

**SOME TRADE PAYS.**

Some of the Disadvantages of Buying Goods by Mail—By Proper Newspaper Advertising the Local Merchant May Compare Favorably With Big Outside.

In a recent talk Elmer S. Batterson of Chicago, a noted town boomer, made the following pertinent remarks concerning the mail order trade and kindred topics:

"The mail order house has no advantage over the local stores. The catalogue house sends out a catalogue to the farmer once or twice a year. The local merchant may reach him daily in the local press. It costs at least \$11 apiece to get out the catalogue. The local merchant sends out bills for advertising. Every new customer costs a catalogue house at least \$3. The local merchant secures his patronage at a less figure. A mail order house has a large force of clerks with a large expense in a large city, and its goods are shown by pictures and printed pages in catalogues. A local merchant can show his goods in his window daily. A local merchant has the advantage. He can give you goods on approval and exchange them any time. It takes time to make an exchange with a mail order house.

"Catalogue houses do not undersell the local merchant. This is true. One day is not a half cent. Take ten articles to compare a business of two months with a local merchant and a mail order house and see. Catalogue houses do not run an illegal business. They run a legal one. If they did not they would have been excluded from the mail long ago, as every commercial club is on the lookout.

"The mail order house receives an order for a parcel for a baby cab from a woman on a rural route. This is enough. The mail order house at once insures there is a baby in the family. It must have clothes. It will grow. In another year more clothes will be needed and still more the following year. This child must have a father and a mother and probably other children are in the family. They need educational articles and, being on a rural route, live in the country and need many implements. Holding the letter up to the light, it is noticed that the parcel is insured and is of good quality to the people must be well to do.

"Merchants may go into the catalogue business. Get out a circular and sell them. Have the type stereotyped, have the plates, and when you have a dozen or so you may get out a catalogue at a nominal price.

"You must take care of your customers even if you lose money. No merchant should turn down a customer. He should see him provided with the goods desired. A quick sale is better than having an article on hand for a long time.

"If farmers do not come to town, something is wrong. Investigate it by looking them. If it is because lumber has advanced and can be bought cheaper in a neighboring city because there is but one lumber dealer in your town organize a new lumber company controlling the merchants.

"All selfish motives should be cut out. Do as much business as possible, but don't get jealous if your neighbor does more. An unfair merchant is a danger to his town.

"A large store in a small town does not hurt the small stores. It takes in a large trade radius. If your town is four miles in radius and you draw trade from five miles surrounding it, the radius is 4 to 4. If you increase the radius one mile, you increase the trade radius almost 46 per cent. A new department store with improved methods will increase the trading radius. If merchants in neighboring cities get the advertising space in local papers, it is because the local merchants don't want it and the outsiders do.

"The town does not stop at the city limits. It takes in the farmers in the surrounding country. A market day is a good thing for a small town, a bargain day also, when farmers may sell their goods at auction. The refunding of railroad fares also draws. Get up a banquet for the farmers. Have a revival in a country church. Get people to come to town by giving them a prize contest.

"Let the parcels go. Let it live. It will prove a good thing. The local merchant may get better advantages out of it than the mail order houses if he takes advantage of it.

"Merchants should spend 4 per cent of their earnings in newspaper advertising. The majority spend less than 2 per cent in small towns."

**No Use to Die.**

"I have found out that there is no use to die of lung trouble as long as you can get Dr. King's New Discovery," says Mrs. J. P. White, of Rushboro, Pa. "I would not be alive today only for that wonderful medicine. It loosens up a cough quicker than anything else, and cures lung disease even after the case is pronounced hopeless." This most reliable remedy for coughs and colds, la grippe, asthma, bronchitis and hoarseness is sold under guarantee at Sibert's Drug Store. 50c. and \$1. Trial bottle free.

Too many find their consciences in the conventions of others.

Where the wage determines the work the work is never worth it.

