

THE BUSINESS REVIEW

THIRD FEDERAL
PHILADELPHIA



RESERVE DISTRICT
FEBRUARY 2, 1925

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FEDERAL RESERVE BANK of PHILADELPHIA

SUMMARY OF BUSINESS CONDITIONS IN THE UNITED STATES

Production and employment in December continued the increase which began in the autumn and wholesale prices advanced further to the highest level for the year. Railroad shipments of goods continued in large volume and trade, both at wholesale and retail, was larger than a year ago.

Production. The index of production in basic industries advanced about 10 per cent in December to a point 25 per cent higher than last summer but was still below the level of the opening months of 1924. Practically all of the 22 industries included in the index shared in the advance and the increases were particularly large in iron and steel, cotton manufacturing, coal mining, and meat packing. Among the industries not represented in the index the output of automobiles declined in December and was the smallest for any month in more than two years. Increased industrial activity was accompanied by an advance of about 2 per cent in factory employment, with larger increases in the metal and textile industries, and by a growth of nearly 5 per cent in total factory payrolls. Volume of building as measured by contracts awarded, was less in December than in November, but continued unusually large for the season of the year.

Trade. Distribution of goods was

greater in December than in the same month of 1923, as indicated by larger railroad shipments and an increase in the volume of wholesale and retail trade. Christmas trade at department stores was 4 per cent greater than in the previous year, and sales by mail-order houses and chain stores were the largest on record. Wholesale trade was seasonally less than in November but in practically all lines was larger than a year ago. Marketing of agricultural products was greater than for the corresponding month of any recent year.

Prices. A further advance of more than 2 per cent in the Bureau of Labor Statistics index of wholesale prices carried the average in December 8 per cent above the low point of June and to the highest level since April, 1923. Prices of all groups of commodities were higher, the principal increases being in farm products and foods. In the first half of January prices of grains, wool, coal, and metals increased further, while sugar, dairy products, silk, coke, and rubber declined.

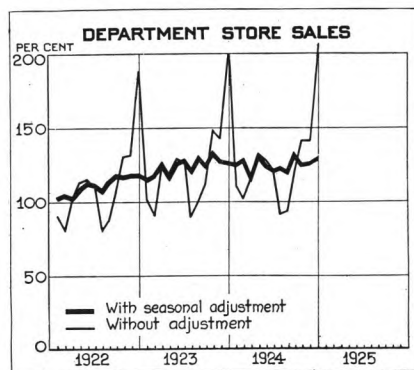
Bank credit. At the Federal reserve banks the rapid return flow of currency after the holiday trade resulted, during the four weeks ending January 21, in a reduction of earning assets about equal

to that for the same season a year earlier. The net outflow of currency from the reserve banks during the month preceding Christmas amounted to more than \$200,000,000 and the return flow after the Christmas peak, reflected both in the increase in reserves and in the decline of Federal reserve note circulation, was in excess of \$300,000,000. Fluctuations in the earning assets of the reserve banks during the past two months have reflected chiefly these seasonal changes in the demand for currency. The decline in discounts brought their total on January 21 to a smaller volume than at any time in 1924, and acceptances also showed a seasonal decrease. Holdings of United States Securities, which have declined for more than two months, were about \$175,000,000 below the level of last autumn and in about the same amount as at the middle of 1924. Net exports of gold, which give rise to a demand for reserve bank credit, amounted to \$30,000,000 in December and were in larger volume during the first three weeks in January.

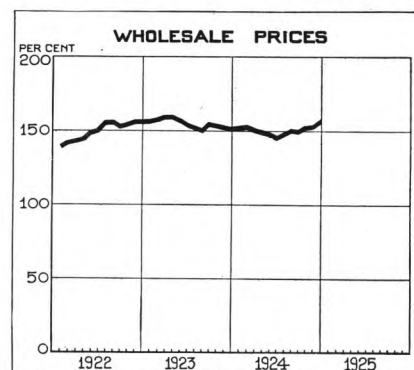
The growth of demand deposits at member banks in leading cities during the three weeks ending in the middle of January, which has been greater than the increase in their total loans and investments, has reflected the return of cur-



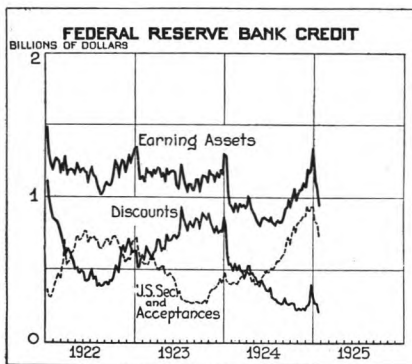
Index of 22 basic commodities corrected for seasonal variation (1919=100). Latest figure—December, 117.



Index of sales of 333 stores in 117 cities (1919=100). Latest figures, December—Adjusted index, 129; Unadjusted index, 207.



Index of U. S. Bureau of Labor Statistics (1913=100, base adopted by Bureau). Latest figure—December, 157.



Weekly figures for 12 Federal Reserve Banks.
Latest figure—January 21.

rency from circulation. In the same period there was some increase in commercial loans and a continued growth in loans secured by stocks and bonds. Holdings of investment securities have decreased somewhat since the middle of November, particularly at the banks in New York City.

Firmer conditions in the money market in December and the first few days in January were followed later in the month by declines in rates on commercial paper to 3½ per cent.

SUMMARY OF BUSINESS CONDITIONS IN THE THIRD FEDERAL RESERVE DISTRICT

Actual developments during December and January leave little doubt of a real and substantial improvement of business in this district. In spite of the widespread improvement of business sentiment early in the fall, the volume of November business was rather disappointing. But December witnessed a material expansion in the operations of the factories of this district and a volume of distribution well in excess of that of the corresponding period of 1923. Furthermore, preliminary reports indicate that, aside from the usual seasonal lull following the holidays and the inventory period, business in January has maintained or exceeded its previous advances. Following the marked increase which occurred in factory employment and operating schedules in December, early reports received by this bank indicate but little further change occurring in January. This hesitation is probably due to inventory taking.

Both the iron and steel and textile industries have shared in the recent advances. Output of these materials has increased substantially since November, and, although there is some seasonal slackening in purchases, existing orders are in sufficient quantities to insure the maintenance of present operations for from one to three months. Wool prices have continued upward and some grades of wool yarns and cloth have been in

good demand, but the cotton and silk markets have been relatively quiet. Hosiery and underwear manufacturers report more active demand and a sufficient volume of orders for the first quarter's operations.

The coal markets have felt some improvement with the arrival of cold weather but anthracite production is still running behind last year's figures. Building activity, although still in excess of that of last year, has had a marked seasonal decline. Hence the call for paint, cement and other building materials has declined accordingly. Flour and sugar markets have been rather quiet and prices of sugar have declined sharply. An improvement in the shoe trade after the first of the year has been reflected in bettered demand for leather and for hides and skins with higher quotations in some instances. Indeed, prices of many other raw materials and manufactured goods have registered substantial advances during the past few weeks. Producers generally report, however, that buyers are cautious and are confining their purchases to small lots for early delivery.

Distribution of goods in this district has been in large volume since November. Railroad freight car loadings have continued to exceed last year's totals although December and January figures showed a seasonal decline from the high levels of early fall. Wholesale business, which was disappointing in November, was better in December in all lines than it was in the same month of 1923. Indeed, in the case of shoes, drugs and

paper, substantial increases of 12 to 24 per cent were recorded. The early January sales also appear to be exceeding last year's business in wholesale lines. It is also significant that stocks of wholesale dealers have been considerably reduced during the past year and that collections at the end of the year were better in nearly all lines than at the end of 1923.

Christmas business at the department stores in the district was also better than in the previous year, showing an increase of 3.2 per cent as compared with December, 1923. Business was especially good in apparel lines and the stores in Philadelphia generally experienced greater improvement than those in the smaller cities of the district. Since Christmas, price reduction sales and weather conditions have stimulated the sale of seasonable goods. January business is expected to exceed that of the previous year. Further evidence of general business expansion is seen in the fact that the value of debits to individual accounts was 9.3 per cent larger than in the corresponding period of 1923.

EMPLOYMENT AND WAGES

Industrial operations in Pennsylvania, New Jersey and Delaware expanded considerably in December, according to reports on employment and wages received by this bank from more than a thousand manufacturing establishments. Employment at these factories increased 2.2 per cent and wages paid were 6.4 per cent larger than in November. As there were

SYNOPSIS OF BUSINESS CONDITIONS

Compiled as of January 23, 1925

Third Federal Reserve District

Business	Demand	Prices	Stocks	Collections
Automobiles	Fair	Lower	Moderate	Fair
Cement	Fair	Unchanged	Heavy	Fair
Cigars	Fair	Firm	Light	Fair
Clothing	Fair	Firm	Moderate	Fair
Coal, anthracite	Good	Firm	Moderate	Fair
Coal, bituminous	Fair	Unchanged	Moderate	Fair
Coke	Good	Firm	Light	Fair
Cotton goods	Fair	Firm	Moderate	Fair
Cotton yarns	Fair	Firm	Moderate	Fair
Drugs, wholesale	Fair	Lower	Moderate	Fair
Drygoods, wholesale	Good	Firm	Moderate	Fair
Electrical supplies, wholesale	Fair	Higher	Moderate	Fair
Floor coverings	Fair	Firm	Moderate	Fair
Flour	Fair	Higher	Moderate	Fair
Groceries, wholesale	Fair	Higher	Moderate	Fair
Hardware, wholesale	Fair	Higher	Moderate	Fair
Hosiery, full-fashioned	Good	Firm	Moderate	Good
Hosiery, seamless	Fair	Firm	Moderate	Fair
Iron and steel	Fair	Firm	Moderate	Fair
Jewelry, wholesale	Fair	Unchanged	Moderate	Fair
Leather, belting	Fair	Unchanged	Moderate	Good
Leather, heavy	Fair	Firm	Moderate	Good
Leather, upper	Good	Higher	Moderate	Good
Lumber	Fair	Firm	Moderate	Fair
Paint	Fair	Firm	Moderate	Fair
Paper	Good	Firm	Moderate	Good
Paper, wholesale	Good	Firm	Moderate	Fair
Paper boxes	Fair	Higher	Light	Fair
Shoes, manufacture	Good	Higher	Moderate	Fair
Shoes, retail	Fair	Firm	Moderate	Fair
Shoes, wholesale	Fair	Higher	Light	Fair
Sugar	Fair	Lower	Light	Good
Silk goods	Fair	Firm	Moderate	Good
Underwear, heavy weight	Good	Unchanged	Light	Fair
Underwear, light weight	Fair	Unchanged	Light	Fair
Woolen and worsted goods	Fair	Higher	Moderate	Fair
Woolen and worsted yarns	Fair	Firm	Moderate	Fair

