated at 3,547,956 gross tons, which, although greater than the figure for September, represents about the same daily average, when the difference in the number of working days is taken into consideration. During October, 3,149,158 gross tons of pig iron were produced by all furnaces, as against

3,125,512 gross tons in the month before. But the fact that October was a month of 31 days reduced the average daily output to 101,586 gross tons, which is the lowest for the year. Production is being curtailed, as will be seen in the accompanying chart, which depicts production and stocks on hand by months, together with the trend of prices since November, 1922.



The production of pig iron has shown a downward trend since last May, but stocks have been increasing since March. Figures for production represent the total for the United States, but those for stocks are obtained from only a fraction of the producing firms. Hence production and stocks for any one month are not comparable.

Sources—Iron Age and Department of Commerce

The total number of furnaces in blast on November 1, was 245, or ten less than were operating on the first of October. In this district one furnace was blown out and one blown in; consequently the total number of 34 furnaces now in operation is the same as it was last month.

Corporation producers are operating at an average of about 87 per cent of capacity and independent companies at nearly 70 per cent. Manufacturers of iron and steel in this district state that they are working at from 75 to 80 per cent of maximum output. Practically all of the reporting firms say that they are having no difficulty in making prompt deliveries. Stocks of finished goods in most cases show little change from those held last month. Stocks of pig iron, however, are increasing. Skilled workers are more scarce than are unskilled, but the supply of both, in most cases, is sufficient. On October 15 the total number of employes in 50 rolling mills and steel plants was .5 per cent greater than it was on the corresponding date in September, but in 76 foundries and machine shops the total figure declined 5.4 per cent. In the former case, the average wage increased 4.2 per cent; and in spite of the decrease in the number of workers in foundries and machine shops, the average wage was 1.9 per cent greater than on September 15.

There has been a slight reduction in prices of iron and

steel castings, iron bars, and plates and structural shapes, but although quotations are weak on some other classes of steel, prices are mostly unchanged from those quoted at this time last month. A few advances in the price of light rails and heavy steel scrap have offset reductions in other lines, according to the *Iron Age*, whose composite price for all steel products on November 13 stood at 2.775 cents per pound. This figure has remained constant for the past 18 weeks. The average price of pig iron on the same date, as computed by the above periodical, was \$20.77 per ton, as compared with \$22.96 per ton on October 23. On November 20, Philadelphia 2X pig iron was quoted at \$22.64 per ton, representing a reduction of \$1.12 from the price on October 23. During the same period the price of number 2 Valley Furnace pig iron declined \$2.00 and was last quoted at \$21.00 per ton.

Collections are from fair to good, but are not quite as satisfactory as they were during October.

COAL

The demand for domestic sizes of anthracite has been good during the past month, and winter supplies have been going into the individual bins at the same heavy rate as they did in October. Considerable difficulty is experienced, however, in disposing of steam sizes, and an effort is being made to stimulate consumption of these sizes by inducing domestic consumers to mix certain grades with stove and egg coal. The poor demand for steam coal is partly due to the use of bituminous as a substitute, and increasing tonnages of buckwheat and other steam grades are being stored by many companies.

Quotations for the domestic grades are unchanged, but prices of steam sizes are lower than they were at this time last month. Company stove coal is still quoted at from \$8.90 to \$9.25 per ton, f. o. b. mines, but independent prices on several grades of steam coal are from 15 to 75 cents less per ton, f. o. b. mines, than they were on October 22.

The observance of three holidays since October 27 was responsible for a decline in the production totals, which in October had averaged over two million tons weekly. During the week ending November 3, 1,373,000 tons were produced which, when actual working time is taken into account, indicates that the average rate of output was very near that of the week before. The following table shows the total output for the four weeks ending November 17 and for the corresponding four weeks of 1922.

Week ending	1923	1922
October 20	2,045,000 tons	2,039,000 tons
October 27	2,069,000 "	1,836,000 "
November 3	1,373,000 "	1,872,000 "
November 10	1,967,000 "	1,897,000 "

The mines are operated at a close to capacity schedule, but as has been the case since the end of the strike, reports state that there is some shortage of miners and helpers.

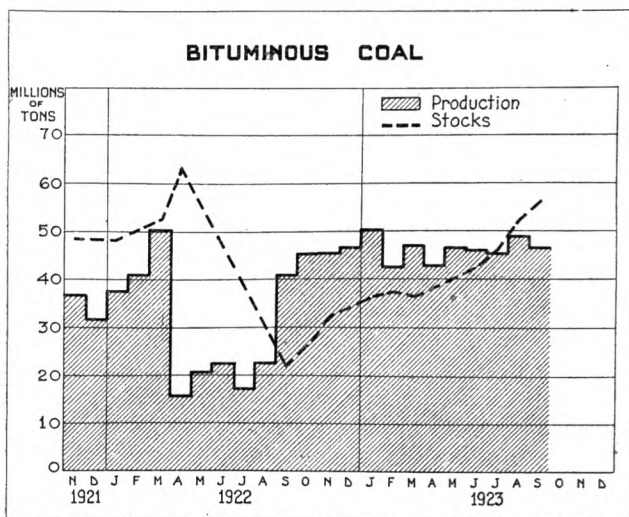
The status of the bituminous market is not as favorable as it was at this time last month, and the lack of demand for all grades which has existed for the past few months has caused some pessimism among operators and dealers in this district. Efforts to persuade consumers to purchase more bituminous coal have met with little success. The Geological Survey estimates that during the past twelve months, users have purchased more than they have consumed. If this is true, there is no immediate likelihood of an increase in demand. Railroads have already stored more than their average tonnages for this time of year, consequently few of them are in the market at present. The only bright spot in the situation is the fair demand in the South and Middle West, and one colliery in this district reports that wherever equipment is available, coal is being screened into prepared sizes and sent to those markets for household consumption.

Several reductions in prices have occurred during the month, and present quotations are far from stable. Some operators say that prices bid are below the cost of production, and that most of the coal now being delivered is going forward under contract prices, which are from \$1.00 to \$1.50 higher than spot quotations. On November 19 the spot price of Pool 10 coal was from \$1.70 to \$2.00, f. o. b. mines, as against \$1.85 to \$2.15 on October 22.

Production declined somewhat during the first two weeks in November, but this was largely on account of the cessation of work on three holidays. For the week ending November 3, the output was 10,547,000 tons, as compared with 10,919,000 tons during the week ending October 27. Notwithstanding the poor demand at the present time, the rate of production is high, and the output for the present year promises greatly to exceed the average output for the six preceding years. Production for the last four weeks and for the corresponding four weeks of 1922 is estimated by the Geological Survey as follows:

Week ending	1923	1922
October 20	10,694,000 tons	10,378,000 tons
October 27	10,919,000 "	10,683,000 "
November 3	10,547,000 "	10,666,000 "
November 10	10,737,000 "	10,147,000 "

Stocks continue to increase, and although precise figures are not available, the coal in storage throughout the country is doubtless considerably in excess of the 56,000,000 tons estimated as the amount held at this time last month. The chart on page 17 depicts the size of stocks by months as compared with production. It will



Although production of bituminous coal has been at a fairly steady rate since March, estimated commercial stocks have been steadily increasing. Present supplies over the entire country are greater than they have been at any time since April, 1922.

Sources—Department of Commerce and Department of Interior

be seen that the supply now on hand is in excess of the monthly rate of output.

Companies reporting to us are operating at from 33 1/3 to 100 per cent of capacity, but the average rate is only about 50 per cent, and some mines are operating but two or three days a week. Under these conditions, labor in practically all cases is sufficient, and in only one instance is any scarcity reported. Collections are from fair to good and are unchanged from those of last month.

