

MERCHANTS' SECOND DAY
A WIDE RANGE OF SUBJECTS

At Yesterday Morning's Session of the North Carolina Retail Merchants' Association Reports "On the State of the Union" Are Heard From Almost Every Town in the Association—Some Are Thriving, Some Are Doing Little, Factional Jealousies Prevent the Permanent Organization of Others—Interesting Papers on the Programme.

Not less interesting than the first was the second session of the North Carolina Retail Merchants' Association yesterday. When the gavel in the hands of President N. L. Cranford crashed upon the presidential desk at 10:15 o'clock almost every member was in his chair, ready for the work of another day. The number in attendance was considerably increased by the arrivals on the morning trains until every city of importance or commercial power in North Carolina was represented in the gathering of commercial men.

The order of events was taken up and forwarded with a vim. Following the preliminary routine work announcement was made that Mr. Walter Clarke, secretary of the Richmond Retail Merchants' Association, of Richmond, Va., would not be able to be present and deliver his scheduled address on "How to Conduct a Local Association." Mr. Latham M. Telford, a letter from Mr. Clark expressing his regret at his inability to be present.

The individual reports were called for by the different local associations. The report from S. Lupinsky reported that an increase of 50 per cent. had been made in the number of members since the meeting of last year. The rating system used by him being about 7,000 members. The report in general showed the spirit of the Asheville association to be healthful and progressive, in no danger of retrogradation. In Edenton, Edwin High Point, Fayetteville, Thomasville and Shelby, when their names were called, were not ready to report at the moment. Mr. J. W. Allshook reported for Scotland Neck that effective results were being accomplished by an active organization. Mr. A. A. Joseph stated that Goldsboro had 42 members. There, too, the rating system is in use, with 1,700 names or more upon it. This has been instrumental in saving the merchants thousands of dollars.

CHARLOTTE REPORTS.
When the report of Charlotte, with 62 members, was called for, Mr. A. B. Justice read the following: "The association is thriving harmoniously. Although not all the members attend there is no lack of interest and co-operation in the work of the association."

"The Charlotte Association has also taken a deep interest in the freight rate discrimination cases, by which it is hoped rates will be secured for North Carolina towns on an equal basis with Virginia towns. The association has also taken an active part in the 'Deep Waterways Project' and to the 'Rivers and Harbors Congress' in Washington.

"The association is also working on the various schemes for waterways which have been tried here by outside promoters and as a result these are beginning to shut out Charlotte very frequently, and after the entire State.

"A great saving has been gained in this manner to the members. Other lists for use of members, and reports, are in use and are proving of great value.

"A rebate system to outside purchasers has been in practice for several years also and this has attracted many purchasers to the city."

LIVELY AT RALEIGH.
The report of Mr. B. Pearce for Raleigh was also heard. The height of unity prevailed, concerted action in every case following a decision by the Raleigh association on any mooted point. Every merchant of any prominence in a member. This report was supplemented by a statement volunteered by Mr. E. E. Broughton, of Raleigh. He said the body had been responsible for abolishing the trading stamp currency, losing thereby one merchant and gaining a dozen or more. The telephone monopoly was then attacked with the result that there are now but two where there were three, and one of these is a home company.

For Greensboro, Mr. C. B. Brockmann reported. The first thing done was the giving of a banquet and the idea proved a success. Much good has been accomplished and ten thousand dollars has been collected on bills placed in their hands.

Favorable reports were further made by Mr. R. B. Crawford, for Winston; Mr. J. B. Nichols, for Windsor; Mr. H. D. Mills, for Mooresville; Mr. S. W. Swain, for Randleman; Mr. F. B. Blalock, for Oxford; Mr. E. S. Allen, for Newton; Mr. J. W. Ashcraft, for Wadesboro.

Mr. N. H. Johnson made reports for towns not represented. Among these Lexington was stated as doing little, Thomasville doing well, Ahoskie is a monument to industry, Tarboro is indifferent, Durham active, Monroe has disbanded, Fayetteville could not be organized on account of petty jealousies, and Statesville likewise has been organized three times, but owing to factional disagreements the merchants are unable to hold together.

"But," said Mr. Johnson, in reply to a question, "when the associations have received and paid attention to the notices sent out by the president, and when the work has been managed in a regular manner, not a single instance of failure can be pointed out."

COLONEL MEARES SPEAKS.
The hit of the day was the speech made by Col. Iredell Meares, of Wilmington, on "Deep Waterways for North Carolina." Major E. J. Hale, of Fayetteville, had been scheduled for an address on this subject, but was unable to come, so Colonel Meares was prevailed on to come instead. It was an exceedingly thoughtful presentation of one of the most vital questions before the people of North Carolina.

