COMMERCE AND FINANCE

SHARP ADVANCE IN COTTON.

Cotton Market's Trading is More Active Than It Has Been in Several Weeks—Wall Street Very Quiet—Liverpool's Estimate 11,955,000 Bales.

New York, Nov. 29.—The cotton market had quite a sharp advance to-day and trading was more active. Sales were estimated at 400,000 bales and the close was steady, 1 to 7 points net higher in response to higher Liverpool cables. It was estimated that December notices representing about 30,000 bales, were in circulation but there was a good demand in the open market for that position and it soon became evident that the notices were being stopped by the December bull clique. This led to further gains and around midday the upward movement was accelerated by a private crop estimate of only 10,250,000 bales. Late in the day prices showed a net advance of 27 to 30 points on the active months with January selling at 10.89. There were recessions at times as a result of realizing but the general tendency of the market was upward and the close was only 7 or 8 points off from the best. Wall Street was very quiet during the day and there was some scattering demand through wire and commission houses to indicate investment buying, attracted by the light crop estimates. The members of the Liverpool exchange estimate the crop at 11,955,000 bales, on the average. The advance was aided by talk of an improvement in general trade conditions as a result of an easier money market and advices from the South as to spot conditions were generally bullish.

Receipts at the ports to-day 45,355 against 57,924 last week and 22,377 last year. For the week 350,000 against 351,583 last week and 402,133 last year. To-day's receipts at New Orleans 4,074 against 28,135 last year, and at Houston 8,857 against 15,374 last year.

THE STOCK MARKET.

Early Part of Session Marked by Halting Irregular Movement—Time Money Market Indicates No Such Deadlock as Has Ruled Since Crisis.

New York, Nov. 29.—The human motives which always lie back of the action of the stock market were rather more easily discerned to-day than usual. The halting irregular movement of the early market was quite plainly the reflection of the dread that the exigencies of the December 1st money settlements would bring out some forced liquidation of the kind which has come upon the market from time to time since the financial condition began to mend. There was, in fact, evidence of such liquidation at one or two points. The buoyant tone which developed later was evidently due to the conviction that the December settlements were not to entail serious burdens on the market. The money market to-day did reflect to some degree special demand from the preparation for the December settlements but this was so moderate that it was accepted as a favorable development as the day progressed; call loans touched 14 per cent.

The time money market also while still very narrow, indicated no such deadlock as has been the rule since the financial crisis. The decision to discontinue the offer of the United States Treasury 3 per cent. certificates was accepted as a testimony that the need for this emergency measure was considered to be passed. The premium on currency also continued to decline and is expected to disappear as soon as the end of the month pay roll needs are met.

Bonds were very strong. Total sales, par value, $5,460,000.

U. S. bonds were unchanged on call.

Total sales stocks to-day 685,000 shares, including: Copper 32,800; Smelting 39,200; American Sugar 1,300; American Tobacco 400; A. C. L. 100; St. Paul 28,200; C. & O. 1,200; L. & N. 1,600; Penna. 61,600; Reading 158,500; Southern Railway 1,100; do pfd. 1,200; Union Pacific 81,200; U. S. Steel 41,900; Va. Caro. Chemical 100; Sloss Sheffield 300.

Baltimore, Nov. 29.—S. A. L. common and preferred, nothing doing.

New York, Nov. 29.—M. & O. ct. 4s 70½ bid.

New York, Nov. 29.—Standard Oil 590.

Hubbard Bros. & Co.'s Cotton Letter.

Special to The Observer.

New York, Nov. 29.—Liverpool surprised the trade by showing greater strength than anticipated by any one. Under the influence of these advices the market slowly improved, closing at about 20 points advance, with the local traders looking for lower prices to-morrow, on the theory that the advance had been too rapid to hold. The strength of the Southern markets was thought to indicate an increased demand from spinners. On the other hand it was argued that as the buying increased the movement would also increase, which in turn would bring about a reaction. Some of the Wall Street short interest covered to-day. While the market closed steady, the advance during the day did show an enthusiastic belief in higher prices among the trade, who as a rule, were not in favor of higher prices. The receipts at Bombay are 42,000 bales as against 69,000 last year, confirming the reports of a small crop in India.