The situation in the pig iron industry is reflected in the poor demand for coke in this market, and as blast furnaces

are by far the largest consumers, no improvement is expected until conditions change decidedly for the better. Most furnaces have

sufficient stocks on hand to last through the remainder of the year, but not many sales have been made thus far for more than first quarter requirements. For the fifth consecutive week, prices of both foundry and furnace grades have remained unchanged. On November 20 the spot price of Connellsville foundry coke was \$4.75 per net ton, and furnace coke was quoted on the same date at \$3.75 per net ton.

The estimated production of beehive coke during the four weeks ending October 27 totaled 1,158,000 net tons, or 160,000 less than the output during the corresponding four weeks in September. The production of only 256,000 net tons of beehive coke during the week ending

Week ending	1923	1922
October 6	312,000 net tons	173,000 net tons
October 13	284,000 " "	185,000 " "
October 20	286,000 " "	210,000 " "
October 27	276,000 " "	237,000 " "
November 3	269,000 " "	213,000 " "
November 10	256,000 " "	246,000 " "

November 10 established a new low record for the present year. In the preceding table, production figures are given for each of the past six weeks and for the corresponding weeks in 1922.

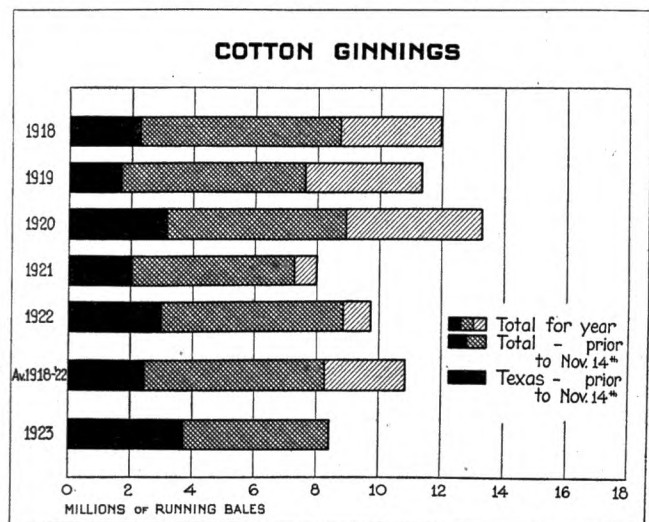
COTTON

The most striking feature of the raw cotton market during the past month has been the sharp increase in prices. Spot cotton advanced from

Raw Cotton 31.00 cents per pound on October 24 to 35.90 cents per pound on November 21, when quotations were 60 per cent higher than on July 31, at which time they touched the lowest point of the season. Factors affecting the supply of cotton were largely responsible for the rise, although demand factors were also important.

On November 2 the Department of Agriculture reduced its crop estimate from 11,015,000 bales to 10,248,000 bales. Generally unfavorable weather, excessive insect damage, and the heaviest abandonment of acreage on record, were the principal causes of this decrease. With a carry-over from last season of only 2,087,919 bales and with domestic consumption and exports totaling about eleven and a half million bales during the season of 1922-23 and about twelve million bales during 1921-22, this reduction of 767,000 bales in the size of the present crop is especially significant. Moreover, during the past month several private estimates have placed the crop at less than ten million bales, and its quality is regarded by many as being poor.

Reports of ginnings by the Department of Commerce are also of a bullish nature. That total ginnings have continued to run well below those of last year is indicated by the accompanying chart, which shows ginnings to November 14. Although in Texas 25 per cent more cotton was ginned prior to November 14, 1923, than up



Cotton ginnings prior to November 14, 1923, were 5.65 per cent smaller than last year, but were somewhat larger than the 5 year average. Texas ginnings are larger than in the past five years.

Source—Department of Commerce

to the same date last year, returns from "all other states" were 21 per cent smaller. Using the latest government estimate of the total crop as a basis for 1923, and the final returns for previous years, we find that 82.5 per cent of the cotton was ginned prior to November 14, 1923, as compared with 91.2 per cent in 1922, 91.2 per cent in 1921, and 67.2 per cent in 1920. It must be remembered, however, that the present crop in many states is believed to be late.

As a result of the above factors, both speculative and trade buying has been active, in spite of reports of curtailment of operations, of resistance to prices, and of poor business in cotton goods. Domestic consumption of cotton during October, according to government figures, was 541,825 bales, as compared with 483,852 bales during September, 1923, and 533,744 bales during October, 1922. In the three months ending October 31, this year, 1,517,281 bales were consumed by domestic mills, in contrast with 1,554,137 bales in 1922, while during the same period exports totaled 1,715,572 bales in 1923 and only 1,439,862 bales last year. As reported by the New York Cotton Exchange, total exports from August 1 to November 23 were 8.9 per cent greater in 1923 than in 1922. However, total world's takings of American cotton to November 23, as indicated by the following figures, were considerably smaller this year than last.

SUPPLY AND TAKINGS OF AMERICAN COTTON*

In bales	Season of 1923-1924	Season of 1922-1923	Season of 1921-1922
Visible supply, American, at end of previous season (July 31)	869,968	1,968,159	4,112,651
Crop in sight, American, on November 23.....	6,173,988	6,678,651	5,376,261
Total.....	7,043,956	8,646,810	9,488,912
Visible supply, American, on November 23.....	3,166,401	3,973,266	4,657,787
World's takings of American to November 23.....	3,877,555	4,673,544	4,831,125

*Figures compiled by New York Cotton Exchange.

In spite of the sharp advance in quotations on raw cotton during the past month, the demand for cotton yarns has shown but little improvement and is still rather quiet. Dealers state that although inquiries were more numerous, the volume of orders failed to show any substantial change. Because of unsatisfactory business in cotton goods and the fear that present quotations on raw cotton cannot be maintained, manufacturers in general hesitate to buy yarns in greater quantities than are needed for current use. The desire to reduce inventories at the end of the year has aggravated the situation. As a result, dealers report a decided lack of orders for future shipment, and the bulk of the business on the books is for spot delivery.

The dulness in cotton yarns seems to be general in all

branches of the trade. However, the demand for carded yarns is relatively stronger than that for combed. Mercerized yarns are in poor request. It is reported by some dealers that sales of weaving yarn to manufacturers of towels have been made in fair quantities.

In consequence of higher prices on raw cotton, quotations on cotton yarns have advanced notwithstanding the poor demand, and are from 11 to 14 per cent higher on carded and from 4 to 6 per cent higher on combed yarns than they were during the latter part of October. But price resistance on the part of buyers is marked, and some dealers have continued to grant concessions. Owing to poor business and the fact that dealers have moderate stocks of yarn bought at lower prices, dealers' quotations have tended to lag behind spinners', and increases by both have not as a rule kept pace with advancing prices of raw cotton.

Collections are but fair, dealers stating that some manufacturers are slow in paying their accounts.

Lack of confidence on the part of buyers in the maintenance of prices on finished products is one of the most disturbing factors in the cotton

Cotton goods goods industry. Increases in quotations on raw cotton and cotton yarns were followed by advances in cotton fabrics. But since distributors doubt their ability to merchandise goods at the higher prices, these advances have encountered decided resistance. As a result quotations on cotton goods have not kept pace with raw cotton prices. This is indicated by the fact that although cloth prices have again reached the level of last March, quotations on raw cotton are about 15 per cent higher. Since October 24 prices of raw cotton have increased 15.8 per cent, but gray goods advanced only from 5 to 8 per cent, and many finished goods have been sold at unchanged prices. Moreover, a large manufacturer of gingham reduced quotations by two cents per yard.

These factors have resulted in a situation whereby both the buyer and the seller have become very cautious with regard to future business. Buyers have for the most part kept their stocks as light as possible and bought mainly for current needs, and many manufacturers have refused to consider orders for future shipment except at higher prices. Consequently, most of the business on the books is for delivery within the next 60 days.

