

THE MARVELOUS Growth of Our Furniture Business

Is not only illustrated by increased stocks, by mammoth and incomparable displays, but by the building up of an enormous trade. The year we are about to wind up has been one of exceptional prosperity for us and tremendous benefit to the home-furnishers of this city and surrounding country who provided their necessities at this establishment. We have arranged to make this 1904 Holiday Shopping-time the most interesting since the establishment of this store. It will be an extraordinary Furniture Buying occasion. In recent years people have learned to purchase for gifts articles of a substantial nature, such as Furniture. Those with the interest of the home at heart have found more after-enjoyment in a present for the members of the family by adding to the home-comforts that which all will look upon with pride. Many have gone so far as to purchase a piano, an always welcome gift; others have refurnished the home throughout, and scores who bought only a chair or a single piece of furniture, but in buying they secured something of worth, a present of value. All these goods, and more too, are conspicuously in evidence here this Christmas time at the

Very Lowest Prices, Good Substantial Furniture and Furnishings Ever Sold in this City.

Our stock is of unusual worth this season, including as it does a large display of the Highest Grade Furniture obtainable in the South to-day.



Our Line of Rockers and Easy Chairs

Is certainly the best we have ever shown. Every care was exercised in the buying in order to be able to offer something better than can be had at other stores. This fine Rocker, like cut, either golden oak or mahogany finish, only \$3.95 each.



This very finely carved Writing Desk in Oak, price only \$14.00. Many other attractive styles at \$3.75 to \$25.00 each.

Music Department

In our Piano Department you will find some rare bargains at this time. We have on hand a few really fine Pianos, that have been rented for a short time, but are as good as new, which we will sell at a sacrifice. Special bargain in a fine Knabe Upright Piano. Also a Chickering Grand.

A Pianola would be a grand Xmas gift. See our stock now on hand. BRASS AND IRON BEDS.

A large stock on hand at a wide range of prices. HALL RACKS. We show an enormous stock of Hat Racks. We have the low-priced kind, also the expensive ones. Our regular low prices prevail on all.

LIBRARY TABLES. Beautiful Quartered Oak Tables, 36x42, at \$15.00, worth \$18.00. Also a large variety higher and lower priced.

LEATHER ROCKERS. The greatest stock of these in the State. Some special bargains at \$15.00 and \$20.00.

IF YOU HAVE A HOUSE To furnish, we will save you time, trouble, money by undertaking the whole transaction. We have everything complete to set up housekeeping—Furniture, Carpets, Curtains, Pianos and all the other smaller articles to supply a home.

MUSIC CABINETS. These are especially nice as gifts. Our stock contains the best for the price, one at \$8.50 is a bargain.

PICTURES. A large collection, which we will sell at bargain prices.

DESSERS AND CHIFFONNIERS. Some new styles, suitable to go with Brass and Enamel Beds. The prices are most attractive.

MAIL ORDERS

We give them our personal attention. If the selection is left to us, we ship our best bargains. Goods returnable at our expense. Write us for our new catalogue. Our services are at your command.

A Most Complete Stock of Couches

Are shown here at this time. This very fine Couch, as shown in cut, with cover complete for \$15.00. Guaranteed spring construction.

CUT 2

BED-ROOM SUITS.

Special designs at small prices. We show some things now that are under the price, and if you buy before seeing them, you will lose money.

CARPETS.

All wool Ingrain Carpets, worth 75c, and 80c, per yard, now 50c.

A good selection of Velvet, Axminster and Top Brussels Carpets at very low prices. No one is better equipped to please you than we.

LEATHER COUCHES. A few bargains at \$25.00; worth \$35.00 elsewhere.



PARKER-GARDNER COMPANY, - Furniture, Carpets, Pianos and Organs. - More than double the stock of any dealer in the State

Well Known North Carolina Woman. MRS. JOE PERSON.

A Short Story of a Woman of Southern Birth and Rare Education and Refinement, Who, Having Been Compelled to Become the Bread-Winner for a Large Family, Did So With Great Credit and Success. The Manufacturer of Mrs. Joe Person's Remedy, and a Most Accomplished Musician. A Gentlewoman of the Old School.

Perhaps the most widely known and the most wonderful woman in many respects in North Carolina is the celebrated Mrs. Joe Person, the proprietor of Mrs. Joe Person's Remedy. For though one of the most womanly of our sweet Southern women, Mrs. Person is really no less than a celebrity. Circumstances have forced her into a career which few women are called on to enter, but through strenuousness, struggle, and hardship she has won an enviable reputation and success in the business world without the sacrifice of aught of her true womanly nature and name. She has gone to the front at the call of necessity and taken a man's place in the battle of life and has all the while remained a loved and loving mother in the home.