EMPLOYMENT AND WAGES

In Pennsylvania, New Jersey and Delaware

Group and industry	No. of plants reporting	Number of wage earners—week ended		Total weekly wages—week ended		Average weekly earnings week ended	
		Dec. 15, 1924	Per cent change from month ago	Dec. 15, 1924	Per cent change from month ago	Dec. 15, 1924	Per cent change from month ago
All industries (48)	1,029	374,699	+ 2.2	\$10,061,684	+ 6.4	\$26.85	+ 4.1
Metal manufactures:	354	176,733	+ 3.9	5,039,488	+11.0	28.51	+ 6.8
Automobiles, bodies, and parts...	22	7,030	+ 2.3	203,114	+12.7	28.89	+10.1
Car construction and repair...	15	14,139	+ 1.1	430,702	+ 6.5	30.46	+ 5.4
Elec. machinery and apparatus...	41	21,127	+ 2.7	530,822	+ 2.8	25.13	+ 0.2
Engines, machines, mach. tools...	36	9,277	+ 1.6	256,311	+ 9.0	27.63	+ 7.3
Foundries and machine shops...	73	11,618	+ 4.7	333,040	+14.4	28.67	+ 9.2
Heating appliances and apparatus...	18	6,044	+ 1.8	174,506	+ 1.0	28.87	- 0.8
Iron and steel blast furnaces...	12	13,663	+ 3.9	385,394	+ 6.3	28.21	+ 2.4
Iron and steel forgings...	13	4,845	+ 3.1	132,821	+13.1	27.41	+ 9.7
Steel works and rolling mills...	48	47,077	+ 5.9	1,372,476	+17.3	29.15	+10.8
Structural iron works...	12	3,161	+ 1.3	85,936	+ 1.1	27.19	- 0.1
Misc. iron and steel products...	48	26,134	+ 6.7	770,809	+18.9	29.47	+11.4
Shipbuilding...	8	9,047	- 0.9	260,049	+ 0.5	28.74	+ 1.4
Non-ferrous metals...	6	3,571	+ 3.4	103,508	+ 4.2	28.99	+ 0.8
Textile products:	245	70,579	+ 1.3	1,610,262	+ 4.7	22.82	+ 3.4
Carpets and rugs...	13	3,705	+ 2.3	103,812	+ 2.6	28.02	+ 0.3
Clothing...	26	4,061	- 1.2	72,313	- 1.5	17.81	- 0.3
Hats, felt and other...	11	5,408	+ 1.1	123,925	+ 7.4	22.92	+ 6.3
Cotton goods...	28	8,152	+ 1.7	183,452	+ 8.9	22.50	+ 7.1
Silk goods...	65	18,613	+ 0.7	387,405	+ 2.9	20.81	+ 2.2
Woolens and worsteds...	28	11,515	- 0.2	273,779	+ 2.0	23.78	+ 2.2
Knit goods and hosiery...	47	10,429	+ 2.3	248,304	+ 8.7	23.81	+ 6.2
Dyeing and finishing textiles...	20	7,125	+ 4.4	185,793	+ 5.9	26.08	+ 1.4
Miscellaneous textile products...	7	1,571	+ 1.5	31,479	+ 3.6	20.04	+ 2.1
Foods and tobacco:	83	23,477	- 2.2	516,173	- 0.3	21.99	+ 2.0
Bakeries...	19	3,487	- 0.3	104,012	+ 2.6	29.83	+ 2.9
Canneries...	9	3,284	+ 2.0	70,837	+ 4.8	21.57	+ 2.8
Confectionery and ice cream...	21	6,032	- 1.5	115,304	- 1.8	19.12	- 0.3
Slaughtering and meat packing...	11	2,664	+ 3.4	74,352	+ 3.7	27.91	+ 0.4
Sugar refining...	3	1,649	-25.6	51,406	-16.0	31.17	+12.9
Cigars and tobacco...	20	6,361	- 0.3	100,262	+ 2.1	15.76	+ 2.4
Building materials:	81	25,504	- 0.3	737,802	+ 0.9	28.93	+ 1.2
Brick, tile, terra cotta products...	23	3,656	+ 3.9	95,818	+ 2.3	26.21	- 1.5
Cement...	15	7,789	- 3.2	223,026	- 3.6	28.63	- 0.3
Glass...	27	9,710	+ 0.9	279,598	+ 2.1	28.79	+ 1.2
Pottery...	16	4,349	- 1.1	139,360	+ 4.9	32.04	+ 6.1
Chemicals and allied products:	75	29,032	+ 2.0	873,797	- 1.6	30.10	- 3.5
Chemicals and drugs...	39	7,042	+ 3.2	197,671	+ 2.9	28.07	- 0.2
Explosives...	10	2,829	+ 2.1	70,704	- 6.8	24.99	- 8.8
Paints and varnishes...	15	1,453	+ 0.2	38,668	+ 5.6	26.61	+ 5.4
Petroleum refining...	8	16,572	+ 0.9	535,248	- 3.5	32.30	- 4.3
Coke...	3	1,136	+14.9	31,506	+10.2	27.73	- 4.1
Miscellaneous industries:	191	49,374	+ 0.8	1,284,162	+ 3.2	26.01	+ 2.3
Lumber and planing mill products...	8	2,503	+ 4.7	51,415	- 2.5	20.54	- 6.9
Furniture...	21	3,471	+ 6.0	94,647	+14.4	27.27	+ 8.0
Musical instruments...	6	8,447	+ 0.1	226,996	- 2.6	26.87	- 2.7
Leather tanning...	34	8,079	+ 1.7	209,080	+ 3.8	25.88	+ 2.0
Leather products...	6	597	- 1.0	13,763	+ 0.4	23.05	+ 1.4
Boots and shoes...	29	5,189	- 3.6	98,782	- 0.3	19.04	+ 3.4
Paper and pulp products...	22	5,345	- 0.5	139,121	+ 0.4	26.03	+ 0.9
Printing and publishing...	25	4,095	+ 0.7	135,771	+ 0.8	33.16	+ 0.1
Rubber tires and goods...	19	5,618	- 0.2	159,099	+ 6.7	28.32	+ 6.8
Novelties and jewelry...	9	2,203	+ 2.7	56,009	+ 6.6	25.42	+ 3.8
All other industries...	12	3,827	+ 2.7	99,479	+14.6	25.99	+11.5

ment noted in December was due to the fact that the period for which reports were made in November included Armistice Day, when many establishments suspended operations.

FINANCIAL CONDITIONS

In the table below items taken from the statements of reporting member banks in four of the larger cities of the Third District are given. These figures show changes in the course of the holiday season and in the weeks following:

(000's omitted)	Dec. 3 to Dec. 24	Dec. 24 to Jan. 14
Secured loans.....	-15.2	+ 8.6
Commercial loans.....	- 9.3	- 5.8
Investments.....	+13.3	- 3.6
Totals.....	-11.2	- 8
Deposits.....	-42.6	+25.9
Borrowings from F. R. Bank.....	+18.1	-18.5

The decrease in deposits from December 3 to December 24 was due largely to the paying off of loans by borrowers and to the withdrawal by depositors of large sums, held in Christmas savings clubs and in other accounts, to make holiday purchases. A great deal of currency was required, some of which was obtained through rediscounting at the Federal Reserve Bank. Currency no longer needed in trade was returned after the close of the holiday season and helped to swell the total of deposits; the greater part of the sums so added to the banks' resources apparently was used in the reduction of rediscounts at the Federal Reserve Bank.

Discounts at the Federal Reserve Bank declined from 47.3 millions on December 24 to 22.7 millions on January 21. Federal reserve note circulation likewise fell off markedly, but deposits and cash reserves increased. The reserve ratio advanced from 74.0 to 82.7 per cent.

Although money rates on January 21 showed little change in comparison with those of a month before, developments in the interim are to be noted. The rate for bankers' bills was unchanged throughout the month, but the rates for call money and commercial paper advanced to higher levels at the end of December and the beginning of January and declined thereafter. Commercial paper was quoted at 3¼ per cent on January 2 and call money renewals were made at 5 per cent.

In the period from December 11 to January 21 weekly sales of bankers' acceptances to the Federal Reserve Bank by five reporting dealers averaged \$843,000, as compared with \$465,000 in the preceding period, but sales to others in this district decreased from \$236,000 to \$140,000. According to the latest report, sales of these dealers averaged \$983,000 weekly, as against \$2758,000 a year ago.

but few actual changes in wage rates, the latter figure indicates approximately the expansion in operations.