Although some producers of finished goods state that at present prices, which many consider unsatisfactory, cotton fabrics are selling freely, the majority find that demand ranges only from poor to fair. The trend of demand, moreover, is indefinite, since, as compared with last month, almost as many firms report a decrease as an increase. Seasonable goods such as flannels, flannelettes, and towels for the holiday season, have sold fairly well, orders being mainly for prompt shipment. Some manufacturers of towels, however, state that business is poor and that competition from southern mills is severe. The latter is also true of many other cotton goods, since, be-

cause of lower operating costs, southern mills can undersell eastern producers. Manufacturers of drapery and upholstery fabrics report that demand is fairly good, having increased during the month. But competition is keen, and some mills have cut prices.

Stocks of finished goods are in general moderately light, though in a few cases they are heavy. Stocks of yarn are moderate and are either stationary or decreasing. Reports on production vary, some plants having increased operations during the month, and others having reduced them. However, the majority of manufacturers have continued to operate from one half to three fourths of their equipment, and some are running at or near capacity. The supply of labor is in general sufficient.

Collections show little change since last month and range from fair to good.

WOOL

During the past month the Philadelphia raw wool market has been featured by larger sales, firmer prices, and a generally improved sentiment. Continued strength displayed at foreign wool auctions, notwithstanding the poor demand from this country, and decided improvement in sales in the Boston market, in addition to broadening local business, have been largely responsible for the better feeling. Although many spinners are still buying mainly for their current needs, as manifested by the fact that immediate deliveries are often specified, others are showing more disposition to buy for the future. Medium and low grade wools have, in general, comprised the greater part of the sales. But recently, more interest in fine wools has also been shown, especially for Ohio fine delaines.

Dealers are now less inclined to grant concessions, and in some instances quotations have been advanced. The bulk of the consigned wool in this market is being held for higher prices, and in this connection it must be remembered that as compared with quotations in foreign countries, domestic prices for raw wool are relatively low. Evidence of this is to be seen in the small imports of foreign wools into this country and the re-exporting of them.

Consequently stocks of wool in and afloat to the United

States have been reduced, as is shown by the table below. Total stocks on September 30, 1923, were 54,547,536 pounds smaller than they were last year, having declined 11.3 per cent since June 30, 1923. The latter was mainly due to the decrease in manufacturers' stocks, which declined 16.5 per cent, as compared with a shrinkage of only 6.5 per cent in the stocks held by dealers. During the third quarter of this year supplies of wool held by dealers in Philadelphia were reduced by 25.4 per cent, and on September 30 were 5,051,623 pounds smaller than they were last year.

Woolen and worsted yarns have continued in dull request, and business is "spotty." Because of the poor sales of men's wear fabrics for spring, and because the heavy weight season is still some

weeks distant, demand for weaving yarns for men's fabrics is especially quiet. Moreover, sales of yarns for dress goods, which were of fair volume last month, have diminished. And although the call for yarns for Axminster carpets is reported to be good, in most instances woolen carpet yarns are in only fair request.

But the market has not been entirely without improvement. Spinners of knitting yarns, which have sold more actively than weaving yarns, report that recently the demand for French spun knitting yarns and yarns for bathing suits has increased. Not only are spot sales larger, but some future orders have been placed. Of the business on the books, however, the majority is for delivery within the next 60 days, and most manufacturers continue to cover their immediate needs only. Still, a number of spinners have secured sufficient business to enable them to run most of their equipment without accumulating large stocks of finished goods. Prices, however, are very unsatisfactory to the spinner, and decided resistance to any advance is reported. As compared with last month, quotations are for the most part unchanged. Collections are fair.

Demand for woolen and worsted goods has shown some improvement during the past month but is not as strong as it was a year ago.

Woolen and worsted goods Many producers of women's fabrics have continued to report a fair volume of business, but the call for men's

WOOL STOCKS IN AND AFLOAT TO THE UNITED STATES*
(in pounds)

	Dealers				Manufacturers	Total
	Total	Boston	Philadelphia	All others		
September 20, 1923.....	216,864,338	126,048,294	23,503,276	67,312,768	180,395,847	397,260,185
June 30, 1923.....	232,032,947	147,555,952	31,537,599	52,939,396	215,989,803	448,022,750
March 31, 1923.....	174,150,542	119,682,792	25,341,283	29,126,467	235,787,655	409,938,197
December 31, 1922.....	177,715,894	117,552,127	23,203,634	36,960,133	250,767,717	428,483,611
September 30, 1922.....	206,303,157	127,517,286	28,554,899	50,230,972	245,504,564	451,807,721
June 30, 1922.....	181,203,498	108,167,907	24,039,626	48,995,965	225,081,781	406,285,279

*Departments of Commerce and of Agriculture.

fabrics, except overcoatings, which in some instances have sold well, is still unsatisfactory. Cassimeres are in poor request. In the dress goods division, sport fabrics and fancy goods have comprised the greater part of the business, the demand for staples being rather quiet. Satin twills and wool crêpes in checks, stripes, and distinctive colorings have in some cases been in fair request, although wool crêpes are not as active as they were in the previous season. The demand for camel's hair fabrics for women's cloakings continues to be good, and manufacturers have booked a satisfactory amount of orders for future delivery. But owing to the conservative policy of buyers, most of the business in both men's wear and dress goods is for prompt shipment. Of the orders on the books about three quarters are for delivery within the next 60 days.

It is noteworthy, however, that the number of unfilled orders is larger than it was last month, and that more than half of the firms reporting to this bank have increased operations and are running most of their equipment. But some mills, especially those making men's wear, are still operating on curtailed schedules. At the present rate of production unfilled orders will insure operations for from two to three months. Stocks of finished goods and raw materials in the hands of producers are moderate, but the former are stationary, while the latter are decreasing. Both skilled and unskilled labor is in adequate supply.

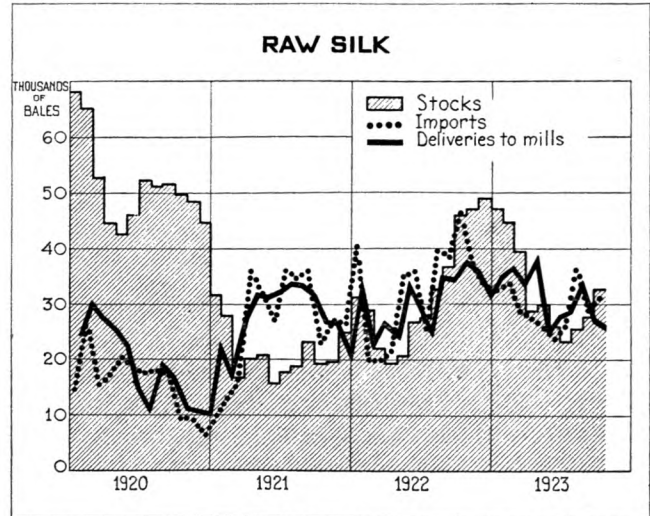
Quotations, though weak, show little change since last month. But considerable resistance to present prices is reported, and in order to move stocks some concessions have been granted. Collections range from poor to fair and are not as prompt as they were a year ago.

SILK

After quotations on raw silk had risen about 45 per cent during the first half of September, they again weakened and are now but slightly higher than they were before the earthquake.

Raw silk Both supply and demand factors have been responsible for this decline. Poor business in silk goods and in thrown silk caused manufacturers to buy raw silk very sparingly, and in many cases plant operations were curtailed. Moreover, shipments of raw silk from Japan and other countries have been larger than was generally expected. Consequently no scarcity of raw silk has developed, and notwithstanding lower prices, the demand is still quiet.

The accompanying chart shows that imports of raw silk into this country were somewhat larger during October than during September; in fact, imports exceeded deliveries to mills by 5,312 bales. As a result, stocks in American warehouses increased and were larger than at any time since March. Of the shipments received during October, 17,049 bales were Japanese silks.



