

MILLS AND MARKETS

WHY AMERICANS FAIL

Former Consul to Amoy Tells Why Americans Fail to Get China's Trade—Do Not Understand Oriental Methods.

Mr. Harry L. Paddock, former United States Consul to Amoy, writing from Toronto, Canada, to the New York Herald, has the following to say why Americans fail to capture the markets of China.

To the Editor of the Herald: It has been with great interest that I have followed the Herald's action in urging American manufacturers and exporters to look into the possibilities of trade with the Orient generally and with China particularly.

For the two years ending in April, 1908, I was the American consul at Amoy, China, and during that time I made a most careful investigation of the peculiar conditions to be met with in establishing and maintaining a trade with that nation.

After witnessing the efforts of many American firms to obtain a foothold and their failure in almost every instance, I realized that something was radically wrong with this system and the result of my investigations was to find that in most cases the cause of failure lay in the lack of knowledge of Oriental conditions.

I have seen representatives of American houses in the Orient. I have studied their methods and while watching them have realized that their efforts would be fruitless. I have talked with them and have found them, almost without exception, to have been totally unprepared for the mission upon which they had been sent.

I do not see this in disparagement of the American salesman, but simply to illustrate that a good man placed in a field for which he has had no training by an employer who has no knowledge of Oriental conditions, will fail and not entirely through his own fault.

However, a man, to be a successful salesman in the United States is no reason for his being successful in China, in fact it is more than likely that he will not be.

The same methods of introducing goods do not in any way apply, and the secret of his success at home will in many cases prove his stumbling block in China.

On the other hand our European competitors succeed and are daily increasing their business. Why? Because the European merchant knows that to acquire a knowledge of trade conditions in China one must have lived there for long periods of time, making careful observations and study of the people and their characteristics.

Consequently he knows what the American is either ignorant of or only guesses at. Appreciating this, many American producers are willing to furnish the money necessary to enable one of their men to go to the home and make that study for three years.

In this connection I need only refer to the common trade that is referred to by some New American firms, as it is the Standard Oil Company, the Singer Sewing Machine Company and the Sperry Flour Company, all of whom have succeeded in this country.

That attention that has made American business men famous, is not obtainable here, where of necessity the opportunities are so great and the competition so keen.

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HARRASSING THE RAILROADS.

Many Bills Affecting These Corporations Introduced in South Carolina Legislature—Mileage Books May Be Withdrawn—Educational Committee Wrestling With Compulsory Bill.

Observer Bureau, 1230 Berkeley Building, Columbia, S. C., Jan. 26.

Within the last forty-eight hours a number of bills affecting the railroads have been introduced in the South Carolina Assembly, and the representatives of the roads are here fighting good and hard for the companies they represent.

The greater part of the proposed legislation is of a kind that the railroad men say the Legislature ought to have no interest in affairs that can be better managed as between the roads and their employees.

Among the measures proposed, fair samples of the whole, are bills to require payments to employees twice a month, to require five men on each train as a crew, to require shops in every State, to regulate the mileage charges, to require electric headlights.

The railroad men insist that if these things were good, they would naturally have taken them up without compulsion, that all of these details of managing a railroad ought to be left to the commission appointed for that purpose, a body of men that might investigate and act intelligently, while it is impossible for the members of the Legislature to go right in a matter requiring accurate knowledge of many facts which they are not in a position to obtain, even if they had months instead of minutes to devote to the consideration.

It is suggested that the light that is being made to secure a change in the matter of the mileage books will result in their being withdrawn, so that every man who wants to travel will have to pay cash for a ticket.

The railroad men insist that they are not treated with justice by the members of the General Assembly, because whenever a measure affecting them is introduced, the disposition of the bill is made in haste, so that if it does not seem to be a good one, it is not given a chance to be heard.

The educational committee is accordingly with the compulsory education bill, which is probably the greatest of the bills presented, which will not be too drastic and yet will reach the cases desired.