The reason for the temperate will, endurance, foresight, strength and skill; a perfect woman, nobly planned. To warn to comfort and command." Mrs. Person's name is to such an extent identified with the Old North State that it is hard to think of her as not



MR. RUFUS PERSON.

luxuries attending such a life in the old days of the South." The current of her life flowed on placidly and happily enough until the outbreak of the war, something after which her husband, whom she idolized, organized a company of volunteers and in command went to the front. Before the close of the war he returned home, having been honorably discharged as unfit for military duty by reason of having had his leg broken in two places as the result of his horse throwing him in a fox hunt a few years previous. Not long afterwards her husband was paralyzed and, though he partially recovered, for awhile, was never able to actively engage in business. This misfortune and that following the close of the war, sweeping away the bulk of their property, came as a crushing double calamity upon the young wife, who had been so tenderly reared.

Yet misfortunes were not to visit her singly, as she soon found out. "The child can possibly stand it another month or one of her children began to die. A physician was finally called to see her. He pronounced the trouble serious, but curable, and barely living, a woman let her tell the rest of the story as now an living near camp in and said she would be "Regardless of every care, I had a child that had scrofula, and attention that could be given, the child became dangerously ill and we felt that the end was near. Before her that she had come too late, I leaving one evening, the doctor said, looked on my child as dying and past Mrs. Person, as long as there is life, all hope, and I did not think she could there is hope, but I do not think your live until morning. She said if the child

was bound to die it would not hurt to try her medicine, but if she gave it she would not die. I protested. I did not wish to torture the child with any more medicine, as I thought it would be useless. She again implored me to let her make some of the medicine and said, "I came to save your child and you will not even let me try; you do not know what you are doing." She said an old Indian gave the receipt to her father, and she had never known it to fail. Impressed by her earnestness, my husband suggested that we let her try it, so together we went to the woods and gathered the ingredients—the identical ingredients of which my Remedy is made to-day. She left for her home soon after she had shown me how to prepare the medicine and given some to the child. She told me to continue to give it regularly and I would see that she would not die. I followed her directions with not a shadow of faith or hope. The next morning the child was better and in three weeks was perfectly cured and has never had a touch of the trouble since. And this is the origin of my Remedy."

This discovery gave a new direction to Mrs. Person's life. She says that every case of blood trouble she heard of after that she made up some of the medicine and sent it to the afflicted ones, and that in every instance it effected a cure. Mrs. Person became enthusiastic over the results secured by the Remedy, so she determined upon giving it to the world through the medical profession. She called on several physicians, but failed to interest them in the matter of participating in some public tests she proposed to make. She afterwards offered to give her formula to the profession if permitted to do so

officially through them at the meeting of the Medical Association. But the doctors evaded and denied and rebuffed her, as her autobiography declares, and so alternative was left her but to manufacture and market the Remedy as a proprietary medicine on her own account.

She then rectifies the difficulties attendant upon putting the Remedy upon the market. She battled bravely and has proven successful who evidently want to launch the great undertaking. She became her own manufacturer, drummer, bill distributor and poster. But her energy was so untiring, her will so indomitable, her confidence so invincible, her enthusiasm so contagious, and her preparation always made such a good record for itself that she gained headway despite all discouragements. Her memoirs tell of the sale in 1882 of her name, trademark, etc., to a desisting sounder who evidently wanted to speculate upon the option he had secured, throwing up his contract before the first payment became due. She afterwards entered two co-partnerships, first in 1881 and 1885 which resulted disastrously for her. But she managed to retain her trademark and resume the manufacture of her Remedy.

Her earliest and most pleasant recollections in the establishment of her business, being to Charlotte. It was here that she came when struggling to get a foothold and after reverses it was here that she received valuable aid and encouragement. Her memoirs (which will probably be preserved for posthumous publication, after all those who figure in it have gone to their final account) speak in most grateful terms of Mr. W. M. Wilson, proprietor of the Charlotte Drug Company, whom she describes as "the first man I ever approached to sell a bill of goods to." He gave her some most valuable advice, from which she has ever after profited, and a short time later gave her a substantial order. She also refers with gratitude to the late Dr. J. H. McAden, who came to her relief at a time when, through the machinations of her partner, her trademark was to be sold, and advanced money sufficient to tide her over the trouble and save it. She also mentions many times with deepest love her very dear friend, Mrs. H. C. Eccles, who has always sustained her in her difficulties with that rarest thing in the world—a true woman's sympathy.

Her husband having died suddenly while she was on the road, Mrs. Person finally settled down at the little village of Kittrell, N. C., where she remained until early in the present year, pushing the manufacture and sale of her Remedy until she has made her name a household word in North Carolina. She is probably known as well in this State as Mrs. Lydia E. Pinkham, but unlike Mrs. Pinkham, so far as is known this is the first time her picture has ever appeared in print. Having lived in Charlotte once, she was never entirely satisfied until she had taken up her residence here again. Her son, Mr. Rufus Person, purchased a nice residence on North Church street, where she lives with him and family. A laboratory ample in every way for the requirements of the business has been built in connection with and in the rear of the residence. Here under the improved conditions the demand for the Remedy has greatly increased and the business, to the development of which Mrs. Person has given her life's work, is now upon a prosperous basis. Mr. Rufus Person aids her most ably in the conduct of the business as general manager, while Mrs. Person calls on the trade as of yore. Her goods are now shipped exclusively through the principal wholesale jobbing druggists of



\$145 Cash

buys a new slightly shopworn Upright Piano, guaranteed for Five years, with stool and scarf if ordered within ten days.