After a sharp decrease during the first half of 1923, stocks of raw silk in American warehouses have again increased. No scarcity of raw silk has developed, owing to comparatively small deliveries to mills and larger imports than were anticipated.

Source—Silk Association of America

Unsettled prices have been one of the most disturbing elements in the silk goods business during the past few months. In consequence of the sharp increase in quotations on raw silk, following the earthquake, many manufacturers of silk fabrics, whose stocks of raw materials were for the most part rather light, raised their prices on finished goods. But demand for the latter was considerably reduced, and buyers in general refused to place orders in excess of their current needs. Since quotations on raw silk have again receded almost to the level of September 1, many producers have reduced prices on silk fabrics. During the month decreases ranged from 5 to 10 per cent. However, demand has not been stimulated as yet, and owing to considerable resistance to present prices, quotations are weak. In a quiet market, crêpes are in better request than other fabrics, and printed crêpes in conservative patterns are selling fairly well.

Notwithstanding the present slow demand, which is in part due to seasonal factors, producers expect a good spring business, and some manufacturers are operating for stock. As a result, supplies of finished goods are moderately heavy and are increasing. Stocks of raw materials are moderately light and are either stationary or decreasing. Operations in this district vary considerably, but the majority of producers are running only from 60 to 80 per cent of their equipment. Of twenty-two firms reporting to this bank, sixteen state that, as compared with a month ago, operations are unchanged, three that they have been curtailed, and three that they have increased. Although the supply of labor is in general sufficient, some scarcity of experienced help is still reported.

Collections are fair and show little change since last month.

Thrown silk, like silk fabrics, is in poor request, and the majority of producers state that demand has decreased since last month and is smaller than it was a year ago. For the most part, manufacturers of silk goods have purchased only enough thrown silk to cover their actual needs. Consequently most of the business on the books of throwsters is for delivery within the next 30 days. Rather than accumulate stock, however, producers have curtailed operations and are running only from 40 to 60 per cent of their equipment. Stocks of finished goods and of raw silk are light and are decreasing. But in spite of curtailment, more than half of the firms reporting to this bank state that skilled labor is scarce.

In sympathy with declining quotations on raw silk, prices of thrown silk have also been lowered, the reductions in some instances ranging from 5 to 20 per cent during the past month; and because of considerable resistance, quotations are still weak. With regard to collections, statements are conflicting, some throwsters reporting that they are slow and others that they are fairly good.

HOSIERY

Hosiery manufacturers have been confronted with another and a considerable change in the raw material markets during the past month. This has in some cases retarded business to no small extent, but in others it has improved conditions.

Raw silk and hosiery tram, both of which advanced sensationally during September and lost a considerable part of that gain during October, have continued to fall in price during November and have now almost reached the levels at which they were quoted before the Japanese disaster. Cotton and cotton yarns, including mercerized, have on the contrary advanced sharply and are selling at the highest prices of the season. Artificial silk, however, has remained unchanged throughout this period of disturbed quotations.

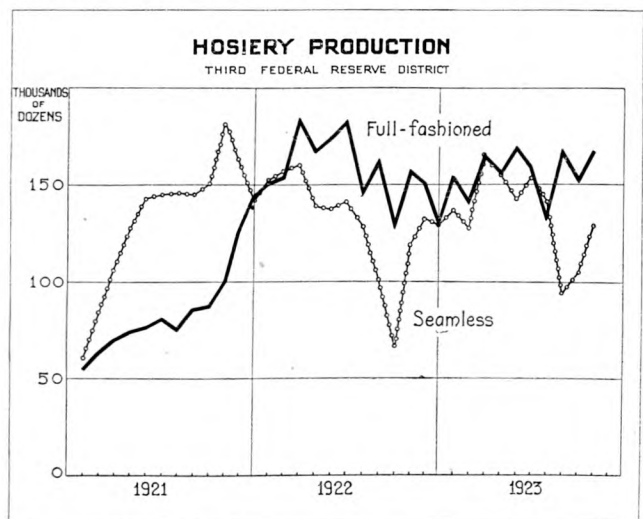
The result of these conditions is seen in a considerable increase in the use of artificial silk, usually in combination with either pure silk or mercerized cotton, but in some cases in hosiery made entirely of artificial silk. Pure silk hosiery, however, is now in increasing demand because of more satisfactory prices. The recent advance in the price of cotton has seriously affected mills whose principal output is cotton hosiery, and not only in this district but in the large southern mills it is reported that the amount of machinery that is idle has increased. The advance in the quotations for low-end hosiery will make it impossible to retail it at former prices, and this is a serious obstacle to trade. If, for instance, hosiery that has been retailing at 15 cents per pair must be increased to, let us say, 20 or 25 cents, the business in that trade will come virtually to a standstill. Therefore, all such advances are being resisted by both wholesaler and retailer.

HOSIERY INDUSTRY Third Federal Reserve District

(In terms of dozens of pairs)	Oct., 1923 compared with Sept., 1923	Oct., 1923 compared with Oct., 1922
Firms selling to the wholesale trade:		
Number of reporting firms—30		
Product manufactured during month	+19.4%	+11.3%
Finished product on hand at end of month	+ 6.7 "	+27.4 "
Orders booked during month	-34.0 "	-43.7 "
Cancellations received during month	+ 3.2 "	- 7.0 "
Shipments during month	+ 1.6 "	+ 1.9 "
Unfilled orders on hand at end of month	+ 2.6 "	-16.8 "
Firms selling to the retail trade:		
Number of reporting firms—9		
Product manufactured during month	+ 9.9 "	+11.4 "
Finished product on hand at end of month	- 5.5 "	+17.1 "
Orders booked during month	-19.6 "	-42.8 "
Cancellations received during month	-51.3 "	-36.3 "
Shipments during month	+ 6.8 "	+22.0 "
Unfilled orders on hand at end of month	-16.7 "	-18.6 "

Mills selling to the wholesale trade have in a considerable number of cases booked orders for delivery up to May, 1924. These sales include hosiery of many kinds, but men's and women's of silk and artificial silk combined, and infants' of mercerized cotton and of mercerized cotton and artificial silk in combination, are prominent in the sales for future delivery. Retail mills, however, have sold very little merchandise for delivery later than January.

The accompanying chart shows the monthly production by certain seamless and full-fashioned mills in this district since the beginning of 1921. During that year a



Since the end of the strike in 1921, the production of full-fashioned hosiery has been subject to less violent fluctuations than has seamless hosiery.

Source—Federal Reserve Bank of Philadelphia

strike in a number of the full-fashioned mills not only curtailed production of that kind of hosiery but increased the demand for seamless. Since 1921 more normal conditions have prevailed, and the seasonal variations are more clearly marked.

According to the report of the Department of Commerce, production again decreased in September as compared with the previous month, 372 mills producing 3,814,694 dozen pairs in September and 4,201,214 in August. Shipments also fell from 6,645,888 in August to 6,477,522 in September, but orders booked increased from 3,574,421 to 5,057,467 during the same periods; and unfilled orders were 8,351,988 dozen pairs on September 30, as compared with 7,488,878 on August 31.

In the Third Federal Reserve District production in October increased as compared with September and with October, 1922, in both wholesale and retail mills, as is shown in the table on page 21.

Collection reports vary greatly, some stating that they are good, others fair. But an increasing number are to the effect that collections have become slower and are poor.

UNDERWEAR

The past month has been a quiet one with manufacturers of underwear. Much of the business that was in prospect has been rendered impossible of acceptance by the manufacturer on account of the great increase in the cost of cotton yarns and the refusal of buyers to pay a proportionate advance for underwear. Some orders for winter weights, for stock replacement, it is true, have been booked, but in cases in which an advance in price was paid the advance was only a slight one. Buyers

may later on change their attitude, but so far they have looked upon the threatened shortage in the cotton crop with equanimity.

