# HURTS TAFT'S CAUSE

## Message Has Made Ohion's Nomination Improbable.

## BELIEVE IT BITTER PILL FOR HIM

**Rumored That Secretary Taft and Secretary Root Both Urged That Message be Softened—Motives for the Message Coming to Light.**

WASHINGTON, D. C., Feb. 3.—The political effect that President Roosevelt's message, having for its text the re-enactment of the Employers' Liability law, will have is the subject of grave discussion in Washington. Republican senators who are most familiar with politics seem to be passing wakeful nights. It was apparent today that "sleeping" on the message had not cooled the wrath of those who denounced it in private yesterday, and some went so far as to say that it was a situation in which party must be put aside for country. At the White House there was a shower of congratulatory telegrams and messages from widely scattered points, indicating that statesmen were perhaps taking the document more seriously than it was received in some other quarters.

Considerable political interest attaches to the fact; that the messages is said to have been submitted to Secretary Taft and Secretary Root, both of whom urged that it be softened in tone. A question suggested by this fact is whether Secretary Taft is willing to indorse the principles set forth in the document, and if he does this what effect it will have upon his political chances. There are some who believe that the massage is proving rather a bitter pill for the administration candidate, who is supposed to stand for the continuance of the Roosevelt policies if elected. Others argue that the message will be accepted as the utterance of a man convinced that he is right and willing to stand in defence of his honest convictions. It must be admitted, however, that in Washington the message went very wide of striking a popular note. Congress resents the assumption of the President that it would not, unless driven to do so by the legislative spur, pass employers' liability legislation, bills covering which have been introduced.

**Burden for Taft.**

In Congress it is felt that the message will prove a burden for Secretary Taft, but there are others who are confident that the great mass of the people will, as in the past, come to the support of a popular President and back him up in his advanced position. Members of Congress have too often met with this situation not to take it into consideration at this time, although it is asserted that this support of the President's policies has in a measure been alienated. Congress has too often become inoculated with the contempt for greatness bred of familiarity only to find that three hundred miles from Washington President Roosevelt retained a wonderful hold upon the American people to fail to take this element into consideration. The political effect of the document will be watched with solicitude. It would require but slight assurance that the personal popularity of the President, which has rarely failed him, was waning as a result of his advanced ideas to precipitate a direct attack upon them in the Senate.

It is said today that Secretary Taft will be called upon by his political opponents in the Republican party to say whether or not he approves the message. His acceptance of the reiteration of the Rooseveltian principles therein contained will not be sufficient for his opponents, but he will be asked to go further and accept or repudiate the language of the message. This was a sentimnet variously expressed by many of the Republican leaders, who declared that the party and the country ought to know where Secretary Taft now stands in view of the advanced position assumed by the President.

It is declared by some that the President has unwittingly made the nomination of Secretary Taft improbable. Unless Secretary Taft accepts the message in its entirety, his opponents say, he will be shown to have been swept off his feet by his chief supporter. Roosevelt and Hughes were named by all these men as the probable contenders for the Republican nomination for President at Chicago.

Meanwhile the most of Congress is sticking to its first estimate of the message, which is that it was unnecessary. Much gossip as to how the document originated was current today. It is said that the message was an experpt from the annual message which was cut out upon the urgent advice of counsellors. The President, it is said, was influenced by the pictures drawn to the effect which his utterance would have upon business conditions. The message was promptly brought out for prsent use when the panic was over and it was thought to be tiely. Another explanation of it is that President Roosevelt had written it following the charge made by Justice Brewer, of the United States Supreme Court, in New York city, to the effect that he was "playing hide and seek" with the people on the third-term issue.

This message is reported to have been shown to several members of the cabinet, including Secretary Taft. It is also said that Secretary Taft opposed the sending of the message to Congress from first to last and, despairing in his attempt, confined his efforts to toning down certain portions of it which to him seemed too strong.

### YEAR'S WORK IN A NIGHT.

**One College Man Who Proved the Worthlessness of Examinations.**

Some college professors insist that the examination system is a failure and they can cite instances which they believe bear out their side of the case. One of these faculty men, a recent graduate from a large university, said:

"When I was in college there was a man of great capacity who had neglected one course from his freshman year when he got a condition. When it came down to his senior year he had to make it up, but he let it go to the very last set of examinations. Then he had to get it off or lose his degree.