Colonel Meares began with the fundamental and basic idea that the basis of all civilization is transportation of products as cheaply as is possible. This means commercial intercourse, which in turn means general intercourse among peoples. The problem most essential to the commercial development of the country at large is to get the products of the country to the seashore.

The speaker pointed out what has been done in the way of river and harbor improvement in Europe. Eorpus sum of money have there been expended especially at London, Liverpool, Glasgow, Antwerp, Rotterdam and other cities. The expenses amount to hundreds of millions of dollars. London alone spent on her docks \$225,000,000.

There has been, too, a great development in the ports of South America. It is astonishing to find what is going on there. On the Great Lakes, too, there has been a great development of Cleveland and is a Standard Producer.

commerce as a result of harbor improvement. Out on the Mississippi there is talk of a 14-foot channel from about Cairo to New Orleans.

Mr. James J. Hill says that the most efficient way to relieve railroad congestion is for the national government to improve its waterways.

MUST GET TO OCEAN CHEAPLY.
The one thing which this country has been indifferent to is the fact that in the last analysis the getting of our products to the ocean is most essential to the preservation of our present position and to the maintenance of superiority in the commerce of the world.

We Americans think we are a great people and talk about that. In fact we are, but although we have and will continue to invent new forms of machinery and put into use inventions which will decrease the costs of transportation, the fact remains that there is no method which when put into use will not sooner or later be outstripped and supplanted by a better. Hence, in the race for business, the question is who will put their products on the market cheapest. The great thing for America to do is to get her produce to the market cheaper than any other nation.

We are building the Panama canal, which will open up the markets to the Orient, yet are indifferent to the fact that our costs of getting our products to the ocean must be less than that of other countries. The cost of travel up the Amazon river for 1,000 miles. Here, it could only go to New York, and there is probably not another port on our seaboard which it could enter. After the Lusitania has come up the Amazon for 1,000 miles, a steamer which draws 20 feet of water can penetrate yet another 1,000 miles, making a city 2,000 miles in the interior of Brazil, Iquitos, a seaport.

WOULD LOWER RATES.
The railroads are permitted by the inter-State commerce act to meet railroad competition. The basic points for making rates in North Carolina are Norfolk and Savannah. If we had at Wilmington a 20-foot channel to the sea, Wilmington would become a basic point, or gateway. Taking the figures prepared by Mr. James A. Fox, a special director of the National Rivers and Harbors Congress, it appears that the cost of carrying a ton of freight by rail in 1906 was 7.5 mills per ton per mile. The cost of carrying freight by water was 1 mill for one ton one mile. If the entire ton mileage carried by the railways for that year, 187,000,000,000 tons, could have been carried under water competition at a saving of only one-tenth, it would have resulted in a saving to the country of over \$187,000,000.

WOULD SAVE US MONEY.
As applied to North Carolina the amount paid for transporting freight was \$25,612,128. If by the possession of adequate water ways, this could have been carried at a saving of only one-tenth, the saving would have amounted to \$2,561,212. The rate per ton per mile for North Carolina in 1906 was 9.79 mills. The whole average for the United States was 7.5 mills; in other words, we in North Carolina paid for carrying freight 2.3 mills more than the general average. This represents our annual forfeiture for our failure to have competitive water rates, and for not having a deep seaport. This expressed in dollars amounts to \$4,306,750 more than would have been paid if we had had the 20-foot channel at Wilmington, making a basic point and thereby obtaining water competition.

This means to Charlotte, which is 87 miles nearer to Wilmington than to either Savannah or Norfolk, a saving of freights of \$750,000; to High Point, it means \$262,500; to Greensboro, \$252,500; to Winston-Salem, \$481,000; to Raleigh, \$280,000; to Durham, \$1,275,000; to Goldsboro, \$450,000. All these are based on the shipments of these cities.

With the development of the port of Wilmington is connected the development of the Upper Cape Fear. This is the project developing an 8-foot channel to Wilmington, a distance of 120 miles. It can be done at a cost of \$1,300,000, estimated. It is said that this would result in a saving to Fayetteville and towns tributary to Fayetteville of \$3,600,000 annually. Then, too, the Suppernoon, the Pamlico, the Tar, Contonnea, the Neuse, the Trent, the Northeast and the Black rivers when developed would bring water competition practically into central Carolina. Senator Morgan, who voted against the bill to regulate railroads, said that if the government did what it should to develop waterways, the railroads would need no further regulation.

Mr. Meares said that the South needs to cultivate a broader minded set of statesmen who will study public questions of real import, instead of harping on issues out of date.

AGAINST INSURANCE COMPANY.
All the time of the afternoon session besides that occupied by this speech, was taken up with discussion of the proposition that the Retail Merchants' Association should organize and finance a fire insurance company. This idea was very ably championed by Mr. H. Taylor Rogers, of Asheville.