NEW ORLEANS COTTON.

New Orleans, La., Nov. 29.—Cotton, spots were firm at an advance of 3-16 of a cent on all grades; middling 11 5-16; sales were 2,060 bales on the spot and 2,300 to arrive.

Except for the December option, which opened three points down from Wednesday's close, the remainder of the active futura list showed advances of from 3 to 7 points at the opening, which was steady. The firmness of the Liverpool market, following the Thanksgiving holiday in the American market, contributed largely to the advance and activity in the local future market. The first heavy advance followed the report that one prominent New York house had stopped 50,000 December notices that were put out in that market to-day. On the strength of this report, March futures quickly advanced to 11 cents, at which level there was considerable profit-taking by longs, who followed this course on account of large estimates of receipts at New Orleans to-morrow. At the close, which was barely steady, the active months ranged from 13 to 19 points above the close Wednesday. Closing bids: Dec. 10.93; Jan. 10.97; Feb. 10.97; March 11c.; April 11.02; May 11.03; June 11.09; July 11.14.

New York Produce.

New York, Nov. 29.—Flour quiet and about steady. Rye flour steady. Corn meal steady. Rye easy; No. 2 Western 90.

Wheat, spot easy; No. 2 red 102½ elevator. Options closed weaker, 1c. net lower. Dec. 104⅝; May 110¼.

Corn, spot easy; No. 2, 65½ elevator. Options ½ net lower. Dec. 66¼; May 64.

Oats spot barely steady; mixed 52. Beef steady. Cut meats steady. Lard steady; Western prime nominal; refined dull.

Pork steady. Tallow dull. Petroleum firm. Rosin steady; strained common to good $3.65 to $3.70. Molasses steady.

Sugar, raw steady; fair refining $3.15; centrifugal 96 test $3.62½; molasses sugar $2.95. Refined steady.

Coffee, spot quiet; No. 7 Rio 5¾; No. 4 Santos 7¾; mild coffee steady; Cordova 9¾ to 13¼. Futures net unchanged.

Butter irregular; creamery thirds to firsts 22 to 27½.

Cheese and eggs quiet, unchanged.

Freights and peanuts steady, unchanged.

Potatoes easy; Jersey sweets per barrel $3 to $3.75; Southern $3 to $3.50.

Cabbage dull, unchanged.

Charlotte Produce.

(Corrected daily by R. H. Field & Co.)

Hens—per head	30@65
Chickens—spring	15@20
Ducks	25
Eggs	25
Butter	15@20
Rye	80
Corn	56
Cotton seed	29
Oats	67

Cotton Seed Oil.

New York, Nov. 29.—Cotton seed oil was moderately active with crude firm; refined about steady. Prime crude 26 to 27; prime summer yellow 34½ to 35; off summer yellow 32 to 35; good off summer yellow 32½ to 33; prime white 41 to 42; prime winter yellow 41 to 42.

DAILY COTTON MARKET.

New York, Nov. 29.—Galveston, nominal; middling 11¼; net receipts 14,115; gross receipts 14,128; sales 400; stock 196,451.

New Orleans, tone firm; middling 11 5-16; net receipts 4,074; gross receipts 4,074; sales 2,250; stock 221,918. Gt. Britain 4,537; France 4,000; coastwise 238.

Mobile, tone firm; middling 11; net receipts 1,027; gross receipts 1,027; sales 200; stock 47,297.

Savannah, tone steady; middling 10 15-16; net receipts 9,797; gross receipts 9,797; sales 2,362; stock 159,555; coastwise 2,421.

Charleston, tone firm; middling 10¾; net receipts 1,398; gross receipts 1,398; sales 300; stock 25,902.

Wilmington, tone steady; middling 10¾; net receipts 3,089; gross receipts 3,089; stock 29,047; coastwise 2,698.

Norfolk, tone steady; middling 11¼; net receipts 2,422; gross receipts 2,422; sales 452; stock 35,720.

Baltimore, tone nominal; middling 11¼; net receipts 2,231; gross receipts 2,231; stock 3,640; Gt. Britain 4,098; continent 2,386.

