

THE BUSINESS REVIEW

THIRD FEDERAL
PHILADELPHIA



RESERVE DISTRICT
DECEMBER 1, 1924

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FEDERAL RESERVE BANK of PHILADELPHIA

SUMMARY OF BUSINESS CONDITIONS IN THE UNITED STATES

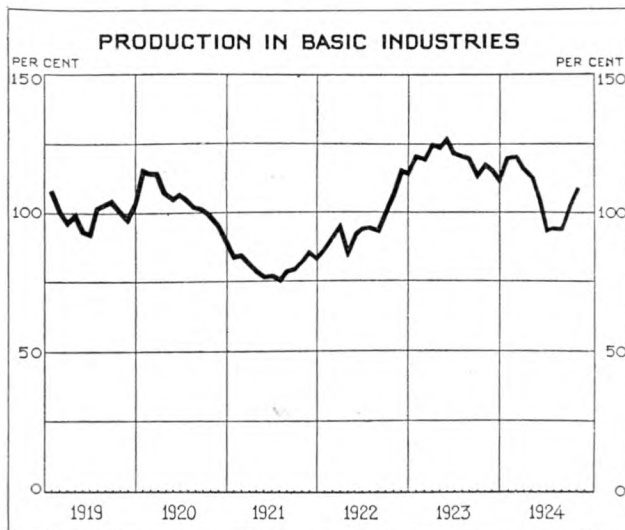
Production of basic commodities and factory employment showed further increases in October, and distribution of merchandise was in large volume. The general level of wholesale prices advanced, reflecting largely a rise in the prices of agricultural products.

The Federal Reserve Board's index of production in basic industries, adjusted to allow for seasonal variations, increased 6 per cent in October, and was 16 per cent above the low point of midsummer, though still considerably below the level of the early months of this year. Output of iron and steel, cotton and woolen textiles, lumber, and bituminous coal was substantially larger than the month before. Factory employment increased 2 per cent in October, reflecting larger working forces in most of the manufacturing industries. Building contract awards increased and were 14 per cent above a year ago.

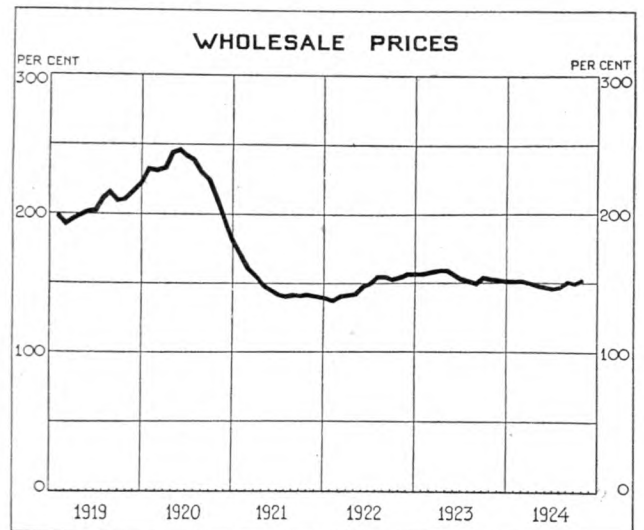
Crop estimates by the Department of Agriculture in November showed increases in the expected yields

of corn, cotton, tobacco, and potatoes. The movement of crops to market in October reached the largest volume in five years and exports of grain and cotton were in greater volume than in the corresponding month of any recent year.

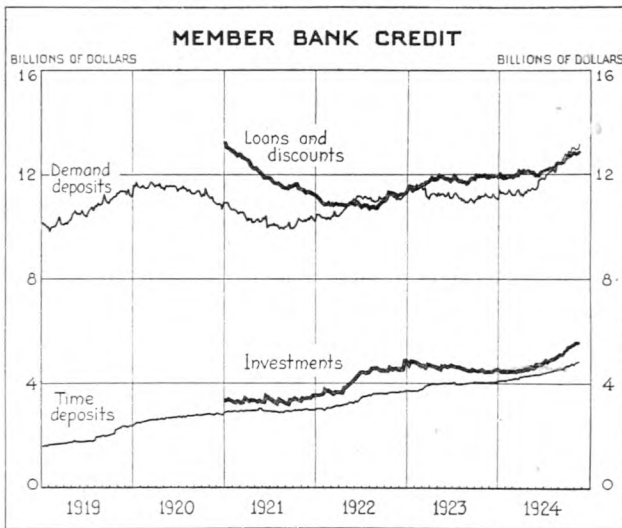
Railroad freight shipments were larger in October than in any previous month, owing to exceptionally heavy loadings of miscellaneous merchandise and grain. Wholesale trade increased slightly, but was 3 per cent less than in October, 1923. Sales of drygoods, shoes and hardware were considerably smaller than a year ago, while sales of groceries and drugs were larger. Department store sales showed a seasonal increase but were 4 per cent less than last year, and sales of mail order houses and chain stores also increased and were in greater volume than in 1923. In preparation for Christmas trade merchandise stocks at department stores increased substantially and were 2 per cent larger than a year ago.



Index of 22 basic commodities corrected for seasonal variation (1919=100). Latest figure—October, 109.



Index of U. S. Bureau of Labor Statistics (1913=100, base adopted by Bureau). Latest figure—October, 152.



Weekly figures for member banks in 101 leading cities. Latest figure—November 12.



Index for 33 manufacturing industries (1919=100). Latest figure—October, 91.5.

The wholesale price index of the Bureau of Labor Statistics rose 2 per cent in October as a result of considerable advances in the prices of farm products and foods, and slight increases in the prices of clothing and chemicals. Fuel and metal prices declined and prices of building materials and house furnishings were practically unchanged. During the first half of November quotations on all grains, cotton, silk, copper, and rubber advanced, while prices of raw sugar and bituminous coal declined.

Loans for commercial purposes at member banks in leading cities, which had increased rapidly from the beginning of September to the middle of October, advanced only slightly in the following four weeks. The growth of loans secured by stocks and bonds was also relatively small, notwithstanding great activity in the securities market. Holdings of invest-

ments by these banks continued the increase which began in the early months of the year. A large part of the increase in demand deposits during the four weeks ending November 12, when they were higher than at any previous time, was in bankers' balances, indicating a continued movement of funds to the large centers.

At the reserve banks an increase in earning assets was the result of larger offerings of acceptances, reflecting firmer money conditions. While discounts and holdings of United States securities remained practically unchanged during the four weeks ending November 19, the increase in acceptances carried total earning assets to the highest point since the early part of the year. Money in circulation increased in October for the third successive month and the total on November 1 was \$215,000,000 larger than in August.

Money rates continued to show a firmer tendency and by November 23 were generally from $\frac{1}{4}$ to $\frac{1}{2}$ of one per cent higher than in October.

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SUMMARY OF BUSINESS CONDITIONS IN THE THIRD FEDERAL RESERVE DISTRICT



A decided improvement in business sentiment has occurred during the past month, and this has been accompanied by a further quickening of commercial and industrial activity in this district as well as in the United States as a whole. Manufacturing operations continued to expand in October and production of basic commodities in the United States was 7 per cent higher than in the previous month. In Pennsylvania, New Jersey and Delaware, most of the important manufacturing industries showed an expansion in operations which was evidenced by the employment of larger labor forces and by increases in workers' earnings. Preliminary reports received by this bank indicate that, although industrial operations in many lines continued to increase in November, the rate of expansion has recently slackened somewhat.

The textile markets have been characterized by firm or rising prices for both raw materials and finished goods and in most lines by increased demand and more active trading. Raw cotton has been in greater demand, and consumption and prices have increased during the past month. Cotton mill operations in this district increased noticeably from September to October and more active trading in yarns and goods has been accompanied by generally higher prices. The woolen and worsted industry has also experienced an improvement in most lines; quotations have risen and mill activity has increased. Operations at woolen mills in the states of this district increased by from 10 to 15 per cent in October as compared with September. Trading in raw silk and in silk goods and thrown silk has continued fairly active and prices of raw and thrown silk have advanced somewhat. Hosiery, as well as carpet and rug manufacturers, also reported increasing demand accompanied by rising prices and expanding operations.

Improvement in the iron and steel industry is evident from a marked increase in the production of pig iron ingots and in the volume of unfilled orders of the United States Steel Corporation. Heavier production schedules in this district are shown by a gain in employment and larger earnings at steel works, blast furnaces and foundries. Better demand for iron and steel products has been accompanied by recent increases in quotations, especially of pig iron.

In many other industries as well, improved sentiment and greater activity are reported. Among those in which improvement is noted are leather, rubber tires and goods, paper and paper boxes, furniture and cigars. The sugar market continues dull and prices of both raw and refined have weakened recently. Demand for bituminous coal and coke is also reported as unsatisfactory.

Building activity in this district improved somewhat in October and was also considerably greater than it was a year ago. Among the building materials, paint and lumber are in better demand than they were last month or last year. Bricks and plumbing supplies, on the other hand, are in only fair demand and a few price concessions have been made.

Harvesting of crops in this district has been almost completed. Although the Department of Agriculture estimates smaller yields of some crops than in 1923, most of the products grown in this district are higher in price than they were a year ago, so that agricultural conditions are generally satisfactory. Recent rains have favored winter wheat and cover crops and the condition of these products is now nearly normal.

Active distribution of goods in this district is indicated by a further increase in car loadings in the Allegheny district in October, although the number of cars loaded was less than in the same period of last year. Wholesale trade was also larger in most lines than in the previous month, but with the exception of groceries and paper the volume was less than in October, 1923. Preliminary information indicates that a further improvement has taken place in November. Retail trade has also been more active; the recent cold weather has been a decided stimulant to fall buying.

EMPLOYMENT AND WAGES

In October a further increase occurred in employment and wages at manufacturing establishments in Pennsylvania, New Jersey and Delaware. The 1,020 establishments included in our survey reported an advance in employment of 2.0 per cent and in per capita earnings of 1.5 per cent. As changes in wage rates were few, this indicates that industrial operations expanded about 3.5 per cent between September and October.

**EMPLOYMENT AND WAGES
IN PENNSYLVANIA, NEW JERSEY AND DELAWARE**

| Group and industry | Number of plants reporting | Number of wage earners week ended | | | Total weekly wages week ended | | | Average weekly earnings week ended | | |
|--|----------------------------|-----------------------------------|----------------|-----------------|-------------------------------|--------------------|-----------------|------------------------------------|----------------|-----------------|
| | | Oct. 15, 1924 | Sept. 15, 1924 | Per cent change | Oct. 15, 1924 | Sept. 15, 1924 | Per cent change | Oct. 15, 1924 | Sept. 15, 1924 | Per cent change |
| All industries: (48) | 1,020 | 365,631 | 358,467 | + 2.0 | \$9,403,224 | \$9,085,457 | + 3.5 | \$25.72 | \$25.35 | + 1.5 |
| Metal manufactures: | 345 | 170,324 | 167,150 | + 1.9 | 4,537,845 | 4,373,572 | + 3.8 | 26.64 | 26.17 | + 1.8 |
| Automobiles, bodies, and parts... | 23 | 7,127 | 6,629 | + 7.5 | 193,799 | 181,554 | + 6.7 | 27.19 | 27.39 | - 0.7 |
| Car construction and repair..... | 15 | 13,858 | 13,945 | - 0.6 | 394,113 | 363,426 | + 8.4 | 28.44 | 26.06 | + 9.1 |
| Electrical machinery and apparatus..... | 41 | 19,025 | 17,243 | + 10.3 | 464,844 | 418,422 | + 11.1 | 24.43 | 24.27 | + 0.7 |
| Engines, machines, and machine tools..... | 36 | 11,212 | 11,496 | - 2.5 | 297,079 | 289,441 | + 2.6 | 26.50 | 25.18 | + 5.2 |
| Foundries and machine shops..... | 72 | 11,966 | 11,193 | + 6.9 | 310,340 | 286,291 | + 8.4 | 25.94 | 25.58 | + 1.4 |
| Heating appliances and apparatus..... | 18 | 5,619 | 5,735 | - 2.0 | 172,430 | 180,830 | - 4.6 | 30.69 | 31.53 | - 2.7 |
| Iron and steel blast furnaces..... | 10 | 12,487 | 12,120 | + 3.0 | 347,138 | 312,562 | + 11.1 | 27.80 | 25.79 | + 7.8 |
| Iron and steel forgings..... | 13 | 4,509 | 4,430 | + 1.8 | 108,085 | 102,925 | + 5.0 | 23.97 | 23.23 | + 3.2 |
| Steel works and rolling mills..... | 46 | 43,901 | 43,335 | + 1.3 | 1,175,062 | 1,146,663 | + 2.5 | 26.77 | 26.46 | + 1.2 |
| Structural iron works..... | 11 | 2,653 | 2,964 | - 10.5 | 68,691 | 83,575 | - 17.8 | 25.89 | 28.20 | - 8.2 |
| Miscellaneous iron and steel products..... | 45 | 25,066 | 24,840 | + 0.9 | 653,472 | 641,078 | + 1.9 | 26.07 | 25.81 | + 1.0 |
| Shipbuilding..... | 9 | 9,661 | 9,929 | - 2.7 | 256,725 | 268,593 | - 4.4 | 26.57 | 27.05 | - 1.8 |
| Non-ferrous metals..... | 6 | 3,240 | 3,291 | - 1.5 | 96,067 | 98,212 | - 2.2 | 29.65 | 29.84 | - 0.6 |
| Textile products: | 243 | 69,022 | 65,847 | + 4.8 | 1,545,845 | 1,395,475 | + 10.8 | 22.40 | 21.19 | + 5.7 |
| Carpets and rugs..... | 13 | 3,419 | 3,188 | + 7.2 | 94,492 | 82,195 | + 15.0 | 27.64 | 25.78 | + ? |
| Clothing..... | 32 | 6,210 | 6,010 | + 3.3 | 112,707 | 107,681 | + 4.7 | 18.15 | 17.92 | + 1.3 |
| Hats, felt and other..... | 7 | 5,101 | 5,173 | - 1.4 | 114,845 | 118,717 | - 3.3 | 22.51 | 22.95 | - 1.9 |
| Cotton goods..... | 23 | 6,654 | 6,304 | + 5.6 | 149,868 | 142,313 | + 5.3 | 22.52 | 22.58 | - 0.3 |
| Silk goods..... | 67 | 18,578 | 17,845 | + 4.1 | 387,771 | 341,786 | + 13.5 | 20.87 | 19.15 | + 9.0 |
| Woolens and worsteds..... | 31 | 11,808 | 10,559 | + 11.8 | 279,972 | 241,340 | + 16.0 | 23.71 | 22.86 | + 3.7 |
| Knit goods and hosiery..... | 44 | 9,011 | 8,583 | + 5.0 | 192,838 | 166,393 | + 15.9 | 21.40 | 19.39 | + 10.4 |
| Dyeing and finishing textiles..... | 18 | 6,222 | 6,110 | + 1.8 | 170,809 | 152,437 | + 12.1 | 27.45 | 24.95 | + 10.0 |
| Miscellaneous textile products..... | 8 | 2,019 | 2,076 | - 2.7 | 42,543 | 42,613 | - 0.2 | 21.07 | 20.53 | + 2.6 |
| Foods and tobacco: | 87 | 27,837 | 28,095 | - 0.9 | 624,524 | 650,539 | - 4.0 | 22.44 | 23.15 | - 3.1 |
| Bakeries..... | 20 | 3,899 | 3,819 | + 2.1 | 106,688 | 104,226 | + 2.4 | 27.36 | 27.29 | + 0.3 |
| Canneries..... | 9 | 4,316 | 4,663 | - 7.4 | 87,390 | 107,435 | - 18.7 | 20.25 | 23.04 | - 12.1 |
| Confectionery and ice cream..... | 21 | 6,549 | 6,319 | + 3.6 | 137,409 | 129,751 | + 5.9 | 20.98 | 20.53 | + 2.2 |
| Slaughtering and meat packing..... | 12 | 2,641 | 2,608 | + 1.3 | 73,099 | 71,293 | + 2.5 | 27.68 | 27.34 | + 1.2 |
| Sugar refining..... | 4 | 4,022 | 4,223 | - 4.8 | 120,721 | 137,187 | - 12.0 | 30.02 | 32.49 | - 7.6 |
| Cigars and tobacco..... | 21 | 6,410 | 6,463 | - 0.8 | 99,217 | 100,647 | - 1.4 | 15.48 | 15.57 | - 0.6 |
| Building materials: | 78 | 21,845 | 21,451 | + 1.8 | 632,956 | 604,766 | + 4.7 | 28.97 | 28.19 | + 2.8 |
| Brick, tile and terra cotta products..... | 22 | 3,271 | 3,288 | - 0.5 | 85,941 | 81,442 | + 5.5 | 26.27 | 24.77 | + 6.1 |
| Cement..... | 15 | 8,014 | 7,999 | + 0.2 | 238,688 | 232,443 | + 2.7 | 29.78 | 29.06 | + 2.5 |
| Glass..... | 25 | 6,145 | 5,782 | + 6.3 | 169,071 | 147,996 | + 14.2 | 27.51 | 25.60 | + 7.5 |
| Pottery..... | 16 | 4,415 | 4,382 | + 0.8 | 139,256 | 142,885 | - 2.5 | 31.54 | 32.61 | - 3.3 |
| Chemicals and allied products: | 75 | 28,984 | 28,601 | + 1.3 | 854,933 | 873,648 | - 2.1 | 29.50 | 30.55 | - 3.4 |
| Chemicals and drugs..... | 41 | 7,630 | 7,580 | + 0.7 | 208,242 | 204,577 | + 1.8 | 27.29 | 26.99 | + 1.1 |
| Explosives..... | 10 | 2,693 | 2,624 | + 2.6 | 74,120 | 69,986 | + 5.9 | 27.52 | 26.67 | + 3.2 |
| Paints and varnishes..... | 13 | 1,352 | 1,300 | + 4.0 | 35,509 | 33,558 | + 5.8 | 26.26 | 25.81 | + 1.7 |
| Petroleum refining..... | 8 | 16,426 | 16,237 | + 1.2 | 510,314 | 540,973 | - 5.7 | 31.07 | 33.32 | - 6.8 |
| Coke..... | 3 | 883 | 854 | + 3.4 | 26,748 | 24,554 | + 8.9 | 30.29 | 28.75 | + 5.4 |
| Miscellaneous industries: | 192 | 47,619 | 47,323 | + 0.6 | 1,207,121 | 1,187,457 | + 1.7 | 25.35 | 25.09 | + 1.0 |
| Lumber and planing mill products..... | 8 | 2,448 | 2,627 | - 6.8 | 47,839 | 50,839 | - 5.9 | 19.54 | 19.35 | + 1.0 |
| Furniture..... | 21 | 3,092 | 2,995 | + 3.2 | 78,418 | 75,172 | + 4.3 | 25.36 | 25.10 | + 1.0 |
| Musical instruments..... | 6 | 8,514 | 8,497 | + 0.2 | 228,813 | 229,968 | - 0.5 | 26.87 | 27.06 | - 0.7 |
| Leather tanning..... | 32 | 7,493 | 7,247 | + 3.4 | 194,728 | 183,084 | + 6.4 | 25.99 | 25.26 | + 2.9 |
| Leather products..... | 8 | 613 | 570 | + 7.5 | 13,442 | 12,959 | + 3.7 | 21.93 | 22.74 | - 3.6 |
| Boots and shoes..... | 29 | 5,321 | 5,370 | - 0.9 | 103,882 | 104,687 | - 0.8 | 19.52 | 19.49 | + 0.2 |
| Paper and pulp products..... | 22 | 5,405 | 5,430 | - 0.5 | 137,730 | 131,646 | + 4.6 | 25.48 | 24.24 | + 5.1 |
| Printing and publishing..... | 24 | 3,641 | 3,570 | + 2.0 | 115,224 | 114,004 | + 1.1 | 31.65 | 31.93 | - 0.9 |
| Rubber tires and goods..... | 18 | 5,321 | 5,287 | + 0.6 | 147,089 | 146,667 | + 0.3 | 27.64 | 27.74 | - 0.4 |
| Novelties and jewelry..... | 11 | 2,366 | 2,320 | + 2.0 | 58,549 | 53,115 | + 10.2 | 24.75 | 22.89 | + 8.1 |
| All other industries..... | 13 | 3,405 | 3,398 | + 0.2 | 81,407 | 85,316 | - 4.6 | 23.91 | 25.11 | - 4.8 |

