

Wilmington Morning Star

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TUESDAY, APRIL 24, 1923

Developing Our Opportunities

The Star has, time and again, exploited that subject, but it is good enough subject to be discussed every day till all of us understand what opportunities are and know opportunities when we see them. Even so, the most practical thing of all is to develop our opportunities. From the Charleston News and Courier we have borrowed the caption to this article although the Charleston paper's editorial discusses the question from an angle involving our opportunities to get the most out of this life.

We surely do neglect opportunities of that kind, perhaps every day, or frequently at least, because we are always waiting for the "opportune moment" to do what we ought to do now. It is true, as the News and Courier declares, that "many of us waste our time waiting for what we are pleased to call the opportune moment, and in the waiting lose a great deal that ought to make life very precious and valuable." That refers to our opportunities to make the most of our lives and to make the most out of ourselves, but there is such a thing as waiting too long for the "opportune time" to take advantage of our opportunities in business, our opportunities in manufacturing enterprises, our opportunities in development undertakings, and our opportunities in undeveloped resources.

There are opportunities of a kind of which we are conscious. There are others which we would not know if they shook hands with us. There are others which we recognize but which appear too big for us to tackle. There still remain still others because we waste our time waiting for the "opportune time." Individuals do that, cities do that, states do that, and boosters do that. They wait too long to take advantages of opportunities, even though they stare them in the face.

The trouble is that we find some excuse to wait till the "time is ripe" or for the "opportune moment" to arrive. The fact is, the time is ripe and the opportune moment arrives when we do not know it. Meanwhile, we have lost our opportunity. We will have to make up our minds to the fact that the opportune time for doing something that needs to be done is right now. The time to put over enterprises and undertakings is just as soon as we decide that they are things worth doing and ought to be done.

In his talk at the chamber of commerce banquet the Wilmington Hotel, last Saturday, President Samuel Vaulain of the Baldwin Locomotive works said something that will be found to be everlastingly true. He said that the man who expects to make something out of himself would have to do it himself, and that the community which expects to develop would have to undertake its own development. Evidently, the locomotive builder does not believe in waiting for the "opportune moment," and he gave us all to understand that he knows no community can get anywhere if it is disposed to "let George do it."

Individually, Mr. Vaulain has made a big success of himself, and one of his biographers has said it is because he "always strikes when the iron's hot." Since we have come to think about it, Mr. Vaulain and his distinguished party have not traveled all over the south and taken in Wilmington "just for their health." We have interpreted it to mean that Mr. Vaulain has made up his mind that "the iron's hot" in the south—not enough for locomotive builders to come down and take advantage of their oppor-

tunities in southern development. Drummers of all kinds have been coming south for years and they always come when the opportunity for trade is good, but this is the first time locomotive drummers ever came south in a Pullman car and took in the whole of Dixie. There is something quite significant in it. It means that the "iron's hot" in the south. It is not hot enough for locomotive manufacturers, it is just as hot for Wilmingtonians, if only we will "strike while the iron's hot."

Mr. Vaulain and his party trailed development and prosperity all the way from Texas to North Carolina, so Wilmingtonians ought to know that the "time is ripe" and that the "opportune moment is here right now for whatever they have on the program.

Spend Carolina Money With Carolinians

In the made in Carolina department of Sunday's Charlotte Observer, J. C. Patton, the industrial editor, discusses complaints made by North Carolina manufacturers and firms about their inability to secure contracts, on equal terms, with contractors and bidders outside the state, for the furnishing of material, machinery, and supplies for which the state has been spending millions of dollars during the last two years or more. Four weeks ago, Mr. Patton discussed this same subject and published complaints made by North Carolina concerns, claiming discrimination against them. Previous complaints concerned contracts in the expenditure of \$65,000,000 for highway construction and in yesterday's Observer consideration is taken of other vast sums which the state is spending under appropriations and bond issues authorized by the general assembly.