After the matter had been gone into, however, it was moved that the report of the original committee, which was practically adopted. This was sustained and the insurance proposition was voted down.

A paper was scheduled to be read by Mr. E. J. Justice, of Greensboro, but he was unable to be present. His paper, however, which was not read but was filed with the secretary to be included in the minutes of the meeting.

LAST NIGHT'S MEETING.
A special session was held last night from 8 till 9 o'clock. Mr. Luther M. Tesh was in charge of this. The general subject was relative to the methods for making a local association a success. He made a clear-cut speech of about a half an hour which was followed by questions and answers. He emphasized that fact the individuals have to contribute something themselves to make the associations of value to them. He was glad that the reports had emphasized the other features besides that of collecting. In many towns the associations are found to be doing the work of the board of trade and chamber of commerce. In Richmond, Norfolk and other places, they are doing greater work than any board of trade. Even in smaller towns there can be done more work by one merchants' association than by the other bodies and at less cost. The reason is that the merchants have a State organization, which the others have not.

The members must try to get into a GRAND FAMILY MEDICINE.

"It gives me pleasure to speak a good word for Electric Bitters," writes Frank Conlan, of No. 63 Houston St., New York. "It's a grand family medicine for dyspepsia and liver complaints; gives for lame back and weak kidneys; it cannot be too highly recommended. Electric Bitters regulate the digestive functions, purify the blood, and impart renewed vigor and vitality to the weak and debilitated of both sexes. Sold under guarantee at all drug stores. Their heads and hearts the idea of individuality, said Mr. Tesh. What

has done most to develop Germany commercially has been the patriotic sense developed in the individual. When we realize in this country the responsibility on us as individuals to work for the common good together, there is hardly anything that can't be accomplished by the Merchants' Association. He cited the fact that the newspapers were devoting columns of space to the meetings, as evidence of the fact that the association was considered as of some consequence. Eminent speakers leave their homes to speak to his members. Politicians ask the merchants what they want.

Mr. D. M. Jones, of Elizabeth City, was called on to tell about the difficulties experienced there in organizing an association. The trouble proved to be that there were some merchants who handled both wholesale and retail business. Not until this was changed, some of the retailers cutting out the wholesale part and some wholesalers cutting out the retail did harmony and interest prevail.

Mr. J. W. Allshook was called on to tell about Scotland Neck, where marked success has been noted. Two meetings are held a month, each member being notified by telephone just before the hours of the meeting. A public comfort room, contributed to also by aldermen and county commissioners. This has proven a great success.

Other members told of co-operation between city councils and the merchants. In Goldsboro they have a public comfort room, contributed to also by aldermen and county commissioners. This has proven a great success.

Much is being done in the way of collections by the uniform rating list. In Winston \$113 was collected from newly-arrived persons in debt to merchants in other towns. Mr. Rogers, of Asheville, was of the opinion that the advertising committee saved the people of Asheville from \$3,000 to \$5,000 a year since its establishment and would pay smaller towns in proportion.

THE BANQUET.
At the conclusion of this interesting experience meeting, a fine banquet was served in the dining room on the first floor. Following was the programme:

- Toast Master, J. N. McCausland.
- "The North Carolina Merchant," H. Taylor Rogers, Asheville.
- "The Benefits of Organization," C. H. McKnight, Greensboro.
- Music
- Mock Turtle
- Sweet Pickles Radishes Salted Peanuts Olives
- Baked Sea Bass
- Carrienne Potatoes
- Roast Young Turkey, Cranberry Sauce
- New Potatoes French Peas
- Stuffed Tomatoes with French Dressing
- Selwyn Ice Cream
- Assorted Cakes
- Edam Cheese Toasted Crackers
- Cigars Demi Tasse Cigarettes
- Music

Attention Veterans.
Regular meeting Mecklenburg Camp No. 382 will be Saturday at 11 a. m. It is important that every soldier in the county should be on hand. Final arrangements will be made for the reunion at Birmingham. Sons, daughters and children of the Confederacy are especially invited to meet with us. By order of W. M. SMITH, Commander.

H. D. DUCKWORTH, Adjutant.

A Kitchin Meeting.
The Kitchin campaign committee is waging a hot battle for votes these days, and nights. Every night Kitchin speeches are made at some point in the city. Last night Mr. F. R. McNinch spoke to a good crowd at Chadwick, and a big meeting is planned for to-night at 8 o'clock at the overhead bridge on North Graham street. The speakers for to-night's meeting will be J. D. McCall, E. L. Keeler, A. B. Justice and F. R. McNinch.

