

Bolivian Markets And Industrial Notes

Special Agent Charles M. Pepper writes from La Paz, February 12, concerning the Bolivian market for textiles and leather goods, and points out how goods from the United States of certain qualities are in demand; also lampware that will meet peculiar conditions of an elevated climate. He says:

In treating the Bolivian market for textiles a point upon which some misconception still exists to be cleared up. This relates to the discrimination formerly favoring Peruvian and Chilean products, under which they were admitted in Bolivia at lower tariff rates than articles from other countries. In consequence, Peruvian cotton goods had an advantage over similar goods from the United States, England, and Germany, while it was the common belief that other textiles which appeared as Chilean or Peruvian exports had their origin abroad. Under the commercial conventions which Bolivia negotiated with Chile and Peru in 1904 and in 1905 these tariff concessions were abrogated, and since July 1, 1906, all foreign imports have been on the same basis. So in considering the market it is not necessary to analyze prices affected by tariff discriminations.

No Tariff Discrimination Now.
Before the treaty placing Peruvian importations on the same footing as those from other countries went into effect the market was flooded with "tocuyos," the coarse, unbleached cottons which were manufactured by the Peruvian mills, some dealers laying in a two-year stock, and most of the stores in La Paz are still drawing on that supply, but this stock has been reduced to the point where replenishment is necessary, and purchases are now on a normal basis. The tariff on cotton goods nominally is 20 per cent ad valorem, but there are many classifications based on weight and fixed appraisal valuations, so that the duties are really specific.

The market has some geographical distinction. Southern Bolivia and the larger section of the interior, including most of the towns and cities and the tropical regions, secure their importations through the port of Antofagasta. Northern Bolivia, of which La Paz may be said to be the distributing center, imports through Mollendo. The larger market is that supplied through Antofagasta, and it is controlled to some extent by Valparaiso.

Different Classes of Goods Needed.
There is also a difference in the quality and classes of goods distributed to the different districts. The Antofagasta importations, reaching as they do the tropical regions of the country, cover the bulk of the lighter fabrics and prints. The central plateau with its colder climate calls for heavier goods, which are imported through Mollendo. The output of the Peruvian mills that is imported is marketed almost entirely in northern Bolivia, geographical proximity affording some compensation for the loss of tariff advantages. The mills are Arequipa have only to pay the freight 200 miles to Lake Titicaca and then across the lake, so that naturally they are the chief Peruvian source of supply.

The classes of goods imported from the different countries are so well defined that the competition at present is not very marked except between English and German prints. The "tocuyos" or coarse cottons of the Peruvian mills have now come to have a general trade significance, and, as applied to foreign importations, mean all kinds of unbleached cottons. I am assured by large importers that American "tocuyos," after a hard fight lasting several years, now have a permanent position in the Bolivian market. It is one of the rare instances in which they have secured an advantage over Manchester. The Indians of the plateau want a very coarse article, heavy to the touch, and this is supplied by the Peruvian tocuyo. The medium finish of the Manchester mills is not liked. The larger call is for tocuyos with a good finish, and the American mills furnish a better finish than the English mills. It is this finish which has established the demand for them.

The Markets for American Cotton Goods.
An estimate given me of the importations of tocuyos during the present year, assuming favorable trade conditions, as follows: From the United States 5,500 bales; Great Britain, 4,000 bales; Peru 2,500 bales. This should dissipate the notion that there is no market in Bolivia for American cotton goods. Gray domestics find special favor in the northern section, and drills and flannels from the New England mills are well displayed.

Some of the mills of the southern part of the United States have tried to introduce their prints, but it has to be stated that their efforts have not met with encouragement. Importers say that in price, pattern, style and design, but especially in price the southern mills have not been able to meet Europeans. The line of future growth therefore seems to be chiefly in supplying the unbleached goods, which are satisfactory both as to cheapness and quality. Some of the importing firms which handle American cottons are interested in the Peruvian cotton mills, so that their judgment on this point may be taken as conclusive. The bleached goods which some of the Peruvian mills are now turning out are so far from supplying the home demand that no attempt has been made to put them on the Bolivian market.