Platt W. Davis, treasurer of the Atlantic Paint and Varnish Works, of Wilmington, wrote to Mr. Patton and enclosed a list of appropriations for public buildings and betterments of state institutions, involving the expenditure of more than \$10,000,000, authorized by the 1923 legislature, and the list is published along with the inquiry of Mr. Davis. Mr. Davis inquired: "I would like to know why it is that not a cent of this money is given to the manufacturers of this state, with the exception of that for the Samaritan training school, which paint was sold by us." The question is both pertinent and important, both to the manufacturers and to the state. The answer will have to come through the state's commissions or disbursing officials, but meanwhile Mr. Patton says in his department of the Observer:

Will these \$10,000,000 be spent for home talent in architects and the best. Carolina has as good as the best. Will Carolina builders and contractors get the jobs? Carolina has as good as the best. And if Carolina architects and Carolina contractors get these jobs, they will most likely buy their flooring, their ceiling, their roofing, their steel, their plumbing and heating equipment, their brick and nails and locks and bolts and other hardware, their paints and varnish, their heavy timbers and their light lumber from Carolina jobbers and Carolina merchants and Carolina manufacturers.

Mr. Davis is a big manufacturer of good paint—as good paint, we believe, as can be purchased anywhere in this country. He has proven its merit on a thousand public and private buildings, and yet he complains that he cannot get a dollar's worth of these public orders.

We believe that purchasing agents and public servants who spend these funds should take an oath of allegiance to the state of North Carolina, and should either spend these funds with home people, wherever possible, or get out and let men take their place who are fully sold on their native state.

We believe that in all of these matters, involving good roads funds, and the millions spent on public buildings, the public should be given the fullest facts and information. And we believe that in every case home people should be given first preference on all expenditures.

Are the men handling these funds of the same opinion? One would presume off-hand that North Carolina's millions would be spent in North Carolina, with North Carolinians preferably, and it is rather surprising to hear of complaints like that made by the Wilmington paint manufacturer, following close after complaints against the purchasing department of the State Highway commission. If the complaints come from disappointed bidders, that is another matter, but home people would have good reason to complain very bitterly if they are not given an opportunity to contract with the state while it is spending approximately \$100,000,000.

It requires responsible bidders for road and building construction, and when it became certain that North Carolina was going to spend scores of millions of dollars, our first thought was to keep as much of that money in the state as possible. For that reason, The Star urged the organization of construction companies. It would be interesting to know how many construction concerns in North Carolina

have gone after that big pile of North Carolina money. We know that in the matter of highway construction, many concerns outside the state secured good contracts.

While it advantages North Carolina to build highways and public institutions, the sending of the millions of dollars out of the state is bound to have a bad economic effect. The employment of out-of-state is bound to have a bad economic effect. The employment of out-of-state labor and the purchase of materials of any kind outside the state, when it is possible to get labor, materials and talent in the state also would be poor economy.

The Marathon Dancers

Nobody will work 52 hours on the stretch, nor 65 hours, nor 90 hours, nor 96 hours, and then keep on with the determination of working 100 hours before stopping to take a rest. However, that is what so-called dancers are doing in the marathon contest for the endurance championship. At last accounts a Baltimore couple had put it all over other dancers who have made records all the way from the Pacific to the Atlantic. The thing might begin with a dance but when the dancers become jaded they give a good imitation of the toddle. Foolishness. Sure, but that is what the crowd wants and is willing to pay its money for.

Some of the long period dancers have had to be taken to a hospital when they danced to the limit. Several have come very nearly dying. It was in Washington, the Baltimore dancers made their record and beat the next highest record of 90 hours, made by a couple at Norfolk. Concerning the Virginia city dancers, the Norfolk Virginian Pilot says: "It was a hectic day and a hectic night for the police, for no local event in years has aroused such tremendous interest or sent bigger crowds to the streets." When that Norfolk couple danced till they could dance no more, having scored 90 hours, the young fellow who performed the male part was "waltzed off to a hospital, dazed and delirious." He was better next morning, but says there is no more dancing for him.

It is believed that some of these marathon dancers have ruined themselves beyond recovery, but the crowd is crazy to see the sport. Since Mexico has given up such innocent sports as bull fights and cock fights, these sports might be introduced into the United States. As humane exhibitions they have marathon dancing skinned to a finish.

Amalgamated Canneries

One of the financial events of the past few days has been the conclusion of the merger of 35 or 40 canneries in Canada, the general company to be known as Dominion Canners, Ltd. The capital stock is \$100,000,000, and the promoters had no trouble in raising the money. The canning industry is a big thing in California and Canada. North Carolina is getting canned goods from both Canada and California, and it is feared that it will many a day till a \$10,000,000 cannerly merger is effected in this state, although we have here the raw materials for 1,000 canneries.

CONTEMPORARY VIEWS.

