...ed with the names of ...of Faith. That Egyptian ... brought at such expense ... the banks of the Nile, and set ... in Central Park—not one in a ... can read its hierroglyphics. ... It is fast crumbling away; but ... obelisk is imperishable; it is in... ...ible to even a child.

... all this shining catalogue the ... brilliant is that of Moses. The ... of Moses was preached by the ... of his pious parents. It is ...ten: "By faith Moses, when he ... born, was hid three months of ... parents because they saw he was ...ly child, and they were not ... of the king's commandment." ...s something more than mere ...ral affection which impelled them ...his act. It was borne in upon ... minds that this child of uncom... physical beauty and precocity ... to break the galling yoke of ...age, and lead God's people from ...brick-kilns of Egypt to the high... of Canaan. They believed this. ... wished God's purpose fulfilled. ...ng and fearing the King of ...en, they dispised and feared not ...king of Egypt. Though his cruel ...ers, with drawn and glittering ...ds patrolled the streets, and ...th instant death was the penalty ...disobeying the king's command... they were not afraid.

...r three months they successfully ...he babe in the deepest and dark... recess of their lowly hut. But ...er secrecy was impossible. The ...s cries were too lusty. Sus... was already aroused. The ...us gossips were at work. We ...see those parents toiling at ...—weaving a basket out of the ...ribbons of the papyrus, making ...y mattress, and tucking the ...iful babe into his strange ..., which was to be rocked by ...wave instead of mother's ... The parents used their best ...ment at the same time they ...sed their faith. The papyrus ...d to be offensive to the crocodile. ...y, the child was comparatively ... from that great danger. He was ...float upon a river which the ...ians worshiped, and, found ... would be esteemed sacred as ...ift of the river god. He was ... where Pharaoh's daughter ...accustomed to bathe, with the ... that he might fall into her ... and the little tactful sister ...tioned to watch, and use the ...y of calling a Hebrew nurse ...ortunity afforded. Having done ...y could, they waited in confident ...for God to bring it all to pass. ...hey were not disappointed. See ... Divine Providence—God in ... He just picked the babe out ... river and put him in Pharaoh's ...—to make spoil of the wisdom ...ealth of Egypt, that he might ...ore easily deliver Israel. But ...oes not see that one of the ...points in the history of God's ...t people was the faith of Moses' ...? The destinity of the child, ...tinity of nation, turned on the ...of the parents.

ANALYSIS AND KEY.

...bolisk of faith.
...oses the most brilliant name ...on it.
... faith of Mose's parents.
...ecognize the child as Deliverer.
...ccessfully hidden three months.
...pedient of ark.
...ter sentinel.
...ace of the sacred bath.
...neummate strategy.
...it on God.
...denouement.
...he in palace.
...kes spoil of Egypt's wisdom.
...h of Mose's parents.
...rning-point of nation.

...E TEACHER'S LANTERN.

...hat pivot, the pious faith of ... nations are turning yet. ...od! who can exaggerate its ...ibility? Marvelous! that any ...can put a soul adrift upon the ... of time, headed toward ..., and not appreciate the acc...ility! Dissolute parents are a ... any nation. They push the ...k of the child-life into those ...d swift waters which, at the ...ll with Niagara roar into the ... hell.

* * * * *

...ing crocodiles infest the ... of our American life and ...r our youth. Every precaution ... taken before the child goes ... stream. But, after all, there ...timate element of selfhood in ...d which finally decides ... Ulysses-like-or not, he will ...t the sirens.

* * * * *

...est of charities is that which ...idely, persistently, and in...y exercised to-day toward ...nate children—fresh air ...country-home finding, news...dging-houses, societies for ...ention of cruelty to children, ...s homes, etc. How pleasing ...he children's Friend, who, in ... of His flesh, took them in ... and blessed them!

* * * * *

...e splendid achievements of ...ohs pale before this princely ...haraoh's daughter. Greater ...as the compassionate lifting ...ipping basket with its help... an occupant, than the placing ...on Cheop's snowy apex. ...ever this book of Exodus is ...read shall this beneficent deed, ...his queenly woman did, be ...a memorial of her.

OXFORD SEMINARY.

...mencement Curtain Has Fal...
...the Sad Farewell Has Been ...
...Art Reception and Annual ...
...Wednesday—Address by Dr. ...
...otcat Before the Literary So...

