

AMUSEMENTS

Rockstader's Minstrels Delight.
Law Rockstader, one of the minstrel magnates of the country, was greeted at the Academy yesterday afternoon and last night by fine crowds, and as usual, played to the delight of all present.

DETAILS OF "CLANSMAN" PRODUCTION.

The average person has little idea of the time, labor and expense required to produce even an ordinary drama. When the play in question is a great scenic affair like "The Clansman," the details of organization and production are as numerous and extensive as those of a great industrial enterprise.

It cost to build "The Clansman" at least \$20,000. Strange as it may seem, a play may be "built" as a house or a public edifice. First Manager George H. Brennan chose from "The Leopard's Spots" and "The Clansman" those scenes which lent themselves to stage effect.

These models are all according to scale. Working from them the scenery constructors lay out the carpentry work and the painters paint the canvases, ranging from the big backdrops to the smaller set pieces.

The producers of the play, next calling in counsel the chief electrician, planned the beautiful lighting effects which particularly distinguish "The Clansman." In order to obtain the gorgeous sunset followed by the twilight and then by darkness, in the first scenes of the third act, and the ghostly effect of the Ku Klux cave in the second scene of the act, a large and extraordinary electric installation was required.

Still another important department of the production is that of the costumes. As the company numbers a hundred people and the stage is filled at different times with civilians, soldiers in grey and blue, negroes in borrowed finery and in rags, white-robed Clansmen, belles in the quaint costumes of 1867, and black wenches and pickaninnies clad in barbaric horrors, it will be seen that several hundred costumes are required. A large force of dressmakers and tailors worked three months to complete these after the costume had made the designs. The little matter of wigs was no little matter for "The Clansman" company, two hundred different varieties of head coverings being required. Cosmetic and black cork are bought at wholesale; not only the principals, but the humblest extras make up nightly.

A wardrobe mistress and several assistants are kept busy packing and unpacking the finery and accessories for the nightly performances, while the male "supers" are carefully looked after by a captain.

For the present season the entire production of "The Clansman" has been reconstructed and enlarged. There is a general curiosity to see this biggest of stage entertainments when "The Clansman" plays a farewell engagement at the Academy of Music Tuesday, matinee and night. Seats are now on sale at Hawley's.

MR. P. S. GILCHRIST RETURNS.

Great Missionary Conference in Washington—Distinguished Visitors in Attendance.

Mr. P. S. Gilchrist, who has been representing the local Young Men's Christian Association at a missionary conference held Friday in Washington, D. C., returned home yesterday. At a special meeting of the Y. M. C. A. foreign work board a full report was made of the proceedings at Washington. Mr. Gilchrist reported that the speakers were of the best in the country and included such men as John H. Mott, of New York; the Secretary of War, William Howard Taft; Hon. John Barrett, director for South American Republics; Fletcher S. Brockman, of Shanghai, China; George Cleason, Osaka, Japan, and many others. The toastmaster at the banquet was Hon. Henry B. F. Farland, chairman of the board of commissioners for the District of Columbia.

The conference was for the purpose of planning a forward movement for association missions and to thoroughly inform leading association representatives of the exact conditions on the foreign field.

Mr. Gilchrist's report was a most enthusiastic one and it is probable that the local association will strike out into great endeavors along this particular line.

O. B. BURKHANS TESTIFIES AFTER FOUR YEARS.

O. B. Burkhan, of Carlisle Center, N. Y., writes: "About four years ago I wrote you stating that I had been entirely cured of a severe kidney trouble by taking less than two bottles of Foley's Kidney Cure. It entirely stopped the brick dust sediment, and pain and symptoms of kidney disease disappeared. I am glad to say that I have never had a return of any of those symptoms during the four years that have elapsed. I am heartily recommending Foley's Kidney Cure to any one suffering from kidney trouble." R. H. Jordan & Co., W. L. Hand & Co.

BIG U. C. T. GATHERING

Buffet Supper and Smoker.
Charlotte Council, No. 997, United Commercial Travelers, Entertain at Swell Supper at the Selwyn—Mr. C. O. Kuester Master of Ceremonies and Toastmaster—The Address—A Budget of Interesting and Suggestive Figures—A Delightful Evening.

The buffet supper and smoker which Charlotte Council, United Commercial Travelers, gave in the assembly room of the Selwyn last evening was one of the most thoroughly delightful events of the season.