**Leopold—An Agent of Democracy.**

Leopold, King of the Belgians, according to a dispatch from Brussels, is showing signs of mental collapse. Paresis has fastened its grip upon the old roue and Raynaud's gangrene has attacked his heels. Amputation may be resorted to, but it will serve at best only to retard the march of the malady. A critical situation confronts the Chamber of Deputies, and the need of a King to wear a crown and to take part in the affairs of his country is keenly felt.

Leopold's career has been a conspicuous example of the evils of a governmental system under which there is life tenure for the executive head, and the King of the Belgians has been useful to the world only insofar as his peccadilloes have served to impress upon society the folly of a people submitting to being governed by a degenerate with a divine right as his sole qualification for office. A little while ago a former American woman, who had rented the Chateau de Larmoy to Leopold, kicked her royal tenant out because of the disgraceful life he led with a former barmaid, now the Baroness Vaughan. The place, during the tenancy of Leopold and his low-born mistress, whose manners are said to be worse than her morals, was compared by the Belgian press to the famously infamous Pare aux Cerfs, which Mme. du Barry had organized for Louis XV, and, according to the correspondents of the American press, the Baroness created as much scandal by her fights with her chefs and her chauffeurs as by her affair with his Christian majesty, Leopold. The precious pair have now acquired the Chateau de Balaincourt, described as "a miniature Versailles," the park of 500 acres a notable example of French landscape gardening, and the chateau itself of Louis XVI architecture, recently redecorated and furnished in Louis XVI style at a cost of \$500,000 by a wealthy scholar and artist, who sold it to Leopold. The barmaid Baroness is said to be tumbling the furniture out of the castle to put in its place something more modern, and, according to her ideas, more tasteful. Her royal lover submits to her every suggestion as to the ordering of his household affairs, and is about to bestow a Belgian dukedom upon their illegitimate son.

The Belgians in the Twentieth century are supporting, at enormous expense and inconvenience, a conscienceless old debauchee with a softening brain and gangrened heels, who administers the government of Belgium and the Congo from the French home of the Doll Tinscherer he has set up as his favorite. The accounts of the diversions of his declining and paretic years read like a page from Gibbon or Suetonius, describing the lives of the Caesars during the decadence of the Roman Empire.

A limited monarchy might be a fairly acceptable form of government if the reign of the monarch were limited to the period of his good behavior and the conscientious performance of his duties. If all wearers of crowns were as self-respecting and as seriously bent upon acquitting themselves honorably as has been the venerable Franz-Joseph of Austria-Hungary, or as was King Christian of Denmark, who felt that a divine right implied a responsibility to seek divine guidance in his capacity of ruler, and to set a good example to his subjects by being personally above reproach, republican government, with its frequent elections and resultant business upheavals, might not be so popular as it is nowadays. Even if all of the wielders of the scepter were as innocuous as Edward VII who has been nothing more than a somewhat disipated, sporting gentleman, whose faculty for making friends has offset the flaws in his private character, the monarchical form of government might continue to exist much longer than it is destined to in the various European countries of growing enlightenment.

King Leopold's star is setting amid the ruins of a life that has served to advance the cause of democracy throughout the civilized world. To the other crowned heads, all of whom are watching the portents of the times anxiously, and most of whom feel their thrones tottering a little now and then, the Belgian King has been as great a source of worry as he has to his own ministers. The vices of Leopold have aided the cause of democracy in Europe almost as much as the assassins of Carlos aided the cause of monarchism.—Courier Journal.

**The Lucky Quarter.**

"Is the one you pay out for a box of Dr. King's New Life Pills? They bring you the health that's more precious than jewels. Try them for headache, biliousness, constipation and malaria. If they disappoint you the price will be cheerfully refunded at Sibert's Drug Store.

It's the net profits that count in business. If you advertise regularly and judiciously, you will get more net profits. Don't you think so?

**RAILROAD WAGE REDUCTION.**

**SOUTHERN WILL ASK COMMISSION'S MEDIATION ON THE QUESTION.**

Conference is Broken Off—Railroad and Its Employees Can Come to No Understanding as to Reduction of Pay.