Although most of the 48 industries included in the survey showed improvement, the textile products industries recorded the greatest advances. Employment in woolen and worsted mills was 11.8 per cent greater than in September, and carpet and rug mills, cotton mills and knit goods establishments all showed increases of more than 5 per cent. Per capita earnings also increased in nearly all these industries, indicating greater operating schedules.

Among the other industries showing marked improvement from September to October were automobiles, electrical machinery, foundries and machine shops, glass and leather products. A falling off in employment was reported by a few industries, notably structural iron work, canneries, and lumber and planing mill products.

FINANCIAL CONDITIONS

In the four weeks ended November 12, secured loans of reporting member banks in the Third District increased considerably, so much so that a material decrease in all other (largely commercial) loans was overshadowed, with the result that total loans advanced to a point higher than any reached in the past three years. Larger investments, too, are reported by these banks. Turning to the Federal Reserve Bank, an increase in discounts and in other earning assets is noted, which raised the total of earning assets from 59 to 74 millions. Larger note and deposit liabilities, combined with a marked decrease in cash reserves, carried the reserve ratio down from 87.1 to 81.3 per cent.

Money rates at New York are firmer than they were a month ago, as the table shows. The offering rate for bankers' acceptances and the rate for commercial paper advanced $\frac{1}{4}$ of one per cent and call money renewals $\frac{1}{2}$ of one per cent. These advances did not deter the stock market from recording unusual activity after the election, and in the midst of exceedingly heavy trading many stocks reached new high points for the year. The average price of 40 bonds rose slightly, but Liberty bonds declined.

Larger purchases of bankers' acceptances by the Federal Reserve Bank of Philadelphia in the latest period (October 16 to November 12) were reported by 5 dealers, but other banks purchased little, and total weekly sales were smaller than in the corresponding period of last year. Accepting banks in this district executed \$6,738,000 of these bills in the month ended November 10; this is the largest total turned in by these banks since the reports were started in March, 1921. Dealers' transactions are summarized in the table of financial statistics.

During late October and the first week of November, sales of commercial paper in this district were small.

Subsequently the demand in **Commercial paper** creased somewhat, although only a few banks in the city participated in the buying. Some of the larger country banks also have purchased, but the smaller ones find the rate too low. A fair proportion of the transactions was at $3\frac{1}{4}$ per cent although a number of banks would not buy below $3\frac{1}{2}$ per cent and have been able to secure a fair amount of desirable paper at that rate. Some dealers report that more notes have been received by

FINANCIAL STATISTICS

Third Federal Reserve District

| All figures except percentages in thousands of dollars | Latest | Change in course of | |
|--|-----------|---------------------|----------|
| | | One month | One year |
| Reporting member banks: | | | |
| Secured loans..... | 312,400 | +18,500 | +38,600 |
| All other loans..... | 379,900 | - 9,600 | +26,200 |
| Total loans..... | 692,300 | + 8,900 | +64,800 |
| Investments..... | 365,900 | + 9,900 | +76,700 |
| Total loans and investments..... | 1,058,200 | +18,800 | +141,500 |
| Total deposits..... | 966,900 | +25,000 | +166,100 |
| Federal Reserve Bank: | | | |
| Bills discounted..... | 22,700 | + 4,900 | -28,500 |
| Other earning assets..... | 50,800 | + 9,900 | +11,100 |
| Total earning assets.... | 73,500 | +14,800 | -17,400 |
| Fed. res. note circul..... | 155,200 | + 3,300 | -57,500 |
| Total deposits..... | 132,100 | + 2,500 | +13,800 |
| Cash reserves..... | 233,600 | -11,600 | -26,300 |
| Reserve ratio..... | 81.3% | - 5.8% | + 2.8% |
| Debits (banks in 18 cities)*. | 561,934 | +58,707 | +90,586 |
| Savings deposits (99 banks). | 537,900 | + 3,900 | +38,100 |
| Bankers' acceptances:† | | | |
| Purchases by 5 dealers... | 811 | - 284 | - 399 |
| Sales by 5 dealers— | | | |
| To Fed. Res. Bank.... | 1,449 | + 975 | - 1,622 |
| To others..... | 224 | - 282 | - 62 |
| Executed by 12 banks‡..... | 6,738 | + 700 | + 819 |

New York City

| Actual figures in all columns | Nov. 21, 1924 | Month ago | Year ago |
|---------------------------------|-----------------------------------|------------------------|------------------------|
| Money rates: | | | |
| Commercial paper..... | $3\frac{1}{4}$ - $3\frac{1}{2}$ % | 3 - $3\frac{1}{4}$ % | $5\frac{1}{4}$ % |
| Bankers' acceptances..... | $2\frac{1}{2}$ % | $2\frac{1}{4}$ % | 4 - $4\frac{1}{8}$ % |
| Call money renewals..... | $2\frac{1}{2}$ % | 2% | $4\frac{3}{4}$ % |
| Security price averages: | | | |
| 20 industrial stocks..... | \$109.63 | \$101.85 | \$92.17 |
| 20 railroad shares..... | 95.77 | 88.12 | 81.45 |
| 40 bonds..... | 90.84 | 90.77 | 86.73 |
| 4 Liberty bonds..... | 101.56 | 102.26 | 98.16 |

* Weekly totals. † Weekly averages. ‡ Total for month ending 10th.

them recently and that lists are now fairly full, but the lists of others are small.

During October the sales of five dealers in this district totalled \$8,510,000, as compared with \$9,685,000 in September and \$7,830,000 in October, 1923. The amount sold to Philadelphia institutions was \$5,090,000 and to outside banks \$3,420,000. The lowest rate at which business was closed was 3 per cent and the highest $4\frac{3}{4}$ per cent, and, as in recent months, the only sales above 4 per cent were of paper ineligible for rediscount. More than half of the total was sold at $3\frac{1}{4}$ per cent. The second largest volume was at 3 per cent followed by those at $3\frac{1}{2}$ and $3\frac{3}{4}$ per cent. The amount sold at 4 per cent and over was only 2 per cent of the total.

An increase of 0.7 of one per cent in savings deposits during October was reported by 99 banks in the Third District. Percentage **Savings deposits** changes by cities follow:

| SAVINGS DEPOSITS | | | |
|--------------------------------|---------------------------|-------------------------------------|---------------|
| Third Federal Reserve District | | | |
| Cities | Number of reporting banks | Changes Nov. 1, 1924, compared with | |
| | | Previous month | Previous year |
| Allentown | 9 | + .02% | + 8.5% |
| Altoona | 5 | + .2 " | +13.5 " |
| Bethlehem | 5 | +6.0 " | +14.8 " |
| Chester | 5 | + .8 " | + .6 " |
| Easton | 6 | + .3 " | +16.7 " |
| Harrisburg | 4 | +2.8 " | + 3.3 " |
| Johnstown | 4 | +1.4 " | + 2.6 " |
| Lancaster | 3 | +1.9 " | +17.5 " |
| Philadelphia | 9 | + .3 " | + 6.1 " |
| Reading | 3 | -2.9 " | +11.3 " |
| Scranton | 6 | +4.0 " | +14.7 " |
| Trenton | 6 | +1.1 " | +12.0 " |
| Wilkes-Barre | 5 | +1.0 " | + 6.6 " |
| Williamsport | 4 | - .1 " | - .2 " |
| Wilmington | 6 | + .4 " | + 5.9 " |
| York | 5 | + .9 " | +17.7 " |
| Others | 14 | + .4 " | + 8.2 " |
| Totals | 99 | + .7% | + 7.6% |

RETAIL TRADE

The advent of cold weather has proved to be a stimulant to retail trade and sales during this month are reported to show an increase over those of October. Buying for Christmas needs has been fairly large and November business compares very favorably with that of a year ago. Increasing employment has added to the purchasing power of consumers. Prices are still the important factor in the making of sales and consumers are buying carefully.

Suits, overcoats and knit underwear are the most active items in men's apparel. Coats, dresses, silks, hosiery and cosmetics are the best sellers in women's apparel shops. Department stores report that draperies, gloves, silks and woollens by the yard, leather goods, children's coats and dresses, knitted sweaters, underwear, toilet goods, and Christmas articles are in good demand. Sales of shoes in specialty stores failed to maintain the prospects of September. Women's shoes were in better request than others and a fair volume is reported in children's shoes.

In general, prices are practically the same as they were a month ago. Ready-to-wear fall apparel is slightly lower. Carpets and rugs are from 6 to 7 per cent higher.

WHOLESALE TRADE

Preliminary figures indicate that wholesale trade in November will exceed that of October; this, however, in some of the lines is a seasonal movement. Prices are higher for drugs and most groceries, and are firm in all other lines with the exception of a few articles in the drygoods trade.

In October sales were smaller than in October, 1923, except for an increase of 1.9 per cent in groceries and 1.0 per cent in paper, but jewelry, electrical supplies, paper and hardware transactions showed a considerable improvement as compared with September. All except shoes increased. There were notable decreases in the stocks of shoes and electrical supplies, and a substantial gain in that of paper, as against those of October, 1923. Collections in five lines improved, and in three were poorer than in the previous month. In the table on page 8 will be found the full details of conditions in the wholesale reporting lines in October.

During October the net sales of 7 wholesale electrical firms in this District were 20 per cent greater than they were in the preceding month, but 2.2 per cent less than during October of last year. The present demand is better than fair and in general compares favorably with that prevailing at this time last month. The call for radio supplies in particular has improved, and sales of fixtures and contractors' supplies also have been substantial.

Prices are in some instances higher than they were a month ago, but most firms say that they are lower than they were in November, 1923. Stocks on hand at the end of October were 4.2 per cent smaller than on the last day of the preceding month and 10.8 per cent less than on October 31, 1923. The ratio of accounts outstanding to sales was 126.2 in October, as compared with 140.3 in September and 133.1 during October of last year.