In spring weights, many of the wholesalers bought early in the season at prices which to-day must appear very attractive, but the amount sold by them to retailers is said to be comparatively small, and until a larger part of their purchases is contracted for, the wholesalers will probably take little interest in making further commitments.

Only a very few plants in this district are operating at capacity. Some are running at as low as 20 per cent and others at as high as 90 per cent, the probable average being about 65 per cent. Collections are the same as they were a month ago and are either fair or good.

In the preceding table the reports of firms in the Third Federal Reserve District are summarized.

FLOOR COVERINGS

The buying of carpets and rugs this season is very different in character from that of recent seasons. Few jobbers or retailers are placing orders for more than sixty days' requirements, and many are buying even more closely than that. This hesitancy on the part of buyers brings the carpet and rug industry in line with many others, and will result in manufacturers being compelled to carry stocks from which to fill orders for prompt shipment. In fact, some buyers have plainly told manufacturers that in placing their orders they will favor those who have the merchandise on hand and ready to ship.

During the past month orders for most weaves, except low grades such as art-squares and wool fibres, have been in good volume. The demand for Wiltons has improved, especially for worsteds; and manufacturers of Axminsters are kept busy filling orders, largely, however, for the lower grades. The request for carpets is increasing. Mills manufacturing tapestries report buying for both prompt delivery and delivery in January, and are as a rule running on full time; in fact, some are working part of their machinery overtime. Velvets too, are meeting with a fair market. In a word, now that prices have been named for the next few months and raw material markets keep so strong as to prevent any likelihood of an early lowering of quotations, buyers appear to be better satisfied with the situation. Some manufacturers, however, state that there is still resistance, on the part of buyers, to their present quotations.

Manufacturers of linoleums and of felt-base goods are producing and selling larger quantities than in any former year. The market for these goods is country wide, and that new outlets have been found is manifest. For felt-base lines an increasing export demand is reported, and more manufacturers are entering this field.

As the future activity of the floor covering industry is closely associated with that of building, some of the

UNDERWEAR INDUSTRY Third Federal Reserve District

(In terms of dozens)	Oct., 1923 compared with Sept., 1923	Oct., 1923 compared with Oct., 1922
Summer underwear		
Number of reporting firms—11		
Product manufactured during month	+45.1%	+28.4%
Finished product on hand at end of month	+33.6 "	-19.9 "
Orders booked during month	-38.0 "	- 5.7 "
Cancellations received during month		
Shipments during month	-26.3 "	+38.3 "
Unfilled orders on hand at end of month	- 3.5 "	+41.5 "
Winter underwear		
Number of reporting firms—9		
Product manufactured during month	+29.6%	+41.9%
Finished product on hand at end of month	+ 7.7 "	-26.7 "
Orders booked during month	+12.9 "	-18.2 "
Cancellations received during month		
Shipments during month	- 4.2 "	+30.3 "
Unfilled orders on hand at end of month	-29.2 "	+41.7 "

large producers have made investigations into the building situation and report that the prospects are good for a continuation of construction work in 1924 on a large scale. Collections in most lines of floor coverings are said to be either fair or good, and some firms report that they show an improvement over those of last month.

FURNITURE

Furniture manufacturers report that their products are in fair demand and that business is better than it was at the close of summer, but not so active as in November, 1922. Retailers of furniture are buying for immediate needs only, and few factories except those that have contracts for furnishing large hotels and apartment houses, have more than 30 days' business on hand. Because of the completion of many houses that were erected during the summer, the call for tables, chairs, bedroom suits, dining-room suits, parlor suits, etc., is fairly good. Producers of cheap furniture, however, state that the demand is not as heavy as had been expected, and makers of medium and high-priced furnishings are busier than the manufacturers of cheaper grades. The call for cabinets for the radio and phonograph industries is good, and desks and office furniture are selling in fair volume. In general, the present demand for furniture is fairly good, but little business for future delivery has been received. Reports to this bank show that the average of operations at factories in this district is 88 per cent of capacity.

Prices of furniture are firm and show little change from those of a month ago. Quotations on raw materials also are firm. Hardwoods, plate glass, glue, veneer, and varnishes have remained practically stationary in price during the past three months.

Stocks of furniture at most factories are moderate and are remaining stationary, although a few manufacturers are increasing them in anticipation of receiving large orders for next spring. Supplies of raw materials, too, are moderate.

Unskilled labor is in sufficient supply at all factories, but skilled labor is scarce. Some employers are offering slightly higher wages to secure cabinet makers and other skilled workmen, but in general wages are unchanged. Collections are reported as being fair and show no change since October.

LEATHER

Packers have disposed of a fair number of hides during the past month, but prices continue to decline in all descriptions in which the trading has reached good proportions. Quotations on cow-hides are particularly weak: branded hides fell $1\frac{1}{2}$ cents to 8 cents; heavy native $1\frac{1}{2}$ cents to $12\frac{1}{2}$ cents; and light native $2\frac{1}{2}$ cents to $9\frac{1}{2}$ cents. Heavy native steer hides

were not active, but are offered at $14\frac{1}{2}$ cents, a decline of a half cent. Buyers, however, are holding back. Texas steer hides declined $1\frac{1}{2}$ cents in both heavies and lights. Country hide markets are thoroughly demoralized, and prices have declined sharply during the month, heavy steers being lower by from 2 to 3 cents and heavy cows by $1\frac{1}{2}$ cents. As prices of these a month ago ranged from 11 cents down, the recent losses are severe.

American hides have now reached a price level at which some European buyers are becoming interested, although no large transactions are reported.

Calf skins have held fairly firm, packer skins and Chicago cities having sold at a decline of a half cent. Goat skins are lower in price than they were a month ago; the Calcutta market has dropped quite sharply, and other leading centers report weakness. Tanners' purchases have been confined largely to cheap spot lots suitable for trimming, and all such offerings are said to have been purchased. Only a few tanners are showing an interest in imports, many of them being content to let the market take its course and buying only when sales of kid justify it. Sheep skins from foreign countries are lower in price than they were earlier in the season by about 10 per cent, but the latest quotations indicate that the market is hardening. Prices of domestic sheep skins, however, have not receded from the higher level reached last spring.

The leather markets continue to be dull, with prices favoring the buyer. Shoe manufacturers are purchasing only for their immediate needs, and as these are said to be less than they were a month ago, the total volume of shoe leather sold is probably smaller than it was then. The curtailment in the production of heavy leathers which was inaugurated by the tanners last spring shows clearly in the following table, but that sales during September decreased even faster than production is evidenced by the increase in stocks.

September, 1923, as compared with August, 1923	Production during month	Stock at end of month
Backs, bends and sides	-17.9	+ .6
Belting butts	-13.6	+1.7
Offal, sole and belting	-11.3	+ .9

Belt makers state that although buying is entirely for early shipment, the volume of business is good. Prices are fairly well maintained, but an increased number of reports show that quotations are being shaded by some belt makers. But this is to be expected, as butts have declined in price considerably in recent months. In upper leathers too, with the exception of cattle side, production had begun to decrease in September, as is shown in the following table, and later reports indicate that further curtailment has since been accomplished. Stocks also decreased.

September, 1923, as compared with August, 1923	Production during month	Stock at end of month
Cattle side, upper.....	+ 2.8	-1.3
Calf and kip.....	- 2.7	-3.3
Goat and kid.....	} -12.7* {	-1.4
Cabretta.....		-3.8

*Production figures not separated.

In calf leathers, suede is still selling in fair volume, although the demand is much weaker than it was in early autumn. Calf grain leathers in black, in both heavy and light weights, are being bought by some manufacturers, but browns are in slackening request. For the tops of children's shoes considerable white calf leather is being called for. Kid leathers in black in the low grades continue in good demand, but total sales of this leather are disappointingly small, and some reported larger purchases lack confirmation. Sheep leathers are in fair request for trimming, lining, hat bands, and chamois, but the demand from glove manufacturers has decreased.