AMERICA'S BIG STEAMSHIP

In the tens of thousands of visitors that have gone aboard the Leviathan during its stay at Newport News may be found a good omen for the American merchant marine. The curiosity that has led 100,000 persons to visit the steamer during the past few months is an earnest of the interest Americans everywhere have in the industry of which the Leviathan is the greatest type and symbol. A part of this interest is inspired, it is true, by good publicity. But without a solid basis of sentiment for a start, publicity could not have accomplished such results. The whole United States rejoices in the fact that the big steamer will shortly take its place in the regular transatlantic service, and that it will be the greatest ship afloat.—Norfolk Virginia Pilot.

NEW ROAD AND PROSPERITY

The gaps along the line of the Wilmington-Charlotte-Asheville highway, which in years to come will be known throughout the country as one of its famous roadways, are being rapidly connected into a hard-surfaced whole. The Rutherfordton Sun last week gave word that the paving from that place to Forest City would be complete by July 1. This will place the fast-growing towns of Rutherfordton, Spindler and Forest City on "Main Street," in completion of one of the most important links in the highway. Our Rutherfordton contemporary in the same connection makes report of a remarkable building development under way in its town, including a solid business block, a number of new residences and an ice cream factory. Travelers through the town in that section of the state will this summer find many evidences of new life and prosperity.—Charlotte Observer.

GOAT CALLED MUTTON

Several Georgia papers report a marked increase in the state's goat population, and a marked increase in the price of goat. Kids used to sell for 50 and 75 cents apiece. Now they bring a much better price. One newspaper, in chronicling the shipment of goats by the railroad, wonders what use is being made of them. The Albany Herald says it thinks it can explain the mystery. These goats are being sold for mutton, and people are liking it. The Herald continues: "Most of the hotels and restaurants

are serving goat meat, but on their menus it is never listed as such. It is always mutton—on the menu cards. "We know a good woman who will not knowingly eat goat meat, for the same reason that she refuses catfish. It is just a mistaken prejudice. And yet, we have frequently seen her order mutton chops or lamb roast from the menu, and then eat goat meat with apparent relish. "What with the ravages of forest fires, timber cutters, turpentine gangs and prowling dogs, the large sheep herds that once ranged the woods of the wiregrass regions of South Georgia have been greatly decimated, and now, comparatively speaking, there are but few sheep left. Goats are more hardy and flourish where sheep would not. They are also more pugnacious and more likely to fall a prey to prowling dogs and other rapacious animals. These conditions, together with the fact that goat meat is quite acceptable when served as mutton, will account for the rapid increase of goats in south Georgia."—Montgomery Advertiser.

SPECULATION AND HYPOCRISY Perhaps there has never been a proceeding on the part of the government which was more deeply dyed with unmistakable insincerity than the application of our law in connection with the coffee and sugar exchange. This is said without the slightest intent to apologize for, or defend, any of the doings of, the exchange and without the remotest desire to compare the work of our law in connection with any violation of its terms. If there has been illegal or illegitimate speculation or operation it ought to be corrected, and those who are guilty of it should be made to suffer the full penalty of their offenses, whatever these may be, pending relief by congress.

But the purpose of this proceeding is not said to be that of enforcing the law in this way or of penalizing offenders. Its alleged object is simply that of preventing the "boosting" of the price of sugar. The simple savage old plan of sending Uriah the Hittite to serve in the forefront of the battle and so to prevent disclosure of the doings of someone else works today about as well as it did three thousand years ago. Sugar "operators" in congress sugar boomers in the Administration who predicted shortage and so pushed up prices, sugar owners and raisers in the dominant political party, are worried by the public unrest. Their thoughts on the present situation have made them feel that there is need of a scapegoat, and they have found one in the coffee and sugar exchange, whose operations, according to the government's own petition, are so far removed from the "spot" situation that there is only a tiny fraction of an amount of "legitimate" trading in actual sugar growing out of deliveries.

According to the report of the tariff commission on the sugar situation, published simultaneously with the proceedings in this city, though whether by accident or design it would be hard to say, "the duty on Cuban raw sugars * * * is included in the wholesale and retail price of granulated sugar." It needs no ghost come from the grave to tell us this, yet this admission is probably only the outward sign of a more serious matter. There would have been an invasion of this market by foreign sugars, with corresponding reduction in the output of domestic (beet) sugar. How this could have been true if, as the administration itself lately asserted, there is a shortage of beet sugar every where it would be hard to see, yet the attempt of the commission is plainly enough that of whitewashing the tariff. Thus the whole situation is again put "up to" the sugar futures speculators.—New York Journal of Commerce.