New York, tone steady; middling 11.70; sales 2,100; stock 135,964; continent 878.

Boston, tone steady; middling 11.70.

Philadelphia, tone steady; middling 11.85; gross receipts 100; stock 7,482.

Brunswick, net receipts 6,792; gross receipts 6,972; stock 15,684; coastwise 294.

Newport News, net receipts 85; gross receipts 85; stock 129.

Jacksonville, net receipts 154; gross receipts 154; coastwise 154.

Total to-day, at all ports, net 45,355; Gt. Britain 10,918; France 4,000; continent 4,744; stock 831,151.

x Consolidated, at all ports, net 333,985; Gt. Britain 100,433; France 23,742; continent 171,796; Japan 6,184; Mexico 230.

x Total since Sept. 1, at all ports, net 2,313,401; Gt. Britain 1,065,654; France 205,716; continent 1,022,504; Japan 23,616.

x Corrected.

INTERIOR MOVEMENT.

Houston, tone steady; middling 11¼; net receipts 8,857; gross receipts 8,857; shipments 10,213; sales 170; stock 62,496.

Augusta, tone firm; middling 11¼; net receipts 1,585; gross receipts 1,585; shipments 1,210; sales 439; stock 46,095.

Memphis, tone steady; middling 11¼; net receipts 3,984; gross receipts 6,044; shipments 6,069; sales 4,750; stock 94,776.

St. Louis, tone firm; middling 11¼; sales 689; stock 12,374.

Cincinnati, net receipts 916; gross receipts 916; shipments 483; stock 10,763.

Louisville, tone firm; middling 11; net receipts 66; gross receipts 66; shipments 15; sales 71; stock 100.

Little Rock, tone steady; middling 10¾; net receipts 2,794; gross receipts 2,794; shipments 1,544; stock 20,145.

Total to-day, net receipts 18,202; gross receipts 20,252; shipments 20,104; sales 6,119; stock 246,754.

Chicago Grain and Provisions.

Chicago, Nov. 29.—Rain in India and favorable weather for harvesting in Argentina had a depressing effect to-day on the local wheat market. May wheat closed 1c. lower; corn down ⅝; oats ⅝ lower; provisions 2½ higher to 2½ lower.

	High	Low	Close
WHEAT			
May	103	102⅝	102⅞
December	95⅝	94⅝	95⅛
July	97⅝	97⅛	97⅜
CORN			
May	55½	54⅞	55⅛
December	54⅝	54⅛	54⅝
July	55½	54⅞	54⅞
OATS			
May	50⅝	50¼	50⅝
December	47	46⅝	47
July	46	45⅝	46
PORK			
January	12.77	12.45	12.47
May	12.92	12.75	12.77
LARD			
January	7.60	7.50	7.50
May	7.60	7.57	7.50
RIBS			
January	6.75	6.62	6.65
May	6.85	6.77	6.80

NEW YORK COTTON.

New York, Nov. 29.—Cotton, spot closed steady, 25 points higher; middling uplands 11.70; middling gulf 11.95; sales 2,100 bales.

Futures opened strong and closed very steady.

	Open.	High.	Low.	Close.
Dec.	10.95	11.25	10.95	11.17
Jan.	10.62	10.85	10.59	10.77
Feb.	10.71	10.71	10.71	10.83
March	10.76	10.98	10.73	10.89
April	——	——	——	10.94
May	10.84	11.05	10.80	10.98
June	10.85	11.00	10.85	10.93
July	10.77	10.97	10.75	10.90
Aug.	——	——	——	10.81

Charlotte Cotton.

These figures represent the prices paid to wagons on Nov 29th.

Good middling	10.60
Strict middling	10.50
Middling	10.25

Estimates.

	To-morrow.	Last Year
New Orleans	19-22,000	18,469
Houston	5-5,500	2,899
Galveston	8-1,000	13,845

Comparative Port Receipts.

	This Year.	Last Year.
New Orleans	4,074	——
Savannah	7,629	——
Charleston	995	——
Wilmington	8,034	——
Norfolk	2,423	——

The Dry Goods Market.