The metal manufacturers experienced the greatest improvement, employment increasing nearly 4 per cent and wages being 11 per cent larger than in the previous month. Practically all of these industries shared in the advance; the largest increases were reported by foundries and machine shops, steel works and rolling mills, iron and steel forging plants, and miscellaneous iron and steel manufactures. Most of the textile industries also increased operations, the net increase for this group being 1.3 per cent

in employment and 4.7 per cent in wages. Cotton mills, dyeing and finishing establishments and knit goods mills registered the largest advances. The decline in the food and tobacco group was due principally to a marked reduction in employment and wages at sugar refineries. Cement mills reported fewer employes and smaller wage totals, but the other building material industries showed an expansion in wage totals. The majority of the chemical and miscellaneous industries reported increased employment and wages, the improvement being especially marked in coke plants and furniture factories. Undoubtedly part of the improve-

FINANCIAL STATISTICS
Third Federal Reserve District

All figures except percentages in thousands of dollars	Latest	Changes in course of	
		One month	One year
Reporting member banks:			
Secured loans.....	327.9	+10.8	+42.9
All other (largely commercial) loans.....	358.7	- 8.0	+21.0
Total loans.....	686.6	+ 2.8	+64.0
Investments.....	370.8	- 2.1	+85.4
Total loans and investments.....	1,057.4	+ .7	+149.4
Total deposits.....	957.6	+13.3	+151.4
Federal Reserve Bank:			
Bills discounted.....	22.7	-24.6	-17.0
Other earning assets.....	46.7	- 4.0	- 8.1
Total earning assets.....	69.4	-28.6	-25.1
Federal reserve note circulation.....	148.4	-33.9	-42.6
Total deposits.....	130.6	+ 4.1	+10.3
Cash reserves.....	230.9	+ 2.5	- 6.7
Reserve ratio.....	82.7%	+ 8.7%	+ 6.4%
Debits (banks in 18 cities)*.....	553,000	-32,000	+96,000
Savings deposits (99 banks).....	556,867	+16,673	+37,266
Bankers' acceptances:†			
Purchases by 5 dealers.....	612	- 344	+ 259
Sales by 5 dealers:			
To Federal Reserve Bank.....	843	+ 378	-1,563
To others.....	140	- 96	- 212
Executed by 12 banks‡.....	4,284	-1,126	+ 8
Commercial paper sales, 5 dealers.....	5,603	- 682	-2,045

New York City

Actual figures in all columns	Jan. 21, 1925	Month ago	Year ago
Money rates:			
Commercial paper.....	3½%	3½-3¾%	4¼-5%
Bankers' acceptances.....	3%	3%	4-4½%
Call money renewals.....	3%	3%	4%
Security price averages:			
20 industrial stocks.....	\$122.11	\$116.41	\$97.28
20 railroad stocks.....	98.49	99.24	80.85
40 bonds.....	90.99	90.61	87.88
4 Liberty bonds.....	101.48	101.30	99.41

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

The total of acceptances executed by eleven reporting banks was \$4,284,000 in the month ended January 10; \$5,410,000 in the preceding month, and \$4,276,000 a year ago.

Accompanied for the most part by an active market, the average price of twenty industrial stocks advanced from \$116.41 to \$122.11 in the month ending January 21. Bonds also advanced, but the average of railroad stocks declined.

Savings deposits at 99 banks in the Third District increased 3.1 per cent during December, and on January 1 were 7.2 per cent greater than on January 1, 1924. The percentage of increase during December was not as large as in the two previous years. In December, 1923, the gain was 3.7 per cent, and in December, 1922—4.1 per cent. This month usually shows the largest increase in savings deposits of any month in the year, owing largely to the crediting of interest and the redepositing of part of the funds accumulated in Christmas savings funds. Percentage changes by cities follow:

Cities	Changes January 1, 1925, compared with	
	Previous month	Previous year
Allentown.....	+2.2%	+ 7.8%
Altoona.....	+ .4 "	+10.9 "
Bethlehem.....	+ .7 "	+15.0 "
Chester.....	+ .5 "	- .8 "
Easton.....	+1.5 "	+16.0 "
Harrisburg.....	+ .2 "	+ 6.3 "
Johnstown.....	+ .8 "	+ 2.8 "
Lancaster.....	+4.5 "	+17.7 "
Philadelphia.....	+4.3 "	+ 6.5 "
Reading.....	+4.4 "	+14.3 "
Seranton.....	+7.2 "	+16.5 "
Trenton.....	-4.1 "	- 1.6 "
Wilkes-Barre.....	+1.4 "	+ 8.6 "
Williamsport.....	+2.4 "	+ 1.9 "
Wilmington.....	+ .1 "	+ 5.2 "
York.....	+3.6 "	+16.5 "
Others.....	+ .5 "	+ 6.5 "
Totals.....	+3.1%	+ 7.2%

Commercial paper. Sales of commercial paper in the city during the first half of January were small, many of the banks holding out for 4 per cent for best names, at which rate most dealers refused

to operate. Later some improvement was noted, but business as a whole was only fair. Outside of Philadelphia the market, though not active, was better than in the city. Most of the sales have been made at from 3½ to 4 per cent. The amount of new paper coming in has been smaller than anticipated but dealers have fair lists.

During December the sales of five dealers in this district were \$5,602,500; this compares with \$6,285,000 in November and \$7,647,500 in December, 1923. The amount sold to Philadelphia banks was \$2,387,500 and to outside institutions \$3,215,000. The range of rates at which these sales were consummated varied even more widely than it did a month ago and was from 3 to 4¾ per cent. At the low figure one sale of a fair amount with a short maturity was made early in the month, before rates hardened. Above 4 per cent sales were less than one per cent of the total, and the great bulk of the business was closed at from 3½ to 4 per cent.

RETAIL TRADE

Retail trade for this season of the year is good and many merchants report that sales for the first half of the month are larger than those for the same period of January, 1924. As is to be expected in January, however, the volume of sales is much smaller than in December, although special price-reduction sales and the stormy weather of this month have stimulated business.

Department stores report that their January white goods sales were not quite as heavy as in January, 1924, but other lines of merchandise, especially winter apparel for both men and women, are moving in good volume. Sales of rubbers and galoshes have been very heavy. Overcoats and suits are the best sellers in men's apparel, and dresses, coats, hosiery and underwear are the most active items in women's apparel. Floor coverings, bedding, living room suites, draperies, and cedar chests are the best selling goods at house furnishings stores. The call for shoes is light and the principal business of shoe stores is the sale of rubbers and galoshes. Tan calf, black satin, and patent colt are the types of women's shoes which are now in greatest demand. High calf shoes and heavy oxfords are the best sellers in men's shoes.

Prices of most goods are firm and unchanged, although a few items are higher. Carpets and rugs, rubbers, woolens, some articles of hardware, some grades of shoes, and dining room and bedroom furniture are slightly higher than they were in December.

RETAIL TRADE
Third Federal Reserve District

	Comparison of net sales		Comparison of stocks		Rate of turnover*	
	Dec., 1924, with Dec., 1923	July 1 to Dec. 31, 1924, with July 1 to Dec. 31, 1923	Dec. 31, 1924, with Dec. 31, 1923	Dec. 31, 1924, with Nov. 30, 1924	July 1 to Dec. 31, 1924	July 1 to Dec. 31, 1923
All reporting firms.....	+ 3.2%	- 1.5%	+ 1.1%	-15.2%	3.5	3.6
Firms in Philadelphia.....	+ 5.3 "	- 0.8 "	+ 1.2 "	-14.7 "	4.2	4.2
Allentown, Bethlehem and Easton.....	+ 0.7 "	- 0.5 "	+ 0.1 "	-18.2 "	2.6	2.6
Altoona.....	- 1.0 "	- 9.5 "	- 6.7 "	-18.3 "	2.7	3.2
Chester.....	- 5.1 "	- 8.2 "	.....	.....	.....	.....
Harrisburg.....	- 0.2 "	- 2.0 "	+ 2.8 "	-15.4 "	2.5	2.6
Johnstown.....	- 2.8 "	-13.1 "	+15.6 "	-12.8 "	2.3	3.0
Lancaster.....	- 0.8 "	- 2.3 "	- 2.7 "	-18.7 "	2.7	2.6
Reading.....	- 0.6 "	- 4.3 "	- 3.6 "	-10.3 "	2.3	2.3
Seranton.....	- 0.6 "	- 1.8 "	- 1.5 "	-17.2 "	3.1	3.1
Trenton.....	+ 0.1 "	- 4.1 "	- 4.3 "	-19.4 "	3.3	3.1
Wilkes-Barre.....	+ 0.9 "	+ 2.2 "	+ 6.2 "	-23.1 "	3.2	3.3
Williamsport.....	- 6.2 "	- 8.2 "	- 5.4 "	-17.7 "	2.3	2.3
Wilmington.....	+ 0.4 "	+ 5.4 "	+ 3.9 "	- 9.1 "	2.0	2.0
York.....	- 5.6 "	- 5.3 "	-10.0 "	-19.9 "	2.6	2.6
All other cities.....	+ 0.5 "	+ 1.4 "	+ 1.5 "	-13.1 "	2.6	2.5
All department stores.....	+ 2.7 "	- 1.7 "	+ 0.9 "	-16.0 "	3.6	3.6
in Philadelphia.....	+ 4.6 "	- 1.2 "	+ 1.1 "	-15.2 "	4.1	4.2
outside Philadelphia.....	- 0.7 "	- 2.7 "	+ 0.4 "	-17.1 "	2.7	2.8
All apparel stores.....	+ 6.8 "	- 0.4 "	+ 0.2 "	-14.7 "	3.9	3.9
Men's apparel stores.....	+ 5.5 "	- 2.9 "	- 0.1 "	-10.8 "	2.2	2.3
in Philadelphia.....	+10.4 "	- 1.2 "	- 2.3 "	- 7.7 "	2.7	2.7
outside Philadelphia.....	- 1.8 "	- 4.9 "	+ 2.1 "	-13.4 "	1.9	2.0
Women's apparel stores.....	+14.0 "	+ 7.3 "	+ 0.1 "	-20.8 "	5.8	5.4
in Philadelphia.....	+17.7 "	+10.2 "	+ 3.1 "	-21.3 "	6.4	6.1
outside Philadelphia.....	- 2.0 "	- 6.1 "	- 9.0 "	-18.7 "	3.5	3.3
Credit houses.....	+ 3.2 "	- 2.2 "	+ 1.4 "	- 6.5 "	2.8	2.9
Shoe stores.....	+ 4.8 "	+ 4.2 "	+ 0.6 "	- 8.8 "	2.4	2.3

* Times per year based on cumulative period.

WHOLESALE TRADE

In November sales in all the eight reporting lines were smaller than in November, 1923, but this condition has been reversed in December and business was larger in each line than it was in December, 1923. The trend of sales of shoes, drygoods and groceries is usually downwards in December as compared with November, but this year shoe sales increased in December and the decrease in both drygoods and groceries was less than in recent years. Business in all the other lines increased over that of November.