The effort to make tuition in all State institutions free, is being abandoned for the present, and Mr. Clark's bill providing for free tuition in Clemson and Wintthrop, where the greatest amount of the aid fund is used, is to be found, will go through as it is.

The other institutions, which are not so well equipped, may find this a discrimination against them, and ask for the same thing. In both Clemson and Wintthrop, there are only about 50 students, and these fees do not amount to a great deal to the colleges, which generally get the bulk of the aid fund.

The banking and insurance committee is another busy one and the representatives of the various corporations in the State are kept on their feet, as the committee is now in the midst of bills affecting them all before that body. In fact, almost all of the committees are busy.

STEPHENSON'S CHANCES GOOD. If Wisconsin Senator Holds Present Strength He Will Be Re-Elected in Joint Assembly To-Day.

Madison, Wis., Jan. 26.—If United States Senator John P. Stephenson holds his strength in the joint assembly in separate branches of the Wisconsin Legislature he will be re-elected in joint assembly to-morrow for a full term in spite of the efforts of the opposition to elect a new member to the primary election.

Senator Stephenson received 60 votes in the Assembly and 42 in the Senate, a total of 102 votes, while the Assembly 12 members voted against him and the Senate 18 were counted as present but not voting.

It requires 67 votes in joint assembly to elect. Shortly after consulting Senator Hastings, in speaking to the joint resolution to investigate the senatorial primary, said: "I can see the outlook of the primary to be a close one."

It was a matter of common knowledge that nothing of unusual interest in the election campaign last summer had been done.

Senator Hastings' trade, being Senator Hastings with the filing of a petition to challenge the Senatorial primary, of alleged improper use of money in the primary, amounting to the sum of \$100,000 and approximately \$25,000.

ANNOUNCEMENTS.

Sifford Watts. Statesville, Jan. 26.—It is learned here that Mr. W. P. Sifford of Salisbury, and Mrs. Mamie Moore Watts will be married on the afternoon of February 23d, the ceremony to take place at the home of the bride's mother, Mrs. James Franklin Moore, near Stony Point.

Mr. Sifford is a native of Salisbury, and Mrs. Watts is the widow of Charlie Watts, who died here about three years ago shortly after his marriage. Mrs. Watts remained here for a time after her husband's death and then returned to the home of her mother.

For some time, however, she has been a saleswoman in the Empire Store at Salisbury, and has made friends in the capital of Iowa. She is a sister of Mr. W. C. Moore, of Statesville. The groom-elect is a salesman for the wholesale firm of Snyder, James Company, and is popular in Salisbury, where he and his bride will live.

STILL LABORING WITH CHARTER

High Point Citizens Not Yet Satisfied With the Instrument.

High Point, Jan. 26.—A representative audience was present last night at the mass meeting at the Anchor warehouse to hear the report from the special committee relative to the proposed new charter for High Point, or rather the old charter with amendments.

The majority committee made its report, and also did the minority. Several interesting points are that the mayor shall be corporation court judge, which both sides agree to, that the tax on circuses and other amusements be raised, the minority wanting it to stand at the old rate, that the school commissioners be elected at the regular election, in May by popular vote, while the minority report asked that they be elected as formerly.

The minority report calls for all contracts of the city over \$200 to be advertised and let to the lowest bidder and that a monthly and annual report be made of the standing of the city. The minority report was put before the house to be voted on in sections, and it was finally decided to adopt all of its amendments and for the majority and minority reports to be made agreeable to all concerned, placing the same in the hands of a committee appointed by the President of the Board of Education, who will frame the same for presentation to the General Assembly, first letting the citizens hear it in its entirety.

The committee is as follows: A. E. Tate, chairman, T. J. Todd, W. P. Hogan and W. P. Pickard.

SCHOOL BUILDING BURNED.

Damage Started in Sleeping Quarters—Loss About \$7,000.