Not only were there many of the local traveling men present, but a large number of visitors as well. Mr. C. O. Kuester acted as toastmaster and delivered the address of welcome. Mayor T. S. Franklin followed with a short talk on "The Relation of the Commercial Traveler to the City of Charlotte." Mr. J. W. Ferguson, manager for Bradstreets, spoke on "Trade Conditions, Past, Present and Future." "Why Commercial Travelers Make Good Boosters For the City" was the theme of Mr. H. H. Preston's short address. "The Banker and the Traveling Man" was the subject handled by Mr. George A. Stephens, president of the American Trust Company. Mr. T. Edgar Harvey spoke on "The Commercial Traveler and His Place in the World of Commerce." The addresses closed with a very appropriate talk on "The True Commercial Traveler," by Rev. Harris Mallinckrodt.

MR. T. E. HARVEY'S ADDRESS.
No address of the evening excited more interest than Mr. Harvey's review of the part which the commercial traveler plays in the world of commerce. Mr. Harvey said:

"The American drummer is the motive power of the wheels of commerce. He is the life-blood of American commercial life. Did you ever stop to think what stupendous figures must be employed to estimate their work? 'I never realized what an important part the American drummers play in the world of commerce until after a very careful and painstaking investigation. I secured the following statistics, which figure as an almost past belief and comprehension:

"The drummers draw the largest salaries of any class of hired men in America except the President of the United States. Senators and Congressmen draw \$5,000 a year, and there are thousands of drummers who draw much larger salaries than they. 'Some few railroad presidents draw \$50,000 annually, but they are stockholders, and not strictly hired men. 'Some few bank presidents draw \$50,000 a year, but they, too, are stockholders, and not hired men. 'All the drummers combined draw more money in salaries than all the combined forces of any other class of men under the sun.

ANNUAL INCOME \$600,000,000.
'There are 500,000 drummers in America to-day, and to put their average daily salaries at \$4, which is a very low average, they are paid \$2,000,000 every day, or \$600,000,000 yearly.

'All the Presidents of the United States, at \$50,000 annual salaries, would only draw \$5,000,000 in 100 years' time—just a little pocket change that the drummers of America draw in two days and a half. 'All the Congressmen and Senators combined, at \$5,000 annually, only draw \$2,500,000 a year, or \$750,000,000 in every hundred years—less than one-half of what the drummers draw in only one year.

'If 50,000 bank presidents draw each \$5,000 annually, their combined salaries would only amount to \$250,000,000—less than one-half that the drummers draw in the same length of time. 'The drummers draw \$600,000,000 salaries every year, and spend \$400,000,000 more in their expense accounts; circulate one round billion dollars every year. 'We pay hotels \$250,000,000 annually. 'They pay to railroads \$200,000,000 annually, and spend \$50,000,000 for individuals, rarely ever itemized. 'The world talks about a billion-dollar Congress—that means two sessions and appropriations for two years. 'The drummers spend a billion dollars every year and never feel it. 'Five hundred millions is supposed to run the United States government, with all its expenses, ample every year, while the drummers spend that much every six months.

A FEW STUPENDOUS FIGURES.
'The gross earnings of all the railroads in America are put at \$2,000,000,000 annually. Their net earnings at 4 per cent. amount to \$80,000,000 profit. The drummers sell \$9,000,000,000 every year, which represents the gross earnings for their respective firms. At 2 per cent. net profit, they would make their net earnings \$180,000,000—\$100,000,000 at 2 per cent. more than all the railroads make at 4 per cent.

'I can take the salaries of all the drummers in the United States for one year, combine it in one mighty trust and make Morgan look like 30 cents. I could take and buy all the railroad stock that the Vanderbilts, Goulds and Halls could carry to save their combined interests, and I could buy Rockefeller and every coal oil can in the world. I believe I could take it and have intimidate Mrs. Chadwick with a dozen millionaires on her note. 'The assets of the wealth of America is estimated at \$50,000,000,000, and if they sell \$5,000,000,000 annually they sell all the combined wealth of America out, lock, stock and barrel, every nine years.

AS TO THE RAILROADS.
'There are 200,000 miles of single railroad track in the United States, and if it costs \$25,000 a mile to build it and \$25,000 a mile to equip it, the value of all the railroads in America would be \$10,000,000,000. The salaries and expense accounts of the traveling men of America could be taken for one year and with it bought one-tenth interest in all the railroads, and in ten years the railroads could be actually owned.