The net sales of 31 hardware firms in the Third

RETAIL TRADE

Third Federal Reserve District

| | Index number (Per cent of 1923 monthly average) | Comparison of net sales | | Comparison of stocks | | Rate of turnover* | |
|--|--|-----------------------------------|---|---|--|-------------------------------|-------------------------------|
| | | Oct., 1924, with Oct., 1923 | July 1 to Oct. 31, 1924, with July 1 to Oct. 31, 1923 | Oct. 31, 1924, with Oct. 31, 1923 | Oct. 31, 1924, with Sept. 30, 1923 | July 1 to Oct. 31, 1924 | July 1 to Oct. 31, 1923 |
| All reporting firms | 108 | - 6.6% | - 3.2% | + 0.4% | + 2.5% | 2.9 | 3.0 |
| Firms in—Philadelphia | 114 | - 6.6 | - 2.9 | + 0.8 | + 0.3 | 3.2 | 3.4 |
| —Allentown, Bethlehem and Easton | 102 | - 3.3 | - 1.9 | + 2.9 | + 9.6 | 2.1 | 2.1 |
| —Altoona | 87 | -20.4 | -14.7 | - 2.9 | + 9.9 | 2.2 | 3.0 |
| —Chester | 83 | -20.8 | - 3.8 | ..... | ..... | .. | .. |
| —Harrisburg | 99 | - 4.0 | - 2.8 | + 3.0 | + 7.7 | 2.0 | 2.2 |
| —Johnstown | 80 | -24.2 | -18.9 | + 9.4 | + 6.5 | 2.0 | 2.7 |
| —Lancaster | 98 | - 6.8 | - 4.4 | - 5.5 | + 5.1 | 2.2 | 2.2 |
| —Reading | 92 | -10.0 | - 7.4 | - 5.9 | + 5.7 | 1.8 | 1.9 |
| —Scranton | 110 | - 2.1 | - 0.9 | - 1.4 | + 3.5 | 2.6 | 2.5 |
| —Trenton | 107 | - 7.2 | - 5.8 | - 3.9 | + 6.1 | 2.5 | 2.5 |
| —Wilkes-Barre | 119 | - 0.3 | + 4.4 | + 7.9 | + 9.9 | 2.6 | 2.6 |
| —Williamsport | 90 | -13.2 | - 9.6 | - 6.7 | + 2.0 | 1.8 | 1.9 |
| —Wilmington | 106 | - 3.4 | + 1.1 | + 6.6 | + 6.6 | 1.7 | 1.7 |
| —York | 105 | - 1.8 | - 4.4 | - 6.3 | + 0.4 | 2.2 | 2.2 |
| —All other cities | 110 | + 3.2 | + 3.8 | - 2.6 | + 4.2 | 2.3 | 2.1 |
| All department stores | 113 | - 6.7 | - 3.4 | + 0.3 | + 1.9 | 2.8 | 3.0 |
| —in Philadelphia | ... | - 6.9 | - 3.3 | + 1.0 | - 0.6 | 3.1 | 3.3 |
| —outside Philadelphia | ... | - 6.0 | - 3.8 | - 0.8 | + 6.3 | 2.2 | 2.3 |
| All apparel stores | 123 | - 7.9 | - 1.1 | + 0.1 | + 6.0 | 3.5 | 3.6 |
| Men's apparel stores | 131 | -13.0 | - 5.6 | + 2.3 | + 2.8 | 1.8 | 2.0 |
| —in Philadelphia | ... | -10.6 | - 3.8 | - 6.2 | - 4.2 | 2.1 | 2.2 |
| —outside Philadelphia | ... | -15.9 | - 7.5 | + 9.6 | + 8.7 | 1.6 | 1.8 |
| Women's apparel stores | 125 | + 2.5 | + 6.1 | - 2.0 | +12.3 | 5.3 | 5.1 |
| —in Philadelphia | ... | + 5.6 | + 8.7 | + 1.6 | +13.4 | 5.9 | 5.8 |
| —outside Philadelphia | ... | -12.0 | - 8.6 | -13.0 | + 8.5 | 2.8 | 2.8 |
| Credit houses | 120 | - 2.5 | - 7.7 | + 1.8 | + 3.9 | 2.5 | 2.7 |
| Shoe stores | 110 | - 0.8 | + 3.6 | + 0.7 | + 7.6 | 2.1 | 2.1 |

* Times per year based on cumulative period.

Federal Reserve District were 14.3 per cent greater in October than they were during the preceding month, but 1.9 per cent less than in October, 1923.

Hardware

The call for hardware is fair and a good volume of sales has been made to contractors, mines, mill supply houses and to general stores, garages and general manufacturing concerns. Sporting goods have been moving fairly well and household cutlery and tools are also in moderate request.

Prices are in some instances higher than they were at this time last month but, as compared with quotations listed in November of last year, they are lower.

Stocks held by reporting firms on October 31 were 1.7 per cent smaller than they were on the last day of the preceding month but 4.6 per cent larger than at the end of October, 1923. Collections are fair. During October the ratio of accounts outstanding to sales stood at 166.1 as compared with 180.8 in September and 153.2 in October of last year.

The call for many grades of paper, particularly fine, book, kraft and wrapping papers, is greater than it was a month ago and sales at wholesale show an increase as compared with October. Newsprint, toilet tissues, and crêpe towels are also selling actively. Building papers and building boards are moving slowly, but most boxboards are selling well. Box cover papers are in good demand. Paper prices are firm and the same as they were a month ago.

Paper

Sales during October were 17.6 per cent larger than those of September and 1.0 per cent greater than those of October, 1923. Stocks held by distributors at the close of October were 6.2 per cent larger than at the end of September and 14.8 per cent greater than at the close of October, 1923. The ratio of accounts outstanding to sales decreased from 157.5 in September to 143.5 in October.

Preliminary estimates of the sales of drygoods in

WHOLESALE TRADE
Third Federal Reserve District

| | Net sales October, 1924, compared with | | Stocks October, 1924, compared with | | Accounts outstanding October, 1924, compared with | | Ratio of accounts outstanding to sales | | |
|---------------------------|--|------------------|---|------------------|---|------------------|---|--------------------|------------------|
| | September, 1924 | October, 1923 | September, 1924 | October, 1923 | September, 1924 | October, 1923 | October, 1924 | September, 1924 | October, 1923 |
| Boots and shoes | - 8.8% | - 6.8% | -7.2% | -20.4% | + 5.2% | - 5.2% | 243.7% | 209.4% | 239.7% |
| Drugs | + 3.5 " | - 0.1 " | +6.0 " | + 0.8 " | + 3.3 " | + 5.8 " | 149.5 " | 149.8 " | 138.2 " |
| Drygoods | + 1.4 " | -12.9 " | -9.3 " | - 6.1 " | + 9.6 " | -13.3 " | 210.8 " | 195.0 " | 211.8 " |
| Electrical supplies | +20.0 " | - 2.2 " | -4.2 " | -10.8 " | + 8.0 " | - 7.2 " | 126.2 " | 140.3 " | 133.1 " |
| Groceries | + 9.2 " | + 1.9 " | +6.1 " | + 3.4 " | + 6.6 " | + 3.0 " | 101.0 " | 105.7 " | 102.9 " |
| Hardware | +14.3 " | - 1.9 " | -1.7 " | + 4.6 " | + 4.6 " | + 6.2 " | 166.1 " | 180.8 " | 153.2 " |
| Jewelry | +21.1 " | - 1.5 " | -6.7 " | + 0.8 " | +23.7 " | + 6.6 " | 286.3 " | 280.5 " | 268.6 " |
| Paper | +17.6 " | + 1.0 " | +6.2 " | +14.8 " | + 7.1 " | + 1.9 " | 143.5 " | 157.5 " | 142.2 " |

November indicate that they will be slightly less than they were in October. Most of the reports state that their entire sales are for delivery in either November or December; a few, however, have booked a fair business for delivery early in 1925. The trend of prices varies; silks, woolens and linens are higher, but dress gingham, percales, men's fleeced underwear, overalls and work shirts are lower.

Drygoods

Drugs are in good demand and wholesalers report that sales are about the same as they were last month. Seasonable patent medicines, toilet goods, perfumes, and staples are selling actively. Prices in the botanical drug market are considerably higher than at the close of October and quotations for fine drugs and chemicals are also higher, but are not quite as high as they were earlier in this month. The indexes compiled by the "Oil, Paint and Drug Reporter" are shown in the following table:

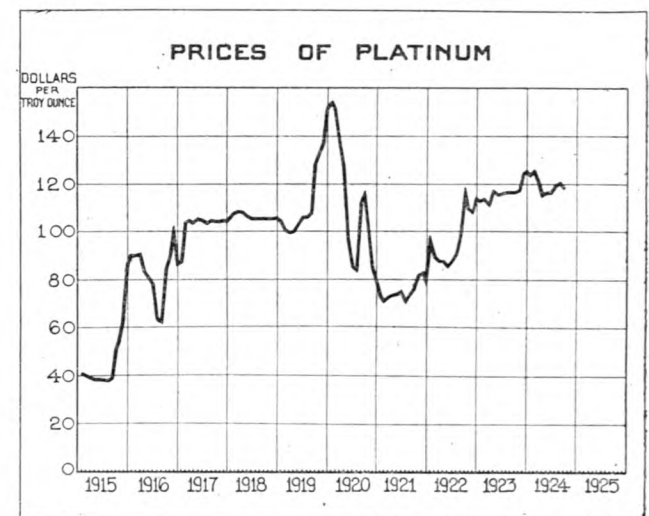
| | Price index of 40 botanical drugs | | Price index of 35 drugs and fine chemicals | |
|-------------------|-----------------------------------|-------|--|-------|
| | 1924 | 1923 | 1924 | 1923 |
| October 27 | 126.9 | 123.8 | 202.6 | 204.9 |
| November 3 | 127.1 | 123.9 | 206.2 | 201 |
| November 10 | 127.5 | 123.6 | 206.4 | 203.8 |
| November 17 | 132.5 | 123.6 | 204.1 | 203 |

Sales during October were 3.5 per cent larger than those of September, but 0.1 per cent smaller than those of October, 1923. Stocks at the close of October were 6.0 per cent larger than at the close of September and 0.8 per cent greater than they were a year ago. The ratio of accounts outstanding to sales was 149.5 in Oc-

tober, as compared with 149.8 in September and 138.2 in October, 1923.

Jewelry sales in November are showing the usual seasonal increase as compared with October, but from preliminary estimates it seems doubtful if they will equal those of November, 1923. Prices are firm but generally unchanged.

Jewelry



The price of platinum, which has been rising almost steadily since 1921, is now three times the 1915 price.

Source—Mineral Industry

Until the cold weather came about the middle of November, sales of shoes at wholesale had been small, but since then trade has improved somewhat. All orders are for shipment by December 1. As a result of the higher prices of raw materials, some manufacturers have made slight advances in their quotations and others have indicated that they will be obliged to do so in the near future.

Shoes

SYNOPSIS OF BUSINESS CONDITIONS

Compiled as of November 22, 1924

Third Federal Reserve District

| Business | Demand | Prices | Finished Stocks | Collections |
|--|--------------|-------------------------|-------------------|--------------|
| Bricks | Fair to good | Unchanged to lower | Moderate | Fair |
| Cigars | Fair to good | Unchanged | Light to moderate | Fair |
| Coal, anthracite | Fair to good | Unchanged to higher | Moderate | Fair |
| Coal, bituminous | Poor to fair | Unchanged | Moderate to heavy | Fair |
| Coke | Poor to fair | Unchanged | Moderate to heavy | Fair |
| Cotton goods | Good | Higher | Light to moderate | Fair to good |
| Cotton yarns | Fair | Higher | Moderate | Fair |
| Drugs, wholesale | Good | Higher | Moderate | Fair to good |
| Drygoods, wholesale | Fair to good | Some lower, more higher | Moderate | Fair to good |
| Electrical supplies, wholesale | Fair to good | Unchanged to higher | Moderate | Fair |
| Floor coverings | Good | Higher | Moderate | Good |
| Furniture | Fair to good | Unchanged | Light to moderate | Fair |
| Groceries, wholesale | Good | Unchanged to higher | Moderate | Fair to good |
| Hardware, wholesale | Fair | Unchanged | Moderate | Fair |
| Hosiery, full fashioned | Fair to good | Unchanged or higher | Moderate | Fair to good |
| Hosiery, seamless | Fair to good | Unchanged or higher | Moderate | Fair to good |
| Iron and steel | Fair to good | Higher | Moderate | Fair |
| Jewelry, wholesale | Fair to good | Unchanged | Moderate | Fair to good |
| Leather, belting | Fair | Unchanged | Moderate | Fair to good |
| Leather, heavy | Good | Higher | Moderate | Good |
| Leather, upper | Fair to good | Higher | Moderate | Good |
| Lumber | Fair to good | Unchanged | Moderate | Fair |
| Paint | Fair to good | Unchanged to higher | Moderate | Fair to good |
| Paper | Fair to good | Firm | Moderate | Fair to good |
| Paper, wholesale | Good | Firm | Moderate | Fair to good |
| Paper boxes | Fair to good | Unchanged | Moderate | Fair to good |
| Plumbing supplies | Fair | Unchanged | Moderate | Fair to good |
| Rubber, mechanical | Fair to good | Firm | Moderate | Good |
| Rubber tires | Fair to good | Firm | Moderate | Fair |
| Shoes, manufacture | Fair | Unchanged to higher | Moderate | Fair to good |
| Shoes, wholesale | Fair | Unchanged to higher | Light to moderate | Fair to good |
| Silk goods | Fair | Firm | Moderate | Fair to good |
| Silk, thrown | Fair | Firm | Moderate | Good |
| Slate | Fair to good | Unchanged | Light to moderate | Fair to good |
| Sugar | Fair | Slightly lower | Light to moderate | Good |
| Underwear | Fair | Unchanged | Moderate | Fair |
| Woolen and worsted goods | Fair | Firm | Moderate | Fair |
| Woolen and worsted yarns | Fair | Firm | Moderate | Fair |

During October sales were smaller by 8.8 per cent than in September and by 6.8 than in October, 1923. Stocks also have decreased and are lower by 7.2 per cent than on September 30 and by 20.4 per cent than on October 31, 1923. Collections are slower, as is shown by the ratio of accounts outstanding to sales, which was 243.7 on October 31, 209.4 on September 30, and 239.7 on October 31, 1923.

Groceries are in good demand and November sales are slightly larger than those of a month ago. Canned goods, dried fruits, dried beans, sugar, coffee, nuts and all kinds of holiday goods are selling actively. Prices continue their upward trend. Flour, canned vegetables, canned fruit, coffee, syrup, canned fish, and laundry soap are higher than they were a month ago; only cheese, dried beans, and sugar are lower.

Sales during October were 9.2 per cent greater than those of September and 1.9 per cent larger than those of October, 1923. Stocks on hand at the close of October were 6.1 per cent larger than at the end of September and 3.4 per cent greater than at the close of October. The ratio of accounts outstanding decreased from 105.7 in September to 101.0 in October.

SUGAR

Competition of full-duty sugars and the lack of buying interest by refiners caused a softening in raw sugar prices early in the month.

Raw sugar At the close of October, Cuban raw sugar for prompt shipment was selling at 4 $\frac{3}{16}$ cents, c & f, but offerings of several lots of Peruvian sugar at concessions in price forced the market for Cuban sugar to 3 $\frac{3}{4}$ cents, c & f, on November 6. Increased buying interest by refiners, however, soon brought about a gradual recovery in prices, and on November 13 Cuban raw sugar for prompt shipment sold at 4 cents, c & f. Since then a further slight strengthening of prices has taken place and Cuban raw sugar in nearby positions is now selling at 4 $\frac{1}{8}$ cents, c & f, equivalent to 5.91 cents, duty paid. Duty-free sugars are selling at 5.91 cents delivered.

English refiners have bought very little Cuban sugar during the month, but they have made some fairly large purchases of Peruvian sugars and have also taken a few lots of Brazilian sugar. In fact their purchases of Peruvian sugar during the second week of the month prevented further offerings of such sugar in the New York market at that time and decidedly strengthened the price of raw sugar in New York.

The outlook for the new Cuban sugar crop is very promising, but recent heavy rains in Camaguey and Oriente Provinces will probably delay the opening of the grinding season. Mills in these two provinces are

usually the first to open, but because of the poor roads and the flooded condition of many cane fields, a few weeks will have to elapse before the cane cutters can work or the roads can be used for hauling. The cane is reported to be large and heavy, but is very green and full of water. Several weeks of cool dry weather are needed to increase the sugar content.

The United States Department of Agriculture, in a report to the Department of Commerce on November 1, states that a record production of sugar cane is indicated in Porto Rico for the crop year 1924-1925. The few mills which usually start grinding in December are expected to open early in next month. On November 1, the Department of Agriculture estimated that the United States beet sugar crop would total 845,536 long tons, as compared with 786,608 long tons, the output in 1923.