Hollis Joy, 21, Boston student, says he hasn't been kissed. We say he doesn't know his last name.

Russian leaders have 1,600,000 men under arms now, and millions of others under their thumbs.

MORE THAN EIGHT MILLION PACKAGES OF BLACK AND WHITE ARE SOLD YEARLY

Sale Each Year Growing by Leaps and Bounds, is of Tremendous Importance to Women

Although placed on sale only a few years ago, such complexion necessities as Black and White Creams, and city could not have accomplished such results. The whole United States rejoices in the fact that the big steamer will shortly take its place in the regular transatlantic service, and that it will be the greatest ship afloat.—Norfolk Virginia Pilot.

Many druggists and dealers who sell toilet articles say that they have never seen the equal of Black and White Beauty Creations for solving the skin and complexion problem for old as well as young women who had never before been able to find the right method of caring for their skins. A few years ago Black and White Beauty Creations were unknown. Today they are selling at the rate of more than twenty thousand packages a day for every one of the 35 days in the year, or a total of more than eight million packages a year.

From the biggest stores in the large cities, to the smallest cross-roads country store miles away from even a railroad, Black and White Beauty creations are being sold in ever increasing quantities, with the result that the manufacturers have been forced to move into larger quarters three different times during the last four years. Even the present plans, which occupy a total floor space of 105,000 square feet, are taxed to full capacity in the effort to keep up with orders received every day from all parts of the country.

Highest Quality BLACK AND WHITE Beauty Creations at 25¢ and 50¢ Prices

David Brown, of Pittsburg, walked 250,000 miles. Dave was not hunting a drink. He is a postman.

Things are so noisy in Europe now people think two dogs fighting are sound asleep.

CRISIS IS PASSED BY MRS. JAMES HANNA IN PERFECT SAFETY

Declares Tanlac Ended Long Suffering From Stomach Trouble, Palpitations and Weakness

The list of testimonials in behalf of Tanlac grows daily as new tests of its power are made. Mrs. James Hanna, wife of a well known merchant, residing on South Broad street extension, Gastonia, N. C., made the following statement a few days ago:

"By the help of Tanlac I have overcome a case of indigestion that had made life miserable for me two years. I seldom got a good night's sleep for I often woke up with my heart fluttering and acting so strangely that it alarmed me and set my nerves all in a frenzy. I couldn't walk up the steps at the back of our house without getting all exhausted and out of breath. I suffered terribly from the gas which formed on my stomach after every meal and I got so run-down and weak I could hardly go at all. "By the time I had finished half of my first bottle of Tanlac, I felt a wonderful change coming over me and after taking the second bottle I was like a different person. Indigestion, shortness of breath, heart palpitation, nervousness nor anything else troubles me now. I will always bless the day I began taking Tanlac." "Tanlac is for sale by all good druggists. Accept no substitutes. Over 37-million bottles sold.—adv.

GAINS 25 POUNDS IN 30 DAYS

Remarkable Experience of P. C. Lake Builds Up Weight Quickly "I was all run down," writes P. C. Lake. "I had to quit work I was so weak. Now, thanks to Prunifone, I look like a new man. I gained 25 pounds in 30 days." "Prunifone has put 10 pounds on me in 14 days," stated Wm. Brack. "It has made me sleep well, enjoy what I ate and enabled me to work with interest and pleasure." If you would like to put on a few pounds of good solid flesh, just try Prunifone; it will surely surprise you. For sale by Miller's Pharmacy.—ad.

Millions depend on S.S.S. to purify their Blood



SINCE the days of the Cherokee Indians, man has relied upon nature to produce certain barks and herbs to purify the blood. Today, the manufacturers of S. S. S. gather thousands of tons of these certain barks and herbs annually and prepare in concentrated form, scientifically proportioned, that great blood purifier, called S. S. S. This is why S. S. S., since 1828, has been such a great success. It has meant to millions of underweight men and women a plus in their strength.

S. S. S. builds blood-power. It builds red-blood-cells. That is what makes fighting power. And fighting power destroys impurities! It always wins! It fights pimples, it fights skin eruptions, it fights rheumatism. It builds nerve-power—thinking power. These are the reasons which have made S. S. S. today the greatest blood-cleanser, body-builder and success builder.