... The Observer.

... May 23.—At 3:30 o'clock ... the usual art reception was ...n a large number of visitors ...ns of the town came to the ... to inspect the work of this ...nt and to engage in social ... The public rooms were full ...tiful lawn was dotted here ... under the handsome trees ...ested groups. The picture is ...o be remembered—the new-... grass, the beautiful shade ... the young people here and ...

...ges exhibited manifested the ... thorough characterizing the ...e art department, in which ...s made to outline the prin...t, and not so much to make ... Especially noticeable and ... praise was the work of the ...rse in drawing for graded ...

...m. the annual concert has ... for several years. This ...sen because then only those ...usic attend and they listen ...it. Talking and disorder are ...d; really there is no tempta... The auditorium was again ... atmost capacity. The con...ted of piano quartettes and ...

...quick and certain relief from ... Mentor Graham's ...

...performed with the utmost precision and expression and it was manifest that the performers had had the most careful tuition during their course here. There were many beautiful solos that showed the very best training, only skilled performers being permitted to play solos. The very highest grade of work is done in this as in all other departments of the school. The director has been in charge for eight or nine years, and she and her two assistants have enjoyed the very highest advantages furnished in this country. The equipment in the department is new and first class, consisting of 15 new upright pianos and two practice clavicers.

The last exercise of what is acknowledged to be the most successful commencement exercise ever given by the seminary was the address before the two literary societies by Dr. E. M. Poteat, the distinguished president of Furman University of South Carolina. He delivered an address which was striking in thought and expression and riveted the attention of a large audience to an extent rarely seen. His subject was "Aim and Method in Education."

GOVERNOR GLENN TO-DAY.

Will Make an Address at Livingstone College and a Tremendous Crowd is Expected—Final Exercises—The Commencement the Most Famous in the Institution's History.

Special to The Observer.

Salisbury, May 23.—The closing of Livingstone College commencement, marking the quarter centennial, will take place to-morrow with the address of Governor Glenn. This takes place at 10 o'clock in the morning and it is expected that he will draw as Booker Washington did, when 3,000 or more heard him in the auditorium.

There has been a lull in the speaking and the college boys and girls have been indulging their own oratory. In the contest for the orator's medal—the Price prize medal—William J. Wall, of Asheville, won the honor in his oration on "The Evolution of a Thought." In the freshman contest for the gold medal in declamation Maxwell Whitehead, of Goldsboro, won the prize. The other winners have not been announced yet, but will be to-morrow. To-night is also a double contest for medals given by the young women of the Christian Temperance Union and then all of the students' talking will be over.

The commencement has been the most famous on account of the national characters attracted to it. There has not been a speaker since this week began who has not measured up to the great expectations. Beginning with the baccalaureate sermon, educators with national fame have been here and one of the notable addresses yesterday was that of Dr. W. P. Thirkield, of Howard University, Washington. It was much on the order of Dr. Washington, though he is a better speaker than the Tuskegan, who charmed a great audience. The speech of Dr. Thirkield was a very catholic utterance in that it spoke so kindly of the South and pleaded for the obliteration of the Mason and Dixon line. It was one of the really big efforts of the occasion.

The students and local professors took a back seat because the big men over-shadowed them for a time. But of the poem of Professor W. B. Crittenden it may be said that it was musical, highly witty and abounded in local hits that everybody enjoyed. The choruses were magnificent. All of the music has been splendid and not a few of Salisbury's best white people have been going out for this feature alone. The orchestra is an organization of most excellent musicians and the soloists all have done themselves especial credit. Taken as a whole, the Livingstonians have done wonderfully well. It is that general belief that has successfully landed them the ten thousand called for to date for their new Price building and the equipment of the Hood Theological Seminary and the Carnegie library now in course of construction. Booker Washington himself contributed $100 yesterday.

INJUNCTION GRANTED.

Judge Pritchard Decides in Favor of the Louisville & Nashville Against Beverly T. Crump Et Al.

Special to The Observer.