Manufacturers of shoes for women are receiving from week to week only a fair volume of orders, practically all of which call for delivery as soon as possible. No forward business of moment has been booked. Some reports of shading of prices have been received, but the reductions are slight and are made only by manufacturers who are anxious to keep their plants working until spring business begins. On December 1 the new wage scales go into effect in most Philadelphia factories, and in nearly all cases the cost of making shoes will be somewhat increased. The materials being used for present orders are patent leather, suede, grain calf, and for evening wear, satin and brocades.

In factories making children's shoes a considerable spring business has been received, and some are booked to capacity up to the end of April. Prices for these shoes are generally unchanged. Shoes with patent leather vamps and white or colored tops are popular, and grain calf is also largely used. Staple lines of footwear, such as are made by the larger producing companies, are reported to be in increased demand, which is probably due, in part at least, to certain reductions in price.

BOOT AND SHOE INDUSTRY
Third Federal Reserve District

Number of reporting firms—31 (In terms of pairs)	Oct., 1923 compared with Sept., 1923	Oct., 1923 compared with Oct., 1922
Product manufactured during month..	+ 9.6%	+ 7.3%
Shipments during month.....	- 1.7 "	- 3.3 "
Orders booked during month.....	+75.8 "	-29.5 "
Orders on hand at end of month.....	+16.6 "	+ 1.6 "
Cancellations received during month..	+37.6 "	-60.8 "
Stocks (unsold) on hand at end of month.....	+39.8 "	+35.4 "

As indicated by us last month, production of shoes in this country during September decreased as compared with that of last September. This is the first month in this year which did not run ahead of 1922. The September production figures are 27,471,695 pairs in 1923, and 28,288,169 in 1922. This total decrease of 817,000 pairs was more than exceeded by the decrease in leather shoes, which was 1,087,000 pairs. The classes described as "canvas, satin and other fabric" and "all others (slippers and miscellaneous)" both show considerable increases. Even so, however, production for nine months of 1923 is more than 35,000,000 pairs greater than that of the same period in 1922, and is only 53,000,000 pairs less than the total for the calendar year 1922.

RETAIL SHOE TRADE
Third Federal Reserve District

(In terms of dollars)

1. Net sales:

(a) Oct., 1923, as compared with Sept., 1923.....	+29.8%
(b) Oct., 1923, as compared with Oct., 1922.....	+ 8.8 "
(c) July 1 to Oct. 31, 1923, as compared with July 1 to Oct. 31, 1922.....	+ 5.1 "

2. Stocks (selling price):

(a) Oct., 1923, as compared with Sept., 1923.....	+ 3.4%
(b) Oct., 1923, as compared with Oct., 1922.....	+11.0 "

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

(a) July 1 to Oct. 31, 1923.....	2.6%
(b) July 1 to Oct. 31, 1922.....	2.9 "

Number of stores reporting above items:

1.....12	2.....10	3.....9
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Collection reports vary greatly. Some firms say that they are good, and more that they are fair; but the number reporting them as slow has increased considerably. In the Third Federal Reserve District the production of shoes by reporting firms during October, as shown in the preceding table, was 7.3 per cent greater than that of October, 1922. Orders at hand on October 31 were 1.6 per cent larger than at the same period a year ago.

At wholesale shoes have sold but poorly, according to preliminary reports for November. Distribution by retailers is said to be below expectation, and stocks have to be reduced before the retailer is willing to make further commitments. From the table on page 10 it will be seen that sales in October were larger by 4.2 per cent than in September, but that as compared with October, 1922, sales decreased 6.5 per cent.

Better sales of shoes at retail during the latter part of October brought the total for the month above that of October, 1922. During November, however, business in the stores is said to have been very spotty, and it is impossible to estimate how the total will compare with that of a year ago. But the large number of advertised sales may bring the hoped for increase.

The preceding table shows that sales by reporting firms in October were 29.8 per cent greater than those of September, and 8.8 per cent larger than in October, 1922. Stocks continue to be somewhat heavier than they were a year ago.

RUBBER

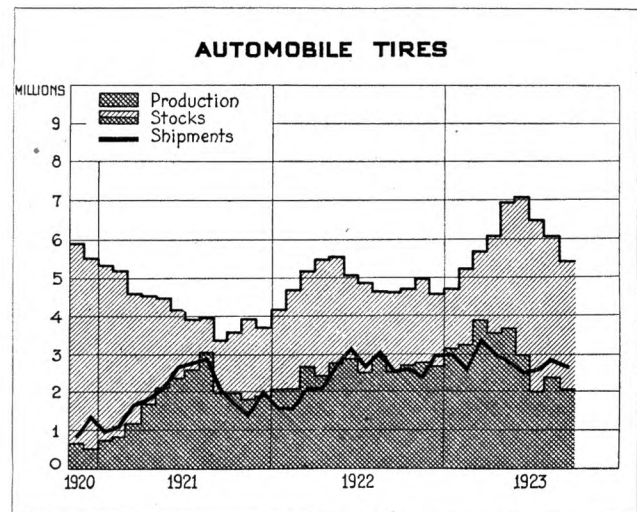
As the United States consumes about three quarters of the rubber used in the world and as the manufacture of tires accounts for about 80 per cent of domestic consumption, the fortunes of the crude rubber industry are linked more or less closely with those of the tire industry. Mainly because of the heavy production of rubber tires during the first five months of 1923, consumption of crude rubber in this country during that period was large. Imports of crude rubber, too, were of record proportions. But disappointing sales in tires caused a sharp curtailment of operations in the factories during June, and as a result, the demand for crude rubber was reduced.

Consequently, since imports continued heavy until July, stocks of crude rubber in this country increased. But during July, imports declined sharply, as is shown by the table below. Total imports during the first six months of the year were 39.1 per cent greater than in the same period of 1922, but during the third quarter imports were 27.2 per cent smaller than last year. Since prices are much higher this year than last, however, the total value of imports during the third quarter was considerably greater in 1923 than in 1922.

As a result of curtailed imports, supplies of crude rubber in the United States have again decreased and according to the Rubber Association of America, were 85,658 tons on September 30, in contrast with 100,885 tons on June 30. London stocks which increased from 47,600 tons on August 27 to 60,405 tons on November 12, chiefly because of smaller takings from this country, began to decline during the past month and on November 19 were 59,958 tons. Moreover, factory buying of crude rubber is reported to have improved and during October imports increased 52.4 per cent over those of the preceding month.

Therefore, prices of crude rubber which had declined to 26¼ cents per pound for first latex crêpe during October, have again strengthened and on November 22 that grade was quoted at 28½ cents. The average London price for the three months of August, September, and October was not sufficiently high to permit the release, after November 1, of 65 per cent of the "standard" production in Ceylon and Malaya, and consequently only 60 per cent will be released until the end of January, as was the case in the previous quarter.

Price revisions have continued to cause unsettled conditions in the rubber tire business. Following the reduction of quotations on 30 x 3½ inch tires during September, another change was made during October by which prices of large size tires were reduced and



Stocks of pneumatic casings, which because of a decline in shipments during the spring became exceptionally heavy in May and June, have since been reduced by curtailment of operations and increased shipments.