Collections in December, too, show an improvement as compared with those in the previous month and in December, 1923. The only exception was jewelry, in which collections were slightly poorer than they were a year before. Stocks have been reduced and are smaller than at the end of 1923, except in groceries and paper.

The indices of prices of drugs and fine chemicals are slightly lower than they were a month ago, but, with these exceptions, quotations at wholesale are firmly maintained or have been raised. Preliminary estimates indicate that wholesale trade in January will exceed that of January, 1923.

Paper. Wholesalers report that the call for paper varies from fair to good and that it is very similar to that of a

month ago. Fine, book, wrapping and kraft papers and newsprint are in good demand for this season of the year. Tissues, toilet papers, manilas, cardboards, and building boards are moving only in fair volume. The call for building papers and cover papers is increasing. High grade bond papers, most rag-content papers, some grades of paper bags and of kraft papers have advanced slightly in price, but the prices of most grades are the same as last month.

The total of December sales exceeded early expectations, being 13.2 per cent greater than those of November and 24.1 per cent larger than those of December,

1923. Jobbers' stocks at the close of 1924 were 16.9 per cent greater than at the close of 1923.

Drugs. The call for drugs is well maintained and jobbers report that it is practically the same as in December. Pharmaceuticals, cough and cold medicines, denatured alcohol and oils are all selling actively. Both botanical drugs and fine chemicals and drugs are cheaper than they were a month ago. The index number compiled by the "Oil, Paint and Drug Reporter" for 40 botanical drugs, on January 19, was 134.8, as compared with 139 on December 15; that for 35 drugs and fine chemicals, on January 19 was 200.5, as against 202.2 on December 15. Sales in December were considerably better than was indicated early in that month, being 11.7 per cent greater than in November and 18.1 per cent larger than in December, 1923.

Hardware. The net sales of 31 wholesale hardware firms in the Third Federal Reserve District were 7.5 per cent greater in December than they were during November and also 7.5 per cent larger than in December of last year. The present demand is only fair and no more active than it was at this time last month.

General supplies for the spring trade are in best request, and building hardware, too, continues to move in substantial quantities. Mines, mills and factories are taking most of the deliveries of heavy hardware and machine equipment. Nearly all dealers reporting to us say that prices are higher than they were at this time, both last month and a year ago.

Stocks held by dealers on December 31 were 2.1 per cent larger than they were at the end of the preceding month, but 1.4 per cent smaller than on the last day of December, 1923.

Electrical supplies. During December the net sales of 7 wholesale electrical firms in this district were 38.6 per cent greater than those in November and 2.5 per cent larger than during December of last year. Demand during the past four weeks is characterized as either fair or good and, in most instances, better than it

WHOLESALE TRADE
Third Federal Reserve District

	Net sales Dec., 1924, com- pared with		Stocks Dec., 1924, com- pared with		Accounts out- standing Dec., 1924, com- pared with		Ratio of accounts out- standing to sales		
	Nov., 1924	Dec., 1923	Nov., 1924	Dec., 1923	Nov., 1924	Dec., 1923	Dec., 1924	Nov., 1924	Dec., 1923
Boots and shoes.....	+28.1%	+12.0%	- 0.4%	-11.3%	- 7.2%	- 1.7%	233.1%	331.0%	262.4%
Drugs.....	+11.7 "	+18.1 "	.....	.....	- 3.0 "	+11.9 "	142.1 "	162.2 "	151.2 "
Dry goods.....	-10.9 "	+11.7 "	-21.5 "	-32.0 "	-15.7 "	-11.1 "	229.0 "	241.9 "	287.6 "
Elec. supplies.....	+38.6 "	+ 2.5 "	- 6.1 "	-11.8 "	+ 8.3 "	- 2.8 "	115.3 "	147.6 "	121.6 "
Groceries.....	- 2.1 "	+ 7.5 "	+ 0.9 "	+ 2.7 "	- 8.3 "	+ 2.4 "	109.7 "	119.3 "	115.5 "
Hardware.....	+ 7.5 "	+ 7.5 "	+ 2.1 "	- 1.4 "	- 6.0 "	+ 6.9 "	167.7 "	191.8 "	168.2 "
Jewelry.....	+75.8 "	+ 1.8 "	-20.7 "	- 0.2 "	+16.2 "	+10.9 "	257.4 "	339.6 "	239.0 "
Paper.....	+13.2 "	+24.1 "	- 4.0 "	+16.9 "	- 7.2 "	+ 5.1 "	134.5 "	164.0 "	158.8 "

was in the preceding period. Current demand has subsided to some extent as is usual at this season, though the call for radio supplies and wiring goods is fairly good, and substantial deliveries of heavy electrical equipment continue to be made to factories and mines.

In a few cases, prices are reported to be higher than they were a month ago, but, as compared with those prevailing at this time last year, they are somewhat lower. Stocks in the hands of reporting firms were 6.1 per cent smaller on the last day of December than they were at the end of the preceding month and 11.8 per cent lighter than those on December 31, 1923. In December the ratio of accounts outstanding to sales stood at 115.3 as compared with 147.6 during November and 121.6 in December of last year.

Shoes. Sales of spring lines by shoe wholesalers have shown a seasonal increase in January. Orders have been taken for deliveries up to Easter, but a large proportion of these orders call for shipment either in February or early March.

The bad weather which started with the New Year has been the cause of a heavy call for rubber shoes of all kinds; galoshes were in especially good request and spot stocks of these have been depleted. Goods purchased in large volume include men's and children's oxfords in tan and black, and women's pumps in tan calf and patent leather. Shoes with crêpe rubber soles for men, women and children have been in greater request than in recent months, probably a seasonal development. Prices of both leather and rubber shoes have advanced, though, as a rule, these increases have been slight.

Sales in December were larger by 28.1 per cent than in November and by 12.0 per cent than in December, 1923. Stocks at the end of the year were 7.2 per cent smaller than at the end of November and were 1.7 per cent less than at the end of 1923. Collections also have improved; the ratio of accounts outstanding to sales was 233.1 on December 31, 331.0 on November 30 and 262.4 on December 31, 1923.

Jewelry. In the wholesale jewelry trade the usual seasonal dullness prevails. Sales are small, and, as they are for immediate needs, call for prompt shipment. Platinum mountings for the resetting of diamonds taken from old jewelry continue to be in good demand and, with watches and diamonds, constitute a good proportion of the present business. Prices continue on the same level as during recent months.

In this district sales reached a marked peak for the year in December of both 1923 and 1924. The gain over November was 75.8 per cent, and they were also larger by 1.8 per cent than in December, 1923, which was one of the best months on record. Stocks on December 31 were lower by 20.7 per cent than on Novem-

ber 30 and by 0.2 per cent than on December 31, 1923. The ratio of accounts outstanding to sales stood at 257.4 on December 31, 389.6 on November 30 and 239.0 on December 31, 1923.

Drygoods. During January trade in drygoods has broadened, and most wholesale dealers report that spring merchandise is in good request. For some firms, however, this business has not yet opened. Hosiery, underwear, napped goods, gingham, percales, muslins and small notions are all in fair demand. Prices for the most part are firm with a slight upward tendency, woolen goods being notably strong.

December sales almost invariably are smaller than those in November, and this year the decline was 10.9 per cent, but they were 11.7 per cent larger than in December, 1923. Stocks on December 31 were smaller than in the previous month or at the end of 1923, the decreases being 21.5 and 32.0 per cent respectively. The ratio of accounts outstanding to sales stood at 229.0 on December 31, 241.9 on November 30 and 287.6 on December 31, 1923.

Groceries. Groceries are selling in fair volume, but, as is normal in January, the demand is lighter than it was in December. Canned goods, dried fruits, dried beans and staples are at present in greatest request. Prices continue to show an upward trend. Coffee, cheese, evaporated milk, flour, rice, canned fruits, canned tomatoes and tea are higher than they were a month ago; only sugar and marrow beans are cheaper. December sales were 2.1 per cent smaller than those of November, but were 7.6 per cent greater than those of December, 1923. Stocks at the close of December were slightly larger than at the close of 1923.

FLOUR

Further sharp advances in the price of wheat and flour have not influenced consumers of flour to depart from their hand-to-mouth policy of buying, hence the domestic demand is only fair. It is not as heavy as it was in December and is a trifle lighter than in January, 1924. The export market for wheat is active, but export sales of flour have been relatively small. By-product feeds, particularly bran and middlings, are in fair request, but the volume of sales is not quite as heavy as in January, 1924. Number 2 red winter wheat is now selling at \$2.22½ per bushel in New York, as compared with \$1.66¼ on October 22, 1924, and \$1.25½ a year ago. Straight winter flour is selling at from \$9.40 to \$9.90 per barrel against \$5.50 to \$6.00 per barrel in January 1924. Wheat brain is now 18 per cent higher than it was a year ago and middlings are fully 27 per cent higher.

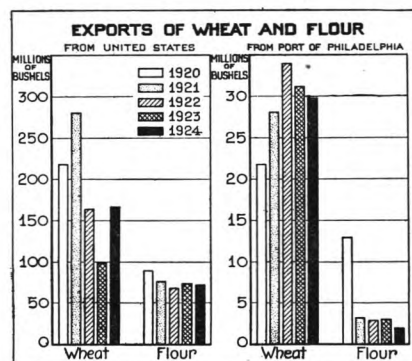
Flour mills in this district are operating at about 75 per cent of capacity and practically all of their output is going

into domestic consumption. Finished stocks at the mills, in general, are light, as is normal in January. Stocks of flour at public warehouses on January 2 were 13 per cent larger than on December 1 but were 24 per cent smaller than on January 2, 1924.

Public warehouse stocks at Philadelphia*	Flour, barrels	Wheat, bushels	Rye, bushels
Jan. 2, 1925...	146,273	2,625,323	194,232
Dec. 1, 1924...	129,059	2,437,770	281,566
Jan. 2, 1924...	181,574	2,255,121	51,889

* Compiled by the Commercial Exchange of Philadelphia.