Asheville, May 23.—Judge Pritchard in the United States Circuit Court yesterday, granted an injunction in favor of the Louisville & Nashville Railroad Company against Beverly T. Crump and other railway commissioners of the State of Virginia, restraining the Virginia railway commissioners from enforcing the reduction of freight and passenger rates. This restraining order is similar to the injunctions recently granted by Judge Pritchard in favor of the Southern Railway Company against the railway commissioners of Virginia and North Carolina. The restraining order signed by Judge Pritchard to-day is made returnable before Judge Pritchard at Asheville at 10 o'clock Thursday morning June 27.

The action brought by the Louisville & Nashville against the Virginia railway commissioners is an independent suit. It is said that while the end sought is the same as contended for by the Southern and other railroads—the forestalling of reduced passenger fares—new points may be raised by the Louisville & Nashville.

The actions brought by the railroads by injunction and set for hearing before Judge Pritchard June 26th and 27th marks the beginning of the fight by the great railroad corporations of the country against reduced passenger fares and freight rates. The hearings before Judge Pritchard will be on the question of dissolving or continuing the injunctions pending the final test by suit of the actions of the railway commissions and State Legislatures in reducing railway passenger fares. It is also probable that the issues involved will be fought out before Judge Pritchard and subsequently the losing litigant will appeal direct to the United States Supreme Court.

WAR AGAINST CONSUMPTION.

All nations are endeavoring to check the ravages of consumption, the "white plague" that claims so many victims each year. Foley's Honey and Tar cures coughs and colds perfectly and you are in no danger of consumption. Do not risk your health by taking some unknown preparation when Foley's Honey and Tar is safe and certain in results. Ask for Foley's Honey and Tar and insist upon having it. R. H. Jordan & Co.

RELIEF FROM RHEUMATIC PAINS.

"I suffered with rheumatism for over two years," says Mr. Rolland Curry, a patrolman, of Key West, Fla. "Sometimes it settled in my knees and lamed me so I could hardly walk, at other times it would be in my feet and hands so I was incapacitated for duty. One night when I was in severe pain and lame from it my wife went to the drug store here and came back with a bottle of Chamberlain's Pain Balm. I was quick and certain relief from

...ERS' CONVENTION.

...ing Men Will Be Here in Large Numbers—Interesting Program Being Arranged—Visitors of Nearly 5,000 Expected.

Correspondence of The Observer.

New York, May 22.—With the view of obtaining the most reliable information possible concerning the cotton acreage of the United States for 1907, we addressed 2,000 letters to banks, bankers, cotton commission merchants and responsible planters, embracing every cotton growing county in the South, asking acreage estimates.

Up to this date we have secured 4,562 replies, of average date May 18, and the following tabulation is the result. In our opinion it is as approximately correct an estimate of the cotton acreage as could be secured by direct communication with parties competent to judge, residing in the Southern States.

	No. Replies.	Acreage Decrease.	Acreage 1907.	Acreage 1906.
Alabama	540	5 p. c.	3,525,000	3,750,000
Ark. and Mo.	396	10 p. c.	1,744,200	1,938,000
Florida	85	8 p. c.	229,080	249,000
Georgia	883	2 p. c.	3,974,880	4,056,000
Louisiana ...	178	10 p. c.	1,434,600	1,594,000
Mississippi ..	611	6 p. c.	3,193,180	3,397,000
N. C. and Va.	368	1 p. c.	1,201,860	1,214,000
S. Carolina ..	529	2 p. c.	2,276,540	2,323,000
Tennessee ..	228	9 p. c.	703,430	773,000
Tex. & Vars.	895	same	9,392,000	9,392,000
Totals	4,562		27,674,770	28,686,000

The total estimated decrease of cotton acreage in the United States for 1907 is 3.52 per cent., or 1,011,230 acres less than last year, and the average planting of the crop is two to four weeks later than normal.

At the opening of the season the conditions were very favorable for the preparation of the land, and much cotton was planted earlier than usual, and the inclination was to plant all the acreage possible.

Weather conditions during April and the first half of May have been abnormal over the entire cotton belt. Temperatures have been unseasonably low, and rains have been constant and excessive. These unfavorable weather conditions have generally eliminated the early start.

Farm work has been greatly interfered with and replanting has been generally necessary. Much of the contemplated acreage is yet to be planted.

Sunshine has been deficient and there has been no growing weather, and poor stands have been the rule.

Many of our correspondents complain of the scarcity and poor quality of the seed.