English and German Competition.
The trade in prints continues largely in the hands of Manchester, though German competition in supplying inferior and more gaudy goods is making itself felt, and prints, made in a special favor in the northern section, and drills and flannels from the New England mills are well displayed.

Why is Sugar Sweet?
If sugar did not dissolve in the mouth you could not taste the sweet. GROVE'S TASTELESS CHILL TONIC is so strong as the strongest bitter, but you do not taste the bitter because the ingredients do not dissolve in the mouth, but do dissolve readily in the acids of the stomach. It is just as good for Grown People as for Children. The First and Original Tasteless Chill Tonic. The Standard for 30 years. 50c.

cotton mixtures sold as woolsens. The fine native wool is spun and woven by the Indian women on primitive looms into shawls for themselves and ponchos for the men, and these articles of native product heretofore have had a valuable domestic market. But Germany is now supplying shawls and ponchos of cotton and wool, dyed more brilliantly than the native article and very hard to distinguish from it in texture. One dealer who had been supplying interior points with native shawls and ponchos discovered that three-fourths of his stock was of German make.

Colored shirtings from Germany of a fair quality are sold at a price which insures an active demand. In shirtings, both the cheap and brilliant dyed and better grade, Germany is the leader, competing in the former with the bright yarns of the fine native wools. Cheap colored German handkerchiefs also lead. In a cheap grade of cloths for men's wear used by the Indians Manchester is now beginning to compete with Germany. Felt hats, which are worn almost universally by both the men and the women of the Indian class, are imported from the district in Austria that is noted for this class of manufactures. Finer hats are supplied from England and Germany, but their sales is not large.

In carpets, for which there is a fair demand, England has the advantage. The market for fine dry goods is limited to the wealthier classes of La Paz, Sucre, Cochabamba, and the other cities, yet the aggregate is not inconsiderable. This trade is supplied by France, Germany and England, and the United States not being a factor in it.

PRINT CLOTHS AT FALL RIVER.

Many Inquiries, But Trading Unsatisfactory and Very Small.

Fall River, Mass., March 27.—Trading in the print cloth market has continued through the week in the same unsatisfactory state that has marked it for many previous weeks. There have been many inquiries, but when they were worked down to sales the results usually, when there have been any, have been very small. More often than not the manufacturers have declined to consider the prices offered. They declared that some of the demands made for concessions leave no margin for profit whatever, and that they will increase curtailment rather than make such concessions. They are making good these declarations and curtailing more. The outlook is distinctly not good and it is the general expectation that the production will be reduced to half the full normal output before March is out.

The total of sales for this week is estimated at about 50,000 pieces. The goods were sold in scattering small lots and were practically all odds. There are a few small contracts to be made under the schedule of partial operation through April and May, but most of the trading has been in spots. Narrow goods are held at the basis of 3 1/4 cents for regular 28 inch, 64x64s. There is no demand for standards, but they could be had at this basis. Wide goods are held at the basis of 4 1/2 cents for standard 38 1/2 inch, 64x64s.

The curtailment of the week in goods of print cloth yarn construction figures 75,000 pieces, leaving a net production in these goods of about 155,000 pieces. Of these probably one-half were added to the stock.

Cotton Growing in Angola.

The Governor-General of Angola in Africa is seeking to put before interested parties the inducements which are offered for growing cotton in that province. He has made the following statement:
"The Portuguese Government is most desirous of encouraging the culture of cotton in Angola. To this end it has distributed good-class seed such as sea-island. Moreover, the hut tax is payable by the native in cotton. Recognizing the difficulty in getting capital in Portugal, the Government is prepared to offer, and now offers, to put foreigners on the same footing as Portuguese subjects as regards shipment, etc. Briefly, the advantages are: Free export to any port; free import of all seeds, tools, appliances; the concession of land for the growth; assistance by the local authorities in getting labor; the payment of premium by the Government to growers of considerable quantities. The principal cotton-growing district is served by the railway, but orders have been given for the cleaning of the River Bengo, thus affording a natural highway to the sea."