Exports of the 1923-1924 crop from Cuba up to November 15, totalled about 3,820,651 tons, as compared with 3,415,163 tons of the 1922-1923 crop up to November 15, 1923, an increase of 405,000 tons. The balance of supply on November 15, 1924, was 129,762 tons, as compared with 79,747 tons on November 15, 1923.

Receipts of raw sugar at the ports of Baltimore, Philadelphia, New York and Boston for the first three weeks of November were slightly larger than in the same period of last year. Comparisons of receipts for each period are given in the table below:

RECEIPTS OF RAW SUGAR AT ATLANTIC PORTS*

| Tons (2240 lbs.) | October 31 to November 21, 1924 | November 2 to November 23, 1923 |
|-----------------------------------|---------------------------------------|---------------------------------------|
| From Cuba | 84,662 | 72,379 |
| From Porto Rico | | |
| From Philippine Islands | 2,716 | |
| From other countries | 11,313 | 25,151 |
| Total receipts | 98,691 | 97,530 |

* American Sugar Bulletin.

During the first half of this month the demand for refined sugar was light and in the second week nearly all eastern refiners lowered their prices. At the close of last month all refiners, with one exception who quoted fine granulated at 7.20 cents, were asking 7.50 cents per pound, but during the second week of this month they lowered their lists to 7.25 cents. However, a fairly active demand for Thanksgiving Day needs soon brought about a recovery in price and the majority of eastern refiners are asking 7.40 cents for

fine granulated at present. Thus far no sales of beet sugar east of Buffalo or Pittsburgh have been reported, and apparently western refiners are able to dispose of their supplies in the Chicago territory and points west. Beet sugar is now quoted at 7.20 cents per pound by both western and central western refiners.

The export market has been quiet and practically no business has been obtained from Europe during the month. New beet sugar is appearing in European markets in large quantities and is being offered at prices which American refiners cannot equal. Consequently little business can be expected from this source for some months.

Meltings for the first three weeks of November at refineries in Baltimore, Philadelphia, New York, and Boston amounted to 117,000 tons, as compared with 148,000 tons for the same period of November, 1923, a decrease of 21 per cent. However, the meltings were much greater than the receipts of raw sugar, which indicates that refiners are reducing their stocks.

BUILDING

During October, 3,311 building permits were issued in fifteen cities in the Third Federal Reserve District at a total estimated cost of \$18,499,406. These figures represent an increase of 273 permits and a gain of \$1,048,960 in proposed expenditure over the totals in the preceding month. During October of last year

4,066 permits were granted at an approximate cost of \$15,550,903.

The demand for paint has improved during the past month. Manufacturers report it as fair and state that the call for most grades is stronger than it was at this time last year.

Paint
Although the market for lead pigments has been relatively quiet, the volume of sales has on the whole been satisfactory, and the mild fall weather has considerably benefited both manufacturers and dealers. The demand for colors in oil has been steady and substantial shipments of these products have been made since the first of the month. Sales of lithopone have increased steadily and the market for this product has been especially active in the East. Most of the orders now on the books are for delivery either immediately or within 60 days, while the total of those for shipment up to and beyond 90 days is smaller than it was a month ago.

Prices are firm and in most instances are the same as those listed at this time last month. However, some slight advances were made recently. Prices of a few raw materials are stronger than they were four weeks ago, notably those of linseed oil. On November 22 quotations stood at \$1.08 per gallon in carload lots, cooperage basis, representing an advance of 8 cents over the price listed on October 23.

Manufacturers reporting to us are operating their plants at an average rate of close to 75 per cent of capacity, which exceeds the rate at which they were working last month. Unfilled orders are sufficient to

BUILDING PERMITS Third Federal Reserve District

| | October, 1924 | | | October, 1923 | | | January to October (inclusive) | | | |
|--------------------|---------------|------------|----------------|---------------|------------|----------------|--------------------------------|----------------|--------|----------------|
| | Permits | Operations | Estimated cost | Permits | Operations | Estimated cost | 1924 | | 1923 | |
| | | | | | | | Number | Estimated cost | Number | Estimated cost |
| Allentown..... | 98 | 106 | \$536,425 | 91 | 126 | \$501,030 | 956 | \$4,625,115 | 919 | \$4,515,120 |
| Altoona..... | 187 | 191 | 257,721 | 187 | 194 | 216,373 | 1,924 | 3,151,975 | 1,756 | 2,765,687 |
| Atlantic City..... | 232 | 232* | 973,918 | 287 | 287* | 590,994 | 1,684 | 8,757,906 | 2,299 | 8,088,086 |
| Bethlehem..... | 64 | 64* | 164,055 | 39 | 39* | 107,275 | 482 | 2,328,482 | 415 | 1,364,762 |
| Camden..... | 152 | 259 | 495,374 | 154 | 188 | 239,655 | 1,318 | 4,832,025 | 1,088 | 6,516,849 |
| Harrisburg..... | 88 | 118 | 469,745 | 93 | 135 | 486,470 | 834 | 4,915,060 | 818 | 7,155,712 |
| Lancaster..... | 71 | 75 | 531,170 | 96 | 96 | 573,555 | 837 | 4,506,520 | 815 | 3,377,985 |
| Philadelphia..... | 1,369 | 1,994 | 12,066,625 | 1,429 | 1,972 | 10,949,310 | 13,723 | 127,510,740 | 12,646 | 112,806,900 |
| Reading..... | 242 | 267 | 751,875 | 265 | 269 | 241,050 | 2,578 | 5,358,047 | 2,757 | 4,045,755 |
| Scranton..... | 171 | 171* | 542,810 | 113 | 113* | 212,598 | 1,623 | 4,596,738 | 1,293 | 2,925,009 |
| Trenton..... | 161 | 179 | 391,245 | 187 | 245 | 512,535 | 1,823 | 5,089,951 | 1,578 | 5,994,646 |
| Wilkes-Barre..... | 184 | 184* | 383,054 | 105 | 105* | 372,029 | 1,451 | 3,697,184 | 1,015 | 2,757,826 |
| Williamsport..... | 82 | 82 | 84,990 | 97 | 102 | 115,563 | 946 | 1,112,363 | 927 | 1,109,864 |
| Wilmington..... | 100 | 100 | 189,432 | 100 | 100 | 176,949 | 1,079 | 3,260,605 | 1,008 | 3,134,181 |
| York..... | 110 | 110 | 660,967 | 95 | 95 | 255,517 | 1,595 | 2,619,385 | 1,312 | 1,970,726 |
| Total..... | 3,311 | 4,132 | \$18,499,406 | 3,338 | 4,066 | \$15,550,903 | 32,853 | \$186,362,096 | 30,646 | \$168,529,108 |

* Operations not reported.

maintain present schedules for an average period of about 5 weeks. Stocks of finished goods are moderate and increasing, but those of raw materials, which are also moderate, are stationary.

Manufacturers reporting in this district are almost evenly divided in their opinions as to whether the demand for bricks is greater or less than it was at this time last month. It is more generally agreed, however, that the call, though fair, is not as strong as it was during November, 1923. Most of the orders on the books are for delivery within 60 days; in fact the total of those booked for shipment up to and beyond 90 days is smaller than it was at this time last month.

Prices of finished bricks are far from firm and the tendency to grant concessions has in some instances engendered resistance to present prices. One manufacturer states that the desire to move stocks which ordinarily begin to increase at this season is responsible for a great deal of the weakness in established quotations. However, most of the reports indicate that prices are at the levels listed a month ago. Quotations for raw materials are generally firm and unchanged from those recorded four weeks ago. Stocks of finished goods are moderate but are increasing noticeably, but supplies of raw materials, though somewhat heavy, are becoming lighter. These circumstances, of course, indicate that manufacturers are continuing actively in operation and this is borne out by our reports, which indicate that the average rate of output of 23 factories in this district approximates 70 per cent of capacity. This average rate is slightly higher than that recorded at this time last month. The total of unfilled orders is smaller than it was a month ago and the filling of all those now taken will not require the continuance of present operating schedules for a longer average period than 30 days.

Manufacturers report that the demand for plumbing supplies, though fair, does not equal that of last month or of November, 1923.

Plumbing supplies On the other hand, dealers say that the call is good and that it is stronger than it was in either of the foregoing periods. Both, however, find that most of the orders now taken call for delivery either immediately or within 60 days, though many are for shipment up to and beyond 90 days.

A few reductions have been made during the past four weeks, but generally speaking quotations are about the same as those of a month ago. On account of the favorable weather conditions this fall, demand for many plumbing supplies has continued unusually late and this has materially assisted in maintaining steady prices.

Stocks of finished goods in the hands of both manufacturers and dealers are for the most part moderate and stationary. Supplies of raw materials held by the former, however, though also moderate, are decreasing. Manufacturers reporting to us are operating their establishments at an average rate of about 70 per cent of maximum output, which is somewhat less than the average rate at this time last month. Unfilled orders are smaller than they were a month ago and the filling of those now on the books will necessitate the maintenance of present production schedules for an average period of not more than three weeks.

The call for slate is considerably better than fair, though opinion is equally divided as to whether it may be considered either stronger or weaker than it was during October. Most manufacturers, however,

Slate

say that the demand has failed so far this month to equal that prevailing in November, 1923. Unfilled orders are smaller than they were a month ago and do not extend as far into the future. As a matter of fact, few of those now on the books are for delivery beyond 90 days, the great majority being specified for shipment within 60 days.

In every instance prices of finished goods are said to be firm and no changes have occurred in established quotations during the past month. Stocks of finished goods are from moderate to light. Stocks of rough slate quarried and ready to be machined are moderate and stationary. Quarrymen reporting to us are operating their equipment at an average rate of about 75 per cent of capacity, notwithstanding the fact that some curtailment of operations was made necessary on account of the strike. Several plants, however, are working full time. Orders now on the books will require the continuance of the present average rate of output for periods ranging from 10 days to four months, depending on the size of the establishment and the type of the finished product.

Manufacturers reporting to this bank state that the demand for lumber is fairly good and that it is stronger than it was at this time last month and in November, 1923. Dealers, however, find the

Lumber

call much the same as it was during each of the above mentioned periods. So far this month, yellow pine has been in good request and some of the lower grades of hardwoods have been selling in larger volume. West Coast lumber and hemlock are also moving more actively than they were at this time last month, due in part to the fact that prices for these grades are the lowest in several months. Generally speaking, however, quotations are firm and though slight revisions have been made, prices are mostly unchanged from those prevailing a month ago.

Stocks in the hands of manufacturers are in most

instances moderate and increasing. In three cases they are characterized as heavy. Supplies held by dealers also are moderate. Thirteen mills of this district are operating at an average rate of about 75 per cent of capacity. The total of unfilled orders on hand is larger than it was a month ago, though most of the orders now being made up are for delivery within 60 days. The filling of all those on the books will require the continuance of present working schedules for an average period of close to two months, although individual mills have work ahead which will necessitate the maintenance of operations for periods ranging from two weeks to five months.

REAL ESTATE

Although new construction and building operations throughout the district are still of large proportions, the majority of real estate dealers and operative builders report that the period of abnormal activity is definitely over. Residential building within city limits is principally confined to houses ranging from \$6,000 to \$10,000 in price, for which a good demand still exists. The demand for workmen's houses at prices under \$6,000 is insatiable, but at the present cost of construction it is almost impossible to build homes at those prices. Suburban houses ranging from \$8,000 to \$15,000 are in fairly good request, but at higher prices the sales are rather slow. The call for high-priced apartments has been met and at present the supply exceeds the demand. Low-priced apartment houses are still in good request. Commercial and industrial construction in Philadelphia is not as heavy as it was a year ago, but the public works that are under way are larger. In some of the smaller cities, notably Atlantic City, commercial construction is greater than it was this time last year.

Realtors report that the real estate market at present is rather quiet. Houses selling at less than \$10,000 are the best sellers and apartment houses, where the rentals are below \$75 per apartment, are easily sold. Higher-priced residences and apartments, however, move slowly. Rentals for cheap apartments and small houses are unchanged and are the same as they were a year ago, but some high-priced apartments are renting at lower rates than in November, 1923. This is especially true of rentals ranging above \$75 per month. The supply of office space exceeds the demand and in many sections concessions of various kinds are offered to prospective tenants. Prices of building sites have advanced sharply in districts where extensive improvements have recently been made, but in the older sections which are fully developed, prices have remained the same during the past quarter. Industrial sites are plentiful, but good commercial sites are rather scarce.

Mortgage funds are more plentiful than they were

three months ago, but the supply does not yet equal the demand in parts of the district. Trust companies in York and Williamsport report that they are unable to supply the demand for first mortgage money. In other cities, the applications for loans on mortgages are reported as being smaller than they were in November, 1923, but the trust companies have no difficulty in lending their available funds. The interest rate on first mortgages is still 6 per cent at trust companies, but some builders and dealers in Philadelphia state that they have recently obtained first mortgage money at 5½ per cent. Building and loan associations still have more applications for loans than money available to lend, but recently the number of applications has shown a decrease. Mortgage brokers' commissions average about 2 per cent on first mortgages and range from 5 to 10 per cent or higher on second mortgages. Second mortgage funds are still scarce.

Building materials, principally lumber and steel, are cheaper than they were a year ago, but labor costs show no change. Construction costs are now about 5 per cent lower than they were in November, 1923.

IRON AND STEEL

Since November 4 the market for iron and steel has displayed increasing strength and during the week ending November 22 substantial sales of pig iron and steel products were reported at increased prices. Questionnaires returned to us from representative manufacturers in the Third Federal Reserve District indicate that the demand for pig iron is fair and stronger than it was a month ago. The call for structural shapes too has improved, though this betterment is a recent development. On the other hand, the demand for iron and steel castings is very little better than it was a month ago, although inquiries for these products are not lacking. Inquiries for iron bars and steel plates are also fairly numerous, but so far this month sales have been no more than fair. Supplies of wire rods and machinery and tools are moving noticeably better than they were a month ago, deliveries being made chiefly to public utility companies, railroads, industrial plants and machine shops.

Prices of several iron and steel products have advanced substantially during the past two weeks, notably those of some grades of pig iron, which are now from 50 cents to \$1.50 higher than they were in October. On November 20, Philadelphia 2X pig iron was quoted at \$23.26 per ton, as compared with \$21.76 per ton during September and October. Similarly, quotations for Valley furnace grades advanced from \$19.00 per ton to \$19.50 per ton during the past fortnight. As nearly as can be ascertained, stocks in general are moderate and much the same as they were a month ago.

During October, production of both pig iron and

steel ingots was greater than in September and the unfilled orders of the United States Steel Corporation also increased, as is shown in the table below. According to the "Iron Age," the rate at which the industry as a whole is operating is higher than it was at this time last month.

| | October, 1924 | September, 1924 |
|--|----------------------|----------------------|
| Production of pig iron. . . | 2,477,127 gross tons | 2,053,264 gross tons |
| Production of steel ingots | 3,111,452 gross tons | 2,814,996 gross tons |
| Unfilled orders of U. S. Steel Corporation . . . | 3,525,270 gross tons | 3,473,780 gross tons |

Of the 61 furnaces located in this district, 24 were in blast at the end of October, a gain of two over the number in operation on the last day of the preceding month. During that period none were shut down.

In the table below are presented comparative data of the principal operating items of 34 iron foundries located in this district. It will be noted that production of malleable and gray iron castings increased in October, while shipments and unfilled orders, both in value and tonnage, declined.