We consider the outlook for the crop very unfavorable. It is infact in a critical condition and is dependent more than usual on favorable weather conditions for the balance of the season.

LATHAM, ALEXANDER & CO.

WITH $1,500 DEATH BENEFIT.

Recommendation of Committee of Laws Affecting New Members Accepted by Supreme Body Royal Arcanum.

Boston, May 22.—The recommendation of the committee on laws of the Supreme Council of the Royal Arcanum permitting new members to start with $1,500 death benefit, was accepted at the session of the Supreme body to-day. The report of the special committee on sick benefits which was also accepted, was as follows:

"That an offical circular be issued calling the attenton of the order to the inequity and danger of attempting to provide benefits for sick and disabled members under the present unform system of dues, and,

"That this report be referred to the executive committee to consider if deemed expedient to prepare therefrom and promulgate a safe, justice and equitable system of dues, that will enable councilles electing to do so to provide for the payment of the dues and assessments of members temporary disability."

THE NEW PURE FOOD AND DRUG LAW.

We are pleased to announce that Foley's Honey and Tar for coughs, colds and lung troubles is not affected by the National Pure Food and Drug law as it contains no opiates or other harmful drugs, and we recommend it as a safe remedy for children and adults. R. H. Jordan & Co.

A WOMAN'S BACK.

The Aches and Pains Will Disappear if the Advice of This Charlotte Citizen is Followed.

A woman's back has many aches and pains.
Most times 'tis the kidneys' fault.
Backache is really kidney ache;
That's why Doan's Kidney Pills cure it.
Many Charlotte women know this.
Read what one has to say about it:

Mrs. Nellie Benson Reeves, of 218 North Tryon street, organist at the Episcopal church, Charlotte, N. C., says: "I used Doan's Kidney Pills and they have benefited me more than anything else I ever tried. I obtained them at R. H. Jordan & Co.'s drug store and used them for my back and kidneys, which have caused me great trouble and misery for a number of years. The use of this remedy wonderfully benefited me."

For sale by all dealers. Price 50 cents. Foster-Milburn Co., Buffalo, New York, sole agents for the United States.

Remember the name—Doan's—and take no other.

Young Men's Christian Association,
Charlotte, N. C.
May 8th, 1907.

Mr. A. J. Hunter,
Charlotte, N. C.

Dear Sir:

It gives me great pleasure to say that I can most highly endorse the Mallard Mineral Water. I know of no water equal to the Mallard Mineral Water, as I have tried all kinds, and have derived the greatest benefit out of this water. Persons suffering with severe cases of indigestion will find this water to be of great relief.

Yours very truly,
(Signed) H. J. KNEBEL.
'Phone 1159.
A. J. Hunter & Sons.

PEOPLE'S COLUMN

All advertisements inserted in this column at rate of ten cents per line of six words. No ad. taken for less than 20 cents. Cash in advance.

WANTED.

WANTED—At once, barber; first-class wages, thirteen, and half over twenty. Apply to Howard & Cline, Box 448, Hickory, N. C.

WANTED—Printer; good make up and stone man. Address P. O. Box 152, Charlotte, N. C.

WANTED—Doctor, retiring physician wishes to secure in his place a good doctor. Exceptional chance for right man. Doctor, care Observer.

WANTED—A live and experienced man to act as the secretary of the Chester ...

PEOPLE'S COLUMN

All advertisements inserted in this column at rate of ten cents per line of six words. No ad. taken for less than 20 cents. Cash in advance.

WANTED.

WANTED—Men and boys to learn plumbing, plastering, bricklaying, electrical trades; free catalogue; positions secured. Coyne Trade Schools, New York and San Francisco.

WANTED—White, clean rags. Observer Printing House.

WANTED—Good physician, good location, good town. Write quick to Opportunity, care of Observer.

WANTED—We want five good salesmen for central, western and eastern N. C., South Carolina, Ga. and West Va. Will pay a liberal commisison. Our line is right, our price is right and a good opening for a hustler. Enclose references. The Jenkins Millinery Co., N. Wilkesboro, N. C.