Exports of flour from the port of Philadelphia during the year 1924 were 34 per cent smaller than those of 1923, but shipments of wheat abroad were only 4 per cent less than those of the previous year.



Flour exports in 1924 were smaller than in 1923. Exports of wheat from the United States were 60 per cent larger in 1924 than in the previous year, but from Philadelphia there was a small decrease.

Sources—Department of Commerce and the Commercial Exchange of Philadelphia

The high prices of flour have caused foreign buyers to purchase only what they absolutely need. The British Isles, Norway, Holland and Brazil have been the principal buyers in the Philadelphia market.

Receipts of flour, wheat, corn, and oats at Philadelphia during 1924 were smaller than in 1923, but rye and barley receipts were greater. Receipts of wheat in December, however, as is shown in the accompanying table, were greater than in December, 1923.

Exports from Philadelphia* (000's omitted)	Year of 1924	Year of 1923	Dec., 1924	Dec., 1923
Flour (bbls.)	2,612	3,317	274	373
Wheat (bus.)	31,383	34,357	4,048	3,787
Corn (bus.)	2,605	6,342	85	251
Oats (bus.)	2,500	3,749	140	417
Rye (bus.)	1,850	726	143	31
Barley (bus.)	634	167	100	43

* Compiled by the Commercial Exchange of Philadelphia.

SUGAR

Raw sugar. Increased grinding activity, with consequent heavier receipts at Cuban ports, has brought out large offerings of raw sugar during the month, and spot prices on the New York Sugar Exchange have gradually softened. At the beginning of the month Cuban raw sugar for prompt shipment was selling at 2 $\frac{7}{8}$ cents, c & f, but prices slowly fell to 2 $\frac{3}{4}$ cents, c & f. Considering the fact, however, that the height of the producing season in Cuba will soon be at hand, the market has shown considerable strength and spot prices have recently advanced to 2 $\frac{13}{16}$ cents, c & f, equivalent to 4.59 cents per pound, duty paid. Duty-free sugars are selling at 4.59 cents delivered.

European refiners have shown little interest in spot Cuban sugar so far this year, although British refiners have taken a few small lots at prices equivalent to those prevailing in New York.

More centrales are now grinding in Cuba than were in operation at this time last year and consequently receipts at Cuban ports are heavier than they were a year ago. Despite fairly heavy exports for this season of the year, stocks at Cuban ports are gradually increasing and they are now about 20 per cent larger than they were a year ago.

Receipts of raw sugar at Atlantic ports during the last week of December and first two weeks of January of this year were twice as large as in the same period of 1923-1924.

Refined sugar. The demand for refined sugar is fair, though at times during the month it has been very light. This fact, coupled with lower prices of raw sugars, induced refiners to scale down their quotations radically. At the close of December, eastern refiners were quoting from 7.00 to 7.30 cents per pound for fine granulated, but on January 5 they had lowered their prices to from 6.75 to 7.10 cents. On January 10 prices were quoted at 6.25 cents by all refiners and since then a few refiners have gone to a 6.10 and 6.15 cents basis. Beet sugar in western markets is quoted at 6.15 cents. These lower quotations have apparently stimulated demand and refiners report that they are selling their weekly output and are slightly increasing production. Inquiries for export are increasing, but actual sales to foreign countries have been small.

Meltings at Atlantic ports during the last week of December, 1924, and the first two weeks of January, 1925, totalled 94,000 tons, as compared with 44,000 tons in the same period of the previous year, an increase of 113 per cent

BUILDING

During December fifteen cities in the Third Federal Reserve District issued 1,638 building permits calling for a total proposed expenditure of \$12,761,532. These figures represent a decrease of 624

in the number of permits granted, but an increase of \$771,185, in estimated cost, over the totals reported during the preceding month. In December of last year 1,756 permits were issued at a proposed cost of \$9,279,155.

Lumber. The call for lumber is somewhat better than fair and dealers reporting to us find that, though it is not as strong as it was a month ago, it is better than it was during January, 1924. On the other hand, manufacturers state that the call for most of their products is substantially stronger than it was at this time both last month and last year.

Prices of finished and raw products are, in general, firm; in fact some advances in quotations for the former were recently announced. Stocks are, for the most part, moderate and stationary. Orders on the books of both manufacturers and dealers are mostly for delivery within 60 days and but very few are for shipment beyond 90 days. Manufacturers reporting to this Bank are operating their mills at an average rate of about 70 per cent of capacity and orders now taken will insure the continuance of present working schedules for several weeks.

Paint. The demand for paint is fair, and, though it is scarcely as strong as it was a month ago, it is better than it was at this time last year. Practically all of the orders on the books are for delivery either immediately or within 60 days.

Prices of both finished goods and raw materials are firm and a few advances in quotations have occurred recently, notably in those for raw materials. As a result some resistance to prevailing prices is being encountered. On January 19 linseed oil was quoted at from \$1.15 to \$1.16 per gallon in carload lots (cooperage basis) as compared with \$1.13 on December 22.

Stocks of both finished paint and raw materials are moderate and are decreasing. Manufacturers reporting to us are operating their equipment at an average rate of approximately 60 per cent of capacity, which is about the same as the rate reported a month ago. Unfilled orders will not require the maintenance of present working schedules for longer than an average period of 7 days.

Cement. Because of the usual seasonal decline, demand for Portland cement is scarcely fair and is not as strong as it was a month ago. Furthermore, most manufacturers reporting to us state that the call is less than that of a year ago. As is to be expected, most of the orders now on the books are for delivery after 90 days, though some are for shipment within the next 30 or 60 days.

Prices of finished cement are firm and are practically unchanged from those prevailing at this time last month, but quotations for raw materials are in a few instances higher. Stocks of both finished cement and raw material are, in general, moderate and increasing. Manufacturers reporting to us are operating their

plants at an average rate of close to 72 per cent of capacity, which is lower than usual. Unfilled orders are smaller than they were a month ago, but at the present rate of production, those now on the books will insure operations for an average period of about 4 months.

Production of Portland cement	1924	1923	Per cent change
	In thousands of barrels		
October.....	14,820	13,350	+ 11.0
November....	13,141	12,603	+ 4.3
December....	10,435	9,997	+ 4.4

IRON AND STEEL

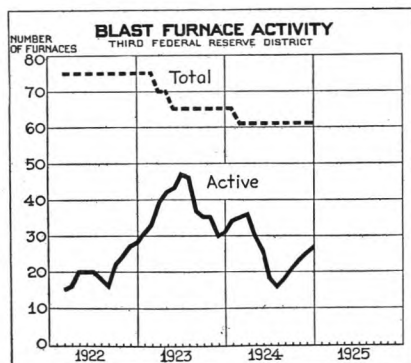
On account of the extensive purchases of iron and steel products during November and December, most consumers are now provided with supplies for a great part of the first quarter. Consequently the market so far this month, though by no means dull, has been comparatively quiet. Demand for pig iron continues to be somewhat better than fair, owing to the volume of small orders for first quarter requirements. This is also true of the call for iron and steel castings, sizeable orders having been placed by railroads, textile mills and steel plants. Iron bars and crude steel are in only fair request, but the demand for steel scrap is strong and has increased during the month. Plates and structural shapes, too, are moving in substantial volume but the call for wire and wire rods has subsided considerably since the latter part of December. Supplies of machinery and tools have been moving better recently, but light and heavy hardware are in only fair request.

Though the general price trend has been upward during the past several weeks, very few changes in quotations have occurred in this market. Prices of several steel products, it is true, are firmer than they were a month ago, but quotations for Philadelphia 2X pig iron remain unchanged at \$25.01 per ton.

Production has been steadily increasing and it is estimated by the "Iron Age" that the industry as a whole is now operating at an average rate of not less than 85 per cent of capacity. During December, the output of both pig iron and steel ingots was substantially greater than in November and unfilled orders of the United States Steel Corporation also increased, as is shown in the table below.

Production:	December	November
	In gross tons	
Pig iron.....	2,961,702	2,509,673
Steel ingots.....	3,551,825	3,107,226
Unfilled orders:		
U. S. Steel Corp.....	4,816,756	4,031,969

Of the 61 blast furnaces located in this district, 27 were in operation at the end of December, a gain of two over the number in blast on the last day of the preceding month. During December three were blown in and one was shut down.



Blast furnace activity in the Third Federal Reserve District moved generally downward from June, 1923, to July, 1924, but in recent months has again turned upward.

Source—Iron Trade Review

Iron foundries. The table below includes the principal operating features of 32 iron foundries in the Third Federal Reserve District whose iron-making capacity totals 16,220 tons per month. It will be seen that in nearly all items increases occurred during December. In fact, the only declines recorded were in the value of shipments and of unfilled orders.

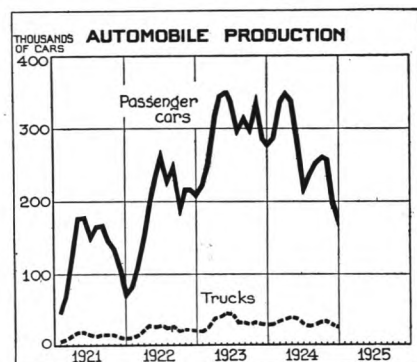
Iron foundry operations	December	Change from November
Capacity.....	16,220 tons	0
Production.....	6,068 "	+ 9.8%
Malleable iron.....	558 "	+58.1"
Gray iron.....	5,510 "	+ 6.6"
Jobbing.....	3,856 "	+ 7.3"
For further mfr.....	1,654 "	+ 4.7"
Shipments.....	5,118 "	+ 2.0"
Value.....	\$821,311	- 7.4"
Unfilled orders.....	5,256 tons	+19.0"
Value.....	\$1,335,328	-13.4"
Raw stock:		
Pig iron.....	6,919 tons	+ 8.1"
Scrap.....	3,821 "	+13.6"
Coke.....	2,363 "	+ 7.7"

Steel foundries. Reports received from six steel foundries located in this district indicate that production, shipments and unfilled orders were greater in December than they were in the preceding month, with a corresponding increase in value. As a result of the increased operating schedules, raw stocks of pig iron and scrap steel declined. In the following table are presented the principal operating items of these foundries whose combined steel-making capacity totals 6,850 tons per month.