New York, Nov. 29.—The dry goods market continues to grow steadier with some slight increase in the demand for drills, sheetings, yarns and grey goods for converters' uses. The jobbing trade is quiet. The silk trade regards the announcement of the failure of the American Silk Company as a healthy feature. The receiver of the Arnold Print Works made an announcement that they will continue the business. The wool market is quiet.

Naval Stores.

Charleston, S. C., Nov. 29.—Turpentine and rosing, nothing doing; quotations omitted.

Wilmington, Nov. 29.—Spirits turpentine steady, 48½; receipts 55 casks.

Rosin, nothing doing; receipts 331.

Tar quiet, $1.80; receipts 329.

Crude turpentine firm, $2, $3 and $3; receipts 43.

New Orleans, La., Nov. 29.—Receipts: Naval stores, none. Exports, none.

Savannah, Ga., Nov. 29.—Spirits turpentine firm, 45 to 45½; sales 636; receipts 1,041; shipments 4,051.

Rosin firm; sales 3,263; receipts 5,426; shipments 3,989; stock 118,047. Quote: A B C D $2.95; E $2.95 to $3.10; F $2.90 to $3.10; G $2.90 to $3.10; H $3 to $3.05; I $3.75; K $4.80; M $5.25; N $5.90; W G $6.20; W W $6.60.

Sea Island Cotton.

Charleston, S. C., Nov. 29.—Sea Island cotton: Receipts 561 bags; receipts 878 bags; sales 700; stock 3,074. Fine 35; fully fine 35 to 36; extra fine 37; off color 31.

Savannah, Ga., Nov. 29.—Sea Island cotton: Fancy Florida 29 to 30; extra choice Florida 25; fancy Georgia 29; extra choice Georgia 22½ to 24; choice Georgia and Florida 21; extra fine Georgia and Florida 18 to 20; fine Georgia and Florida 17 to 18. Sales 1,424.

The Money Market.

New York, Nov. 29.—Money on call higher, 5½ to 14; ruling rate 5½; closed 6 to 12.

Time loans quiet, but rather easier, 60 days 12; 90 days 10 to 12; six months 7 to 8 per cent.

Prime mercantile paper 8 per cent. Sterling exchange easy with actual business in bankers' bills at 486.30 to 486.35 for demand and at 479.50 to 479.75 for 60 day bills. Commercial bills 479.25; bar silver 57¾; Mexican dollars 45¼.

Baltimore Produce.

Baltimore, Nov. 29.—Flour quiet, unchanged. Wheat dull and easy; spot contract 100⅝. Southern on grade 99⅝ to 101⅝.

Corn easier, old spot mixed and No. 2 white 64 to 64¼; new spot mixed 62¾ to 63.

Oats firmer; No. 2 mixed 51½ to 52.

Rye firm; No. 2 Western exports 86 to 87.

Butter, eggs, cheese and sugar, unchanged.

Guards against rust and decay.
Protects your buildings.
Defies the elements.
The Pioneer ready-to-lay roofing.
ALWAYS ON TOP.

We carry a large stock for prompt shipment. Write for prices and samples.

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Greensboro, N. C.

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MASON MACHINE WORKS
COTTON MACHINERY
TAUNTON, MASS.
COMBERS
LAP MACHINES
MULES
LOOMS
SOUTHERN OFFICE AT CHARLOTTE
EDWIN HOWARD, AGENT.

Comparative Cotton Statement.

New York, Nov. 29.—For the week ending Friday, Nov. 29:

Net receipts at all U. S. ports during week	333,985
Net receipts at all U. S. ports same week last year	323,947
Total receipts since Sept. 1st	3,313,401
Total receipts to same date last year	3,277,947
Exports for the week	393,157
Exports for same week last year	240,809
Total exports since Sept. 1st	2,377,710
Total exports same date last year	2,873,672
Stock at all U. S. ports	831,151
Stock at all U. S. ports same time last year	1,134,561
Stock at all interior towns	441,598
Stock at all interior towns same time last year	580,741
Stock at Liverpool	——
Stock at Liverpool same time last year	507,000
Stock of American afloat for Gt. Britain	——
Stock of American afloat for Gt. Britain same time last year	——

WEEKLY INTERIOR COTTON TOWNS

New York, Nov. 29.