"This man knew so little of German, the course in which he was deficient, that he could not even read the printed words with ease, let alone understand them. But he passed the examination.

"He went to a man in his class who was proficient in German, armed with sets of examination papers in that course for about six weeks back. They picked out the recurrent questions until finally they saw that there were enough which were included in the various papers of each year to insure a passing percentage.

"This man, who I said was of great capacity, then proceeded to memorize a corect answer to each of these questions. He had a keyboard for each question, so that he would recognize it even if it were not worded exactly as the one on a previous paper.

"With this sort of work, which took him about all night, he went into the examination and passed off a year's work triumphantly."

### STUDY STEEL FOR GUNS.

**Special Ordnance Board Experimenting to Get Better Alloy.**

WASHINGTON, D. C., Feb. 4.—Under the supervision of the bureau of ordnance, navy department, a special ordnance board is making investigations and experiments relative to the steel used in guns. A special allotment from Congress is to aid the board in its investigations.

Within the last year much progress has been made in connection with the alloys of certain substances with steel, and there is reason to believe that among these alloys there can be found a metal for use in the bore of the gun which will resist erosion to a far greater extent than does the steel which is now being used. One of the principal objections to the heavy guns which fire at great velocity is the fact that the erosion is so great that it reduces the life of the gun to a comparatively short time.

With a metal of great resistance for the tube of a gun it may be possible to use larger charges of powder and carry the pressure far above the 50,000 foot tons for the 12-inch gun, to which they are now limited.

A Chicago trolley car conductor routed three highwaymen who tried to hold him up. Doesn't it give you the shivers to think of giving that man an old transfer ticket?


# FOUND CUTICURA INDISPENSABLE

**For Her Children—Little Girls Suffered with Itching Eczema Which Simply Covered Back of Heads—Baby Had a Tender Skin, Too.**

## ALL PROMPTLY CURED BY "WONDERFUL OINTMENT"

"Some years ago my three little girls had a very bad form of eczema. Itching eruptions formed on the backs of their heads which were simply covered. Before I heard of Cuticura, I used to try almost everything, but they failed. Then my mother recommended the Cuticura Remedies. I washed my children's heads with Cuticura Soap and then applied the wonderful ointment, Cuticura. I did this four or five times and I can say that they have been entirely cured. I have another baby who is so plump that the folds of skin on his neck were broken and even bled. I used Cuticura Soap and Cuticura Ointment and the next morning the trouble had disappeared. I am using the Cuticura Remedies yet whenever any of my family have any sores. I can never recommend Cuticura sufficiently; it is indispensable in every home. I cannot find its equal. Mme. Napoleon Bucoppo, 41 Duluth St., Montreal, Que., May 21, 1907."

## PAINFUL ULCER

**On Foot for a Year. Healed by Two Sets of Cuticura**

"I had an ulcer on my foot for a year or more and it was very painful as it was a running sore. I had a doctor, but his treatment did not heal it. About eight months ago I commenced to use Cuticura Soap, Cuticura Ointment, and Cuticura Pills. I used two sets and it is now all healed up. Mrs. E. F. Ryder, West Brewster, Mass., April 29, 1907."

Complete External and Internal Treatment for every Humor of Infants, Children, and Adults consists of Cuticura Soap (25c.) to Cleanse the Skin, Cuticura Ointment (50c.) to Heal the Skin, and Cuticura Resolvent (50c.), or in the form of Chocolate Coated Pills, 25c. per vial of 60, to Purify the Blood. Sold throughout the world. Potter Drug & Chem. Corp., Sole Props., Boston, Mass.

Mailed Free, Cuticura Book on Skin Diseases.


# TAFT HAS OHIO SAFE

## Well Known Political Writer Says Foraker Is Beaten Out of Sight.

## WILL HAVE SOLID DELEGATION

**Walter Wellman Who is Making a Tour of the State Sees No Hope Whatever for the Forker-Dick Combination.**

CHICAGO, Feb. 3.—Writing to the Record-Herald from Columbus on the political situation in Ohio, Walter Wellman says:

"Complete is the political revolution in this state effected by the elimination of Foraker and the rise of Taft. Of the 88 counties in Ohio all but two or three—and these small—will send Taft delegates to the state convention. The Foraker forces have made no contest for control of the state convention, and if they had done so the result would not have been changed, so overwhelming is the Taft sentiment among the people.