Steel foundry operations	December	Change from November
Capacity.....	6,850 tons	0
Production.....	4,938 "	+21.3%
Shipments.....	3,433 "	+10.0"
Value.....	\$558,672	+ 8.7"
Unfilled orders.....	4,966 tons	+ 2.7"
Value.....	\$1,281,124	+19.6"
Raw stock:		
Pig iron.....	2,067 tons	-40.9"
Scrap.....	10,871 "	- 9.2"
Coke.....	871 "	+ 6.9"

AUTOMOBILES

Dealers reporting to this Bank state that sales of automobiles during the last quarter of 1924 were less than those in the preceding three months, but that they were substantially greater than in the fourth quarter of 1923. Present demand is stronger than it was a month ago, and one dealer is of the opinion that the recent automobile show was largely responsible for his increased sales. On the other hand, some dealers say that they are moving stocks of second-hand cars with difficulty. Stocks of new automobiles are somewhat larger than is usual at this season, though in no cases are they regarded as excessive.



Output of passenger cars usually reaches a peak in late spring or early summer but in 1924 it reached a high point in March. Moreover the decline which followed carried production to a much lower point than in the corresponding months of 1923.

Source—Department of Commerce

Prices of nearly all makes were reduced during the last quarter. One dealer of a well-known moderately priced car recently announced price reductions ranging from \$10 on standard open models to \$155 on some types of closed cars. In the table below, figures are given showing output of both passenger cars and trucks in the entire United States during the past three months and in the corresponding three months of 1923.

Month	Passenger cars		Trucks	
	1924	1923	1924	1923
Oct.....	257,839	334,244	30,597	29,638
Nov.....	201,652	284,921	26,246	28,066
Dec.....	178,570	275,287	25,333	27,275

COAL

Anthracite. The anthracite market has been fairly steady so far this month. Demand for stove and chestnut sizes of the domestic grades has been strong ever since the arrival of cold weather, while, as usual, steam sizes in many instances are moving slowly. Of the latter grades, barley coal is probably in best request, though producers are finding no difficulty in promptly filling all orders.

Prices are firmer than they were a month ago, though in this district quotations have not changed. In Philadelphia on January 19, Company stove coal was quoted at from \$9.15 to \$9.50 per ton. In the two weeks including the Christmas and New Year's holidays production fell off considerably, but increased again in the following weeks as is shown in the table below.

Week ended	1924-25	1923-24	Per cent of change
	In thousands of net tons		
Dec. 20....	1,867	1,925	- 3.0
Dec. 27....	1,029	1,196	-14.0
Jan. 3....	1,255	1,436	-12.6
Jan. 10....	1,785	1,840	- 3.3
Jan. 17....	1,803	1,884	- 4.4

Bituminous. Railroads, public utilities and industrial plants have been responsible for a fair demand for bituminous coal during the past month, though the market as a whole is very little better than it was a month ago. The call in the middle west, however, is noticeably stronger, owing to the cold weather and the fact that domestic consumption is an important factor in that locality.

Prices are in most instances firm. Indeed, one operator states that spot prices are somewhat higher, and that contract quotations are in some cases from 25 cents to 35 cents in excess of those prevailing a month ago. In Philadelphia, however, established prices are only slightly in excess of those listed at this time in December. On January 19 the spot price of Pool 10 coal was quoted at from \$1.70 to \$2.00 per ton as compared with from \$1.65 to \$1.90 on December 22. Reports received by this Bank indicate that the average rate of operations throughout the district is slightly higher than it was a month ago. Output of bituminous in each of the past five weeks and during the corresponding periods of the previous year is shown in the table below. Production during the week ending January 10 was greater than in any week since December, 1920.

Week ended	1924-25	1923-24	Per cent of change
	In thousands of net tons		
Dec. 20....	10,760	10,543	+ 2.1
Dec. 27....	7,638	6,944	+10.0
Jan. 3....	10,591	9,368	+13.1
Jan. 10....	12,590	12,337	+ 2.0
Jan. 17....	12,077	11,992	+ .7

COKE

The betterment in the iron and steel industry was reflected by a substantial improvement in the demand for coke, and, though the call is not as strong as it was a month ago, nevertheless, sizeable contracts have been placed for future delivery. Lately, prices have weakened somewhat, following an increase in production, but quotations for tonnages involving second quarter requirements are still comparatively firm. In Philadelphia on January 20, furnace coke was quoted at \$3.85 per net ton, a reduction of 15 cents from the price prevailing in the preceding week, and the price of foundry grades also declined from \$5 to \$4.75 per ton. Production of beehive coke has greatly increased during the past five weeks, as will be noted in the table below. Output now compares favorably with that of a year ago.

Week ended	1924-25	1923-24	Per cent of change
	In thousands of net tons		
Dec. 20 . . .	209	256	-18.4
Dec. 27 . . .	189	223	-15.2
Jan. 3 . . .	251	236	+ 6.4
Jan. 10 . . .	266	258	+ 3.1
Jan. 17 . . .	266	261	+ 1.8

COTTON

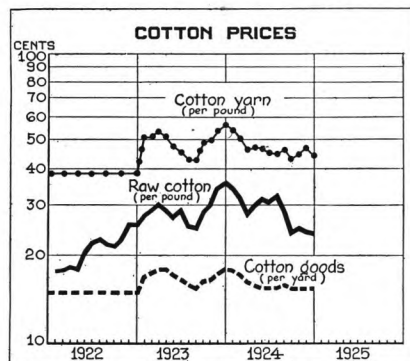
Raw cotton. The cotton market has continued fairly active during the past month, and prices generally have maintained a steady level. Spot cotton was quoted at 23.85 cents per pound on January 22, as compared with 23.90 cents a month previous, and 35.40 cents on January 2, 1924. Figures compiled by the Bureau of the Census show that up to January 16, a total of 13,308,037 bales of cotton was ginned, as against 9,944,032 bales for the corresponding period last year.

Mill takings during December amounted to 578,229 bales of lint cotton and linters, as compared with 543,193 bales in November and 502,452 in December, 1923. Domestic consumption for 1924, however, decreased to 6,043,390 bales, as against 7,120,454 for 1923, the decline being 15 per cent. Exports, on the other hand, rose during 1924 to 6,794,496 bales, as compared with 5,289,280 bales in 1923, the increase being 28.5 per cent. Foreign shipments during December totalled 1,075,923 bales, as against 1,306,550 bales in November and 845,731 bales last year. The position of American cotton is:

American cotton (thousands of bales)	Season 1924-25	Season 1923-24	Season 1922-23
Visible supply, at end of previous season (July 31)	952	870	1,968
Crop in sight, on January 23	11,706	9,080	8,995
Total	12,658	9,950	10,963
Visible supply on January 23	4,881	3,239	3,433
World's takings to January 23	7,777	6,712	7,531

Cotton yarns. Trading in combed yarns has continued fairly brisk during the past month, but activity in carded yarns has been noticeably restricted. Current sales are still confined to small lots for prompt delivery, although requests for future shipments are not lacking. Most reports indicate that spinners have enough business to insure their operations at the present rate of output for about two months. Supplies of both finished products and raw materials are not burdensome.

Following a slight advance in quotations for yarns, the trend of prices has lately turned downward. The Fairchild index number declined to 43.48 during the week ending January 17, as compared with 43.79 for the week ending December 20 and 53.29 for the week ending January 19, 1924. Although resistance to current prices is still encountered, it appears to be less pronounced than was the case last year. Collections are good.



A marked similarity exists in the trend of quotations for raw cotton, cotton yarns and goods. Prices of all three have fallen from the high point in December, 1923. Fluctuations in raw cotton and yarns have been more pronounced than in cotton goods.

Sources—Fairchild's News Service; Cotton Facts; Journal of Commerce

Cotton goods. Though reports of improvement in the market for cotton goods are not lacking, current trading continues to be comparatively quiet. Print cloth and sheetings have been in fair request, but business in gray and finished goods has been slow. Nearly all of the orders now on the books are for delivery within 60 days, and the volume of forward business has decreased slightly. Production in this district has slackened somewhat, and mills are now working at about 70 per cent of capacity, as against 85 per cent last month. Principally because operations are only to fill orders in hand, stocks of finished goods and raw materials are, for the most part, moderately light.

Figures recently compiled by the Department of Commerce show that exports of cotton cloth during the first eleven months of 1924 increased to 434,857,656 square yards, as compared with 429,469,423 square yards during the corresponding period of 1923. On the other hand, imports during the similar period de-

clined to 159,470,429 square yards in 1924, as against 196,739,867 square yards in 1923. The volume of gray (unbleached) goods imported into this country, however, rose to 100,946,512 square yards for the year ending November 30, 1924, as compared with 84,145,485 square yards for the same period of 1923.

Prices are generally firm, though recently a slight recession is noted. Fairchild index of the average cotton goods price, which stood at 15.670 for the week ending December 27, declined to 15.643 for the week ending January 10. Resistance to quotations is now less determined than it was in the previous month.

WOOL

Raw wool. Although exceptional strength has continued to characterize this market, no important transactions have occurred in the Philadelphia district during the past month. Demand has slowed down somewhat but the trend of quotations has been upward. Dun's average of ninety-eight quotations shows that prices of raw wool were 103.08 cents per pound on January 23, as compared with 102.04 cents per pound on December 19 and 80.83 cents per pound a year ago. Mainly because of high prices, contracting in the West has recently slackened considerably in spite of the apparent shortage of domestic supplies at the present time. In fact, local stocks are reported to be unusually low.

No marked changes have been noted during the month in the wool situation abroad. Both merinos and crossbreds continue to be in strong demand, but prices have declined slightly. Increased receipts of foreign wools here indicate that American buyers have been more active recently in the British Colonies and South America than for some months past. Imports in December totalled 31,872,959 pounds, as against 16,500,691 pounds in November and 11,797,032 pounds in December, 1923.