IRON FOUNDRY OPERATIONS Third Federal Reserve District

| | October | September | Change |
|-----------------------------------|------------|-------------|---------|
| Capacity of furnaces. | 12,250 ons | 12,250 tons | ..... |
| Production of castings. | 5,700 " | 5,120 " | +11.3% |
| Malleable iron. | 734 " | 719 " | + 2.1 " |
| Gray iron. | 4,966 " | 4,401 " | +12.8 " |
| Jobbing. | 3,326 " | 3,042 " | + 9.3 " |
| For further manufacture. | 1,640 " | 1,359 " | +20.7 " |
| Shipments of castings. | 4,766 " | 4,958 " | - 3.9 " |
| Value of shipments. | \$807,015 | \$897,346 | -10.1 " |
| Unfilled orders. | 3,120 tons | 3,836 tons | -18.7 " |
| Value of unfilled orders. | \$529,577 | \$648,796 | -18.4 " |
| Raw stock: | | | |
| Pig iron. | 8,012 tons | 7,881 tons | + 1.7 " |
| Scrap. | 2,829 " | 2,981 " | - 5.1 " |
| Coke. | 2,050 " | 1,913 " | + 7.2 " |

An analysis of questionnaires returned to us from 5 steel foundries in the Third Federal Reserve District as shown herewith, discloses the fact that during October the situation in regard to production, shipments and stocks improved to an unusual extent

over that in the preceding month. The most noteworthy gain occurred in the tonnage of unfilled orders which increased 108.5 per cent over the total in September.

STEEL FOUNDRY OPERATIONS Third Federal Reserve District

| | October | September | Change |
|-----------------------------------|------------|------------|----------|
| Capacity of furnaces. | 6,200 tons | 6,200 tons | |
| Production of steel castings | 3,763 " | 2,517 " | + 49.5% |
| Shipments. | 2,831 " | 1,602 " | + 76.7 " |
| Value of shipments. | \$478,867 | \$281,782 | + 69.9 " |
| Unfilled orders. | 5,001 tons | 2,399 tons | +108.5 " |
| Value of unfilled orders. | \$862,953 | \$555,881 | + 55.2 " |
| Raw stock: | | | |
| Pig iron. | 1,618 tons | 1,840 tons | - 12.1 " |
| Scrap. | 10,581 " | 7,719 " | + 37.1 " |
| Coke. | 428 " | 379 " | + 12.9 " |

COAL

The recent cold spell has favorably affected the call for anthracite and stove sizes in particular are now in good request. Orders for chestnut coal are also more numerous than they were a month ago, but on account of the disinclination of consumers to use the smaller grades even in mixed proportions, the call for these is only fair. One operator states that the tendency toward buying only two out of the half dozen or more available sizes is one of the most serious problems with which the producer has to contend. The call for steam sizes is poor and of these only rice coal is moving in anything approaching fair volume.

Independent prices are in some instances as much as \$1 per ton higher than Company quotations and have advanced during the past four weeks. On November 17 the spot price of independent stove coal was listed at from \$10.10 to \$10.75 per ton as compared with from \$9.85 to \$10.25 per ton on October 20. Quotations for rice grades, however, continue unchanged at \$2.25 per ton.

PRODUCTION OF ANTHRACITE*

| Week ending | 1924 | 1923 |
|----------------------|--------------------|--------------------|
| October 18. | 1,750,000 net tons | 1,978,000 net tons |
| October 25. | 1,927,000 " " | 2,001,000 " " |
| November 1. | 1,444,000 " " | 1,328,000 " " |
| November 8. | 1,592,000 " " | 1,903,000 " " |
| November 15. | 1,674,000 " " | 1,669,000 " " |

* Compiled by the Geological Survey.

Production declined somewhat in the last week in October, largely on account of the observance of All Saints' Day, and the cessation of operations on Election Day was responsible for the low total during the week ending November 8. Since then, however, output has increased, as will be noted in the table on page 14 which gives production in tons by weeks.

About the middle of September, the demand for bituminous increased and until the first of this month sales were made in substantial volume. Since that time, however, the call has materially subsided, largely because consumers apparently have now contracted for the major part of their winter requirements, and consequently are out of the market. Then too, of course, the unseasonable weather has interfered greatly with sales. One operator reporting to us states that the demand for bituminous for household use is good and that he is devoting part of his equipment to screening coal and shipping the prepared sizes to localities in the east and middle west. In most instances, however, the call is characterized as poor.

Prices in general are weak and the usual differences between contract and spot quotations continue to be in evidence. Notwithstanding a tendency toward lower levels, prices in this district remain the same as those listed a month ago. On November 17, in Philadelphia, Pool 10 coal was quoted at from \$1.65 to \$1.90, no change having occurred in established quotations in several weeks.

Since the week ending October 25, production of bituminous has been declining, partly in conformity with the lessened demand, but mainly on account of the celebration of holidays in each of the succeeding two weeks. Output increased again, however, in the week ending November 15, as will be seen in the table below:

PRODUCTION OF BITUMINOUS*

| Week ending | 1924 | 1923 |
|------------------|---------------------|---------------------|
| October 18..... | 10,261,000 net tons | 10,694,000 net tons |
| October 25..... | 10,300,000 " " | 10,919,000 " " |
| November 1..... | 10,065,000 " " | 10,547,000 " " |
| November 8..... | 9,322,000 " " | 10,726,000 " " |
| November 15..... | 10,122,000 " " | 9,717,000 " " |

* Compiled by the Geological Survey.

The market for coke is dull and there has been little if any change in the demand for furnace grades during the past month. Most of the tonnages necessary for the continued operation of blast furnaces are already contracted for, and, though recently

Coke

several inquiries have been received, as yet no substantial sales have resulted. Foundry grades are in somewhat better request, though supplies of these too are moving slowly. Prices are the same as those listed a month ago. On November 17, furnace coke was quoted at \$3.00 per ton at the ovens and quotations for foundry grades were firm at \$4.00 per ton.

Production of beehive coke increased somewhat during the week ending November 1 but declined again the following week. As compared with output during the corresponding weeks of last year, it is considerably less, as will be noted in the following table.

PRODUCTION OF BEEHIVE COKE*

| Week ending | 1924 | 1923 |
|------------------|------------------|------------------|
| October 18..... | 147,000 net tons | 286,000 net tons |
| October 25..... | 140,000 " " | 276,000 " " |
| November 1..... | 150,000 " " | 266,000 " " |
| November 8..... | 140,000 " " | 255,000 " " |
| November 15..... | 152,000 " " | 254,000 " " |

* Compiled by the Geological Survey.

During October, output of by-product coke totalled 2,899,000 tons as compared with 2,543,000 tons in September, an increase of 356,000 tons.

COTTON

Heavy demand has been the dominating influence on cotton prices during the past month. Confirmation of this demand is to be found in the figures of the Bureau of the Census, which show that 532,629 bales of cotton were used in October, as compared with 455,212 bales in September, 357,455 bales in August and 543,725 bales in October, 1923. Since the release of these figures further increases in the consumption of cotton have been reported. Although the three Government reports on the crop issued since our last review have had their influence on the market, it can readily be seen that this has been secondary to that of demand, for, as is shown in the table, the

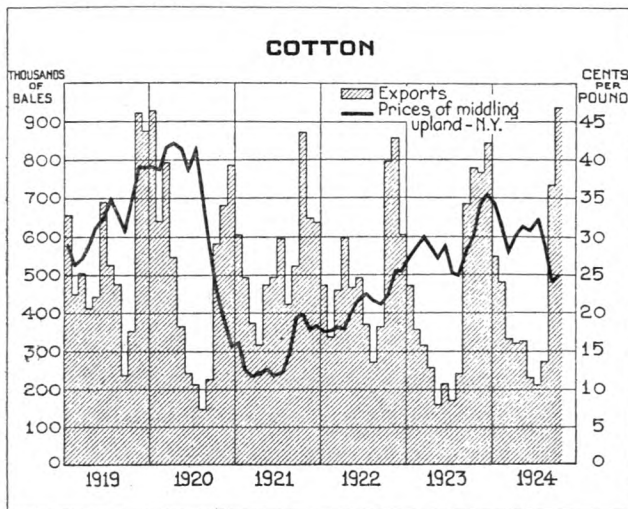
Raw cotton

COTTON STATISTICS

| Government report issued | Condition as of | Estimated crop in bales | Spot cotton at New York | |
|--------------------------|-----------------|-------------------------|-------------------------|---------------|
| | | | Day previous to report | Day of report |
| Oct. 25..... | Oct. 18 | 12,675,000 | 23 35¢ | 22.95¢ |
| Nov. 8..... | Nov. 1 | 12,816,000 | 23 75¢ | 24.15¢ |
| Nov. 21..... | Nov. 14 | 12,992,000 | 24.20¢ | 24.15¢ |

reports have been progressively better and yet spot cotton was \$4 per bale higher after the last report than it was on October 24.

The accompanying chart shows that exports of cotton each year have a strong seasonal trend. They increase largely when the new crop becomes available in the autumn and then, after several months of heavy shipments, decline almost steadily until the end of the crop season. The price of cotton advanced from the middle of 1921 until late in 1923.



Exports of cotton were larger in October than in any other month of the past five years.

Sources—Department of Commerce, Cotton Facts, Journal of Commerce

In the table the takings of American cotton for the season to November 21 are given. They show that the total to that date is slightly larger than it was a year ago.

SUPPLY AND TAKINGS OF AMERICAN COTTON*

| In bales | Season of 1924-1925 | Season of 1923-1924 | Season of 1922-1923 |
|---|---------------------|---------------------|---------------------|
| Visible supply, American, at end of previous season (July 31) | 951,816 | 869,968 | 1,968,159 |
| Crop in sight, American, on November 21 | 7,398,676 | 6,352,644 | 6,678,651 |
| Total | 8,350,492 | 7,222,612 | 8,646,810 |
| Visible supply, American, on November 21 | 4,236,250 | 3,160,852 | 3,973,266 |
| World's takings of American to November 21 | 4,114,242 | 4,061,760 | 4,673,544 |

* Figures compiled by the New York Cotton Exchange.

Coincident with the recent improvement in the market for cotton goods, trading in yarns has increased slightly over that of the preceding month.

Cotton yarns

Numerous inquiries and a returning note of confidence on the part of buyers and sellers are apparent and a fair amount of business has been done in both weaving and knitting yarns. Spinners of all types of yarns have, in most cases, secured a larger quantity of orders for delivery extending beyond the period of ninety days than they had last month. In several instances, reports indicate that at present calls for immediate shipment cannot be satisfied easily, which was not true last month at this time. This quickening in activity is further shown by a slight gain in employment and in the percentage of active cotton spindles.

Stocks of both finished goods and raw material are moderately light, and are either stationary or decreasing. Some numbers of both combed and carded yarns, most commonly used, are said to be scarce, but there seems to be little difficulty in obtaining them at slight advances in quotations.

That prices of cotton yarns have risen in sympathy with raw material is clearly shown by Fairchild's average price and index number. On November 15 yarns were quoted at 45.27 cents per pound, as against 43.73 cents per pound on October 18, while the average price on January 19, 1924, was 53.29 cents per pound. The average price of raw cotton also advanced from 23.53 cents to 24.68 cents per pound during the corresponding period, the quotation on January 19 being 33.64 cents. At present, sellers are not encountering as strong opposition to prices as they did last month.

Further improvement is noted during the month in nearly all branches of the cotton goods industry. Sales of gray goods, print cloths and

Cotton goods

sheetings have been large and the trend of quotations has been rising. Fairchild's index of the average cotton goods price, which stood at 15.484 for the week ending October 25, advanced to 15.519 for the week ending November 15, and during the same period the average price of spot cotton at New York increased from 23.63 to 24.68.

Ginghams were reduced sharply in price during the month by the largest New England producer in order to meet the lower quotations of Southern competitors. It was feared that this might lead to a further reduction and a demoralized market, but the large Southern producers made no attempt to cut prices further and it is reported that a satisfactory business has since been booked. Percalles were also lowered by one of the largest manufacturers and dark grounds placed on a par with light grounds, the previous differential of 3/4 of a cent being cancelled. Denims on the other hand were priced higher by the largest producer and the

trade is said to have purchased both percales and denims in good quantity at the revised quotations.

Makers of Turkish towels, upholsteries and draperies report an improved business, though this is attributed by some to the usual holiday demand. Prices of these are firm but unchanged. Men's wear textiles, however, are dull and show practically no improvement and the same situation is reported by manufacturers of hair cloth.

Production as a whole has again increased and mills in this district are operating at about 75 per cent of their capacity. Stocks are in most cases either light or moderate and are lower than they were a month ago.

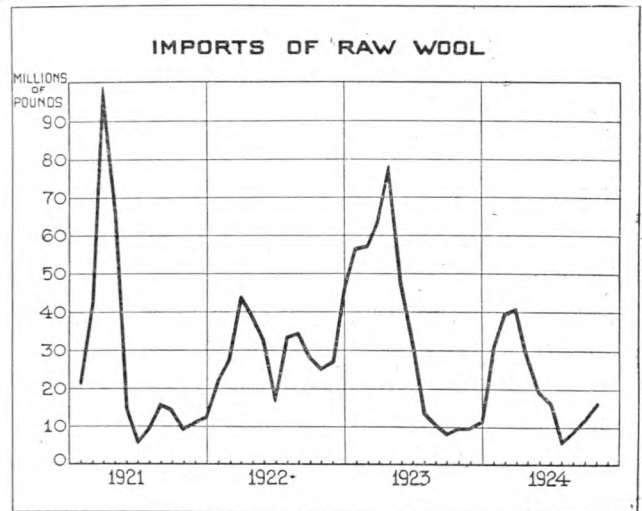
WOOL

A further advance in quotations, continued strength in the position of domestic and foreign wools, and a pronounced improvement in sentiment among manufacturers of finished goods have characterized

Raw wool

the market for raw wool during the past month. Stimulated by limited supplies of wool and increasing consumption by mills, current buying in this district has exceeded the volume of business transacted during the same period last year. As a result, a considerable volume of next spring's clip of western wool has been purchased on contracts at higher levels than those of the previous season. These contracts have been placed unusually early, and the wools will not be available for several months to come. In the meantime, merchants and manufacturers are showing a heightened interest in the market abroad.

This is seen in the quickened activities on the part of American buyers in Australia. Despite keen competition from the Continent, the high rate of exchange and a further rise in quotations, which for some months had exceeded greatly those in the domestic primary markets, a fair amount of wool has been bought by several local dealers who feel that the necessity for importing wools is becoming more apparent and that there is no indication of an immediate decline in prices. Other buyers prefer to wait, watching cautiously the present trend of the market. It is also reported that thus far United States buyers purchased a comparatively smaller volume of South American wools. The chief difficulty in this market is encountered in high prices and severe competition, as is the case in the British Colonies. Re-exports of foreign wools held in bond here have decreased considerably during the month, while imports in October increased to 16,638,002 pounds, as compared with 12,129,358 pounds in September and 9,566,009 pounds in October of last year. Most of the local dealers report that their supplies of raw wool are light.



As a result of more active buying abroad, imports of raw wool have recently increased slightly but are still far below the high points reached during the previous three years.

Source—Department of Commerce

According to Dun's average of ninety-eight quotations, prices of raw wool were 91.25 cents per pound on November 22, as compared with 88.18 cents per pound on October 18, and 74.82 cents per pound a year ago.