WANTED—For U. S. Army, able-bodied, unmarried men, between ages of 21 and 35, citizens of United States, of good character and temperate habits, who can speak, read and write English. Men wanted now for Philippine service. For information apply to Recruiting Officer, 15 West Trade St., Charlotte, N. C.; 23½ South Main St., Asheville, N. C.; Bank Building, Hickory, N. C.; 417½ Liberty St., Winston-Salem, N. C.; Glenn Building, Spartanburg, S. C.; Haynesworth and Conyer's Building, Greenville, S. C.; or Kendall Building, Columbia, S. C.

WANTED—You to get our special summer rates of tuition. Write to-day. King's Business College, Piedmont Building, Charlotte, N. C.

WANTED—A man of energy to take half interest in a steam laundry, and become manager, or will sell cheap for cash or exchange for real estate. New plant, latest improved machinery, centrally located. An opportunity for the right man. Answer quick. Address Laundry, care Observer.

WANTED—By Southern Power Company, one thousand men for contruction work on large dam and power houses. Five hundred men wanted at Ninety-Nine Islands Plant, near Blacksburg, S. C., and five hundred wanted at Rocky Creek Plant, Great Falls, S. C. Can use foremen, quarrymen, engineers, steam drill or any handy men around construction work of this kind. Address W. A. Leland, resident engineer, Great Falls, S. C., and A. L. Cornell, resident engineer, Blacksburg, S. C.

WANTED—A girl or young woman of good character from the country to do light house work and live with small family in Charlotte. Good home to the right person. Address "Companion," care The Observer, Charlotte, N. C.

WANTED—Office work for all or part of day. Well educated. Book-keeper-typewriter. Address W. D., care Observer.

MISCELLANEOUS.

ROOMS and board for gentlemen. 8 and 14 West Seventh St.

THE GRADED schools of Hickory, N. C., will elect superintendent and four lady teachers. Address N. E. Aull, Sec.

VISIT THE BIJOU THEATRE, Greensboro, Salisbury and Greenville, only high class pictures presented. Special attention to ladies and children.

EXPOSITION visitors can be accommodated at reasonable rates. Write 436 Bute St., Norfolk, Va.

MEN—We teach barber trade in eight weeks and guarantee position when through. Wages while learning. Write for catalogue. Moler's Barber College, 131 Prince St., New York City.

KING'S Business College, Charlotte, N. C., guarantees good positions. Best teachers, handsome equipment. Get our summer rates.

THE LARGEST dye house in the South is the title of the Queen City Dyeing and Cleaning Works.

DAINTY DESSERTS ARE A FAILURE When cheap, weak extracts are used. Just try Blue Ribbon Vanilla next time and see what a wonderful change for the better it will work.

FURNISHING laborers our specialty. Railroad contractors, mill contractors and etc. When you are in need of labor, please wire, write or 'phone 1334 the Meadows Employment Agency, Charlotte, N. C. Satisfaction guaranteed. References furnished. Several branch agencies connected.

IF YOU HAVE two boys, the cheapest way to educate them is to move to a college town. Write Dr. G. M. Maxwell, Roanoke, Va., for prices on nice eight-room house with large lot, good barn and garden; Main street, Davidson, N. C.

SPEND YOUR SUMMER at the most delightful seaside resort on the Atlantic coast. Free from malaria, mosquitoes and other insects. Surf bathing right at your door. For further information address Tarrymoore Hotel, Wrightsville Beach, N. C.

PRIVATE BOARDING HOUSE will open June 1st. Can accomodate several gentlemen for room and board. Table boarders especially desired. Conveniently located. Address Box 128, City.

FOR SALE.

FOR SALE—300 cases 3 Catawba Valley Brand Blackberries extra quality, Burke county pack. Write for prices. Morganton Grocery Co., Morganton, N. C.

FOR SALE—No 28s warp yarn on section beams. Submit offer. Steele's Mills, Rockingham, N. C.

FOR SALE—One of the most desirable homes in city, 904 South Tryon street. Terms easy. J. M. Oates.

FOR SALE—On good terms my residence at Elizabeth Heights. Or will exchange for well located undeveloped property. George Stephens.

FOR SALE—34-acre farm, North Charlotte; near car line and new passenger station; choice location for elegant homes, elevation high; can make 6 nice small places; will enhance very largely. J. Arthur Henderson.

FOR SALE—Prime cotton seed meal and hulls, car lots only. Write for prices. W. F. Brode & Co., Memphis, Tenn.