Washington, Feb. 25.—Because of a failure to reach an agreement in respect to the matter of a reduction of wages of the employes of the Southern Railway company, the negotiations have been broken off and President Finley announces that he will carry the cases to the interstate commerce commission and to Labor Commissioner Neill under the Erdman act. President Finley today gave out a statement in which he expresses confidence that there yet will be an amicable adjustment of the controversy between the Southern railway and its men and expresses regret that the latter cannot see their way clear to accept the wage scale which the management has offered. The intended action of the Southern railway in seeking the mediation of the interstate commerce commission and the commissioner of labor is regarded as marking the beginning of a campaign upon the part of the railroads when such controversies arise to seek adjustment in that manner rather than to negotiate with their employes.

The proposition of the management of the Southern railway to reduce the wage scale was based, it is stated, upon the ground that the existing business conditions and the falling off in revenue made it imperatively necessary.

With that object in view conferences have been going on for two weeks or more between officials of the Southern railway and representatives of the employes affected, the locomotive engineers and firemen and machinists and other shopmen. It was proposed to restore the wage scale which was in effect a year ago.

President Finley's statement is as follows:

"Our employes, working under contract, having declined our proposition in regard to a reduction of wages, we still feel confident that there should be an amicable adjustment, and do not propose to proceed in any arbitrary way. We have notified our employes of our regret that they cannot, at the present time, see their way clear to accept the suggestions as to the wage scale which the management considers imperatively necessary under existing conditions, and have stated to them that we will ask the mediation of the chairman of the interstate commerce commission and the commissioner of labor, under section 3 of the Erdman act, which provides that in any controversy concerning wages which threatens to interrupt the business of an interstate carrier either party may ask the intervention of the chairman of the interstate commerce commission and the commissioner of labor, and in the event of such request, requires the officials named to put themselves into communication, with all practicable expedition, with the parties to the controversy, and use their best efforts by mediation and conciliation to bring about an amicable adjustment of the questions.

"We have accordingly requested the mediation of the officials named in the hope of arriving at an adjustment of all matters in controversy with our men, which will be cordially accepted by both interests involved."

**Evolution and Transformation**

It is possible that the most telling effect of the past ten years' campaign in the cause of the outdoor improvement is the influence it has had in broadening out school education. The many lines in which this may be observed, in giving the subject a few moments' thought, is remarkable. Arbor day, school gardens, later tentative efforts to introduce elementar agriculture into the rural schools and lastly the introduction of the subject of landscape gardening as a part of the agricultural college course really owe the credit for their rapid development to the growth of public sentiment in favor of the improvement of our homes and public places, upon which the realization has been forced that to finally succeed in making a beautiful America education to that end must begin at the bottom.

Steel bands or belts, as a substitute for ordinary leather belts or rope divies, have been introduced by a factory of Charlottenburg, Germany. Such belts may be reduced to about one-sixth the size required for leather belts, they do not stretch, pulleys may be made narrower, and in some cases shafts may be smaller. Either ordinary pulleys or pulleys with special covering to increase friction may be used. A belt 4 inches wide and 1-5 inch thick, transmitted 200 to 250 horsepower at a belt speed of 5,400 per minute, and tests have shown that steel belts may run 12,000 feet per minute.

Never judge a man by the opinion his wife has of him.

**WRECK AT KINGVILLE.**

Southern Passenger Train Partly Demolished Last Night—No One Badly Hurt.

Columbia, Feb. 25.—Train No. 17, due here at 9.55 p. m. from Kingville was wrecked at 9.15 tonight at a switch about one hundred yards north of the Congaree River. The two passenger coaches were derailed, but none of the passengers were hurt beyond a bruise or a good shaking up.

The trainmen conducted an investigation and found that the switch had been tampered with. The engine and the mail and express cars passed over the switch in safety, but the coach for colored passengers, which followed, left the rails and carried the coach for white passengers with it. The two coaches struck a string of box cars, which were standing on the siding, turning two or three of them, and wrecking the interior of the negro coach, which, at the time, was occupied only by one passenger and the conductor, neither of whom was hurt. The coach for whites was turned partly over, but was not damaged. The track for about a hundred feet was torn up.