"Of the 48 delegates to the national convention at Chicago, all will be for Taft. The most of the Foraker-Dick people can now hope for is contesting delegations from two or three districts, and it is doubtful if there will be any contests. Mr. Foraker is believed to be too big a man to go to Chicago as a formal candidate for the presidency with no other following from his own state than a handful of rump convention contestants

"Now that the revolution has been effected and the political leadership has fallen into new hands, men are looking forward to see who are likely to be the chief actors on the stage of the near future. Although no hard and fast slate has been arranged, it is probable the delegates at large from Ohio to Chicago, the 'big four,' will be Governor Harris, Arthur I. Vorys, Taft's manager; Myron T. Herrick and Charles P. Taft, brother of the Secretary, with Mr. Vorys as chairman of the delegation.

"The legislature to be chosen this year will elect a successor to Mr. Foraker in the Senate, and the talk is that Governor Harris may be given the honor and that after him Charles P. Taft, of Cincinnati, will stand a good chance. It is conceded that Senator Dick must fall by the wayside for his mistake in standing with Foraker, and when the time comes to choose his successor from the Northern part of the state it is believed Myron T. Herrick is in excellent position to carry off the prize.

"Much has been written and said in the East as to Mr. Taft's inefficient and blundering managers here in Ohio. It is commonly believed that Mr. Vorys is what a New York paper calls him, a "goober politician.' Even President Roosevelt was at one time convinced that Mr. Vorys was not quite up to the mark. But when one comes to inquire carefully into the history of the Ohio campaign, now virtually closed with a complete Taft triumph, no evidence is found upon which to base such conclusion."

## TWO POLITICAL STUMP SPEECHES IN THE HOUSE

**Representative Townsend Praises Republican Party and is Answered by Congressman Cockrane.**

(By Associated Press)

WASHINGTON, D. C., Feb. 3 — Three of the giants of the House of Representatives had their innings today. Technically the Indian appropriation bill was under discussion, but legislation was relegated to the background while national politics occupied the stage.

Before the political question cropped out, the House, with next to the largest attendance of the session present, with but one dissenting voice passed a general widows' pension bill granting a flat pension of $12 a month to the widows of all honorably discharged soldiers of the United States who have not heretofore received the benefits of the pension law, and an increase of $4 a month for those who have under the act of June 27, 1890.

The law expressly waives the limitation of property holdings. The bill involves the expenditure of more than $12,000,000 annually.

The political debate was opened by Mr. Townsend of Michigan, who in a prepared speech claimed for the Republican party credit for all national legislation in the last 50 years of vital interest to the public. In this he was vigorously disputed by Mr. Cockrane of New York, who afterwards launched into a discussion of the President's message of a few days ago, his remarks frequently evoking applause on both sides of the chamber.


### EIGHT MONTHS FOR $5.

Any person who cannot get their strength back in the four months which constitute a $5 treatment of Sexine Pills is entitled to the free treatment of four months more. Sexine Pills are absolutely guaranteed for all forms of nerve weakness in men or women. Address or call J. C. GORSUCH & CO., Druggists, Newport News, Va., where they sell all the principal remedies and do not substitute.


# WOMEN'S NOSES IN WINTER

It is almost inevitable that the nose should be red at times in cold weather, but its redness may be mitigated by care. Thus red in the dress should be avoided and one should study hygiene to the extent of not lacing too tightly.

But nervousness can make the nose red as well as cold. Women who cry much usually have chronic red noses. To bleach a nose is difficult, but it can be done.

The best of bleach is the apple tea of Southern memory. The appl s are steeped with one quince to three apples. When there is nothing but pulp the mass is pressed through a fine loth. The apple tea so made is used upon the reddish nose to bleach the skin and make it smooth.

The collar requires attention. A tight collar will make the nose purple and will give a headache at the same time. The collar must be easy and the mind must be calm. Mental calm is of the utmost importance where a red nose is concerned.

The nose should be massaged every day, but the massage should be from both sides to the tip. The woman who massages her nose from side to side or from the tip to the base will destroy the contour of her face. When massaging the nose press it upward at each side. Give the tip a little pinch and then press it upward again.

Common sense should go with the massage. The woman whose nose points straight upward and outward should press downward very slightly upon the tip. She should bend it as though she were trying to mould a Roman nose.

It is quite easy to mould a nose for it is soft and easily managed. But the trouble is that few people have the judgment to mould it in the way it should go. One general rule will not do for all noses.