FOR SALE—692 acres of land, 300 acres forest oak, pine and poplar, 200 acres of upland, 100 acres bottom, 10 miles from railroad. For further information apply to Citizens' Loan & Trust Co., Cornellius, N. C.

FOR SALE—Nine Hopedale twisters, 176 spindles each, 2¼-inch rings, 3-inch gauge. Eight Knowles, single box Terry towel looms. Four cams, 56-inch reed space. Twenty loom beams for same. Two Lindsey and Hyde reels, 50 spindles each. One Indigo dyeing machine, made by the Moffett Machinery Co. All the above machinery in first-class condition, can be seen in our mill. To move at once we will sell cheap. Huguenot Mills, Greenville, S. C.

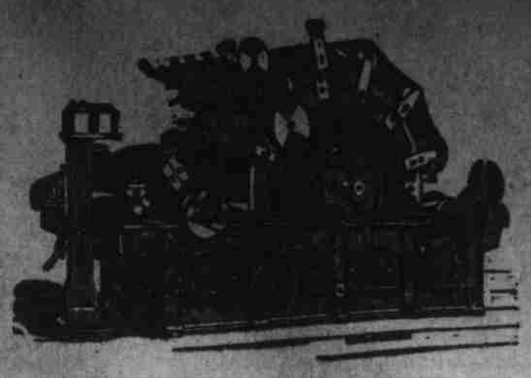
FOR RENT.

FOR RENT—By June 1st, Clarkson residence, 10 E. 9th street. H. E. Fowler, Admr.

FOR LEASE—Virginia Shipp Hotel, Newton, N. C. A modern, three-story, pressed brick hotel, just finished, entire new furnishings, electric bells, electric lights, steam heat throughout, ideally located on C. & N.-W. and Southern R. R. in piedmont section, between Salisbury and Asheville. For terms of lease address Owner Virginia Shipp Hotel, Newton, N. C.

SACO AND PETTEE MACHINE SH...
COTTON MACHINERY

Pickers
Revolving
Flat Cards
Railway Heads
and
Drawing
Frames



Stubbing
Intermed...
and
Roving F...
Spinning Fra...
Spoolers
and

A. H. WASHBURN, Southern Agen...
CHARLOTTE, NORTH CAROLINA

COMMISSIONER'S SALE OF REAL ESTATE.

By virtue of a decree of the Superior Court of Mecklenburg county in the case of Mary E. Wriston and others vs. Mary V. Smith and others, the undersigned, commissioner of the court, will proceed on Monday, the 3d day of June, 1907, at 12 o'clock m., at the court house door in the city of Charlotte, to sell to the highest bidder the following real estate:

Situated in the southern section of the city of Charlotte, adjoining the lands of J. S. Myers, Thompson Orphanage and the Charlotte Consolidated Construction Company, containing seventy-five and 8-100 acres. This tract has been divided into three tracts, one containing twenty eight and 1 88-100 acres, the second containing twenty-six and 8-100 acres, on which there are several acres of timber land, and the third containing twenty and 12-100 acres. Also another lot or parcel of land at the intersection of Saint Catherine and Middle streets, in the city of Charlotte, containing four cottages, three rooms each, lot ninety-nine by one hundred feet. Also lot on Saint Catherine street, in the same block as above, containing one four-room house, lot forty-eight by ninety-nine feet.

Terms of sale: One-half cash and balance in twelve months. Title to be retained until the purchase money is paid, and option to be given purchaser to pay off all the purchase money at once or at any time before the maturity of the deferred payments.

A map of the lands and full information may be obtained by applying to the undersigned at his office at No. 33 North Tryon street.

B. R. LEE,
Commissioner.

This 15th of April, 1907.

For Good Building Brick address
Rock Hill Brick Works,
Rock Hill, S. C.,
or
Catawba Brick Co.,
Van Wyck, S. C.

Flowers

CARNATIONS AND ROSES
POT PLANTS AND FLORAL DESIGNS OF EVERY DESCRIPTION.
SCHOLTZ,
The Florist.
20 W. Trade St. 'Phone 1443.
Greenhouse 'Phone 2061.