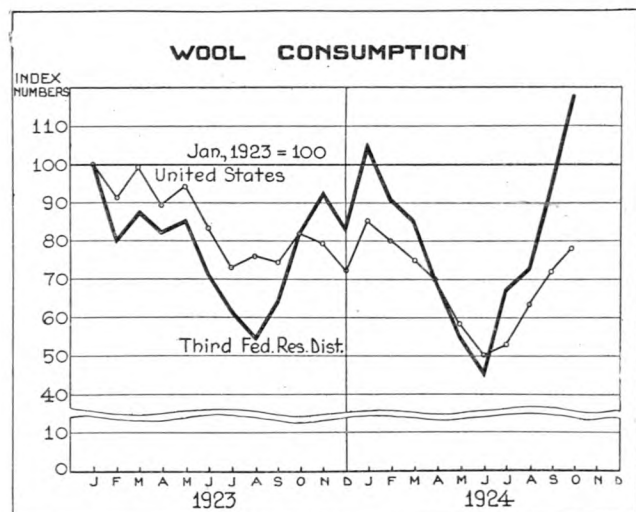
New business in woolen and worsted yarns has increased somewhat, as compared with that of the preceding month and of last year.

Woolen and worsted yarns

Although buyers have not been increasing the size of their orders, they have bought more frequently, the aggregate volume of business during the month having reached fair proportions. As a rule manufacturers of men's wear fabrics have continued to purchase yarns for their requirements more briskly than have makers of dress goods. Recently, however, activities in weaving yarns have slowed down somewhat, but knitting yarns have been in fair request. The demand for carpet and wool spun yarns is also active. While orders for quick delivery still dominate the market, a considerable number of commitments call for shipments during the next ninety days or even beyond that period. Generally speaking, both spinners and manufacturers show more confidence in the future of the market than was the case last month.

Production has increased in most cases; mills are now running at more than 85 per cent of single shift capacity. This is evidenced by a gain in the number of active woolen and worsted spindles, together with a marked improvement in employment. The consumption of wool in this district, as is shown by returns from 85 establishments, was 26 per cent greater in

October than in September. The accompanying chart shows the relative position of wool consumed in this district and the United States for 20 months ending October 31.



Wool consumption during the past few months has increased at a much more rapid rate in this district than in the country as a whole. In January, 1923, consumption in the United States was 63,348,000 pounds, and in this district, 13,288,000 pounds.

Source—Department of Commerce

Spinners state that as a result of more confident buying to cover future requirements, they now have sufficient orders to keep their mills busy at the present rate of production for a period of from one to four months. Chiefly because mills are operating against orders in hand, stocks of finished goods are moderately light. Nor are supplies of raw materials generally burdensome, although several producers report heavy and increasing stocks.

Quotations for woolen and worsted yarns are higher than they were last month. This strength lies not so much in the quickening of demand as in the high prices spinners must pay for raw wools. Although buyers of yarns continue to offer resistance to increasing prices, they appear to realize that the advance in quotations for this commodity is inevitable in view of the present shortage of domestic and foreign wools.

Demand for woolen and worsted goods improved but slightly during the past month. It is true that new business and duplicate orders in both light-weight and heavy-weight cloth have been booked in fair volume, but the great bulk is for immediate delivery. Future commitments are scarce, and only a few sales are for shipment beyond a period of sixty days. Mainly because of unfavorable weather, clothing manu-

facturers have been especially slow in buying spring goods. For the same reason retailers are withholding their orders for light-weight fabrics until they know how successful their fall sales will be. Most of the manufacturers report not only that they are having fairly satisfactory sales of woolen goods, but that worsted fabrics also are selling more actively than for some time past.

The majority of producers state that prices of finished merchandise are generally firm, and that with the exception of a few instances they have not risen to any extent since last month. Such advances as did occur during the past month were necessitated by the further increase in quotations for raw wools and yarns. In fact, the rising market for raw materials is creating no small measure of uncertainty among manufacturers, particularly among those who are already planning their operations for the fall of 1925.

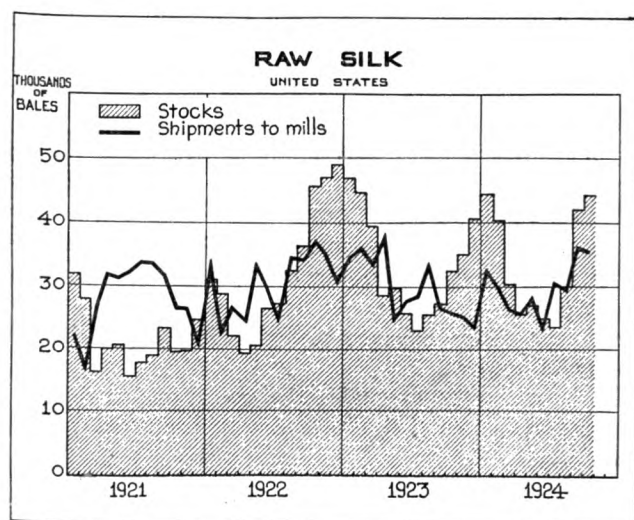
That production has increased slightly is shown by the fact that mills in this district are now utilizing their equipment to the extent of about 85 per cent of plant capacity, as compared with 80 per cent last month. Nearly all of them, however, are running only against orders in hand, the total of new business having decreased somewhat. As a result, at the present rate of production, advance orders will not insure the present rate of operations for a longer period than from ten days to three months. Stocks are not burdensome. Generally speaking, they are decreasing although several producers state that their supplies of yarns are rather heavy.

SILK

During the past month the market for raw silk has been generally firm. Dealers and manufacturers of broad silks and hosiery have been moderately active in Yokohama and New York although the bulk of their purchases has been only for immediate requirements. Several reports, however, indicate that a fair volume of silk has been sold for shipment in December and January. Though a slight improvement has been noted in the market at Canton, conditions at Shanghai still appear to be unfavorable to local buyers. Prices of natural raw silk have increased during the month. Kansai double-extra cracks advanced from \$6.10 per pound on October 22 to \$6.75 per pound on November 22, regardless of the fact that the rate of exchange for Japanese yen continued to hold at about 38 cents. Both domestic and foreign artificial silks have been in an exceptionally strong position, the demand having further increased during the past four weeks. No changes have been noted thus far in prices of artificial silk.

According to the November 5 report issued by the

Silk Association of America, imports and deliveries of raw silk during October totalled 37,646 and 35,508 bales, respectively, as against 48,551 and 36,366 bales in September. On the other hand, the volume of raw silk in storage increased from 42,260 bales in September to 44,398 bales in October. This latter figure represents an increase of approximately 11,700 bales over the total in October, 1923, but is about 1,500 bales less than that of the same month two years ago. As imports appear to be well balanced by consumption, supplies on hand are not considered excessive. The accompanying chart shows the relative position of stocks and shipments from 1921 to date.



Source—Silk Association of America

Following a brief period of recession in demand during the latter part of October, trading in piece goods has revived recently to the extent that the current market for broad silks is slightly more active than it was last month or a year ago. While no substantial increase in business has yet resulted from the growing confidence in the future, some fair-sized orders have been booked by manufacturers for shipment in December and January, or even beyond that period. Jobbers have bought a moderate amount of broad silks to cover their requirements for next spring, and cutters-up are purchasing such goods as crêpe-back satins, bengalines, prints and charmeuse. Retailers have placed a fair number of re-orders. Virtually no change has occurred in the market for ribbons; narrow varieties are moving slowly but in greater volume than wide grades.

As a result of the slight recovery in the market for silk cloth, several mills have increased their output,

though most of them are running at about the same rate as last month. At present, operations in this district vary considerably, but the majority of producers are utilizing their equipment to the extent of about 75 per cent of single-shift capacity without accumulating stocks. The volume of business on hand is somewhat larger than it was last month; in fact, at the present rate of production, unfiled orders will insure operation in most cases for a period of from one to three months.

Despite the fact that manufacturers have bought recently a fair amount of raw merchandise, stocks of yarns are not excessive; nor are supplies of finished goods burdensome, chiefly because mills are working almost exclusively against orders in hand. Moreover, cutters, jobbers and retailers state that their stocks are light, a fact which gives producers some cause for feeling that the market for broad silks is on the verge of further improvement.

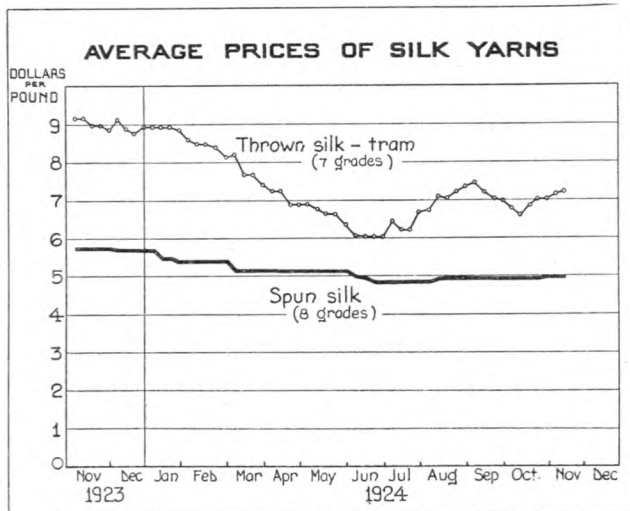
Prices of both finished goods and raw materials are firm; indeed, while the former have advanced in a few instances only, the quotations for the latter have risen in all cases. The majority of manufacturers, however, have been able to keep their prices at the same level as during the previous month. Buyers continue to offer resistance to quotations, particularly on cloth of higher grades, but they find few producers who are willing to grant concessions in the face of the rising market for yarn and raw silk.

Trading in thrown silk during the past month has continued fairly active, and prices have been moving upward. The majority of producers state that demand has increased materially over that of

last month or a year ago. Manufacturers of silk goods have shown a marked disposition to buy yarn in larger quantities than previously. The bulk of orders call for delivery during December and January, but a number of them are for shipment beyond a period of ninety days. Business in spun silk has been exceedingly good, most of the current orders having been booked for delivery next year.

Mills are utilizing their equipment to the extent of about 70 per cent of plant capacity as against 65 per cent last month. Most of them have booked a sufficient amount of new business to keep their machinery busy for the remainder of this year, and even beyond that period. Neither stocks of finished goods nor supplies of raw materials are burdensome at the present time.

In sympathy with the rise in quotations for raw material, prices of thrown silk have advanced slightly, though they are still below the level of those of last year. Organzine double-extra cracks were quoted at \$7.80 per pound on November 21, as against \$7.25 per pound on October 24 and \$9.35 per pound last year.



Prices of thrown silk yarns have advanced materially in recent months, whereas spun silk yarns have remained nearly stationary.
Source—Silk Market Weekly Digest

Quotations for spun silk, on the other hand, have remained almost stationary since August. The accompanying chart shows the trend of prices of thrown and spun silks.

HOSIERY

Further improvement is noted in the demand for hosiery and a large number of manufacturers are again increasing their production schedules. These increases range from 5 to 50 per cent over last month's

levels. Prices are moving upward in sympathy with the increased cost of raw materials. One of the largest manufacturers of full-fashioned silk hosiery for women has announced an increase of 25 cents per dozen for his principal numbers, for delivery over the first half of 1925, and others have followed his lead. Higher quotations also have been listed for some lines of men's half hose and of artificial silk hosiery for infants. Although conditions still vary considerably in different mills, sales as a rule are keeping pace with production. Indeed it is said that some manufacturers have succeeded in reducing rather large stocks which they had been carrying in a partly finished state. Most orders are for early shipment, but there are some instances of increased buying for next spring. Manufacturers who cater to the export trade report an increasing demand for cotton and for artificial silk hosiery. In this connection the report of the Department of Commerce shows that though exports of cotton hosiery for the first nine months of 1924 were only 2,576,526 dozen pairs as compared with 4,225,801 in the corresponding period of 1923, in September of this year foreign shipments were 381,899 dozen pairs, against 329,956 in September, 1923. The average value of the exports so far this year is higher than in the previous year, having risen from \$2.08 to \$2.60 per dozen. This advance probably indicates a better quality of exports.

In the accompanying table the operations in August and September of 331 identical establishments repre-

HOSIERY INDUSTRY*

Third Federal Reserve District

| In dozen pairs | Men's | | | | Women's | | | |
|--|----------------|---------|-----------|---------|----------------|---------|-----------|---------|
| | Full-fashioned | | Seamless | | Full-fashioned | | Seamless | |
| | September | October | September | October | September | October | September | October |
| Production | 26,178 | 34,630 | 187,944 | 224,129 | 240,164 | 311,861 | 174,522 | 219,945 |
| Shipments during month | 33,435 | 33,098 | 212,422 | 236,540 | 276,713 | 350,646 | 173,224 | 200,676 |
| Finished product on hand at end of month | 7,008 | 8,468 | 396,835 | 371,757 | 483,282 | 439,459 | 224,224 | 251,777 |
| Orders booked during month | 42,800 | 30,105 | 258,210 | 300,059 | 297,019 | 336,376 | 231,760 | 252,650 |
| Cancellations received during month | 1,334 | 1,059 | 4,302 | 12,032 | 3,394 | 7,713 | 2,155 | 3,937 |
| Unfilled orders on hand at end of month | 48,579 | 46,454 | 319,549 | 358,635 | 910,220 | 903,603 | 197,810 | 239,537 |

| | Boys' and misses' | | Children's and infants' | | Athletic and sport | | Total | |
|--|-------------------|---------|-------------------------|---------|--------------------|---------|-----------|-----------|
| | September | October | September | October | September | October | September | October |
| Production | 20,292 | 21,442 | 82,914 | 95,153 | 2,479 | 3,334 | 734,493 | 910,494 |
| Shipments during month | 16,838 | 18,198 | 33,742 | 52,798 | 1,336 | 2,580 | 747,710 | 894,536 |
| Finished product on hand at end of month | 74,579 | 75,508 | 287,718 | 311,222 | 17,737 | 17,988 | 1,491,383 | 1,476,172 |
| Orders booked during month | 22,928 | 62,239 | 73,656 | 107,279 | 2,410 | 9,325 | 928,783 | 1,098,040 |
| Cancellations received during month | 210 | 210 | 2,916 | 1,030 | ..... | 200 | 14,311 | 26,181 |
| Unfilled orders on hand at end of month | 49,481 | 95,886 | 304,676 | 350,314 | 4,945 | 11,490 | 1,835,260 | 2,005,919 |

* Preliminary report compiled by the Bureau of the Census.

senting 419 mills are summarized. Improvement is shown in all items except cancellations, which have increased slightly. In this district, the reports of 106 establishments for September and October, shown in the table on page 20, indicate steady improvement during recent months.

HOSIERY INDUSTRY*

United States

| In dozen pairs | August | September |
|--|-----------|-----------|
| Production: | | |
| Full-fashioned, men | 42,314 | 45,677 |
| Seamless, men | 1,539,409 | 1,665,646 |
| Full-fashioned, women | 455,929 | 504,092 |
| Seamless, women | 860,438 | 926,930 |
| Boys' and misses', all styles | 347,147 | 378,281 |
| Children's and infants', all styles | 304,151 | 334,733 |
| Athletic and sport, all styles | 11,581 | 14,333 |
| Total production | 3,560,969 | 3,869,692 |
| Total shipments during month | 3,799,795 | 4,395,372 |
| Total finished product on hand, end of month | 8,183,161 | 7,784,121 |
| Total orders booked during month | 4,141,615 | 4,897,200 |
| Total cancellations received during month | 118,823 | 132,301 |
| Total unfulfilled orders on hand, end of month | 5,823,627 | 6,269,219 |

* Compiled by the Bureau of the Census.

Quotations for raw materials are higher than they were a month ago with the exception of rayon (artificial silk) which is unchanged. Silk has risen from 5 to 10 per cent, cotton and mercerized yarns from 3 to 10 per cent, and wool, of which comparatively small quantities are being used this year for hosiery, is reported by some to have risen 20 per cent during the period.

Stocks of finished hosiery continue to decrease though generally they are still described as moderate.