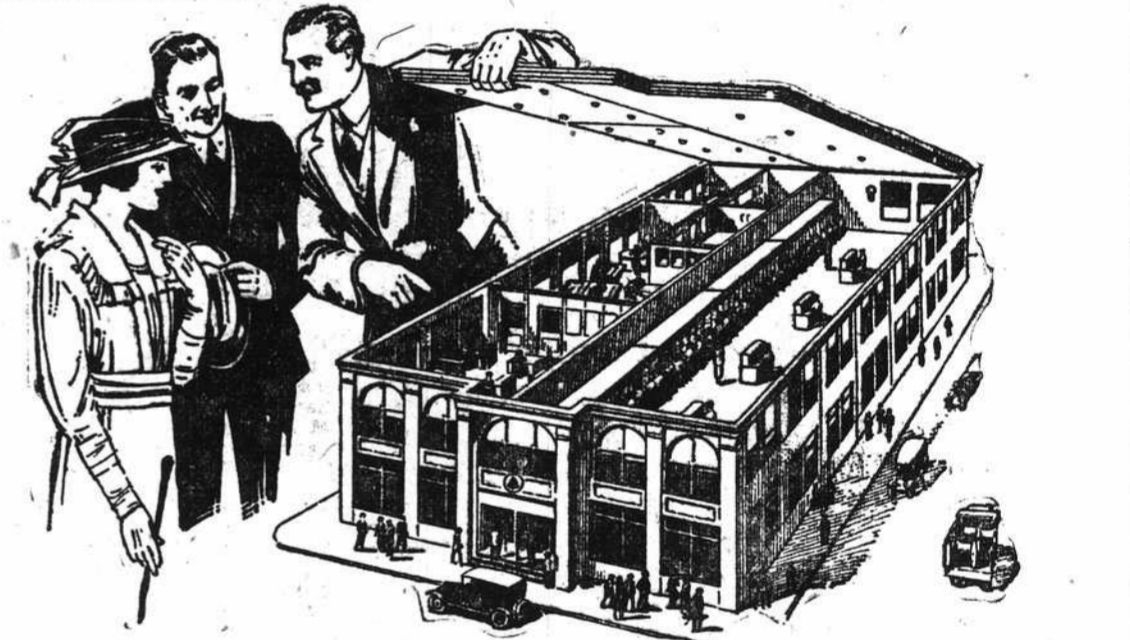
Mr. James Chaloupka, Camp Sherman School, Chillicothe, Ohio, writes: "I feel like a new man after taking S.S.S. It gave me a better appetite and cleared my skin of pimples and blackheads." Try it yourself. S. S. S. is sold at all good drug stores. The large size is more economical. Get a bottle today!

S.S.S. makes you feel like yourself again



Says The Key To Comfort Our Stock Is Large And Varied

Variety in price as well as stock is the rule here. We can show you something very reasonable, or if you prefer the expensive furniture we can show the finest woods manufactured into the most artistic furniture. "Better Furniture---Less Money" W. J. Bradshaw & Co. Telephone 593



There is No Mystery about the Telephone Business

HERE are probably some things about the telephone business which mystify you, just as there are things about other businesses which you do not thoroughly understand.

Perhaps it is a charge on your bill or some practice about the service which confuses you, even if it does not annoy you.

When these occasions arise, why not ask the local manager about them. He will be glad to explain our entire rate schedule or to tell you the necessity for any of our practices.

All telephone practices are designed to make it easy for you to do business with us and to improve your service. They are the result of long years of experience and reflect our best business judgment. They are flexible and are constantly revised in the interest of cordial relations with our patrons.

There is no mystery about the telephone business and one of our greatest difficulties is to induce our subscribers to tell us about the things that worry them.

We want you to be familiar with the reason for every charge we make and to be satisfied, as we are, that it is a proper and necessary charge.

Errors are inevitable in all enterprises using human agencies and we particularly want you to tell us when there is error in the account rendered you or when you do not fully understand any feature of it.

Our success depends largely upon the measure of the good will of the community we can win and hold.

Willingness to correct error and to cheerfully explain every detail of our business are, we believe, two prime elements of public service.

M. B. SPEIR, Carolinas Manager
SOUTHERN BELL TELEPHONE AND TELEGRAPH COMPANY