High Point, Jan. 26.—This morning at 1:30 o'clock the large wooden building of the High Point Normal and Industrial School, owned and destroyed by a fire of unknown origin, it began on the second floor, where the male students sleep, and by the time the fire companies arrived had gained considerable headway.

The building was worth \$20,000 and on the furniture \$500, which is about half of the total loss. The school is under the care of the board of the New York Yearly Meeting of Friends, who contribute to its aid and support, and it also receives the public school fund apportioned for such schools. The girls' dormitory and adjacent buildings were for some time in imminent danger, but the fire was confined to the main building by the firemen. Steps will be taken at once to replace it.

MALARIA CAUSES LOSS OF APETITE.

The Old Standard GROVE'S TASTELESS CHILL TONIC, drives out malaria and builds up the system. For grown people and children 50c.

AMUSEMENTS

ROYAL ITALIAN GRAND OPERA.

After a three weeks' tour of the South the Royal Italian Grand Opera Company, which will be seen here at the Academy of Music, Wednesday, February 24, will return to New York for a season at Wallack's Theatre. This will give New York continuous grand opera for a period of six months. The soloists, the Metropolitan and the Royal Italian.

LAURANT.

Laurant, the magician, and his company will be seen at the Academy of Music to-night. Laurant is said to be the most successful magician now appearing before the American public. He performs stunts that are perfectly marvelous, so much so that he has been given the title of "The Man of Many Mysteries." One of his stunts is called "Magic of the Orient." It is during this part of the performance the audience is enabled to witness some of the feats of the Hindoo fakirs that have remained a mystery for ages.

This is one of the most enchanting parts of the performance and is entirely original with Mr. Laurant. The apparatus and paraphernalia that Mr. Laurant carries with him to present his performance is of the finest and in addition to these elegant settings he carries all of his own curtains, draperies and hangings, which being of a beautiful red color, give the stage the appearance of a perfect magician's palace.

MADAM EMMA CALVE.

The advance sale of tickets for Madam Emma Calve's engagement at the Academy of Music, Friday night, has been most remarkable, and it is more than probable that every seat in the house will be sold that night.

Mme. Calve's song recitals mean a great deal more to knowing music lovers than one at first would imagine. It is readily understood that only the gems of the different operas are selected for song recitals, thereby eliminating the necessity of sitting through a long and tiresome and, to say the least, uninteresting performance of a grand opera just to hear the "gem of the opera."

Mme. Calve has always been happy in her selections of the numbers on her programme, she usually takes only those that appeal strongly to the musical ear—and, of course, such numbers generally appeal to the uneducated ear, because as some one has said, "Music is the original universal language," and is readily understood in its nakedness, the same as when clothed in Celestial robes.

Mme. Calve's method is delicate and finished and her singing is always imbued with that peculiar fire and quality that first electrical metropolitanians when they listened to her singing of "Carmin" on that eventful night ten years ago.

The method of the great Calve's has not changed one iota since New York first heard her ravishingly beautiful voice, though the quality is more mellow and sympathetic and consequently more appealing in its higher register. In this season's repertory of songs she is heard to the best advantage yet in her career upon the stage.

ACADEMY OF MUSIC

Friday Night, The Most Artistic Musical Event of the Year.

CALVE

The World's greatest dramatic soprano, and her company of European artists. Seats now on sale at Hawley's. Prices \$2.50, \$2, \$1.50, \$1.

S.S.S. RIDS THE SYSTEM OF CATARRH

Catarrh is a blood disease which causes a general inflammation of the inner linings or mucous membranes of the body. The diseasing of these delicate surfaces and tissues produces all the well known symptoms of the trouble, such as ringing noises in the head and ears, tight, stuffy feeling in the nose, pains above the eyes, irritation of the throat, sometimes slight fever, and a general feeling of weakness and ill health.

Even the lungs become affected by the continual passage of impure blood through them, and there is danger of consumption if the disease is allowed to remain in the system. S. S. S. cures Catarrh because it purifies the blood. It goes into the circulation and removes every particle of the catarrhal matter, making this vital fluid pure, rich and healthy.