The woman with a long, thin nose very red on the tip should rub it daily with a rough towel or with a bit of rubber sponge. This is to restore the circulation. Then she should massage the nose, pressing upward; and she should take her finger tips and massage upward all along the bridge of the nose. A good skin food will take away the red tone produced by the massage.

All pastry is bad for the complexion unless it happens to digest well. Easily digested foods are best for the skin.

Sweets and sours should never be eaten by the woman who wants a nice skin. The girl who eats a salad and follows the salad with ice cream is building up trouble for her skin unless she happens to have a wonderful digestion. Even so there will come a suspicious redness on the tip of her nose.

Alcorol is known to make the nose heavy and red, and fatty stuffs are just as bad.

Don't get too cold if you want your nose to look nice. Women who dress too thinly almost always have red noses. Don't get too warm, on the other hand. Extremes affect the

The girl with a red nose should not wear a little hat or a hat on the back of her head.

She should not wear coquettish things. She should wear conventional clothing in the most conventional manner.

In the beauty shops the masseuse, in preparin a customer for the evening, will take the customer's nose ruthlessly by the tip and cover it with soapsuds. She spreads on the suds in the form of a lather, much the same as a barber prepares his customer for a shave.

Then with a little brush, which is really a very stiff toothbrush, she goes over the nose carefully until she has scraped it to the very tip. She is now ready to spray it.

Spraying the face with hot water is absolutely necessary for the woman who does not want her nose to be too red. The hot water acts very pleasantly upon the nose and the cheeks, making them even and pure in tone.

When the face has been sprayed it is creamed with a good skin food, which is allowed to sink in. After awhile the extra cream is taken off with a rag and the face is let cool down. The best rag is a piece of old silk shirting, which can be kept for the purpose. There are women who keep all their old silk shirts simply to use as complexion rags.

The mater of putting powder on the nose is important. It is the last step in the makeup and it must be put on generously but wisely.

The powder must be perfumed to be agreeable, and it must be the color of the skin. A brunette powder is becoming to most faces and it is put on the face in a cloud which is waffed all over the complexion.

Then a little of it is rubbed into the skin of the nose. Later, just before one goes out, the nose is powdered again. Great care must be taken to rub off the superfluous white dust.

It takes nearly an hour for powder to become part of the skin, and the woman who is going out should make up at just an hour before. If she is going to redden her cheeks an hour before is none too long a time to prepare her face.

Women who redden the face can do so by the natural method, and the woman whose nose is too highly colored should by all means tint her cheeks. She need not use rouge, but she can redden them in other ways. She can take a wet towel and lightly daub her cheeks. Then with a rag she goes over her cheeks briskly to bring the blood to the surface. This is very good for any woman's skin, and the careful woman will see to it that her cheeks are briskly rubbed twice daily.

It clears the pores, takes off the worn out skin and makes the complexion fresh. Moreover, it makes the nose look prettier. A little rouge can be added if necessary, and it looks very well indeed upon a background of smooth pink skin.

A dash of cold water frequently applied with a spray will bleach the nose for a few minutes and a slight rubbing with snow is good fo a nose that is scarlet. But it is better to put a good bleach upon it at night and let it gradually fade by morning.

The woman who has the habit of rubbing her nose skyward will be rewarded by having nostrils. The pushing of the nose upward gives it a wing shape. It is better to pinch the nose and pull it toward the earth. —New York Sun.

## PICTURE THIEVES GET FINE CANVASES

**Pittsburg Citizens Fear an Organized Band is Collecting Private Art Treasures.**

PITTSBURG ,PA., Feb. 4.—Five priceless paintings have within the past few weeks been cut from their frames and stolen in Pittsburg by those who evidently know their business. In addition to this there has been stolen from a cross in St. Paul's Cathedral a great golden figure of Christ crucified. Owners of private galleries are in great worry for fear there is working in Pittsburg an organized band of picture thieves, who perhaps may have been sent here from abroad, as it is known the Pittsburg men of wealth have in the last few years bought many rare paintings abroad and brought them to this country.

C. C. Mellor is one of the best known collectors of rare paintings and he has for some years had a private studio on the fourth floor of the Mellor Building. It was yesterday discovered that four of his best paintings had been cut from their frames and had disappeared.