After an hour and a quarter the passengers were put aboard the express car and a caboose, and were brought on to Columbia, reaching here at 11.20.

**MOBLEY INQUEST HELD.**

Further Account of Killing of Lancaster Man Monday Night.

Lancaster, Feb. 25.—So far as is known here there are no new developments today in the Welsh-Mobley homicide case.

Berry B. Mobley, the man killed, was the desperately wounded survivor of the tragedy enacted in Kershaw just before Christmas, in which two young men of the town, Thomas Clyburn and Steve Welsh, both prominent in business circles, lost their lives.

Mobley was to have been tried at the March term of court for the alleged murder of Welsh and his slayer.

Last night Grover Welsh, a younger brother of the deceased Welsh, and Mobley were passengers on the Southern north-bound train coming to Lancaster. Mobley, accompanied by his uncle, Z. L. Robertson, of Oakhurst, was coming to consult his attorney about his approaching trial. Welsh was accompanied by his uncle, W. U. Clyburn, of Halle Gold Mine, father of the young Clyburn killed in the Kershaw affair.

The shooting occurred just as the train was slowing up at Pleasant Hill. Several shots were fired. Three bullets struck Mobley in the head, causing instant death. Mobley's pistol showed one empty chamber after the shooting. It is said. It is also stated that no words were passed between the parties. Welsh came on to Lancaster and voluntarily surrendered. He is now in jail. Mobley was a son of W. C. Mobley, of Lancaster, and was about 32 years old. He leaves a widow and five children.

**An Omnibus Senator.**

The current session of the sixtieth congress will end by June at the latest and possibly adjournment will come early in May. The final session will run from December to March 4. There remain, therefore, between a hundred and sixty and a hundred and seventy working days of the session. The general assembly of South Carolina is composed of 41 senators and 124 representatives, a total of 165 members, but, as two of the representatives have been elected judges, the active and available membership is really reduced to 163, or about one for every working day remaining of the sixtieth congress.

Why not, therefore, elect to the seat left vacant by Senator Latimer the entire membership of the general assembly, one day for each, according to the roll call of the joint assembly, with the odd days remaining over divided equally between the president of the senate and the speaker of the house? That would give everybody a chance and would make a picturesque variety to the roll of the United States senate. It would also insure the presence of at least one senator from South Carolina on every day of the senate's session. And what a noble army of ex-senators we should have in South Carolina afterwards! There are immense possibilities in this idea which we commend most earnestly to the general assembly.—Charleston Post.

**Good for Everybody.**

"Mr Norman R Coulter, a prominent architect, in the Delbert building, San Francisco, says: 'I fully endorse all that has been said of Electric Bitters as a tonic medicine. It is good for everybody. It corrects stomach, liver and kidney disorders in a prompt and efficient manner and builds up the system.' Electric Bitters is the best spring medicine ever sold over a druggist's counter; as a blood purifier it is unequalled. 50c. at Sibert's Drug Store.

"Variety is the spice of life," and advertising is the spice of trade.

**900 DROPS**

**CASTORIA**

Vegetable Preparation for Assimilating the Food and Regulating the Stomachs and Bowels of

**INFANTS CHILDREN**

Promotes Digestion, Cheerfulness and Rest. Contains neither Opium, Morphine nor Mineral. NOT NARCOTIC.

Prepared by **Wm. D. CONNELL, PHARMACEUTICAL CHEMIST**

Pumpkin Seed - Licorice - Rochelle Salt - Aloe - Sugar - Peppermint - Oil of Sassafras - Honey - Gum - Castor Oil - Stearic Acid - Hydrocarbon Flavor

Perfect Remedy for Constipation, Sour Stomach, Diarrhoea, Worms, Convulsions, Feverishness and Loss of Sleep.

Facsimile Signature of **Chas. H. Fletcher**

35 Doses - 35 CENTS

EXACT COPY OF WRAPPER.

**CASTORIA**

For Infants and Children.

The Kind You Have Always Bought Bears the Signature of **Chas. H. Fletcher** of In Use For Over Thirty Years **CASTORIA**

THE CENTAUR COMPANY, NEW YORK CITY.