Home-Made Mayonnaise-Maker.

If you do not own a mayonnaise-maker try this plan. Cut one small grove and two larger ones in a cork that fits the oil bottle. Place the bottle on the top of a pitcher to prevent it from rolling off the table. Under the mouth of the bottle have a bowl containing the yolk of an egg and a dash of cayenne pepper. As the oil falls, drop by drop, from the smallest groove mix thoroughly with an egg-beater. When about an ounce of oil has been used, turn the bottle so the oil will run in a small stream from one of the larger grooves. Add lemon-juice as needed, and a pinch of salt at the last.—The Delineator.

Even when a fellow goes broke he might save a few chunks of hope.

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CHILD LABOR, CHILD IDOLENESS AND CHILD TRAINING

(By D. A. Tompkins.)
"The child should never be worked for profit to its injury."

"Equally no child should ever be allowed to acquire habits of idleness."

"To save a child's mental and physical resources for their best development, or for any good development, it is essential to provide wholesome activities from infancy and to provide for the guidance of these activities in a way to make a training for the moral, intellectual and physical welfare of the child, youth and man or woman."

"Nature endows every healthy born child with a restless activity. From the moment of birth the infant reaches for whatever is in sight, and but for the restless spirit with which it is endowed he or she would not learn to walk or talk, or do those infinite things necessary to its sound development."

"On the farm the opportunity for this exercise of the endowed faculties of the child in a wholesome way far exceeds that of the city, unless the city conditions be more or less suitably constrained to suit wholesome development. Hence the tendency is for humanly intelligent and good parents, notably those who are constantly being incited through the degenerating influences of city life. Among the chief deficiencies of city life are: (1) the lack of light training work, suitable to the age of the child; (2) restraints in fresh air which are so essential to the best development of mind and body; and (3) a complete quarantine against evil or even a knowledge of it."

"The child who lives in the country suffers from none of these, to an approximate degree as compared with those of the city or factory town, unless great care and influence is exercised to counteract the adverse influences."

"The best protection and care of children naturally comes from their parents, by intelligent and good parents. No laws or rules of training can be made which will approximately take the place of such care and training."

"We may well, however, supplement the parental care with surrounding facilities which may be of great advantage to the child."

"The training of the child on the farm is largely by a natural apprenticeship system. The boy or girl, growing up under care of parents on a farm naturally learns, and at an early age, all the everyday operations of the farm. These operations are practiced with such limitations as age and circumstance would seem to make desirable. The training of the child on a farm begins at the tender age and the work of training increases as the child grows older. The increased work does not generally have to be forced, but the taste for work rather tends to increase with age."

"In the industrial life what is wanted is some system under which the work of training is not forbidden, but is encouraged by some influence as wholesome as that of the good parent. It is important that the work of training should be begun while the child is yet young. This it has been found in mental training of children. The cry of the teacher has ever been, 'Give the children to us younger,' always younger, until now they have three-year-olds in the kindergartens."

"It is of course essential that kindergarten teachers dealing with infants should have the same care for their welfare as good parents would ordinarily have. There can be no possible rule which could be formulated in law for the care of such infants, and yet depending upon judgment, care and solicitude for their welfare, the very early guidance both of the mental and physical training of children is immensely advantageous in their preparation for a life work. It is not meant to be at times necessary, but legislation on a subject concerning which judgment and discretion are such important factors, is very liable to become summary and hindering. If we depend too much upon law, we are apt to abandon responsibility. In some instances it is very easy to create and project systems under the best sort of care and judgment, and in connection with which no legislation at all is necessary."