	Mid.	Rcs.	Shp.	Stk.
Athens	—	2957	4824	21
Atlanta	—	6640	6506	—
Brenham	—	6	5	—
Charlotte, steady	10⅝	1750	760	—
Columbia	—	1691	891	—
Columbus, Ga., firm	10⅝	1723	2605	2605
Columbus, Miss.	—	1912	1153	—
Eufaula	—	493	436	—
Greenwood, S. C.	—	780	596	184
Helena	—	4542	3035	—
Little Rock, steady	10⅝	8661	5531	—
Macon	—	1153	1205	—
Meridian	—	2917	2229	—
Montgomery, firm	11 1-16	6396	6044	—
Nashville, steady	10½	381	75	—
Natchez	—	2738	2042	—
Newberry	—	579	716	—
Raleigh, easy	10⅝	448	300	—
Rome	—	1287	2596	—
Selma	—	2274	2197	—
Shreveport	—	2812	2934	—
Vicksburg	—	3016	3045	—
Yazoo City	—	2063	1922	—

Cotton Receipts.

New York, Nov. 29.—The following are the total net receipts of cotton at all ports since September 1st:

Galveston	857,697
New Orleans	552,349
Mobile	142,787
Savannah	863,840
Charleston	136,918
Wilmington	281,190
Norfolk	239,991
Baltimore	16,874
New York	1,428
Boston	1,117
Newport News	319
Philadelphia	1,455
San Farncisco	6,961
Brunswick	85,991
Port Townsend	9,182
Pensacola	47,093
Port Arthur & Sabine Pass	33,279
Jacksonville	4,553
Eagle Pass, Texas	100
Minor Ports	10,177
Total bales	3,313,401

LIVERPOOL COTTON.

Liverpool, Nov. 29.—Cotton, spot quiet, prices 4 points higher; American middling fair 6.76; good middling 6.49; middling 6.18; low middling 5.86; good ordinary 5.42; ordinary 4.82.

The sales of the day were 7,000 bales, of which 500 were for speculation and export and included 6,100 American. Receipts 1,000 bales, no American.

Futures opened steady and closed firm.

American middling g. o. c.		
November	5.93½	
November-December	5.82½	
December-January	5.82½	
January-February	5.85½	
February-March	5.86½	
March-April	5.87½	
April-May	5.88	
May-June	5.88½	
June-July	5.88½	
July-August	5.87½	

Cotton Movement.

New York, Nov. 29.—The following statistics on the movement of cotton for the week ending Friday, Nov. 27, were compiled by the New York Cotton Exchange:

WEEKLY MOVEMENT.

	This Yr.	Last Yr.
Port receipts	333,330	402,133
Overland to mills and Canada	20,920	45,064
Southern mill takings (estimated)	67,000	65,000
Gain of stock at interior towns	504	51,434
Brought into sight for the week	411,834	563,630

TOTAL CROP MOVEMENT.

Port Receipts	3,309,122	4,301,983
Overland to mills and Canada	163,467	280,926
Southern mill takings (estimated)	574,000	680,000
Stock at interior towns in excess of Sept. 1st.	236,207	447,861
Brought into sight thus far for season	4,299,796	5,710,769

Interior Receipts.

	To-day.	Last Year
St. Louis	1,350	——
Cincinnati	916	——
Houston	8,857	——

NEW YORK BONDS.