**BRADSTREET'S REVIEW.**

Buying Very Conservative—Retail Trade Still Quiet.

New York, Feb. 28.—Bradstreet's tomorrow will say:

Distribution of staple goods by jobbers tends to increase as the spring buying season advances, and the large numbers of buyers' excursions draw merchants to the market, but there is a consensus of opinion that buying is in a high degree conservative and that staple goods and what may be classed as necessities comprise the heavier part of the business done. Retail trade is very quiet, except where price reductions on winter weight goods tempt buyers, and final distributive demand unquestionably feels the reduced purchasing power of the public at large due to short-time or reduction of earnings in industry. Wholesale trade is quiet as a whole and cotton fabrics, notably print cloths and flannellettes have been sharply cut; stocks of the former are reported to be piling up despite reduced time worked. Reports from other industries are irregular. The improvement in finished lines of steel noted last week has gone and a slightly large capacity is now at work, but crude output seems to be no larger.

Woolen goods trade reports are not very cheerful, though the clothing trade is reported as being better, but a larger number of looms are still idle. Business failures in the United States for the week ending February number 254, against 326 last week, 194 in the like week of 1907, 160 in 1906, 206 in 1905 and 195 in 1904.

**NEGRO BOY KILLED.**

Caught in a Falling House and Crushed to Death.

Lynchburg, Feb. 28.—While attempting to tear down an old shanty in the edge of this town, the building collapsed, and Marion Wilson, a colored boy of 11 years, was caught between the falling timbers and instantly killed. Coroner Brown of Bishopville was promptly notified, and drove to this place as quickly as possible, but after a careful examination as to the cause, decided that an inquest was unnecessary. The unfortunate boy was in the old house frolicking around on a pair of old improvised stilts and no blame could be attached to any one except himself. Preparations for farming, in this section, are unusually slow in consequence of the heavy rains, but the hauling of fertilizers doesn't slacken a bit, notwithstanding the terrible condition of the roads.

**Shooting at Aiken.**

Aiken, Feb. 28.—This morning at 10.30 o'clock Mr. W. F. Dobe, of this city, a prominent contractor, shot and wounded Mr. Herman H. Rankin, a storekeeper in Park avenue. The shooting was the result of a quarrel which is said to have been precipitated by Rankin's asking Dobe the payment of an old debt of \$1.50.

**Lame Shoulder.**

\*Whether resulting from a sprain or from rheumatic pains, there is nothing so good for a lame shoulder as Chamberlain's Pain Balm. Apply it freely and rub the parts vigorously at each application and a quick cure is certain. For sale by all druggists.

**DISTILLERY IN GRIST MILL.**

Found Made by Revenue Officers of Greenville County—All Property Seized.

Greenville, Feb. 28.—On the night of Feb. 21, the revenue officers made a raid on a grist mill located several miles from Greenville and found in the mill a distillery. The still was destroyed and the liquor which was around it seized. Today the mill, the land on which the mill is located, a warehouse adjoining the mill and a lot of machinery used in the mill were seized. A notice has been published in local papers by the deputy collector for the Third district to the effect that the seized property would be sold unless bond is put up by the owners of the same.

**For You.**

If you are in the market for a Piano, Organ or Sewing Machine see or write me, and I will give you more for your money than any one else.

- Call and see "The Best."
- Beautiful Upright Piano from \$150 up.
- New Home Sewing Machine from \$27 up.
- Organs from \$30 up.
- Old pianos, organs and sewing machines taken in exchange. New ones sold on easy terms.
- Repairs of all kinds done, and supplies of all kinds furnished.
- Write for prices. Office telephone No. 181, resident telephone No. 163.
- M. E. RANDLE, Manager,
- 10 West Liberty Street, Sumter, S. C. 9-25-17

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WITH **Dr. King's New Discovery**

FOR COUGHS, COLDS AND ALL THROAT AND LUNG TROUBLE.

**GUARANTEED SATISFACTORY OR MONEY REFUNDED.**

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