

**THE ENTERPRISE**

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**POOR SHIPMENTS CAUSE BIG LOSS**

Stockmen Frequently Make Mistake in Improper Mixtures in Loading Animals.

**FREIGHT COST MUCH HIGHER**

Cattle Take Highest Minimum Rates With Hogs Next—Local Agent Should Be Consulted Regarding Pertinent Matters.

(Prepared by the United States Department of Agriculture.)  
 Live stock shippers frequently lose money by shipping improper mixtures of animals to market; an investigation by the United States Department of Agriculture shows:

Many instances of losses due to this cause have come to the department's attention. For example, a co-operative association in Indiana recently shipped a car containing 60 sheep and 6 cattle. The sheep weighed 5,195 pounds and the cattle 5,800 pounds. The total freight charge on the shipment was \$106.00, or at the rate of 95 cents per 100 pounds.

The actual rates quotable from the point of shipment to point of destination were: Sheep 65 cents and cattle 85 cents per 100 pounds. The high rate actually charged was due largely to the fact that the six cattle included in the shipment made it necessary to apply the cattle minimum weight of 22,000 pounds, which may be compared with the sheep minimum of 22,000 pounds and with 10,000 pounds, which was the actual weight of the shipment. Had the cattle been excluded, this car could have been forwarded at a total charge of only \$37.80 instead of \$106.00, which was actually paid. The charge for shipping the six cattle, therefore, was \$68.20, which was an increase of 85 per cent over the charge which would have been levied on a straight carload of sheep. Stating it differently, the freight charge on the cattle amounted to 85 cents per 100 pounds.

**Highest Weight and Rate.**  
 The important fact to be borne in mind, the department says, is that as a rule where two or more kinds of stock are shipped in the same car the freight for the entire load is based on the highest minimum weight combined with the highest rate. A mixture of cattle and sheep therefore usually takes the cattle minimum weight and the sheep rate.

As a rule cattle take the highest minimum weights, with hogs next, calves next and sheep the lowest. In

the case of rates the order is generally reversed. Sheep take the highest rate, hogs and calves the next highest, with cattle generally taking the lowest rate.

In all cases, it is pointed out, the local agent should be consulted regarding minimum weights, freight rates, shrinkage allowances and any other pertinent matters if the shipper desires to forward his stock in the most economical manner.

Although there are many complications, variations and exceptions in connection with freight tariffs, generally speaking, cattle have a lower rate than any other kind of live stock. The hog and calf rates are roughly 115 per cent of the cattle rate, and the sheep rate 125 per cent of it. Hogs, sheep and calves, when in double deck cars, ordinarily go at the cattle rate, although in some sections hogs are accorded the same rate whether in double or single deck cars.

**Plan Economical Mixtures.**  
 Obviously, in planning economical mixtures of live stock for shipment, the expensive combination of high minimum weight and high rate is to be avoided, especially if the car is not to be loaded to at least the full minimum weight. In some cases where a shipper has one or two animals of one class with a high freight rate in a carload of another class, it may be cheaper to exclude them from the carload and order them forwarded in the same car, or less than carload shipment at less than carload rates. The carrier, however, is required to collect the lower rate unless the shipper definitely instructs the use of a method making the less than carload rate applicable.

Some rates are made on a car-length basis. When such is the case and the railroad, for its own convenience, furnishes a forty-foot car after a standard car was specified in a written order, charges must be assessed on a standard car, provided the shipment could have been made in the smaller car and the shipper took the proper precaution of having the agent make the proper entry on the bill of lading when loading out.

**Gay Colors in Coats to Distinguish the Season**

Top coats are invaluable for motor-ing, for travel, for cool days in the country or at the seashore. They are equally smart with the simple frocks or the chic box suits which are so new. The gaiety of their coloring reminds one of the present vogue for umbrellas of purple and red and bright blue. Just because the weather happens to be disagreeable, we've learned, is no reason for us to put on a somber appearance and be as cheerless as possible ourselves. And it's so much brighter, on a rainy day, to look down on a bubbling sea of gay umbrellas than a somber stream of dark ones.