NEW SUIT CASES

JAPANESE CANE, very light and fine; 24 in. $5.00, 26 in. $5.50.
ENGLISH RATTAN, light and durable; 24 in. $3.50, 26 in. $4.00.
IMITATION MATTING, excursion style; 24 in. $1.25.
EXPOSITION, genuine cowhide, world beater; 22 in. $5.00, 24 in. $5.50, 26 in. $6.00.
Extra light Fibre Cases, extra light Steamer Trunks, Gents' Hat Boxes, Ladies Hat Trunks; all the best styles Trunks and Bags.

GILREATH & CO.

Machinery for Farm and Factory.
Engines, Three kinds, from 12 to 150 H. P.
Boilers, Return Tubular and Portable on skids, from 12 to 150 H. P.
Improved Gin Machinery, Single Gins and Presses, and complete outfits of capacity of 100 bales per day and over.
Saw Mills, Four or five kinds, all sizes in use in the South.
Pulleys and Shafting, All sizes from the smallest to complete cotton

An Actual Fact

Yesterday morning I was in a drug store for a few minutes and while there Mr. —, the proprietor, threw down a letter which he had received and just opened.

"That must be a cheap skate firm," he said. "Why?" I replied, with a sense of curiosity, at what the letter contained. "Look at their stationery. I can tell by the way that letter head is printed and the kind of paper used that that is a cheap John place, although I do not know them."

And so we emphasize it—that your printed stationery is judged by all who receive your business letters. That letter is your salesman. Have it dressed well and it will carry more weight. The same about your bill heads, envelopes, cards and all your printed matter. This case is not fictitious—it actually occurred just as given, which prompted this advertisement.

Try our Commercial Printing.

The Observer Printing House
Charlotte, N. C. Phone 127.

HACKNEY BROTHERS
Plumbing and Heating Contractors
Carry the largest and best selected stock of fixtures in the State.
Office 6 W. Fifth St.
Wareroom 408 N. A. St.
Charlotte, N. C.

Visiting Cards

We make a specialty of fine Hand-Engraved Visiting Cards and Wedding Invitations. Can fill orders in 4 to 6 days. We have plates belonging to customers of Houston-Dixon Co., and will be glad to fill orders from them at any time.

GARIBALDI, BRUNS & DIXON

DR. C. L. ALEXANDER
DENTIST
CARSON BUILDING
Southeast Corner
FOURTH AND TRYON STREETS.

HOOK AND ROGERS
—ARCHITECTS—
CHARLOTTE & GREENSBORO, N.C.

Wheeler, Runge & Dickey
—ARCHITECTS—
Second Floor 4C's Building
CHARLOTTE - - - - - - N. C.

HIG... CAPU... CU... ALL A... And Nev... Trial bottle fr...

THE PILGRIM ...
White Stone ...
(not glass) is the mo... tary and coldest ... frigerators. It stan... out a rival and an in... will convince the ... skeptical. Come in ... us show you.
J. N. McCausland
Stove Dealers, Roofing Co...
221 S. Tryon Street

Charlotte's Best Condu... Hotel
THE BUFO...
Special attention giv... Table Service, making ... equalled in the South. ... a feature of The Bufor... is claiming the attenti... the Traveling Public. ... Clean, Comfortable Be... tentive Servants.
C. E. HOOP...
Manager

I have moved my ... to 5th floor, Trust Bu...
L. L. HUNTER
—ARCHITECT—
'Phone 376.

Dr. E. Nye Hutc...
J. J. Hutchison.
E. Nye Hutchison & ...
INSURANC...
FIRE, LIFE, ACCIDENT
OFFICE No. 9 Hunt Bui...
Bell 'Phone 4592.

N. & W. Ry. Norfolk & W...
Through Trains Daily, Char... Roanoke, Va.
Schedule in effect Nov. ...
*11:00 am Lv Charlotte, So. Ry. ...
2:15 am Ar Winston, So. Ry. ...
2:50 pm Lv Winston, N. & W. ...
5:00 pm Lv Martinsville, ...
6:25 pm Lv Rocky Mount, ...
7:25 pm Ar Roanoke, ...
*Daily.
Connect at Roanoke via Shen... Valley Route for Natural Brid... Hagerstown, and all points in ... vania and New York Pullman ... Roanoke and Philadelphia.
Through coach, Charlotte ... Additional train leaves Wins... a. m., daily except Sunday, for ... west, Virginias and Shenandoah ... points.
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