Hand Caught in Machinery.
While engaged at a carding machine yesterday morning one of the hands of Mr. Carson Tallafiero, who is studying cotton mill machinery, became caught in the machinery and was badly hurt. As it happened, none of the bones were broken. Mr. Tallafiero's injury was attended to at St. Peter's Hospital.

The stone lining in the Pilgrim Grand Refrigerators is always cold and the porcelain covering is as easily cleaned as a china plate. "Absolutely Germ Proof." To be had of J. N. McCausland & Co. 221 South Tryon St.

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Buy your Piano from the time-honored firm of CHAS. M. STIEFF the Southern piano manufacturer and secure the piano of pianos.

A post card will bring one of our salesmen to see you. Convenient terms if desired.

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You'll Like Bobby Burnit

(crack polo player and clubman). You'll like the cheerful way he exchanges his father's money for business experience, at a quarter of a million per experience.

You'll like his friend and side-partner, "Biff" Bates, learned in the science that has to do with uppercuts, left-jabs and wallops. And you'll like Agnes Elliston, in whose care Bobby's father left three million for Bobby to spend (and in whose care Bobby had long since left his heart).

But you'll like best of all old John Burnit, whose kindly spirit pervades the story, and whose shrewd letters of advice always reach Bobby just after he has made a particular ass of himself.

Read The Applerod Addition (in this week's SATURDAY EVENING POST). It's by George Randolph Chester, whose Get-Rich-Quick Wallingford stories were called the best business stories of the year. The Bobby Burnit series of stories (of which The Applerod Addition is the second) is better.

At the News-stands, 5 cents. \$1.50 the year by mail. THE CURTIS PUBLISHING COMPANY PHILADELPHIA

Our Boys Are Everywhere Copies will be delivered to any address by Camden E. Lynch, 221 East Trade St., Charlotte.

The stone lining in the Pilgrim Grand Refrigerators is always cold and the porcelain covering is as easily cleaned as a china plate. "Absolutely Germ Proof." To be had of J. N. McCausland & Co. 221 South Tryon St.

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Mr. Merchant

We are selling a Bill and Charge System for retail stores which cuts in half the work of your book-keeping force, gives you your bills made out at the end of the month without extra work, except footing up the totals; cuts out tiresome night work the last few nights in every month, and also eliminates errors. We have put this system in some of the largest retail stores in the State and not one of them would discard it.

Let us show you while here.

Stone & Barringer Co. Office Outfitters.

WHY?

Because they look after your interest as well as their own, giving good material and workmanship.



HUNTER & VAUGHAN Architects and Builders, CHARLOTTE, N. C.

"If you want it built right and right now, we are the right people."



Hello! Time you were wearing a straw hat—both the calendar and the weather say so. Your hat's here—ready for you. Don't know what kind you want? That's all right—scores of styles in all sizes here to select from. Prices? \$2.50, \$3.00, \$5.00.

The Tate-Brown Co. We Make Shirts

HOW WE CLEAN SILK GLOVES

Our method of cleaning silk gloves will appeal to every discriminating woman, we are very sure. We do not use gasoline or other odor leaving fluids. We use no preparation that will in any way affect the goods or change the color a particle. Our process removes all stains, soil, etc., and returns the gloves sweet, clean and with a lustre and finish that makes them rival new ones in appearance.

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Golden Glory Yorkshire Pudding

Pare and slice three medium potatoes. Put them in boiling salt water and cook until tender. Drain off the water. Set back on the stove to dry out the moisture. Cream the potatoes with a fork, adding three tablespoons

Golden Glory Cooking Oil and salt and pepper to taste. Grind finely a lot of cold meat. Put into a baking pan a layer of potato and a layer of meat highly seasoned with onion, salt and red pepper. Let the potato form the last layer. Glaze over the top with raw egg. Bake until heated through and nicely browned. Serve in the same dish. Save Butter, use

Golden Glory Cooking Oil All groceries.

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Men—think a minute what you want to wear that you haven't been able to find. If it's in vogue this season, we have it. We have the most complete and the most up-to-date stock of men's wear in the Carolinas.

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Better buy now and not wait till our stock runs down. And we carry the largest line of Shirts, Hosiery, Neckwear, Belts, etc., etc., you can see around these parts. Investigate what we say.

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JUNE BRIDES who wish to practice good judgment and strict economy at the same time will do well to inspect our show rooms. We also invite brides, past, present or future, to call and see our Furniture, Rugs and Matting.

Your visit will no doubt be profitable to us both, and we will be much pleased to show you through our immense stock of real bargains at any time you can call.

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North Charlotte Property For Sale on Easy Terms

Seven new houses, ranging in size from 4 to 7 rooms, finished complete with first-class material; city water and on street car line. Prices...\$1,400 to \$2,250

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