### TO FINE MEN FOR SWEARING.

**Women Think They Have No Excuse For Using "Cuss" Words.**

PITTSBURG, PA., Feb. 3.—Yielding to protests of women, the police of Homestead have determined to vigorously prosecute an anti-swearing crusade. Since the mills closed weeks ago men congregated on the streets and gave vent to their opinions in uncouth language. The evil became so bad that women were shocked.

Now that the mills have resumed the police say the cause for profanity is gone. The old blue laws inflicting a fine of sixty-seven and one-half cents for each oath will be enforced. Judge J. Clyde Miller is leading the movement to stop the use of profanity.


### TO CURE A COUGH OR COLD.

The following formula is a never failing remedy for coughs or colds.

Two ounces of glycerine, one-half ounce of Concentrated oil of pine, one half pint good whiskey, mix and shake thoroughly each time and use in doses of a teaspoonful to a tablespoonful every four hours.

This, if followed up, will cure any cough that is curable or break up an acute cold in twenty-four hours. The ingredients all can be gotten at any drug store.

Concentrated oil of pine comes put up for medicinal use only in half ounce vials in tin screwtop cases designed to protect it from heat and light. Other oils of pine are insoluble and are likely to produce nausea and cannot give the desired results.


### SEALED PROPOSALS WANTED.

SEALED PROPOSALS WILL BE received at Office of Treasurer, Southern Branch, N. H. D. V. S., National Soldiers' Home, Elizabeth City county, Va., until 1:30 p. m., March 2, 1908, and then opened, for furnishing all material and labor for instaning complete, two Electric Motors, one in Main Laundry and one in Bakery, in accordance with instructions and specifications, copies of which, with blank and proposals and other information may be had upon application to JOHN T. HUME, Treasurer.
2-4-25.


ACADEMY WEDNESDAY Matinee and Night FEB. 5
**Mary Emerson**
— IN —
The Romance of Old Virginia
**"ON PAROLE"**
PRICES MAT. 25c and 50c, NIGHT 25c. to $1.00. Fri.-Tue.-Wed.

ACADEMY FRIDAY NIGHT ONLY FEB. 7
CHARLES FROHMAN Presents
**WILLIAM COLLIER**
In the Farce Comedy in Three Acts
**"CAUGHT IN THE RAIN"**

We do all kinds of commercial printing, and at prices that are consistent with good work. Small orders given the same careful attention as the large ones. Promptness is one of our characteristics. WARWICK PRINTING CO., INC. 10-20-tf

# Your Business

**Will be increased by the use of the classified columns of the DAILY PRESS. These little workers are business builders. You will be gratified with the returns**

OTHERS ARE USING THESE COLUMNS TO ADVANTAGE, AND YOU OUGHT TO BE DOING THE SAME THING. -:- SPECIAL RATES ON CONTRACTS FOR 1,000 WORDS OR MORE. -:- CALL US UP TODAY.


### WANTED.

WANTED — TWENTY RELIABLE boys to distribute circulars. Apply at store, Thirty-third street and Washington Ave. 1t.

WANTED — THE PEOPLE TO know that we have moved from 3102 Washington Ave., to 3110½ Washington Ave., formerly occupied by the Lyric Music Company, now owned and run by us. THE FERGUSSON MUSIC CO. 2-2-3t

WANTED — TO SELL ON EASY terms large desirable residence near center of the city between West and Washington Avenues. Address OWNER, Box 392. 1-14-tf.

WANTED—WAGONS TO BUILD and carriages to paint; satisfaction guaranteed. PENINSULA MFG. CO., E. Gildersleeve, Proprietor, 386 Twenty-fifth street. 1-3-3m.

WANTED—BOARDERS—130 THIRTY-first street; modern conveniences; references exchanged.

WANTED—TO BUY, SELL OR EXchange furniture and stoves. C. W. LEWIS, 2502 Huntington avenue. 3-17-3t.

### FOR SALE.

LOTS FOR SALE OR LEASE IN ALL parts of the city. Call and get prices. OLD DOMINION LAND CO., Hotel Warwick Building.

FOR SALE—FINE KNABE PARLOR Grand Piano, cheap. 209 Thirty-first street. 10-9-tf.

### FOR RENT.

FOR RENT—FRONT ROOM WITH alcove, board, to couple without children. 3114 WEST AVE. 2-4-6t

FOR RENT—FURNISHED ROOMS suitable for men. 130 32nd St. 1-23-6t.