\$165 Cash

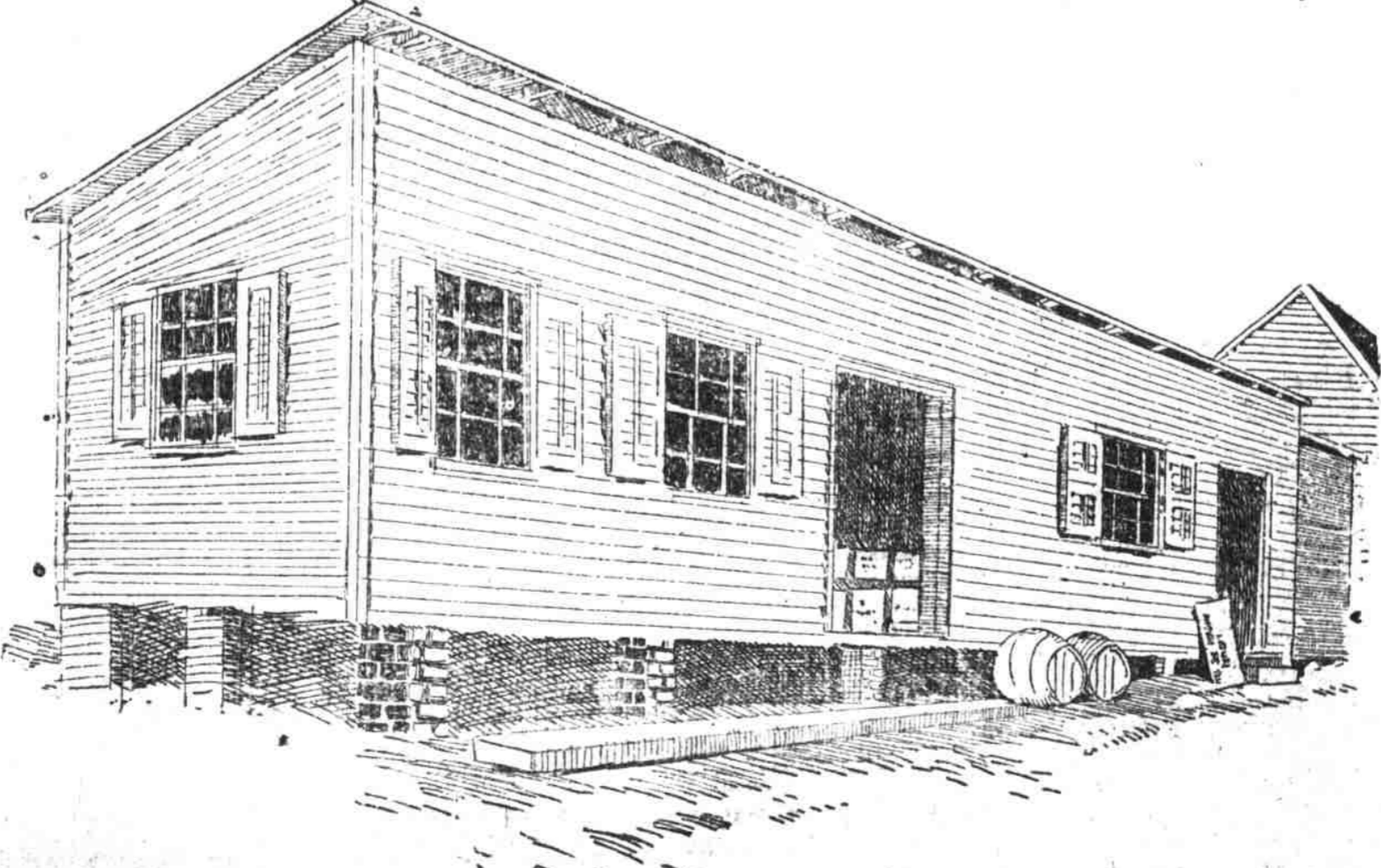
buys a new Upright Piano, guaranteed for ten years, with stool and scarf, if ordered within ten days.

We want to see who reads our ads is the object of this ten day's offer. The pianos are not "Stieff's."

Chas. M. Stieff,
Manufacturer of the Piano with the Sweet Tone.
SOUTHERN WARE-ROOMS,
211-213 N. Tryon St.,
CHARLOTTE, N. C.
C. H. WILMOTH, - MANAGER



MRS. JOE PERSON. A native of Virginia having been reared at the historic town of Petersburg, where she lived until December, 1857, when she was married to Mr. Joseph Arrington Person, a prosperous farmer of Franklin County, North Carolina. After her marriage she says in her charmingly written unpublished memoirs, which have been borrowed for the sake of obtaining information in regard to her early home, where I was surrounded all the comforts and many of the



THE LABORATORY OF MRS. JOE PERSON'S REMEDY.