'And the drummers draw more salaries annually in America as drummers than the standing armies of the world, round world would cost in the same length of time. 'The drummers are the highest bidders in the world and the biggest money spenders on the globe, because they live on the best going and always buy the best that can be found. 'The drummers are world-builders and ball rollers, and they are always busy. 'That these figures are facts is incontrovertible.'

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MR. VON LAWRENZ LEAVES.

Three Members of Richardson Orchestra to Tour Southern States—Mr. Von Lawrenz to Return to Germany, His Native Birth.
Mesers. Karl von Lawrenz, pianist; E. L. Hastings, violinist, and Venance, cornetist, of the Richardson Orchestra, have severed their connection with that organization and left last night on a tour. They will first visit Chattanooga, Memphis, Birmingham, Montgomery and Mobile. From there they will go to Havana, Cuba. After concluding their engagements there, Mr. von Lawrenz will later return for good to his home in Germany. It is not quite certain whether or not he will return to Charlotte before leaving, but it is not likely that he will come back.

Scores of sincere friends bid Mr. von Lawrenz good-bye with regret. During his stay of the past two or three years in the city he had won a place in the hearts of those who knew him intimately. He was a frequenter of the Mule Pen whose regulars he helped out in many a pinch and his departure leaves a vacancy which is decidedly felt. His articles on music in The Sunday Observer had become a regular feature, looked for by many. His years of study in German universities made him a critic of music of the first rank and an interesting conversationalist on any conceivable subject.

At the Baptist Sunday School.

Rev. Dr. George W. McDaniel, of Richmond, Va., will make a talk at the First Baptist Sunday school this afternoon. The programme is as follows: Music by orchestra. Song service. Responsive reading. Singing by school. Duet by two little girls. Reading of lesson. Prayer. Selection by orchestra. Lesson study. Address by Dr. McDaniel. Closing hymn.

Mr. H. D. Duckworth For Sheriff.
The many friends of Mr. H. D. Duckworth are urging him to become a candidate for the office of sheriff. There is not a more popular man in the county than Mr. Duckworth and should he enter the race there will be something doing in political circles this summer. Mr. Duckworth has hundreds of friends in very community and his following would be a very strong one. With Sheriff N. W. Wallace, Chief W. S. Orr, Mr. L. H. Robinson and Mr. Duckworth all out for the one plum, the contest will be very close.

Miss Maudie Dawson Returns.
Miss Maudie Dawson, head milliner for Efrid's Department Stores, who for the past several weeks has been in New York studying the spring and summer styles and making ready for the season which opens shortly, has returned to the city and is making her home with her mother at the

Never Give Up the Ship When You Can Get Mrs. Joe Person's Remedy.
Greensboro, N. C., Jan. 23, 1906.
Last August my husband, who is a railroad man, was badly hurt by having a severe blow on the head, caused by a piece of iron falling on it. In a few days he suffered badly from dizziness and he was not able to walk across the room. Then nausea set in and he vomited everything he would eat. We became very uneasy about him, as the doctors could not define the nature of his hurt. His whole system became involved from his condition, the doctors' treatment gave him no relief, and one of the physicians advised an operation. He discharged a great deal of blood from his nose and would frequently vomit blood, but the doctors said that came from his stomach and not from the hurt. Then one of my friends, who had unbounded faith in Mrs. Joe Person's Remedy, begged me to use it. My husband lost his flesh and was greatly reduced, and at that time we did not expect him to live long. We got Mrs. Person's Remedy and put him on it, and in twenty-four hours we could see a change for the better. The vomiting of blood ceased, which made us hopeful. We continued to use the Remedy and it made a perfect cure, and he is now well and in good health.
MRS. E. A. RIVES.

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Beginning Monday, March 2nd.
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No. 6 Golden toned parlor organ (13 stops) 50.00
No. 7 Wilcox player organ (12 stops) 105.00
No. 8 Estey large church organ (14 stops) 105.00
No. 9 Kranich & Bach piano (refinished) 275.00
No. 10 Ivers & Pond (refinished) \$250.00
No. 11 Lester (refinished) 225.00
No. 12 Windsor (refinished) 160.00
No. 13 Gaylord (refinished) 200.00
No. 14 Bell (shop worn) 185.00
No. 15 Kohler (slightly used) 200.00
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