

MR. REA MAKES FINAL PLEA

Head of Pennsylvania Reviews the Railroad Situation.

ALL LINES ARE IN BAD FLIGHT Says Margin Between Gross Revenue and Operating Expenses is Decreasing—Money Needed for Improvements.

WASHINGTON, April 2.—President Rea of the Pennsylvania system was the last witness to be heard today before the interstate Commerce commission, on behalf of the eastern railroads asking for an increase in freight rates.

Chairman Harlan and Commissioners Clark and Meyer were on the bench. Dr. Dumba, Austria-Hungarian ambassador, and his guest, Prince Munster of Denmark, were interested auditors.

J. T. Wallis, general superintendent of motive power of the Pennsylvania, interrogated by Clifford Thorne, explained that steel cars and heavier locomotives had induced an increase in repair cost, while higher wages materially had added to that item of expense.

J. S. Rodgers, general superintendent of the Pennsylvania testified that the "charges to operating expenses on the Pennsylvania system, east of Pittsburgh, were \$24,855,624 in 1910, and \$29,411,210 in 1913, an increase of 18.3 per cent."

Need More Net Income. President Rea said that not only the Pennsylvania, but all American railroads were confronted with the necessity of retrenchment, which might prove serious, unless they were permitted to increase their net income.

Unless the gap between receipts and expenditures can be widened, we must begin to retrench, and retrenchment must begin on betterments and improvements not directly necessary to the movement of trains.

Look Into Future Developments. Discussing the desirability of the necessity to provide for future traffic demands, Mr. Rea said: "We also know that it is unwise and impossible to limit new facilities to actual and immediate necessities."

Conclusions of Mr. Rea. Mr. Rea's conclusions, which he indicated applied concretely to the Pennsylvania and generally to all other roads, were these: 1.—The margin of surplus is steadily diminishing and the company is not receiving any return either on the additional capital invested or for the value of the service rendered and the facilities provided for public use.

15.—Indeed, it is questionable whether, if new capital is to continue to vary no income, the directors will be justified in attempting to raise more than a moderate amount of what they believe necessary, as the effect must be to reduce the percentage return on the shareholders' capital already invested.

16.—The fifteen years between 1898 and 1913 the company had the benefit of the following: "An advance in certain commodity rates. The abolition of rebates. The expenditure of hundreds of millions of capital for improvements and enlargement of facilities and equipment."

17.—"In the fifteen years, 1898 to 1913, property investment increased from about \$72,000,000 to almost \$1,397,000,000, or 15 per cent; operating revenue increased from a little less than \$146,000,000 to over \$282,000,000, or 193 per cent; operating revenue per mile of track operated increased from \$5.178 to \$15.261, or 87 per cent; the company thus had during these fifteen years all the benefits arising from a remarkable growth of business, both in volume and density, which ordinarily under the law of increasing returns should have materially improved the position of its owners."

Returns Are Decreasing. "But as a matter of fact, the return on property investment in 1913 was only 3.45 per cent as against 3.45 per cent in 1898, and furthermore was the smallest return in any of the fifteen years of the period; the percentage of net corporate income (plus interest on funded debt) on total capital obligations in 1913 was but 6.88 per cent, against 6.46 per cent in 1898, and with the exception of the year 1899 it is the lowest of any year in the fifteen-year period; the net corporate income per cent on capital stock outstanding held by the public in 1913 was only 9.64 per cent, against 5.33 per cent in 1898, and here also the 1913 figure is the lowest for any year in the fifteen-year period, with the single exception of 1899, when the figure was 5.34 per cent."

The conclusion to be drawn from these facts is that the increase of expenses and other outlays beyond the company's power to control has finally overcome the advantages thus far realized of advanced rates, abolition of rebates, increased volume and density of business, large expenditures of capital and improvement in plant and methods. The company is now confronted by a rapidly decreasing rate of return on property investment and capital obligations, and is unable to offset these tendencies by any method which it can at present apply, or which seem to be practically possible other than an advance in rates."

Old Favorites For Everybody All the Dear Old Songs Now Brought Together in One Volume. Some people like old wine; many people love old friends, and everybody loves the old songs.

As previously announced, The Bee is offering a complete collection of all the old favorite songs brought together in one beautiful big volume called "Songs That Never Grow Old."

All of these songs have been compiled and selected with the utmost care by the most competent authorities and are printed and bound all together, making seven song books in one volume. There are two styles of binding, one in paper covers and the other in heavy English cloth. The contents are the same, but, of course, the cloth binding is more durable and with ordinary care should last a lifetime.

An innovation in this edition are the magnificent illustrations. These consist of a rare galaxy of sixty-nine wonderful portraits of the world's greatest vocal artists, many in favorite costumes. The list includes Caruso, Tetrazzini, Melba, Slezak, Farrar, Bonci, Goritz, Scotti, Fremstad and almost fifty others. None of these portraits have ever been shown in a work of this character, and they are all reproduced from copyrighted photographs which have been approved by the artists themselves.

Family Burned to Death. PITTSBURGH, April 2.—Two policemen were seriously burned and an entire family consisting of the father, mother and three children were reported missing as the result of a fire early today. Four frame tenement houses were destroyed. Policemen and firemen rescued more than a score of persons.