Source—Rubber Association of America

quotations on the small size were increased. Moreover, the trade discount for cash was decreased from 5 to 2 per cent, and it was announced that consumers' price lists would be abolished. Although raw materials and

IMPORTS OF CRUDE RUBBER INTO THE UNITED STATES*

Month	1923		1922		1921		1920	
	Quantity (in pounds)	Value (in dollars)	Quantity (in pounds)	Value (in dollars)	Quantity (in pounds)	Value (in dollars)	Quantity (in pounds)	Value (in dollars)
October.....	39,473,412	\$7,345,347	74,315,183	\$10,189,101	47,642,303	\$6,694,418	20,516,090	\$7,518,880
September.....	25,902,645	6,509,319	44,344,862	6,202,136	34,546,411	4,750,534	27,883,748	10,957,854
August.....	42,741,430	11,612,618	54,332,275	7,884,512	33,103,804	4,938,038	44,047,264	20,097,267
July.....	44,634,798	13,008,840	56,854,758	8,259,754	27,647,874	4,214,459	45,454,437	19,982,559
June.....	79,188,711	23,941,937	50,952,024	7,422,114	34,624,748	5,831,817	43,538,723	19,961,307
May.....	80,107,447	24,953,222	35,725,240	5,427,605	23,890,838	4,051,921	44,099,902	19,788,550
April.....	69,580,014	21,925,814	43,407,359	7,272,098	26,087,408	5,505,177	63,629,269	29,489,666
March.....	69,280,706	19,041,565	64,215,222	10,999,040	28,508,995	8,683,368	82,477,607	37,383,161
February.....	60,379,290	13,150,823	66,744,240	10,827,106	21,933,165	6,885,677	71,354,904	30,646,535
January.....	79,763,620	14,310,825	54,010,946	8,110,912	26,911,753	7,922,433	66,427,415	27,967,228

*Department of Commerce.

labor costs are comparatively high, tires are selling at about the lowest prices in the history of the country.

These reductions have been largely due to overproduction of tires, as is seen in the preceding chart. During the first six months of 1923, the production of pneumatic casings exceeded shipments by 18.8 per cent. As a result, stocks in the hands of manufacturers increased from 4,599,208 on December 31, 1922, to 7,040,600 on June 30, 1923. On that date they were larger than at any time in the past three years. But they have been reduced somewhat by curtailment of operations, and since June shipments of pneumatic casings have exceeded production.

As dealers have begun to place orders for tires under the spring dating plan, the demand has improved during the past month, and some producers state that business is fairly active, though at unsatisfactory prices. Deliveries on these orders will begin immediately or in the near future, but payment will not be made until spring. In consequence of the better demand, production has in some instances been increased, but it is still comparatively small. Collections are fair.

Mainly because of lessened activity in many industries, the demand for mechanical and hard rubber goods, which was good in August, has since diminished, and sales in a number of cases are reported to be from 10 to 25 per cent smaller. However, owing to large sales during the greater part of 1923, total sales of mechanical goods during the current year are in most instances considerably in excess of those of last year, and although consumers are buying more conservatively, demand is still fair. During the past month, spring dating orders have begun to come in, and consequently some manufacturers report that demand has increased. Municipalities have recently placed large orders for fire hose, and a few producers state that railroads are buying quantities of steam hose and other goods for winter use. Of the business on the books, the majority is for delivery within the next 60 days.

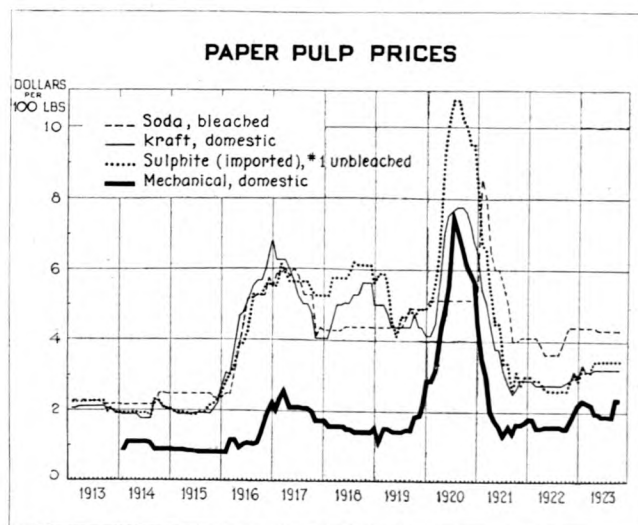
Factories making mechanical and hard rubber goods are in general operating about three-fourths of their equipment, although some are running at total capacity and a few are working overtime. Labor has been in sufficient supply. Wages are for the most part unchanged, but in isolated cases they have been somewhat reduced. In view of the fluctuation of quotations on raw cotton and rubber and the uncertain trend of demand, manufacturers are covering their future needs very cautiously, and as a result, supplies of raw materials are reported to be moderately light.

In spite of the sharp advance in quotations on cotton fabrics, prices of mechanical rubber goods have not been changed. But because of the keen competition for business, some underbidding is reported, especially when the size of the order is large. Collections are fairly good.

PAPER

The paper industry, in general, is in about the same condition as it was in October, but is not as active as in November, 1922. Some grades of paper are in better demand than they were last month, but other grades are in poorer request. Fine papers, particularly bond and writing papers, are more active than they were a month ago, but book papers show little improvement, and mills making these are operating at about 80 per cent of capacity. Buying for the holiday needs has stimulated the wrapping and kraft paper markets, and consequently sales exceed those of last month. But mills' stocks have been reduced only slightly. Manufacturers of tissues, toilet papers, and crepe towels report that business is exceptionally dull for this season of the year and that production at their mills has declined to 50 per cent of capacity. Manila papers and card boards are selling well, and manufacturers of these are operating at close to capacity. Envelopes are in fairly good demand, and most factories are running at 85 per cent. The call for box boards is not as heavy as it was a month ago and the manufacturers report that business during September, October, and November has been much smaller than it was in the same months of 1922. Practically all orders are for prompt shipment, and few mills have enough business on hand to insure their present rate of production for more than two weeks. Jobbers state that their sales are satisfactory and that fine, book, and wrapping papers are selling well. However, the uncertainty as to prices has caused consumers to buy more closely than at any time this year, and practically no orders for future delivery, except on newsprint papers, are being received.

Paper prices display considerable weakness. Newsprint and fine papers are the only grades that are hold-



With the exception of bleached soda pulp, all grades of paper pulp are higher in price than they were a year ago and all grades of pulp are higher than in pre-war years.

Source—Paper Trade Journal

ing firm. Some concessions to large buyers are being offered in the book grades, and coarse paper prices, particularly on heavy wrapping and kraft papers, are weak, because of heavy imports from Scandinavian countries. Nearly all grades of paper board are from 6 to 10 per cent cheaper than they were a month ago, and to large buyers concessions are offered on even these lower quotations. Mechanical pulp and all grades of chemical pulp, except kraft, are firm in price. Kraft pulp quotations are rather weak, and concessions in price are being offered.

The chart on page 26 of paper pulp prices shows how well prices have been sustained. Mechanical and sulphite pulps are higher than they were at any time last year, likewise kraft pulp; but the latter is cheaper than it was in February. Soda pulp is slightly lower than it was during last fall and the past winter.

Finished stocks at the mills vary from light to moderate and are remaining stationary. Supplies of raw materials are moderate. The supply of both skilled and unskilled labor is sufficient at the majority of mills, and wages are unchanged. Collections vary from fair to good and are much the same as they were a month ago.

PAPER BOXES

Chipboard and newsboard boxes are in good request, but the demand for corrugated boxes and for fibre shipping containers is poor. In general, the paper box industry is not so active as it was in November, 1922. Orders for boxes for the holiday trade are still large, but little new business of this class has appeared during the month, because the holiday season is almost over. The candy, building hardware, electrical supply, foodstuffs, shirt, and hosiery industries are at present the heaviest buyers. Manufacturers of perfumes and patent medicines are also placing big orders, but makers of underwear, shoes, and clothing are buying but lightly. Chip and newsboard box factories in this district are operating at about 85 per cent of capacity, and all orders are for delivery within 60 days. Manufacturers of corrugated boxes and of heavy shipping containers report that not only is the immediate demand light, but that the number of inquiries being received concerning new business is small. The amount of business on their books is considerably less than it was a month ago, and nearly all factories are running on a hand to mouth basis. Few manufacturers have more orders in hand than they can fill in a week at the present rate of production, which averages about 65 per cent of capacity.