Then the inflamed membranes begin to heal, every symptom disappears, the constitution is built up and health restored. S. S. S. rids the system of catarrh by attacking the trouble at its head and entirely removing the cause from the blood, thus making a permanent and lasting cure. S. S. S. is made entirely from health-giving roots, herbs and bark, and for this reason is an especially safe and desirable medicine. Book on Catarrh and any medical advice free to all who write.

THE SWIFT SPECIFIC CO., ATLANTA, GA.

ACADEMY OF MUSIC

TO-NIGHT AT 8:30

Special Engagement of

LAURANT

The Magician and His Company in a Programme of Mysteries and Wonderful Illusions.

Seats now on sale at Hawley's.

Prices 50, 35, 25, 15

The Best Crops

Made Last Season

Were Those Under Which Was Used

Peruvian Guano

Write for the Proofs!

Peruvian Guano Corporation

Sole Importers, CHARLESTON, S. C.



YOU'LL BE SURPRISED

at the beauty of our new Spring woolsens.

Stripes—handsome things—in bluish-grays, tans, browns, and herringbone effects in navy blue serge.

See them whether you're ready to order or not.

MEN'S SUITS

\$20.00 to \$50.00.

WILLIAMS & CO. TAILORS.

9 S. Tryon St.

ANNOUNCEMENT

All the Prizes in our contest were taken the day after Christmas, showing the unusual interest taken in it by our customers. We are refilling our cases with new lines of Cut Glass, China, Silver and Jewelry and will appreciate a visit from all our old as well as new customers.

GARIBALDI, BRUNS & DIXON

Leading Jewelers.

APPOINTMENT IS WITHDRAWN.

J. M. Burroughs Will Not Be Postmaster at Asheville—Low-Combed Rooster From Arkansas Not Heard Of.

Observer Bureau, Congress Hall Hotel, Washington, Jan. 26.

The appointment of J. M. Burroughs as postmaster at Asheville was withdrawn by the President today, an account of the change made against the appointment. Senator Burroughs asked Mr. Roosevelt to withdraw his name. It will be recalled that Mr. Burroughs and Solicitor W. C. Hammes had a fist fight on account of some campaign literature that passed through the Asheville postoffice.

Senator Jeff Davis was at the battle. He made a characteristic outbreak speaking to empty seats most of the time. No one seemed to take him seriously. H. E. C. R. Georgian and Negro Fight Duel to the Death.

Donaldsonville, La., Jan. 26.—Jess Stephens, a DeSoto county farmer, and a negro who has not been identified, are dead as a result of a pitched battle between Stephens and his two brothers and the negro on a lonely country road early this morning. The negro lay dead the Stephens brothers had opened fire at close range. The Stephens brothers opened fire and after the ammunition of all parties had been exhausted Jess Stephens and the negro were found dead. The negro was found heavily armed. Two dangerous wounds had been inflicted in the attack made on the Stephens brothers.

FIFTH DISTRICT DOCTORS MEET.

Annual Session at Fayetteville—Officers Elected and Papers Read. Special to The Observer.

Fayetteville, Jan. 25.—The Fifth District Medical Society met here in annual session to-day. In the election of officers for the ensuing year Dr. W. T. Pate, of Gibson station, was selected as president; Dr. A. B. Croom, of Maxton, was re-elected secretary, and Dr. J. W. Hartford, of Chalybeate Springs, was re-elected treasurer. The following very interesting papers were read: "The Causes and Management of Abortus Prior to the Fourth Month," Dr. N. A. Thompson, Lumberton; "The Management of Placenta Praevia," Dr. A. S. Rose, Fayetteville; "Indications For Use of Forceps," Dr. J. D. Croom, Maxton; "Diagnosis and Treatment of Influenza," Dr. J. F. McKay, Bule's Creek; "Complications and Sequelae of Influenza," Dr. B. F. McMillan, Red Springs.