"In machine shop work I have formulated an apprenticeship system which I think requires no legislation. We started in years and years ago with apprenticing boys at sixteen years of age. We are now satisfied that this is entirely too old and that it is better to commence an apprenticeship system at a younger age. Yet at such younger age it is necessary to have the boy carefully guarded against being worked to his physical injury. Therefore this apprenticeship system incorporated the idea of putting each apprentice under the care of his journeyman workman. A journeyman workman of discretion and good judgment is selected for the boy's home, or reduce the amount of his work, or send him out to play, or require him to do light work, all very much as the good parent on the farm deals with the child growing up on the farm. The contract provides that the apprentice must go to school in school term. It provides for a vacation which should preferably be spent in the country on a farm. Such an apprenticeship may extend from 10 years of age to the time of graduation at college, according to the time that mental education allows for the practical training and leaving time for recreation. This apprenticeship contract is as follows:

Apprenticeship Agreement.
This writing is evidence of an apprenticeship contract this _____ day of _____, 190____, made by _____ and _____ THE D. A. TOMPKINS CO., (Manufacturing Machinists) _____ First Party _____ Second Party _____ (Parents or Guardian of Applicant) _____ Third Party _____ (Apprentice)
The third party is a son or ward of the second party.
Trade to be taught and learned, _____ Term of apprenticeship, 3 years.
Wages apprentice is to receive: _____ each year, per day _____ Third year, per day _____
By mutual consent the apprentice may interrupt this apprenticeship service to go to school, but shall not be thereby released from completing this apprenticeship term of 300 days per year for three years, or 900 days all told, exclusive of interruptions on sick days, either on account of school or sickness, on any other purpose. At any time in the first six months, either party to this contract may cancel it, the first six months being a period of probation.
Two grades of certificates will be given as follows:
The certificate Class A. A. will be given to the apprentice who has averaged 6 months at school or college during his apprenticeship. This certificate with a general shop average of 100 being the award of highest possible merit. No apprentice falling below a general shop average of 75 will be given a Class A. A. certificate, even though he may have complied with the requirements of six months at school or college.
The certificate Class A. will be given to those who serve a full apprenticeship term and make an average of 75, or above, but who are unable to attend a school or college as required above.
The general shop average for the full apprenticeship term will be determined by the weekly report cards handed in by the department foreman. The average on the weekly cards are graded as follows:
Attendance—60 hours per week are 100 per cent.
Promptness—Prompt during the whole week are 100 per cent.
Conduct
Good, 61 to 100 per cent.
Fair, 21 to 60 per cent.
Bad, 0 to 20 per cent.
Skill
Good, 61 to 100 per cent.
Fair, 21 to 60 per cent.
Bad, 0 to 20 per cent.
Diligence
Good, 61 to 100 per cent.
Fair, 21 to 60 per cent.
Bad, 0 to 20 per cent.
Accuracy
Good, 61 to 100 per cent.
Fair, 21 to 60 per cent.
Bad, 0 to 20 per cent.
Rapidity
Fast, 61 to 100 per cent.
Medium, 21 to 60 per cent.
Slow, 0 to 20 per cent.
It is desired that each apprentice shall take a vacation of one month in each year and spend it, preferably, on a farm in the country.
The apprentice may be discharged at any time for such cause as dishonesty, misrepresentation, grossly bad conduct, disobedience, gross neglect of duty, or similar offenses.
The apprentice may quit at any time if wages are not paid, or if he be ill treated.
First Party _____
Second Party _____
Third Party _____
"When the term of apprenticeship is finished the following certificate is given:
THE D. A. TOMPKINS CO., Manufacturing Machinists, Charlotte, N. C.
JOURNEYMAN'S CERTIFICATE.
This certifies that _____ has served a full apprenticeship of three years in our machine shop and that we regard him as a competent and skilled journeyman machinist.
In witness whereof The D. A. Tompkins Company has caused to be affixed the seal of the company and the signatures of its president, treasurer and secretary this _____ day of _____, A. D. 190____.
Secretary _____
Treasurer _____
This contract seems to work all right in a machine shop, but it does not in a cotton mill. In a machine shop a boy may be assigned light duties or no duties at all, except to wait on the journeymen. In the cotton mill the child must either work or not work. Yet it would seem as important that the children about a cotton mill should have some opportunity for training work, and that it should be under the care and discretion of some one who will not permit it to be done to excess. The North Carolina law on the subject of child labor makes some such limitations. It permits the working of children under 12 to 13 years old for a limited time in the same year.
"I am inclined to the opinion that the industrial educational movement of the Young Men's Christian Association has great promise for regulating the subject of child labor and of child training, and of eliminating child idleness, the work being on lines which brings to bear judgment upon the subject, the same as in the case of infants in kindergartens, having mental training for children on the farms."
"Wholesome influences are more nearly akin to parental influence than legislation could possibly be. I am satisfied that there is an excessive appreciation about injuries resulting from child labor. None could be more solicitous for the proper care and training of children than I. But yet I am satisfied that the dangers of child idleness are as great or greater than the dangers of child labor. The tendency of all the sentiment is too much to forbid child labor, and to be too careless of child idleness. The work of the Christian Association will naturally take care of both ends of this business."