It's the same with coats, and it's well to remember this when you go to select your new spring one. It's the season of bright colors, remember. It will be easy, too, to find a gay color which is becoming to you and of which you won't grow tired. If you have a becoming little hat, which you can wear with it, you won't have to bother about the coat being a perfect match for all your frocks, as the new spring coats are all-enveloping anyway.

**DUST HENS ONLY IN MORNING**

Chicks Snuggling Under Mother Are Liable to Get Enough of Powder to Harm Them.

In dusting hens that have young chicks, to get rid of lice, it is important to dust on the powder early in the morning on a bright day. Otherwise, the chicks while snuggling under the hen are likely to get enough of the powder to injure them severely. If the dusting is done during the morning in fair weather the hen will not cover the chicks enough to hurt them until the injurious qualities of the powder have been largely dissipated.

**Two-Toned Effects.**  
 The smart monogrammed blouse now comes in colors and is embroidered in a darker shade. Two-toned effects are very stylish.

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 or headache—rub the forehead—melt and inhale the vapors  
**VICKS VAPORUB**  
 Over 17 Million Jars Used Yearly



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Every housewife hates the drudgery of washing dishes and welcomes RED SEAL Lye, because it makes the job easy. Spotless pots and pans, as well as shining silverware and dishes are sure when RED SEAL Lye helps.

Thoroughly dissolve one-half teaspoonful in dishpan of water—then put the dishes in. (Do not use on aluminum.)

Write for booklet of household uses. Full directions in each can. Be sure and buy only the genuine RED SEAL Lye.



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CONTRACTS AVAILABLE FOR A FEW DESIRABLE REPRESENTATIVES.

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WE WISH TO ANNOUNCE TO THE PUBLIC THAT SINCE WE INSTALLED OUR 300 POUND CANS, WE ARE MAKING ABOUT TEN TONS OF ICE DAILY. OUR ICE IS MADE FROM DISTILLED WATER AND IS ABSOLUTELY

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DISTILLED WATER ICE IS THE ONLY ABSOLUTELY PURE ICE MADE—ASK YOUR PHYSICIAN, HE KNOWS. TWO YEARS AGO WE TRIED RAW WATER ICE AND IT WAS NOT SATISFACTORY TO THE PEOPLE OF OUR CITY. SO NOW TRY OUR DISTILLED WATER ICE AND

**YOU WILL Be SATISFIED**

YOU SHOULD USE THE PUREST AND BEST ICE MADE FOR YOUR HEALTH'S SAKE—AND THAT IS DISTILLED WATER ICE. WE ARE OFFERING FOR THE NEXT 30 DAYS THE FOLLOWING PRICES ON OUR TICKETS FOR CASH ONLY.

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HAVE YOUR SHIPMENTS FROM RICHMOND, PETERSBURG, N. Y., BALTIMORE, PHILADELPHIA, BOSTON AND PROVIDENCE, R. I., ROUTED VIA THIS LINE. WE MAKE CONNECTION WITH THE VARIOUS STEAMBOAT LINES OPERATING BETWEEN NORFOLK AND THESE POINTS.

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**SHOE SALE**  
**98c TO \$1.98 PER PAIR**

We have special bargains in Oxfords that you have never seen before. Have a lot of slippers with only a few pair of a kind that are worth from \$2.50 to \$5.00 a pair, that we are going to put on two tables; one table for 98c pair, and one table for \$1.98 a pair. This includes slippers of a very dressy kind and of the very comfortable kind. They are the best bargains that we have ever given and hope you will come and look them over.

**Straw Hats \$1.48**

One table of men's Straw Hats that are to be closed out for \$1.48.

**Bargains In SHIRTS \$1.48**

One table of men's Dress Shirts, \$2.50 to \$3.00 values to be closed out for \$1.48. Now is the time to get your Hats and Shirts at Bargain Prices.

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 WILLIAMSTON'S LARGEST DEPARTMENT STORE