Mrs. Blair Buys Hannan Preslar Residence.

Special to The Observer.

Monroe, Jan. 26.—Mrs. L. M. Blair has purchased the Hannan Preslar residence and lot on Hayne street, the consideration being \$8,000. Mrs. Blair will make this her residence, and rent the house she now occupies. It is stated that Mr. and Mrs. Preslar, whose only daughter was married last week, will remove from Monroe at an early date.

GOOSE GREASE LINIMENT

Our Grandmothers

Used Goose Grease to cure Rheumatism, Neuralgia, Colds, Stiff Joints and Back Aches, and nothing better has ever been discovered.

Rice's Goose Grease Liniment

Is made from pure, penetrating, Goose Grease with other highly curative ingredients added. That's why it does the work.

At All Druggists and Dealers. Price 25 cents.

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ROYAL BAKING POWDER advertisement featuring a tin of powder and text: "Absolutely Pure", "Grapes give the chief ingredient, the active principle, and healthfulness, to ROYAL BAKING POWDER", "Absolutely Pure", "Insures wholesome and delicious food for every day, in every home", "No Phosphates No Alum".

OLD ENGLISH FLOOR WAX advertisement: "OLD ENGLISH FLOOR WAX GOES FARTHEST—LASTS LONGEST. Torrence Paint Co. 10 NORTH TRYON." Includes text about Gold Medal Haarlem Oil Capsules and HOLLAND MEDICINE CO.

Better Not Get Dyspepsia advertisement: "If you can help it, Kodol prevents Dyspepsia, by effectually helping Nature to Relieve Indigestion. But don't trifle with Indigestion." Includes text about a great many people who have been trifled with indigestion.

S.S.S. RIDS THE SYSTEM OF CATARRH advertisement: "S.S.S. RIDS THE SYSTEM OF CATARRH. Catarrh is a blood disease which causes a general inflammation of the inner linings or mucous membranes of the body." Includes text about the benefits of S.S.S.

QUICK RESULTS advertisement for WRIGLEY ENGRAVING CO., ATLANTA, GA. Includes text: "FOLLOW GOOD ADVICE. WRIGLEY ENGRAVING CO., ATLANTA, GA."

STRAUS GUNST & CO advertisement: "STRAUS GUNST & CO. LARGEST AND MOST COMPLETE WHISKEY HOUSE IN THE SOUTH. (All Goods Conform to the National Pure Food Law Serial No. 3549). We herewith present our mammoth plant, occupying 60,000 square feet of space, thoroughly equipped with every modern appliance known to the art of blending fine whiskies." Includes text about the quality of their whiskey.

FILES CURED IN 6 TO 14 DAYS. FAZO OINTMENT is guaranteed to cure any case of Itching, Blind, Bleeding or Protruding Piles, in 6 to 14 days or money refunded.

CHESTER JEWELER FAILS. Special to The Observer. Chester, S. C., Jan. 26. February emergency, brought about by the general stringency of the time, has compelled Mr. J. C. Robinson, a well-known jeweler, to close his doors.

MARRIAGES. Met in Memphis, Tenn. and Were Married. Special to The Observer. Statesville, Jan. 26. A happy marriage was celebrated in Memphis, Tenn., on Wednesday, when Mr. J. C. Sargent, a descendant of the late A. S. Sargent, who lived in the vicinity of Statesville, the bride of Mr. P. A. Sargent, of Statesville, who has been in Statesville for some time. The wedding was held at the home of Mr. and Mrs. W. J. Sargent, of Statesville, and was a most successful one.

MIS BLAIR ON TRIAL AGAIN. Handsome North Carolina Woman Arraigned Second Time For Murder of Husband—State Rights Out No New Testimony. Special to The Observer. Columbia, S. C., Jan. 26. Mrs. Elsie W. Blair, a handsome North Carolina woman, was put on her second trial to-day for the murder of her husband, John Blair, in January, two years ago.

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