### SPECIAL NOTICES.

WE SELL AND RENT PIANOS, cash or easy payment plan, accept second-hand pianos or organs as part payment on new instruments. Tuning and repairing a specialty. All work guaranteed. FERGUSSON MUSIC CO., 3110½ Washington Avenue. Citz. 'Phone 95. 2-2-4m.

SPECIAL NOTICE TO BUSINESS Men and Clerks. The STAR LUNCH ROOM, 211 27th St., wants the people of Newport News to know that it can, and does furnish the best meal in the city for the following prices: Board by the week, $3.50; Board by the month, $15.00; Regular meals, 25c.; Lunch, 15c. All short orders given best of attention. Our motto is: "To give quick and polite service to our patrons." Seeing is believing. 2-2-tf.

HOT LUNCH ALL NIGHT 15c. DELMONT LUNCH.

### TRANSFER COMPANIES.

OLD DOMINION BAGGAGE TRANSfer; offices C.&O. Station. 'Phones. Bell Nos. 401 and 135; Citizens No. 12. tf.

### STOCKHOLDERS MEETING.

The Annual Meeting of the Stockholders of the Security Trust and Savingh Bank for election of directors will be held at the First National Bank, of Newport News, Tuesday, February 4, 1908 at 12.30 p. m.
J. W. AYLER, Secretary.
1-22-td.

### STOCKHOLDERS MEETING.

The annual meeting of the stockholders of the FRANKLIN PRINTING COMPANY, will be held in the company's office, No. 227 Twenty-fifth street, at 12:00 o'clock noon, on Thursday, February 6, 1908, for the election of officers and the transaction of such other business as may properly come before the meeting.
W. LIVELY TABB, Secretary
1-21-15t.

### LOST.

LOST—A BULL PUP, WHITE WITH brown spots on rump and brown ears, about 3 months old. Reward if returned to 116 33rd St. 2-4-tf

# Auction Sale!

## Of the Personal Property of the Jamestown Exposition Company

Pursuant to a decree of the Circuit Court of the United States for the Eastern District of Virginia we will proceed to sell, at public auction, on the premises, commencing TUESDAY, February 4th, 1908, at 11 o'clock a. m., and to continue from day to day until the sale is completed, the personal property of the Jamestown Exposition, Company consisting in part of a large quantity of lumber and building material, 400,000 feet of two-inch decking on the War Path, tent floors and camp fixtures, cots, matteresses, blankets, bedding, office furniture, desks, typewriters druggets, rugs, bookcases, filing cabnets, fireproof safes, police motor launches, shovels, spades, hoes, street sweepers, wagons, road shaper, sprinkling wagon, harness and various other articles too numerous to mention.

We will also have for sale, privately, at its appraised valuation, on and after January 30th, 1908, a large quantity of insulated copper wire and cable, electrical fixtures, fire extinguishers and plumbing fixtures.

TERMS—CASH.

The Exposition Grounds will be open to the public during the hours in which this sale is being conducted.

ALVAH H. MARTIN,
WM. M. GEDDES,
1-25-tds. Receivers.


# J. HUGH CAFFEE

Funeral Director and Embalmer. Office, show room and chapel, corner Thirty-third St. and Huntington Ave. Funerals entrusted to me receive my personal attention. Carriage service surpassed by none in the State. Office phones Bell and Citizen, No. 1; Residence, Bell, No 41.


### MONEY TO LOAN.

MONEY TO LOAN ON REAL ESTATE security. Amounts not less than one thousand. Apply to ALLAN D. JONES and STANLEY SCOTT, First National Bank Building. 1-16-tf.

### UNDERTAKERS.


**W. E. ROUSE** GOOD SERVice and fine hacks. My showroom compares favorably with the one at the Exposition. 236 Twenty-fifth St. Phones 51.

"The Piano With the Sweet Tone"

# A Better Piano Than the Stieff

cannot be made, no matter where or by whom attempted. We court the strictest investigation and comparison. In addition to this, we sell them from our own warerooms, at one fair profit over cost of manufacturer, saving you at least one hundred dollars.

All this is worth looking into carefully to see if you cannot do just by buying a STIEFF.

Liberal allowance made for other pianos taken in exchange.

**Chas. M. Stieff**
L. C. Steele, Mgr.
114 Granby St., Norfolk, Va.
Sam Edwards, Agent,
P. O. Box 458, Newport News.

Official Piano, Jamestown Exposition.