Woolen and worsted yarns. The yarn situation has improved but slightly during the past month. Reports indicate, however, that while the market for worsted yarns has been generally quiet, trading in woolen yarns has shown a slight gain over the previous month. Most spinners have booked enough advance business to keep their mills working at the present rate of operation, which is about 75 per cent of capacity, for a period of from one to five months, the average being seventy-five days. Moreover, as a result of active conditions in the carpet and blanket markets, makers of these yarns are now enjoying an especially brisk trade, orders on hand calling for deliveries beyond the period of three months. Supplies of yarns and raw materials are, in the main, not burdensome, and in several cases manufacturers have already encountered difficulties in obtaining suitable wools which appear to be scarce. The consumption of

wool by mills in this district, as shown by returns from 83 establishments, was 3.6 per cent greater in December than in November.

Prices of yarns have advanced to new high levels, and buyers are offering less resistance to these increases. Collections continue to be fairly good.

Woolen and worsted goods. A slight improvement in demand, chiefly for woolen cloth, has been noted in this district during the past month. Sales of such men's fabrics as cassimeres have reached fair proportions. Business in worsted varieties, on the other hand, has continued to be slow and quotations for suitings have not risen at the same rate as those for woolen grades. The Fairchild index number shows that prices of the latter advanced to 250.666 for the week ending January 17, as compared with 248.000 for the week ending December 13, whereas quotations for worsteds stood for the corresponding periods at 271.342 as against 271.261.

Production has declined but slightly; mills are now working at about 80 per cent of capacity, as against 85 per cent last month. They have enough orders on hand, however, to insure their operation at the present rate for a period of from one to four months, the average being seventy days. As most plants are operating only to fill current demand, stocks of finished goods and raw materials are not burdensome.

CLOTHING

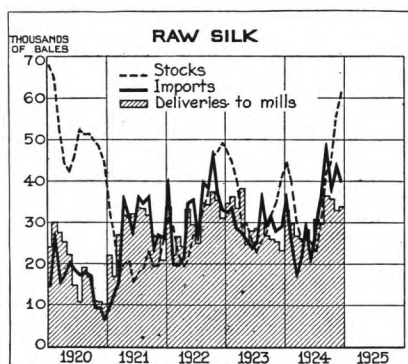
Although several reports indicate a noticeable improvement in the clothing situation, the present market in this district continues to lack briskness. Buyers are exceedingly cautious in purchasing for their spring requirements. In consequence, while trading in shirts appears to be fairly active, sales of men's suits are limited to small lots chiefly for quick delivery.

The trend of quotations for finished goods is generally upward, but the rise is not as rapid as that of raw materials. Resistance to prices does not seem to be as strong as it was last month. Collections are only fair.

No important changes have occurred in production, although a few manufacturers have curtailed their output to some extent. As a rule factories are now working at the rate of about 65 per cent of plant capacity, and unfilled orders will insure this rate of operation for less than two months. Though, with several producers, stocks of finished goods are heavy, with the majority they are moderate. At present, however, they are being increased somewhat, owing to the preparation for the shipping season for spring suits. Supplies of raw materials are also moderate and are increasing in many instances.

SILK

Raw silk. Comparative quietness has featured the raw silk market during the past month, and quotations have fluctuated within a narrow range. Kansai double-extra cracks, after advancing from \$6.85 per pound on December 23 to \$7.10 per pound on January 5, weakened, and on January 22 were quoted at \$6.70 per pound. Owing largely to the extreme caution that still prevails among buyers in making future commitments, transactions at New York and Yokohama continue to be confined to small quantities. Recent inquiries, however, indicate that, owing to the improved market for finished goods, manufacturers and importers are now manifesting a more active interest in raw silk, here and abroad, than they did at the close of last year. The call for artificial silk continues to be very brisk.



Although imports of raw silk turned downward in December, stocks in American warehouses rose to the highest point since February, 1920. Deliveries to mills during December, 1924, exceeded those of the corresponding months of the previous four years.

Source—Silk Association of America

Stocks of raw silk on January 1, as reported by the principal warehouses in New York to the Silk Association of America, totalled 61,533 bales. This is the largest quantity of silk in storage since March 1, 1920 when stocks reached 65,026 bales. Deliveries to mills in December amounted to 33,961 bales, as compared with 32,939 bales during the preceding month and 23,274 bales in December, 1923. Imports, on the other hand, dropped in December last to 39,978 bales, as against 44,057 bales for November, but they exceeded those recorded during December of 1923 and 1922 by 11,143 and 6,921 bales, respectively.

Silk goods. Broadening activity in the piece goods market has resulted in a further increase in production. Reports indicate that mills in this district are now working at about 90 per cent of plant capacity, as against 85 per cent last month. While the bulk of the sales continue to call for shipment during the next sixty days, the volume of forward business will insure plant operations at the present rate of output for a period of

from one to five months, the average being about seventy-five days. Generally speaking, an optimistic feeling prevails among manufacturers, jobbers and wholesalers, particularly in view of the fact that stocks of finished goods are moderately light.

Prices of silk goods have advanced slightly as compared with those of last month. Opposition to this rise is not as determined as it was previously. Collections are fairly prompt.

HOSIERY

Demand for hosiery has increased, satisfactory reports coming to manufacturers from both commission houses and salesmen on the road. The lines selling best are women's full-fashioned silk in both chiffon and medium weights, and novelties for women, misses and children. Prices are firm and for some lines of full-fashioned silk have been advanced slightly.

Production is about the same as it was a month ago; full-fashioned mills are running at or near full capacity and seamless mills vary from 40 to 100 per cent, with an average output of about 70 per cent. Prices of silk, mercerized and worsted yarns are higher, but those of artificial silk and cotton yarns are unchanged. The majority of the orders booked call for shipment within 60 days, although some sales of full-fashioned hosiery for women have been made for April, May and June deliveries. Moderate quantities of wool mixtures have been ordered for late summer or early autumn shipment. Stocks are reported to have decreased somewhat.

The table shows November operations of 316 mills in the United States compared with those of the previous month.

Hosiery industry* United States in dozen pairs	Nov.	% change from Oct.
Total production.....	4,136,952	- 6.6
Full-fashioned, men....	52,094	- 6.9
Seamless, men.....	1,611,573	-10.1
Full-fashioned, women...	599,224	- 7.4
Seamless, women.....	1,069,254	+ 1.3
Boys' and misses'.....	422,770	- 7.0
Children's and infants'...	376,092	- 5.4
Athletic and sport.....	20,072	+37.9
Shipments.....	4,109,672	-11.1
Finished stock, end of month	7,635,152	+ 0.2
Orders booked.....	5,431,093	+ .04
Cancellations received....	221,879	+43.1
Unfilled orders, end of month	7,893,555	+15.9

* Compiled by the Bureau of the Census

A compilation made by the Bureau of the Census of the reports from 99 mills in the Third Federal Reserve District indicates that during December there were increases of 9.8 per cent in production, 16.8 per cent in shipments and 4.9 per cent in unfilled orders at the end of the month. Cancellations, however, almost doubled and were especially large in full-fashioned hosiery for women, and children's and infants' lines.

UNDERWEAR

Manufacturers report that activity in knit underwear has increased. Orders are more numerous and, although operations too are larger, the business booked is sufficient to insure production on present schedules for from 2 to 4½ months. Improvement, though noticeable in both light and heavy weight underwear, is greater in the latter. Indeed, a number of manufacturers have sold their entire output of heavyweight underwear for the first quarter of 1925; for delivery beyond that time, however, orders are considerably smaller.

Prices, as was the case last month, are lower than they were a year ago, but even so, considerable resistance is reported to present quotations for women's underwear. Stocks of finished merchandise are light, and labor, both skilled and unskilled, is in sufficient supply. According to figures compiled by the Department of Commerce from reports of 152 identical establishments in the United States, production of knit underwear in November was 846,900 dozen garments, a decrease of 6.5 per cent as compared with October. Unfilled orders, however, increased 29.3 per cent to 1,978,750 dozen garments.

FLOOR COVERINGS

Many wholesalers and some retailers purchased carpets and rugs with considerable freedom before the advances in prices were made in December, but since then have bought in considerably smaller volume. A fair total of new business, however, is reported by Wilton manufacturers, although this is mostly in small lots and deliveries frequently are not to be made until February or March. Some Axminster mills are sold up for the balance of the season; velvets have met with a fair request, but tapestries are somewhat slow of sale. Wholesale distributors report that business is not as good as it was a year ago and that retailers are coming into the market slowly and for small parcels.

Production increased in December, as is indicated by a gain of 2.6 per cent in total weekly wages paid during the week ending December 15, as compared with those for the week ending November 15, but in January preliminary reports indicate that there has been little further change.

Wages are unchanged and the supply of labor is said to be sufficient. Prices are firmly maintained and some further advances are reported. Weakness, however, continues in rag rugs, as was indicated last month. Carpet wools have continued their advances.

Considering that linoleums and felt base goods are in their dull season, business is good. Production is unchanged and stocks are somewhat larger, as sales have not taken all the output. Prices are steady. Collections are good; indeed more buyers are anticipating their payments than usual.

LEATHER

Hides and skins. The market for all kinds of hides and skins has been active and prices have been well maintained; in fact advances over the quotations of a month ago have been paid in many cases. In spite of poor quality, packer hides in Chicago have advanced ¼ cent and in Argentina the gain has been considerably greater because in that market the quality is improving at this season. Quotations for calf, sheep and goat skins are also higher with tanners buying much of the available supply.

Stocks of raw hides and skins in this country with the exception of cattle hides decreased in November, as in October. The supply of goat and kid skins was at the lowest point since November, 1920, when records first became available.