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Wages apprentice is to receive: _____ each year, per day _____ Third year, per day _____

By mutual consent the apprentice may interrupt this apprenticeship service to go to school, but shall not be thereby released from completing this apprenticeship term of 300 days per year for three years, or 900 days all told, exclusive of interruptions on sick days, either on account of school or sickness, on any other purpose. At any time in the first six months, either party to this contract may cancel it, the first six months being a period of probation.

Two grades of certificates will be given as follows:
The certificate Class A. A. will be given to the apprentice who has averaged 6 months at school or college during his apprenticeship.

This certificate with a general shop average of 100 being the award of highest possible merit. No apprentice falling below a general shop average of 75 will be given a Class A. A. certificate, even though he may have complied with the requirements of six months at school or college.

The certificate Class A. will be given to those who serve a full apprenticeship term and make an average of 75, or above, but who are unable to attend a school or college as required above.

The general shop average for the full apprenticeship term will be determined by the weekly report cards handed in by the department foreman. The average on the weekly cards are graded as follows:

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In the cotton mill the child must either work or not work. Yet it would seem as important that the children about a cotton mill should have some opportunity for training work, and that it should be under the care and discretion of some one who will not permit it to be done to excess. The North Carolina law on the subject of child labor makes some such limitations. It permits the working of children under 12 to 13 years old for a limited time in the same year.

"I am inclined to the opinion that the industrial educational movement of the Young Men's Christian Association has great promise for regulating the subject of child labor and of child training, and of eliminating child idleness, the work being on lines which brings to bear judgment upon the subject, the same as in the case of infants in kindergartens, having mental training for children on the farms."

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This work if properly done would be of immense advantage to the cotton mill management who have done so much for the welfare of all the operatives, but particularly the welfare of the child. If the care and influence of the Christian Association workers can be brought to supplement the work of the mill management and at the same time supplement the parental care with further good influences, then we will approximate in the cotton mills the conditions which exist on the farm where the parents are intelligent and good people. This is in reality the process of Christian civilization.

"The betterment of children is deeply involved in the betterment and welfare of the parent. It would be exceedingly difficult ever to formulate a law which could effect the parent for better approximately as much as good Christian influences and good wholesome care for recreation can do for both parent and child when coming from an organization like the Y. M. C. A. Besides these betterment influences the financial education which is being organized by the Y. M. C. A. will be immensely advantageous in qualifying the people about the mills to do better work and thus earn better wages. This furnishes a material advantage which has a big influence for the general welfare."

MOROCCO MORITURUS

(Edwin Maxey in the April Forum.)
Upon the question of the sacred right of self-government we hear a great deal of rot.

This is due in large part to the fact that so many look upon self-government as an end instead of a means, whereas all government is but a means to an end—the securing of those conditions which render possible the realization of a larger life.