UNDERWEAR

Except in some instances, the situation in the market for underwear has improved materially during the past month in this district. Most of the returns show a marked quickening in demand for both heavy-weights and light-weights. About half of the current orders call for delivery between 60 and 90 days, and even beyond that period. Manufacturers have booked a sufficient amount of business to keep their mills busy from one week to six months, the average being sixty-five days. Another evidence of the increase in activity is the fact that mills are now utilizing their equipment at about 65 per cent of single-shift capacity, as compared with 55 per cent last month. Several of

them, however, are operating at the same rate as they did formerly. Stocks of both finished goods and raw materials are not burdensome, and are, in the main, either decreasing or stationary.

Generally speaking, prices of both heavy and light underwear continue to be the same as they were last month. Largely because of the slight rise in quotations for raw cotton, buyers are not disposed to resist prices to the same extent as they did previously. The trend of quotations for heavy-weight underwear for the fall of 1925 appears to be downward, as is seen in a few recent openings of the market for ribbed goods.

FLOOR COVERINGS

The semi-annual opening of floor coverings was held in New York on November 10. Buyers were present from all parts of the country but it is doubtful whether the attendance was as large as in some of the seasons which started with an auction sale by the largest factor. Prices for all carpets and rugs were advanced, the increases being as a rule from 3 to 8 per cent. It was agreed, however, by manufacturers of Wiltons that the new prices would not apply to November shipments. This resulted in large bookings for shipments of these prior to December 1, but comparatively little for later delivery. Axminsters sold well from the first day of the sale and subsequently velvets and tapestries were also bought largely but in all of these, few orders extended beyond the New Year. Manufacturers in this district report a similar increase in the demand for their product. They all state that production has increased and this is confirmed by our report on wages and employment in this industry, which is printed on page 4. Raw materials, especially wool and jute, have advanced considerably, but most manufacturers advise that their requirements of wool are fairly well covered.

Linoleums and felt base goods, for both of which the demand has slackened during October, sold in larger quantity after the opening, but in these also, orders were for the most part for early delivery. Prices of these goods as a whole were unchanged, only slight re-adjustments being made in a few cases.

FURNITURE

Manufacturers report that the demand for furniture is fairly good and that it is better than it was at this time last month, but much the same as during November, 1923. Most of the orders now on the books are for delivery within 60 days. Practically none are for shipment beyond 90 days. With a few exceptions prices are firm and unchanged from those quoted at

this time last month. Quotations for raw materials, too, are much the same as they were four weeks ago, but two manufacturers say they are somewhat higher. Some resistance to present prices is being encountered, chiefly to those of bedroom furniture.

Stocks of finished goods vary from moderate to light and are decreasing, but supplies of raw materials are moderate and increasing. Furniture makers reporting to us are operating their plants at a high average rate of almost 90 per cent of capacity, which is higher than the rate at which they were running a month ago. Unfilled orders are somewhat larger than they were at this time in October, and the filling of those on hand will insure the continuance of the present rate of production for an average period of about 4 weeks.

LEATHER

Hides and skins have continued in large demand, and stocks of all descriptions in the hands of packers and dealers are closely sold up. Prices

Hides and skins of hides are higher; packers are securing from $\frac{1}{2}$ to 1 cent per pound more than they did a month ago, and are sold up to the present slaughter. The Argentine market has shown even greater strength, prices having increased over 2 cents in the month. Calf skins rose to 24 cents for packers a month ago and last sales were at that price, although asking prices are now higher. The Chicago city and New York markets have also moved to higher price levels, and the supply, especially of light-weight skins, is extremely limited. Orders for import are increasing, as tanners are in need of further supplies to care for the large business offered them by manufacturers of women's shoes. Sheep skins are also in good request with supplies of the most desired kinds small and prices advancing. Goat skins have been freely purchased at increasing prices, the cheaper grades being in best request. Stocks of skins in the hands of importers and dealers are small and all the foreign markets are firm and higher. In some cases European tanners are reported to be paying better prices than can be obtained in this country.

The accompanying table shows that with the exception of goat and kid skins stocks of raw hides and skins in this country increased from August to September.

STOCKS OF HIDES AND SKINS*

| | August 31 | September 30 | Change |
|---------------------|-----------|--------------|--------|
| Cattle..... | 3,760,239 | 3,774,756 | + .4 |
| Calf and kip..... | 3,146,944 | 3,340,228 | +6.1 |
| Sheep and lamb..... | 6,943,938 | 7,282,318 | +4.9 |
| Goat and kid..... | 8,846,707 | 8,017,868 | -9.8 |

* Compiled from figures furnished by the Bureau of the Census.

Sales of heavy leathers are in large volume, and stocks, which have been decreasing steadily since January 1, are reported to have reached a point where some selections are in only moderate supply.

Leather

The stock of sole leather on January 1, 1924, was 10,048,085 backs, bends and sides; this had been reduced by September 30 to 7,323,170, or 27.1 per cent. One of the most encouraging aspects of this great lightening of the burdensome load which has been overhanging the market for about four years is the fact that much of the old leather has been marketed. This improvement in the situation has been followed by an increase in the wetting of hides, but this has not been universal and the gain in production is not yet noticeable in the leather production figures. It can, however, be seen by the following statistics of stocks of sole leather in process of manufacture as reported by the Bureau of the Census; these gained 3.7 per cent during five months.

SOLE LEATHER IN PROCESS AT END OF MONTH

| | Backs, bends and sides |
|----------------|------------------------|
| May..... | 4,910,673 |
| June..... | 4,925,446 |
| July..... | 5,015,481 |
| August..... | 5,037,644 |
| September..... | 5,098,250 |

Prices of heavy leathers have again risen, and though the advance has been comparatively slow, it has been fairly steady. Sole leather is quoted more than 10 per cent higher than it was in the early summer, and this difference in quotations does not tell the whole story, for earlier prices were nominal and could be shaded considerably, whereas now sellers are maintaining their asking prices.

The demand for leather belting has increased slightly but belting butts have not sold as freely as other heavy leathers; butts on hand, however, have been reduced by the cutting off of the shoulders for use as sole leather. The extent to which this operation has been carried on is not fully known but from data obtained it is considered to be of importance.

Upper leathers have kept pace with heavy leathers and sales have been in good volume. Tan grain calf leather for women's shoes leads, and tanners are unable to fill all the orders tendered them for prompt shipment.

Prices for this have advanced steadily and are now about 8 cents per foot above the quotations of early summer. At that time men's weight calf leather was selling at about 5 cents per foot above women's weights; now they are paying the same price with the preponderance of orders for the light weights. Side leather

is also higher and, because of the advance in calf and the difficulty of obtaining it, is being used more largely as a substitute in medium and low-grade shoes. Patent leather is still wanted, but the great popularity of tan calf has caused a slight slackening in demand. Sheep leathers of all kinds are in good request, with the tendency of prices upwards, and black kid leather, though not so active as a month ago, is in fair call. The accompanying table gives the stocks of the leading upper leathers at the end of August and September and also the amount in process of manufacture on those dates. It shows that tanners had increased production of all except calf leather.

STOCKS OF UPPER LEATHERS AND QUANTITY IN PROCESS OF MANUFACTURE*

| | Stocks | | In process | |
|--------------------|--------------|-----------------|--------------|-----------------|
| | August, 1924 | September, 1924 | August, 1924 | September, 1924 |
| Cattle side..... | 6,299,920 | 6,100,668 | 1,006,612 | 1,047,464 |
| Calf skins..... | 7,026,587 | 6,834,516 | 1,455,414 | 1,349,038 |
| Goat and kid skins | 22,015,612 | 21,588,860 | 2,150,205 | 2,505,705 |
| Cabretta..... | 1,999,641 | 1,843,745 | 138,530 | 144,052 |

* Compiled from figures furnished by the Bureau of the Census.

The reports of shoe manufacturers to this bank indicate a lack of uniformity in that trade at present. Some manufacturers of fine shoes for women state that business is good and has increased during this month but others say that new business is small, all being for prompt shipment, and that their operations are slowing down. A few makers of children's shoes have booked some orders for early 1925 shipment, but most of them have sold only for shipment by December 15. Those factories which sell either wholly or in part to chain stores appear to be better supplied with orders than do the balance. Prices are firm and a few small advances have been obtained, while several manufacturers say that owing to the strength of raw materials they will demand higher figures on future transactions.

For the first time this year, production in the United States in September was larger than in the corresponding month of 1923. The gain, however, was only 90,000 pairs, a large increase in women's shoes and a smaller one in misses' and children's more than offsetting decreases in other lines. During the nine months of this year, however, 38,000,000 pairs less have been made than in the same period last year. An advance estimate for October indicates a gain of 11.4 per cent as compared with September. Preliminary figures for this district, shown in the accompanying

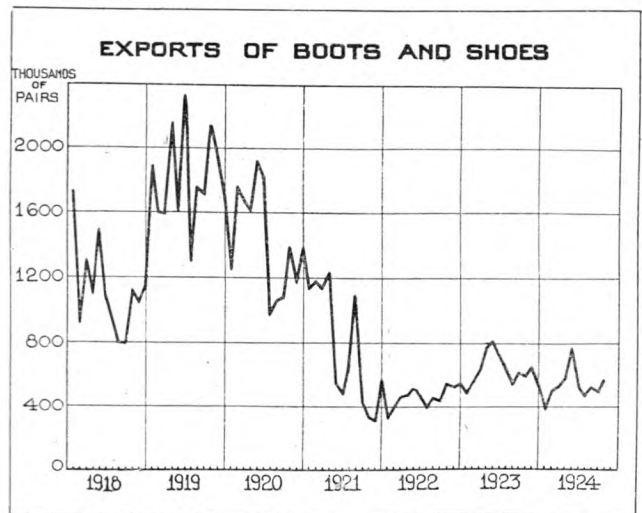
table, make the October production in this district 12.6 per cent larger than that of September.

**BOOT AND SHOE PRODUCTION
Third Federal Reserve District***

| | Number of pairs | |
|---|-----------------|-----------------|
| | October, 1924 | September, 1924 |
| Boots and shoes, total!..... | 1,847,056 | 1,640,573 |
| High and low cut (leather) total..... | 1,734,327 | 1,549,220 |
| Men's..... | 141,777 | 128,817 |
| Boys' and youths'..... | 188,102 | 160,781 |
| Women's..... | 344,248 | 315,361 |
| Misses' and children's..... | 602,988 | 525,917 |
| Infants'..... | 457,212 | 418,344 |
| All other leather or part leather footwear †..... | 112,729 | 91,353 |

* Preliminary report compiled by the Bureau of the Census.
† Includes athletic and sporting shoes (leather), shoes with canvas, satin, and other fabric uppers, slippers for house wear, and all other leather or part leather footwear.

The accompanying chart shows the exports of shoes, including men's, women's, misses' and children's, and of slippers by months since 1918. As was the case with domestic sales, shipments to foreign markets were large in 1919 and 1920.

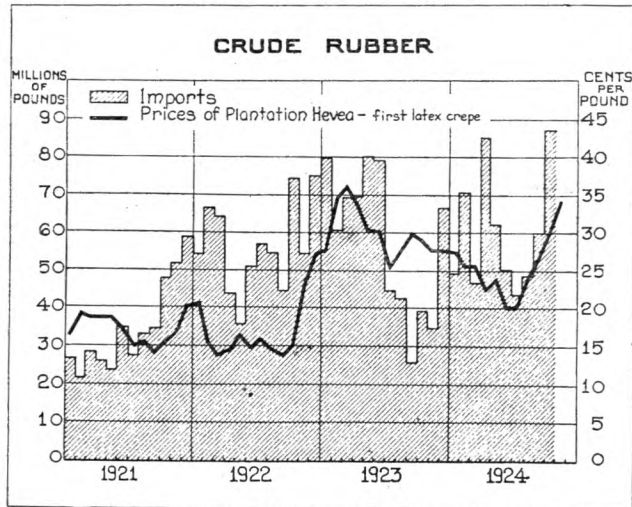


Source—Department of Commerce

RUBBER

Chiefly because of a slight improvement in the market for rubber goods, trading in crude rubber at home and abroad has continued to reach fair proportions during the past month, and the trend of prices has been upward. On November 20, first latex crêpe sold for immediate delivery at 34 7/8 cents per pound and up-river fine was quoted at 33 7/8 cents per pound,

as compared with 31 $\frac{5}{8}$ and 31 $\frac{1}{2}$ cents per pound, respectively, on October 20. This is also a considerable advance over the quotations that prevailed at this time last year.



Imports of crude rubber have recently turned upward and in October were larger than in any other month of the past four years. Quotations have also risen sharply, almost reaching the peak prices of March, 1923.

Sources—Monthly Summary of Foreign Commerce and Dun's Review

Stocks of crude rubber and milk of rubber are not burdensome, although recently they have increased substantially. According to the Monthly Summary of Foreign Commerce, imports for September exceeded those in August by 22.9 per cent, and those during September last year by 131.4 per cent.

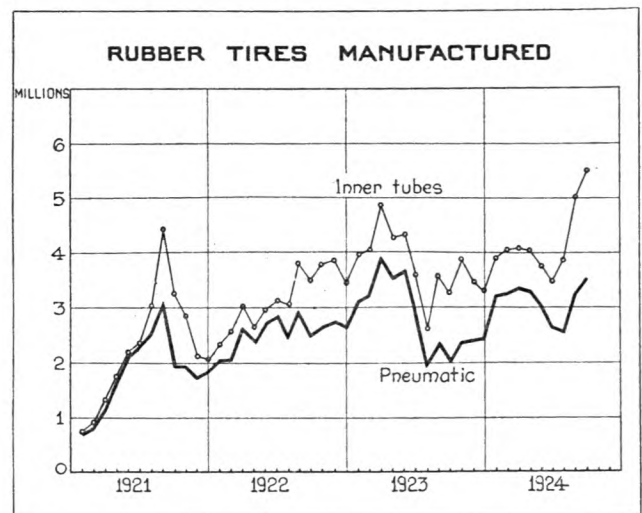
Largely owing to the favorable weather conditions, the demand for rubber tires and inner tubes has improved slightly over that of the preceding month. Manufacturers have enjoyed a moderate volume of business, although the bulk of sales are booked for prompt shipment. At present mills are running at about 80 per cent of plant capacity without accumulating stocks. Supplies of finished goods and raw materials are, in the main, moderately light.

As a result of the recent rise in quotations for crude rubber, prices of manufactured products continue to be firm, but they are still below the level of last year.

A pronounced improvement has been noted in this market during the past month. The bulk of current business is larger than it was previously, quick delivery featuring most of the present orders. That production has correspondingly increased is shown

by the fact that mills are now utilizing on the average about 75 per cent of their plant equipment, a considerable gain over the preceding month. Moreover, advance commitments on hand will insure operations at the present rate of production for a period of about seven weeks. Stocks of both finished products and raw materials are not excessive, chiefly because manufacturers are working only against orders in hand.

Prices of mechanical rubber goods are generally firm. Owing to the rise in cost of raw material, quotations are now somewhat higher than they were last month, but continue to be lower than those of a year ago. Apparently realizing the prevailing strength in the current market, buyers are not resisting prices to the same extent as they did formerly.



While production of both tires and inner tubes has increased recently the output of the former has not kept pace with that of the latter, which in September, 1924, was larger than in any other month of the past three years.