U. S. refunding 2s registered	103⅝
U. S. refunding 2s coupon	103⅝
U. S. 3s registered	109⅝
U. S. 3s coupon	109⅝
U. S. New 4s registered	117
U. S. New 4s coupon	117
American Tobacco 4s	86½
American Tobacco 6s	99
Atchison general 4s	93½
Atchison adjustment 4s	90⅝
Atlantic Coast Line 4s bd.	93
Baltimore & Ohio 4s	93⅝
Baltimore & Ohio 3½s	86½
Brooklyn R. T. cv. 4s	61½
Central of Georgia 5s	99
Central of Georgia 1st Inc. bid	80
Central of Georgia 2d Inc. bid	35
Central of Georgia 3d Inc.	45
Chesapeake & Ohio 4½s	88½
Chicago & Alton 3½s	55
Chicago, B. & Quincy new 4s	96⅞
Chicago, R. I. & P. R. R. 4s	92
Chicago, R. I. & P. R. R. col. 5s	79½
C., C., C. & St. Louis general 4s	92
Colorado Industrial 5s Series A	41½
Colorado Midland 4s ofd	57
Colorado & Southern 4s ofd	78
Cuba 5s	97⅝
Denver & Rio Grande 4s ofd	91
Distillers' Securities 5s	61
Erie prior lien 4s	84½
Erie General 4s	71
Hocking Valley 4½s	94⅝
Japan 4½s certificates	87½
Japan 4½s certificates 2d Series	86⅞
Louisville & Nashville Unified 4s	92
Manhattan consol gold 4s bid	87½
Mexican Central 4s	74
Mexican Central 1st Inc.	13½
Minn. & St. Louis 4s ofd	80
Missouri, Kansas & Texas 4s bid	93
Missouri, Kansas & Texas 2d s.	73
National R. R. of Mexico col. 4s	75
New York Central general 3½s	88¾
New Jersey Central general 5s	114
Northern Pacific 4s	97¾
Northern Pacific 3s	65½
Norfolk & Western col. 4s	90
Oregon Short Line rfdg. 4s	80
Pennsylvania vs. 3½s	90
Reading General 4s	91½
St. Louis & Iron Mountain col. 5s	101½
St. Louis & San Francisco fg. 4s	70
St. Louis Southwestern col. 4s	57
Seaboard Air Line 4s	59
Southern Pacific 4s	79¼
Southern Pacific 1st 4s certificates	84¼
Southern Railway 5s	92½
Texas & Pacific 1sts	105½
Toledo, St. Louis & Western 4s	55
Union Pacific 4s	98½
Union Pacific cv. 4s certificates	83½
U. S. Steel 2d 5s	82¼
Wabash 1sts	101¼
Western Md. 4s	61
Wheeling & Lake Erie 4s ofd	76
Wisconsin Central 4s	74
Japan 4s certificates	78¼
Atchison cv. 4s	86
Atchison cv. 5s	96
Interborough Metropolitan 4½s	53½

CLOSING STOCK LIST.