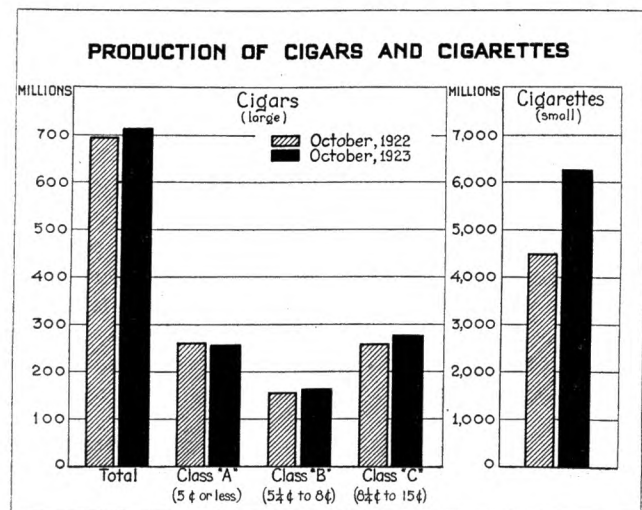
Paper box prices display considerable weakness, and competition, particularly in corrugated boxes and heavy containers, is severe. Nearly all grades of paper board are lower in price than they were in the middle of October, and concessions are freely offered to big buyers. Chipboard and newsboard, in the Philadelphia market, have declined to \$50 per ton, a drop of \$5 from the quotations of a month ago.

Stocks of finished boxes at the majority of factories are light, because of heavy deliveries on holiday orders during the month; and stocks of raw materials are moderate. At many chip and newsboard box factories the supply of both skilled and unskilled girl workers is short, but at the other paper box plants the labor supply is adequate. Wages, on the whole, show little change. Collections are fair and the same as they were a month ago.

CIGARS AND CIGARETTES

The demand for cigars and cigarettes is good and is greater than it was in October. Large manufacturers of nationally advertised cigars report their heaviest sales of the year, and several state that sales are larger than they were in November, 1922. The smaller manufacturers, too, find business better than it was last month, but very few report that their orders exceed those of a year ago. The majority of holiday orders have been filled; only orders to nearby distributors and for local needs are yet to be shipped. Class C cigars continue to be the best sellers; but B and D grades are also moving actively. The five-cent cigar is selling well, but it is not in as great demand as it was in November of last year.

Production in the cigar factories of this district varies from 75 to 100 per cent of capacity, the large manufacturers operating at about 90 per cent and the smaller at about 80 per cent. The majority of orders are for delivery before Christmas. American cigarettes are in heavy demand, and the factories making these are operating at close to capacity. Turkish cigarettes are in fair request and are selling better than they did last month or in November, 1922, and consequently factory operations have been increased to 75 per cent. The production of large cigars and cigarettes in October was greater than in October, 1922. The following chart, based upon sales of internal revenue



The total production of large cigars and of small cigarettes in October was larger than in October, 1922

stamps, shows how the output compares with that of last October.

Prices of cigars and cigarettes, in general, are firm and unchanged. Tobacco prices are higher than those prevailing in November, 1922, but they show little change since last month. The prices for 1923 Connecticut shade-grown tobacco have been announced by the packers and are practically the same as those paid for the 1922 packings.

Stocks of cigars at the factories are moderate and are decreasing, and supplies of raw materials are also moderate. The supply of both skilled and unskilled labor is sufficient at most factories, although some scarcity of girl workers still exists. Wages are unchanged. Collections range from fair to good and show little variation since October.

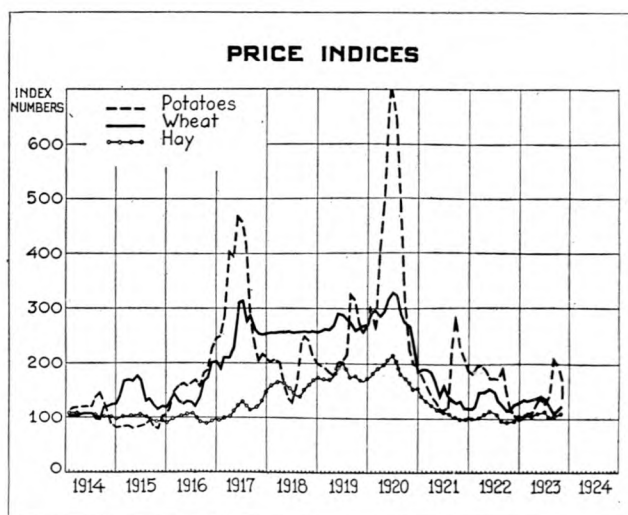
AGRICULTURE

The weather during the month has been favorable for the development of the winter crops. The stand of winter wheat is fair and much better than it was at this time last year. Owing to the late planting in many parts of the district the crop is not as high above the ground as it should be, but germination is heavy. The stand of cover crops is excellent, and pastures too are in good condition. The acreage planted to winter wheat is undoubtedly smaller than it was last fall, but no actual data on acreage will be available until next month. In some parts of the district the amount of fall plowing that has been completed is equal to that of a year ago, though in other counties, on account of the severe shortage of labor, it is much smaller and is below normal.

Harvesting is now virtually over. Late potatoes and pears and apples have been harvested, and about 80 per cent of the corn has been husked. This fall has witnessed a revival of the old fashioned husking bees, in which many farmers pool their labor and help each other harvest. Corn huskers are scarce, and the wages they demand are higher than ever before. In some counties the prevailing rate of pay is 10 cents per shock, as compared with 9 cents last year and 5 cents in 1921.

The preliminary estimates of the Department of Agriculture show that the total yields of the crops recently harvested are smaller than they were last year, except in the case of tobacco, pears, and cranberries. The per acre yield of white potatoes in New Jersey was about 44 per cent less than in 1922, and of sweet potatoes, 32 per cent less. In Pennsylvania, however, the per acre yield of these two crops was about the same as it was last year. In both states the yield per acre of corn was smaller than in 1922, but that of buckwheat was slightly higher.

Farm products are, in general, higher than they were a year ago. Wheat and hog prices, it is true, are lower,



The price of wheat is about the same as it was last fall and in the fall of 1914, but potatoes and hay are higher.

Source—Department of Agriculture

but corn, potatoes, hay, milk, cotton, sheep, beef cattle, tobacco, and fruit are higher. The farmers in this district, most of whom practise crop diversification, are undoubtedly in better financial condition than they have been at any time during the past four years. Despite higher wages and smaller yields per acre in many instances, net profits per acre of crops have been larger than they were last year, chiefly on account of higher prices. The preceding chart shows the trend of prices of some important crops from 1914 to date.

Practically all of the farmers in this district who buy beef cattle for winter fattening have now received their supplies, and reports from the Department of Agriculture state that they are taking about the same number as they did last year despite high corn prices. Reports from county agents state that the number of hogs slaughtered during this month has increased, and that the movement to market is slightly greater than it was a year ago. Some attribute this to high corn prices, but most of it is probably due to the increase in hog production which was started last fall.

Dairy herds are in good condition and about up to normal. Fall pastures have been good, and up to the first of the month it was necessary to feed the herds only light grain rations. However, nearly all dairymen are now feeding increased grain rations and silage to their cows. Milk prices on the first of the month declined sharply because of the heavy production of milk during October. The price paid to farmers at the Philadelphia milk shed on November 1 was $7\frac{1}{4}$ cents per quart as compared with $8\frac{1}{4}$ cents on October 1.

COMPILED AS OF OCTOBER 27, 1923

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