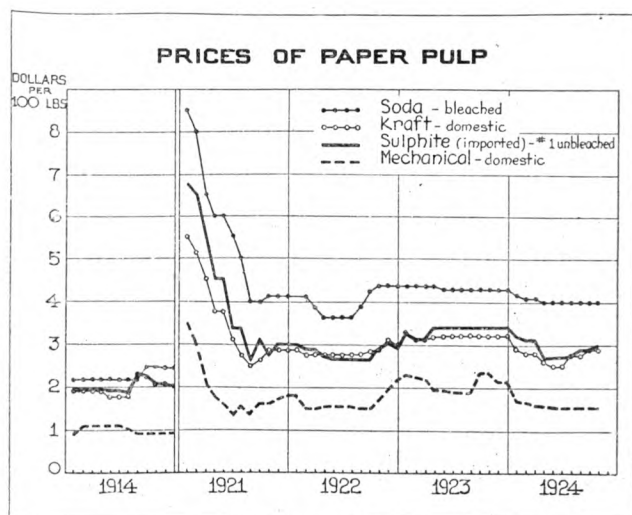
Sources—Survey of Current Business and Rubber Association of America

PAPER

Activity in the paper industry continues to increase gradually. The majority of mills are busy, but a few report a seasonal decline in buying. Demand is better than it was in October and is about equal to that of November, 1923. Book and fine papers are in good request, most mills are operating at capacity, and they report that business shows an increase as compared with November, 1923. Wrapping, kraft, and manila papers are in fair demand, but they are not selling quite as actively as they were a year ago. Production is now at about 85 per cent of capacity. Toilet tissues and crepe towels are in greater call than they were last month and are selling in good volume. Wall

paper manufacturers are active and they are operating their factories at close to capacity. Manufacturing stationers report that their products are in fair request, but that they are not as busy as they were a month ago or as in November, 1923. Boxboards are in greater demand than they were last month, but are not selling as actively as they did a year ago. Roofing and building papers and building board are in fair request, but the demand shows a seasonal falling off. The call for envelopes is not as good as it was a month ago and factory operations have declined to approximately 65 per cent of capacity. Although a few paper mills are still operating on a hand-to-mouth basis and have only a few days' business on hand, the majority have at least three weeks' business booked.

The prices of paper are firm and are the same as they were a month ago. A few grades of boxboard, notably straw and container board, are slightly higher than they were in October, but news and chipboard are practically unchanged in price. Some chemical pulps are a trifle higher than they were a month ago, but prices of mechanical pulp are unchanged. The accompanying chart shows the price movement of chemical pulps during the past four years.



All paper pulps are cheaper now than they were a year ago although kraft and sulphite pulps have been advancing in price since last summer.

Source—Paper Trade Journal

Finished stocks at the mills vary from moderate to light, but stocks of raw materials are moderate.

PAPER BOXES

Although most manufacturers report that the demand for boxes is good, several state that it is only

fair. Makers of high grade candy boxes are busy filling orders for the Christmas trade, but the call for cheap candy boxes is rather light. Although the immediate demand for hosiery boxes is only fair, many orders for delivery after the first of the year have been booked. Other knit goods lines, particularly the underwear trade, and shirt makers, are buying sparingly. Manufacturers of hardware and electrical supplies, packers of foodstuffs and drugs, and makers of toilet preparations are buying heavily. Mailing tubes and folding boxes are in good request. In general, the call for news and chipboard boxes is better than it was in October and slightly greater than in November, 1923. Factory operations in these lines throughout the district average 81 per cent. The call for corrugated boxes, although still good, is not quite as heavy as it was a month ago, and operations have decreased to about 75 per cent of capacity. Fibre shipping containers continue to be in good request and most plants are operating at 85 per cent. Orders for future delivery are increasing, and several manufacturers state that plenty of business is in sight for January and February delivery. Most box-makers now have sufficient orders on hand to insure their present rate of operation for thirty days.

CIGARS

The call for cigars is from fair to good, and according to reports received from manufacturers in this district, it is substantially better than during the previous month and in November, 1923. Practically all of the orders now on the books are for shipment either immediately or within 40 days, the latter period, of course, representing the time intervening before the Christmas holidays. In every instance prices of both finished cigars and raw materials are firm and no changes in established quotations have been reported during the month. Some resistance to present prices is encountered, chiefly to those of the 2 for 15 cent cigars.

Reporting firms are operating at an average rate of 80 per cent of capacity, which is greater than the rate at which they were working at this time last month. Unfilled orders on the books are larger than they were a month ago and the filling of these will necessitate the continuance of present operating schedules for an average period of about 4 weeks. Stocks of both finished cigars and raw materials are either moderate or light and are decreasing.

According to figures compiled by the Bureau of Internal Revenue production of all classes of cigars during October totalled 635,230,565 cigars as compared with 605,608,215 in the preceding month and 711,654,834 during October, 1923.

AGRICULTURE

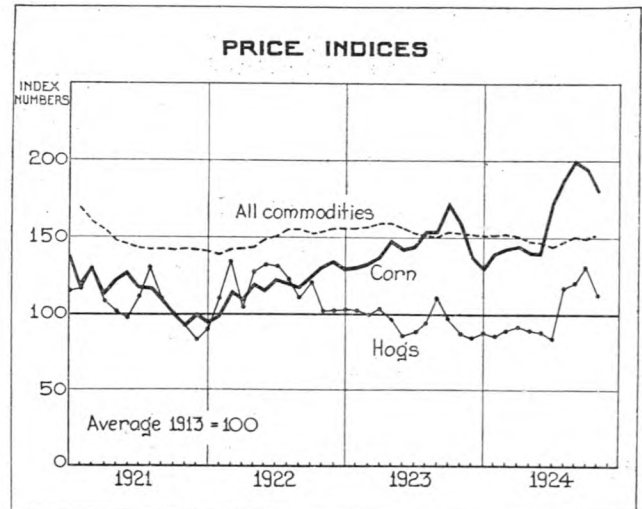
Rains since the middle of the month have made crop conditions nearly normal. The stand of winter wheat varies from fair to good and compares favorably with that of a year ago, although in many regions germination was delayed by the long drought. The acreage planted is about the same as that of 1923. The condition of cover crops is excellent and that of pastures is good. Fall plowing has been delayed somewhat by dry weather.

Harvesting is now almost complete. Late potatoes have been dug, pears and apples have been picked, and about 70 per cent of the corn has been husked. Corn huskers are more plentiful than they were last fall, but the supply barely equals the demand. The rates of pay vary from 9 to 12 cents per shock in various counties, and these are the same as they were a year ago.

Preliminary estimates of the Department of Agriculture show that the total yields of corn, tobacco, apples and pears in this district are smaller than they were in 1923; but the production of oats, buckwheat, potatoes, sweet potatoes, and hay is greater than it was last year. The per acre yields of oats, buckwheat, potatoes, and hay throughout the district are greater than the average yields for the past 10 years; but those of corn and tobacco are smaller than the average. The quality of this year's corn crop is poor and the percentage of merchantable corn is less than last year's and considerably below the average. Pear production is greater than the average, but the apple crop is less than the average. The quality of the apples harvested this year is much below the average and not as good as it was last year, because of the ravages of the disease known as apple scab.

The majority of farm products grown in this district are higher in price than they were a year ago. Hay, white potatoes and sweet potatoes are the only major crops which are cheaper. Corn, wheat, oats, buckwheat, and other small grains, apples, hogs, and beef cattle are higher. Milk, dairy products, tobacco, and pears are practically the same in price as they were a year ago. Corn is now higher in price than it has been at any time in the past four years, with the exception of the months of July, August and September of this year, and hog prices this fall are higher than they have been in any fall of the past four years. But, as is shown in the accompanying

chart, the spread between corn and hog prices is unduly great and hog raising will not be profitable until the two commodities move closer together in price.



Corn prices are now relatively higher than the price level of all commodities, whereas hog prices are relatively lower.
Sources—Dun's Review and U. S. Bureau of Labor Statistics

Because of the poor corn crop in this district and throughout the United States, farmers who annually buy beef cattle for winter fattening have purchased fewer steers than they bought last fall. For the same reason the slaughter of hogs this fall has been larger than it was a year ago and many farmers are selling small lean hogs which under normal conditions they would keep all winter for fattening. As the number of hogs on farms at the close of this summer was not as large as it was at the same time in 1923, it is obvious that very high corn prices have forced hog raisers to dispose of the hogs which they could not fatten on home grown corn.

Dairy herds are in good condition and about up to normal. Pastures have been very good all fall and up to the middle of this month it was necessary to feed only light grain rations and roughage. However, nearly all dairymen are now feeding increased grain rations, silage and roughage to their cows. The price of milk has remained at the same level in this district all year and is exactly the same as it was in November, 1923. At the Philadelphia milk shed, the official price for milk which is not tested is $7\frac{1}{4}$ cents per quart, the same price as was established on November 1, 1923.

COMPILED AS OF NOVEMBER 22, 1924

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

BUSINESS INDICATORS
Third Federal Reserve District

| The following data refer to the Third Federal Reserve District except where otherwise noted | October, 1924 | | September, 1924 | | October, 1923 | | Latest figure compared with | |
|---|-------------------|--|-------------------|--|------------------|--|-----------------------------|----------|
| | | | | | | | Previous month | Year ago |
| Retail trade—net sales† (151 stores)..... | \$26,170,000 | | \$20,023,000 | | \$28,006,000 | | +30.7% | - 6.6% |
| Department stores (61)..... | \$20,930,000 | | \$16,101,000 | | \$22,425,000 | | +30.0 " | - 6.7 " |
| Apparel stores (46)..... | \$3,599,000 | | \$2,743,000 | | \$3,906,000 | | +31.2 " | - 7.9 " |
| Shoe stores (23)..... | \$478,000 | | \$391,000 | | \$482,000 | | +22.3 " | - 0.8 " |
| Credit stores (21)..... | \$1,163,000 | | \$788,000 | | \$1,193,000 | | +47.6 " | - 2.5 " |
| Wholesale trade—net sales (162 firms)..... | \$13,218,542 | | \$12,071,690 | | \$13,430,871 | | + 9.5 " | - 1.6 " |
| Boots and shoes (12 firms)..... | \$451,450 | | \$495,052 | | \$484,381 | | - 8.8 " | - 6.8 " |
| Drugs (15 firms)..... | \$1,546,096 | | \$1,494,498 | | \$1,546,920 | | + 3.5 " | - 0.1 " |
| Drygoods (18 firms)..... | \$1,419,048 | | \$1,399,506 | | \$1,628,480 | | + 1.4 " | -12.9 " |
| Electrical supplies (7 firms)..... | \$740,473 | | \$616,952 | | \$756,782 | | +20.0 " | - 2.2 " |
| Groceries (54 firms)..... | \$4,762,615 | | \$4,359,882 | | \$4,671,799 | | + 9.2 " | + 1.9 " |
| Hardware (31 firms)..... | \$2,430,411 | | \$2,125,898 | | \$2,477,063 | | +14.3 " | - 1.9 " |
| Jewelry (12 firms)..... | \$633,447 | | \$529,808 | | \$643,057 | | +19.6 " | - 1.5 " |
| Paper (13 firms)..... | \$1,235,002 | | \$1,050,094 | | \$1,222,389 | | +17.6 " | + 1.0 " |
| Production: | | | | | | | | |
| Shoes* (117 factories)..... | prs. 1,847,056 | | prs. 1,640,573 | | | | +12.6 " | ..... |
| Pig iron..... | tons 168,596 | | tons 142,708 | | tons 233,639 | | +18.1 " | -27.8 " |
| Hosiery* (106 mills)..... | doz. prs. 910,494 | | doz. prs. 734,493 | | | | +24.0 " | ..... |
| Iron castings (34 foundries)..... | tons 5,700 | | tons 5,120 | | | | +11.3 " | ..... |
| Steel castings (5 foundries)..... | tons 3,763 | | tons 2,517 | | | | +49.5 " | ..... |
| Cement..... | bbls. 3,598,000 | | bbls. 3,528,000 | | bbls. 3,342,000 | | + 2.0 " | + 7.7 " |
| Anthracite..... | tons 7,674,000 | | tons 7,601,000 | | tons 8,724,000 | | + 1.0 " | -12.0 " |
| Bituminous coal (Central district—percentage of full-time output)..... | per cent 50.9 | | per cent 48.6 | | per cent 50.9 | | + 4.7 " | 0 |
| Wool consumption* (85 Mills)..... | lbs. 10,308,041 | | lbs. 8,184,187 | | | | +26.0 " | ..... |
| Active cotton spindle hours (Pennsylvania and New Jersey)..... | 89,136,634 | | 87,633,233 | | 113,317,357 | | + 1.7 " | -21.3 " |
| Distribution: | | | | | | | | |
| Freight car loadings (Allegheny district—weekly average)..... | 210,102 | | 206,982 | | 217,479 | | + 1.5 " | - 3.4 " |
| Tonnage of vessels (port of Philadelphia)..... | tons 3,048,115 | | tons 2,806,073 | | tons 2,641,138 | | + 8.6 " | +15.4 " |
| Exports of wheat (from port of Philadelphia)..... | bus. 2,474,885 | | bus. 2,249,753 | | bus. 1,850,893 | | +10.0 " | +33.7 " |
| Exports of flour (from port of Philadelphia)..... | lbs. 15,951,990 | | lbs. 11,720,070 | | lbs. 13,457,462 | | +36.1 " | +18.5 " |
| Imports of crude oil (into port of Philadelphia)..... | gals. 14,994,000 | | gals. 13,860,000 | | gals. 27,464,072 | | + 8.2 " | -45.4 " |
| Financial: | | | | | | | | |
| Loans, discounts and investments of member banks (weekly average)..... | \$1,038,900,000 | | \$1,009,700,000 | | \$932,000,000 | | + 2.9 " | +11.5 " |
| Bills discounted held by Federal Reserve Bank of Philadelphia (daily average)..... | \$18,637,000 | | \$19,194,000 | | \$58,974,000 | | - 2.9 " | -68.4 " |
| Acceptances executed (12 banks for month ended 10th of following month)..... | \$6,738,000 | | \$6,038,000 | | \$5,919,000 | | +11.6 " | +13.8 " |
| Bankers' acceptance sales (5 dealers—weekly average for period ended middle following month)..... | \$1,673,000 | | \$980,000 | | \$3,357,000 | | +70.7 " | -50.2 " |
| Commercial paper sales (5 dealers)..... | \$8,510,000 | | \$9,685,000 | | \$7,830,000 | | -12.1 " | + 8.7 " |
| Savings deposits (99 banks)..... | \$537,900,000 | | \$533,691,000 | | \$499,808,000 | | + 0.8 " | + 7.6 " |
| General: | | | | | | | | |
| Debits (18 cities)..... | \$2,194,563,000 | | \$1,996,709,000 | | \$2,145,250,000 | | + 9.9 " | + 2.3 " |
| Commercial failures..... | 59 | | 73 | | 62 | | -19.2 " | - 4.8 " |
| Commercial failures—liabilities..... | \$1,388,662 | | \$1,315,533 | | \$2,122,521 | | + 5.6 " | -34.6 " |
| Building permits (15 cities)..... | \$18,499,406 | | \$17,450,446 | | \$15,550,903 | | + 6.0 " | +19.0 " |
| Building contracts awarded (Philadelphia district)..... | \$58,814,500 | | \$48,271,700 | | \$33,201,300 | | +21.8 " | +77.1 " |
| Employment—number of wage earners (1,020 plants in Pennsylvania, New Jersey and Delaware)..... | 365,631 | | 358,467 | | | | + 2.0 " | ..... |
| Average weekly earnings (365,631 wage earners in Pennsylvania, New Jersey and Delaware)..... | \$25.72 | | \$25.35 | | | | + 1.5 " | ..... |
| Sales of life insurance (Pennsylvania, New Jersey and Delaware)..... | \$69,616,000 | | \$56,294,000 | | \$65,457,000 | | +23.7 " | + 6.4 " |

* Bureau of Census preliminary figures.
† Estimated.