Whether one form of self-government contributes more than would another toward the realization of this is a question of fact which must be considered with reference to all places in general but with reference to the particular places in question. For it is no more follows that because a given form of government works well in one place it will therefore necessarily work well in another than it follows that because furs are suitable material for clothing in the arctic they must therefore be suitable in the tropics, or that because wood is suitable material for building houses in some places it must be suitable material for building houses in all places. To determine that a given form or kind of government is the best, without regard to the conditions under which it is to operate, is as irrational as to fix upon the kind of medicine a person should have without first finding out the disease from which he is suffering or studying the strength and weakness of his constitution. But it will be urged that each people are the best judges of the kind of government they need; and while this is generally true it is not necessarily true.

A raving maniac cannot judge as well what he needs as others can judge for him, provided these others are in better mental condition. If the Moroccans' "domineering" "part of raving maniacs, it will become necessary to deprive them of their ability to injure themselves and others, by substituting for the inefficient control which their present government exercises over them, a control which will organize better with their own welfare and that of others.

Hoax—Is there an umbrella trust? Joak—"I don't know, but if there is it ought to make hay while the sun shines."

The Pacific fleet sought to demonstrate that Uncle Sam can paddle his own canoe.

SUFFERING & DOLLARS SAVED.
E. S. Loper, of Marilla, N. Y., says: "I am a carpenter and have had many severe cuts healed by Bucklen's Arnica Salve. It has saved me suffering and dollars. It is by far the best healing salve I have ever found." Heals burns, sores, ulcers, fever sores, eczema and piles. 25c at Woodall & Sheppard's, druggists.

DR. JOHN R. IRWIN,
Office:
21 South Tryon St.
Woodall & Sheppard's.
Phones:
Office 69. Residence 125.

Look for No. 6 E. Trade St.

An examination of your eyes by Dr. Levy will disclose their actual condition and the Glasses furnished will correct any existing defects. Broken lenses matched on short notice. Examination free.

DR. SAM LEVY,
Eye-Sight Specialist—Charlotte, N. C.

FOR SALE
handsome Five-Room Cottage with Reception Hall, on lot 50x150. Rents for \$3.00 a week. PRICE, \$1,600. Half through B. & L.

James A. Smith

NOTICE TO VOTERS
I HEREBY ANNOUNCE MYSELF A CANDIDATE FOR THE OFFICE OF COUNTY TREASURER SUBJECT TO THE ACTION OF THE DEMOCRATIC PRIMARY.

JAMES W. STINSON.
Charlotte, March 11, 1908. 3-11

Gas Ranges
\$10.00 Deposit, Balance Monthly.

THE GAS CO

Everything for his toilet, too. Curry combs, brushes, harness dressing, blankets. When you come to examine you'll probably be surprised at the uniform good quality of everything we handle. You'll be still more surprised at the extreme moderation of our prices.

ARNOLD M. SHAW
No. 32 East Trade St.

WE ARE A BLUE RIBBON WINNER when it comes to supplying everything your horse wears. You certainly ought to see how thoroughly we are equipped to supply your horse with NEW HARNESS FOR THE NEW YEAR.

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BECOMING A MOTHER

Is an ordeal which all women approach with indescribable fear, for nothing compares with the pain and horror of child-birth. The thought of the suffering and danger in store for her, robs the expectant mother of all pleasant anticipations of the coming event, and casts over her a shadow of gloom which cannot be shaken off. Thousands of women have found that the use of Mother's Friend during pregnancy relieves confinement of all pain and danger, and insures safety to life of mother and child. This scientific liniment is a god-send to all women at the time of their most critical trial. Not only does Mother's Friend carry women safely through the perils of child-birth, but it is gently prepared the system for the coming event, prevents "morning sickness," and other discomforts of this period.

MOTHER'S FRIEND
Sold by all druggists at \$1.00 per bottle. Book containing valuable information free.
The Bradford Regulator Co., Atlanta, Ga.

Hotel Marlborough

Broadway, 36th and 37th Sts., Herald Square, New York

Most Centrally Located Hotel on Broadway. Only ten minutes walk to 25 leading theatres. Completely renovated and transformed in every department. Up-to-date in all respects. Telephone in each room.

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