Number of hides or skins	Nov. 30	Change during November
Cattle.....	4,260,863	+ 5.1%
Calf and kip.....	6,019,064	- 5.3"
Sheep and lamb.....	2,901,254	- 3.8"
Goat and kid.....	6,713,356	-12.5"

Leather. A seasonal increase in the sales of shoes by manufacturers has been followed by greater activity in the leather markets. Prices are strong and some kinds of upper and lining leathers are higher than they were a month ago. Sole leather is being bought in fair volume, though a few reports indicate that on the present price scale some shoe manufacturers are using an increased quantity of crepe rubber and other substitute material for soles. In upper leathers the heavy demand for the light colors of tan grain calf continues and tanners of kid leathers report an increase in sales of both black and the colors that promise to be the vogue during the spring season. The cheap grades of colors for lining stock are in especially good request. Cattle side leather has sold well but in some cases manufacturers have been undersold by dealers who had purchased previously at lower quotations. Sheep leathers are priced higher and this has curtailed sales somewhat though tanners continue to report a good volume of business. The experience of different belt makers varies considerably; some report many small orders, but others state that the market is disappointingly quiet. Considerable price cutting is reported in some quarters as a result of this lack of business.

The table shows that both production and stocks decreased during November, the only exception being a slight gain in the stock of calf leather.

November, 1924, as compared with October, 1924	Change in	
	Production	Stocks—end of month
Backs, bends and sides....	-11.3%	-7.0%
Belting butts.....	-10.9"	-2.4"
Offal, sole and belting....	-11.1"	-3.7"
Cattle side, upper.....	-16.4"	-7.6"
Calf.....	-14.8"	+2.2"
Goat and kid.....	- 6.5"	-4.9"
Cabretta.....	-12.0"	-3.9"

An increase in tanner's operations in Pennsylvania, New Jersey and Delaware in December is indicated by the labor and employment statistics furnished to this Bank by 34 tanners. The gain in the number of wage earners for the week ending December 15 is 1.7 per cent as compared with the week of November 15, and total weekly earnings increased 3.8 per cent during the same period.

Shoes. In the shoe trade January is the month of annual meetings and the showing of the latest styles for the coming season. As is usually the case, either at or immediately following these meetings a considerable amount of business was transacted. Prices are either firm or higher; those manufacturers who have not made an actual advance in their quotations are maintaining their asking prices and refuse to make the usual concessions to obtain actual business.

In this district production is increasing slowly and as manufacturers have already booked a good business, extending in a number of cases up to Easter, it is expected that in the coming months the output will be larger. The preliminary estimate of production in this district is shown in the table.

Production of shoes* Third Federal Reserve District (in thousands of pairs)	Dec.	Per cent change from Nov.
Boots and shoes, total.....	1,482	+ 1.4
High and low cut (leather) total.....	1,450	+ 1.5
Men's.....	112	+ 5.4
Boys' and youths'.....	147	+11.4
Women's.....	269	- 1.2
Misses' and children's.....	489	+ .3
Infants'.....	432	+ .7
All other leather or part leather footwear.....	32	- 3.3

* Preliminary report compiled by the Bureau of the Census.

Production in the United States in November was 25,157,143 pairs as compared with 30,823,998 in October and 26,946,169 in November, 1923. For the period January to November inclusive, 40,000,000 pairs less were made in 1924 than in 1923. Based on preliminary reports, the Bureau of the Census estimates that production in December was 0.4 per cent smaller than it was in November. Sales of shoes in this district in December at both wholesale and retail were larger than in December, 1923, and stocks carried into the New Year were smaller than they were a year ago.

PAPER

Manufacturers report that the demand for paper is from fair to good, being greater than it was in December and slightly better than in January, 1924. Book, fine, glassine, wall, and wrapping papers are in good request, for this season of the year, and boxboards are moving actively. Tissues, cardboards, building boards, crêpe towels and toilet tissues are in fair demand, but are not selling as well as they were in January, 1924. Newsprint, which was selling in only fair amount immediately after Christmas, is again moving actively. Converters state that envelopes and tablets are in only moderate request. The reports made to us show that mills in this district are operating at from 80 to 90 per cent of capacity. Unfilled orders have increased slightly and the majority of mills have from three weeks' to a month's business on hand.

In general the prices of paper are firm and unchanged, but building papers have advanced slightly. Boxboards have advanced quite sharply and quotations are from 10 to 15 per cent higher than they were on December 1. Chemical pulps are slightly higher than they were a month ago, but mechanical pulp is unchanged in price. Finished and unfinished stocks at the mills are moderate.

PAPER BOXES

The majority of manufacturers report that because of the usual post-holiday dulness, the demand for paper boxes is not as heavy as it was in December, although greater than it was in January, 1924. News and chipboard boxes are in fair request and makers of hosiery, hardware, cheap candy, shoes, foodstuffs, and electrical supplies are at present taking sizeable amounts. The shirt, underwear, jewelry, and toilet goods trades are buying sparingly. Fibre containers are in good demand and producers of these are operating at or near capacity. The call for corrugated boxes and containers, however, is only fair. Box factories in this district are operating at an average rate of 82 per cent. Forward buying is increasing, and the majority of manufacturers have from three weeks' to 60 days' business on hand.

The prices of paper boards are from 10 to 15 per cent higher than they were a month ago and for this reason some box makers have advanced the prices of their finished products about 5 per cent. Most manufacturers, however, report that their prices are unchanged. Finished stocks at the factories are from moderate to heavy, but are decreasing, and supplies of raw materials are moderate.

BUSINESS INDICATORS

Third Federal Reserve District

The following data refer to the Third Federal Reserve District except where otherwise noted	December, 1924	Latest figure compared with	
		Previous month	Year ago
Retail trade—net sales† (153 stores).....	\$35,323,000	+38.1%	+ 3.2%
Department stores (66).....	\$28,932,000	+42.0 "	+ 2.7 "
Apparel stores (44).....	\$4,267,000	+21.1 "	+ 6.8 "
Shoe stores (22).....	\$592,000	+22.8 "	+ 4.8 "
Credit stores (21).....	\$1,532,000	+28.6 "	+ 3.2 "
Wholesale trade—net sales (157 firms).....	\$12,132,270	+ 8.2 "	+ 9.7 "
Boots and shoes (12 firms).....	\$407,222	+28.1 "	+12.0 "
Drugs (14 firms).....	\$1,621,476	+11.7 "	+18.1 "
Drygoods (17 firms).....	\$1,077,727	-10.9 "	+11.7 "
Electrical supplies (7 firms).....	\$904,079	+38.6 "	+ 2.5 "
Groceries (55 firms).....	\$4,142,224	- 2.1 "	+ 7.7 "
Hardware (31 firms).....	\$2,174,945	+ 7.5 "	+ 7.5 "
Jewelry (10 firms).....	\$836,944	+77.0 "	+ 1.8 "
Paper (11 firms).....	\$967,653	+13.2 "	+24.1 "
Production:			
Shoes* (108 factories).....	prs. 1,482,301	+ 1.4 "	.....
Pig iron.....	tons 189,513	+12.3 "	-13.5 "
Hosiery* (99 mills).....	doz. prs. 879,056	+ 9.8 "	.....
Iron castings (37 foundries).....	tons 6,068	+ 9.8 "	.....
Steel castings (6 foundries).....	tons 4,938	+21.3 "	.....
Cement.....	bbls. 2,883,000	-14.6 "	+12.9 "
Anthracite.....	tons 7,376,000	+ 8.9 "	- 7.5 "
Bituminous coal (Central district—percentage of full-time output).....	per cent 60.9	+ 8.8 "	+14.3 "
Wool consumption* (83 mills).....	lbs. 8,863,300	+ 3.6 "	.....
Active cotton spindle hours (Penna. and N. J.).....	87,893,380	+28.3 "	-13.7 "
Distribution:			
Freight car loadings (Allegheny dist.—weekly average).....	174,609	-10.2 "	+ 1.1 "
Tonnage of vessels (Port of Philadelphia).....	tons 3,076,121	+ 4.0 "	+13.7 "
Exports of wheat (from Port of Philadelphia).....	bus. 4,457,980	+31.5 "	+39.9 "
Exports of flour (from Port of Philadelphia).....	lbs. 6,599,124	-12.0 "	-46.7 "
Imports of crude oil (into Port of Philadelphia).....	gals. 16,842,000	-38.0 "	-37.2 "
Financial:			
Loans, discounts and investments of member banks (weekly average).....	\$1,059,000,000	+ 0.1 "	+15.4 "
Bills discounted held by Federal Reserve Bank of Philadelphia (daily average).....	\$36,751,000	+60.5 "	-38.0 "
Acceptances executed (12 banks for month ended 10th of following month).....			
Bankers' acceptances sales (5 dealers—weekly average for period ended middle following month).....	\$5,602,500	-10.9 "	-28.7 "
Commercial paper sales (5 dealers).....	\$556,867,000	+ 3.1 "	+ 7.2 "
Savings deposits (99 banks).....			
General:			
Debits (18 cities).....	\$2,431,788,000	+17.2 "	+ 9.3 "
Commercial failures.....	99	+59.7 "	- 9.2 "
Commercial failures—liabilities.....	\$1,812,308	+60.5 "	-20.3 "
Building permits (15 cities).....	\$12,761,532	+ 6.4 "	+37.5 "
Building contracts awarded (Philadelphia district).....	\$25,014,500	-34.1 "	+ 2.0 "
Employment—1,029 plants in Pennsylvania, New Jersey and Delaware; number of wage earners.....	374,699	+ 2.2 "	.....
Average weekly earnings.....	\$26.85	+ 4.1 "	.....
Sales of life insurance (Pennsylvania, New Jersey and Delaware).....	\$89,591,000	+30.6 "	+36.0 "

* Bureau of Census preliminary figures.

† Estimated.

CIGARS

Manufacturers report that the call for cigars is from fair to good and is about the same as that in December, but slightly greater than it was in January, 1924. Jobbers and retailers are replenishing their stocks, which were considerably depleted by the holiday trade. In fact, buying by these factors is the chief source of present business, since, as is usual in January, consumer demand is light. Large manufacturers are operating their factories at about 85 per cent of

capacity, but many small producers have sufficient business to warrant operations at only 65 per cent. An average of the reports received by us shows that factories in this district are operating at 80 per cent of capacity. Unfilled orders are somewhat greater than they were a month ago and most manufacturers have at least 30 days' business on hand. Prices of both cigars and raw materials are firm and have not changed. Finished stocks are light, but are increasing, and supplies of raw materials are moderate.

COMPILED AS OF JANUARY 23, 1925

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