Adams Express	162
Amalgamated Copper	50⅝
American Car & Foundry	27⅝
American Car & Foundry pfd.	82
American Cotton Oil	25½
American Cotton Oil preferred	70
American Express ex. div.	157
American Hide & Leather pfd.	11½
American Ice	7
American Linseed Oil	16¼
American Linseed Oil preferred	36½
American Locomotive	86
American Locomotive preferred	69½
American Smelting & Refining	90½
American Smelting & Refining pfd.	103⅝
American Sugar Refining	64½
American Tobacco preferred certif.	33
Anaconda Mining Co.	73
Atchison	81
Atchison preferred	62
Atlantic Coast Line	81½
Baltimore & Ohio	74
Baltimore & Ohio preferred	92¾
Brooklyn Rapid Transit	148
Canadian Pacific	148
Central of New Jersey	36½
Chesapeake & Ohio	74
Chicago Great Western	133¾
Chicago & Northwestern	99⅝
Chicago, Mil. & St. Paul	5
Chicago Terminal & Transit ofd.	10
Chicago Terminal & Transit pfd.	50¾
C., C., C. & St. Louis	163
Colorado Fuel & Iron	17½
Colorado & Southern	48
Colorado & Southern 1st preferred	32
Colorado & Southern 2d preferred	95½
Consolidated Gas	10⅝
Corn Products Refining	50
Corn Products Refining preferred	133
Delaware & Hudson	415
Delaware, Lackawanna & West.	18½
Denver & Rio Grande	56
Denver & Rio Grande preferred	41½
Distillers' Securities	15⅝
Erie	33
Erie 1st preferred	22¼
Erie 2d pfd.	113
General Electric	121½
Illinois Central	8⅝
International Paper	55
International Paper pfd.	11¾
International Pump	66
International Pump preferred	10
Iowa Cetral	27
Iowa Central preferred	23
Kansas City Southern	50½
Kansas City Southern pfd.	92¾
Louisville & Nashville	154¼
Mexican Central	24¼
Minneapolis & St. Louis	73½
Minn., St. P. & Sault Ste. M.	117¾
Minn., St. P. & Sault Ste. M. pfd.	47½
Missouri Pacific	24
Missouri, Kansas & Texas	56
Missouri, Kansas & Texas pfd.	40⅝
National Lead	42
National R. R. of Mexico pfd.	86½
New York Central	30⅝
New York, Ontario & Western	63
Norfolk & Western ex. div.	79
Norfolk & Western preferred	43
North American	21¾
Pacific Mail	119¾
Pennsylvania	75½
People's Gas	60
Pittsburg, C. C. & St. Louis	17½
Pressed Steel Car	64
Pressed Steel Car preferred	140
Pullman Palace Car	87⅝
Reading	73
Reading 1st preferred	72
Reading 2d preferred	16
Republic Steel	69
Republic Steel preferred	18½
Rock Island Co.	32
Rock Island Co. preferred	27½
St. Louis & San Francisco 2d pfd.	13
St. Louis Southwestern	27½
St. Louis Southwestern preferred	71⅝
Southern Pacific	107
Southern Pacific preferred	11⅞
Southern Railway	33
Southern Railway preferred	19
Texas & Pacific	16½
Toledo, St. Louis & West.	30⅝
Toledo, St. Louis & West. pfd.	114½
Union Pacific ex. div.	78
Union Pacific preferred	65
United States Express	38
United States Realty	16⅝
United States Rubber	66⅝
United States Rubber preferred	28¼
United States Steel	84⅝
United States Steel preferred	164½
Virginia Carolina Chemical	75
Virginia Carolina Chemical pfd.	8¼
Wabash	15½
Wabash preferred	200
Wells Fargo Express ofd.	32⅝
Westinghouse Electric	87¼
Western Union	61½
Wheeling & Lake Erie	12½
Wisconsin Central	26½
Wisconsin Central preferred	116
Northern Pacific	13¼
Central Leather	70¼
Central Leather preferred	24¼
Ross Sheffield	8⅝
Great Northern preferred	
Interborough Metropolitan	15⅝
Interborough Metropolitan pfd.	

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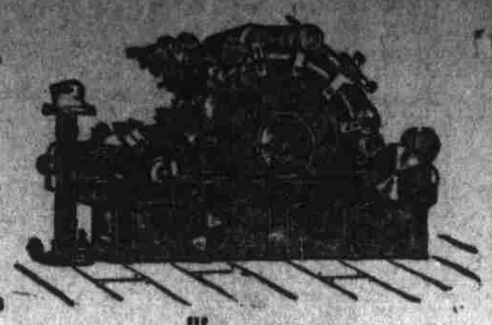

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ETC., ETC.

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'Phone or postal will bring our man.

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The Twister pretends to be an insurance expert who represents (or misrepresents) some life insurance company. He visits you after you have insured in another company and tries to dissatisfy you with your policy. He will tell you anything to the discredit of your company that he can invent—that your policy is bad and that you could have done better in his company. He will sympathize with you, show you specially prepared literature to give plausibility to his statements, or tell you to write to this or that person (whom you can safely put down as being in league with him) to confirm his statement.

Why does he do this?

Is he interested in your welfare?

Has he ever shown any interest in you before?

Is he not trying to make something out of you?

You will make no mistake if you show him the door.

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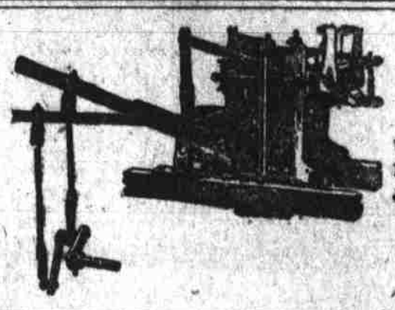

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