BRANDEIS STORES SATURDAY SALES 275 Dresses in Silk or Cotton, Worth up to \$20, on Sale at an Extreme Low Price

Rose Bushes 10c Each

Large Size Kid Body Dolls, worth \$1 and \$1.25, 49c Saturday

Sale of Drugs and Toilet Goods Saturday

Sale of Women's Handbags, Saturday at . \$1

Sale of 2,800 pairs Women's Gloves, worth up to \$2, 69c at

32d Anniversary Sales in the Basement

BRANDEIS STORES Sale of Suits and Dresses

Worth \$12.50, \$15 and \$17.50

\$8.75

The Dresses—

Hundreds from which to choose, including taffetas, poplins, messalines, crepes, etc. in all new styles, with drapes, folds, tier skirts and other smart ideas.

The Suits—

A wonderful group of women's and misses' spring suits, including many worth \$12.50 to \$17.50, all for \$8.75 Friday.



Cotton Crepe 10c. The most practical wash fabric for house dresses, waists, etc.

Women's Hosiery 5c. Fine cotton with double heels and toes.

Women's Vests 12 1/2c. Women's shaped cotton vests with taped neck and arm eye.

Silk Boot Hosiery 18c. Women's black fibre silk boot hosiery.

Dress Goods Samples 5c and 9c. Importers' samples of dress goods.

Corsets 39c. For medium and slender figures.

Messalines 35c. Our 59c quality silk messaline in black and wide range of colorings.

Lining Remnants 2c, 5c and 9c. A great lot of short lengths of fine quality lining satin.

Coats Worth \$7.50 to \$10, at \$4.85. Women's and misses' short spring coats of serges, satins and novelty cloths.

Sample Wash Waists 87c. Hundreds of white and colored wash waists of fine crepes, volles and tissues.

Boys' \$3 Norfolk Suits \$1.89. A very special bargain in the Basement Anniversary Sale.

Boys' \$5 Serge Suits \$3.40. Boys' strictly all-wool blue serge suits.

Boys' \$1 Underwear, Friday, 35c. Men's sample spring and summer drawers, undershirts and union suits.

Untrimmed Hats, 98c. The newest blocks in untrimmed hemp shapes in small medium and large sizes.

Millinery Trimmings 39c, 49c, 79c and 98c. An immense line of ostrich pom poms, flower wreaths, clusters, fruits and foliage.

Fancy warp print ribbons, 4 and 5 inches wide. Special at, yard, 15c. 4-inch messaline ribbons. Good colors. For trimming or rosettes, yard, 10c.

Wallace Silverware About Half Price. A special purchase for the Anniversary Sales in the basement enables us to offer this well known table silver at extreme low prices.

Special Lots of Skirts \$2.39 & \$1.39. Women's and misses' new spring skirts with all the smart style features.

Children's Rain Capes 97c. Plain color and striped rubberized rain capes for girls of 6 to 14 years of age.

Wash Waists 87c. Women's white and colored wash waists with long or short sleeves and low or high collars.

Boys' Sample Raincoats \$1.69. For Friday in the Basement Anniversary Sale we offer a lot of sample raincoats for boys of 4 to 12.

Men's \$1 Underwear, Friday, 35c. Men's sample spring and summer drawers, undershirts and union suits.

Pants Worth to \$2.50 at \$1. 300 pairs of men's work pants in tweeds and worsteds—all sizes, 34 to 44.

Slipon Raincoats at \$1.98. Men's slipon raincoats of double texture, spot-proof, waterproof fabrics.

Genuine Soisette 12 1/2c. Dress lengths of mercerized soisette. Name printed on selvage.

Wash Fabrics 5c. An assorted lot which has accumulated during our March sales.

Notions 6c. J. O. King's best thread, 15c dozen. Dress snap fasteners, 4c card.

2,000 yards 36-inch serge twills. Navy, brown, garnet, etc. Worth 20c, yard, 9c.

40-inch silk and wool poplins, 27 desirable shades, very special at, 98c.

Corsets in odd sizes. Good styles. \$2 and \$1.50 values. Basement at, 89c.

Brassieres. Good quality muslin. Embroidery trimmed. 25c values, 15c.

Men's shirts. Negligee and outing styles. Values to \$1, special, 35c.

17-inch corset cover embroideries and flouncings. Worth to 15c, yard, 8 1/2c.

Insertings and beadings of Swiss, nain-sook and cambric. 3 to 6 inches, yd, 6c.

12 and 16-inch shadow corset coverings. Beading top and bottom, yd., 12c.

Lace Curtains 49c. Cable net, flit net and fine Nottingham lace curtains.

Wide Embroideries 25c. 27-in. embroideries including flouncings, allovers and waistings.

Bed Spreads \$2.50. Fine Marselles bed spreads. Scalloped with cut corners.

Handkerchiefs 3 1/2c. Fine sheer line weave, with corded or fancy colored borders.

Kid Gloves 29c. Odds and ends of long and short kid gloves.

Genuine Soisette 12 1/2c. Dress lengths of mercerized soisette.

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