



# THE AMERICAN

79 Milk Street, Boston, Mass.  
J. S. GOTHMAN, Southern Representative, 405 Trade Bldg., CHARLOTTE, N. C.

### STAND UP.

You hear a fellow saying—  
That he's down upon his luck?  
It's like a donkey craving:  
A man is never stuck!  
Yet because he is your brother,  
Tell him not to whine nor wail;  
He's as good as any other,  
Let him stand-up—straight!

Of course you will be ready  
With a friendly helping hand;  
You'll have to hold him steady,  
Perhaps, before he'll stand;  
And maybe you must raise him,  
He's in such a lousy state;  
But just tell him, naught can fade him  
If he'll stand-up—straight!  
—Arthur Chamberlain.

### LES PATHEMIQUES

"De Profundis Clamo."  
Well I be heard? Is not my woe pathetic? Is woe not deeper, than delight? Must ye not understand me if I speak unto ye out of the depth of my sorrow, of the sorrow of a human body, of a human soul? Are ye not human yourselves, and have ye not a soul? If suffering and sorrow is not the nearest and immediate purpose of our life, our existence would be the most purposeless phenomenon in this world. It is absurd to suppose that the infinite and eternal suffering which springs from the everlasting needs, cares and disappointments of this life, the suffering of which the world is full to overflow, is purely accidental and purposeless. Any individual misfortune or care or disappointment appears as a case in itself, as an exception, I will admit; but when we go deeper into the subject, we will see that misfortune and suffering is the rule, a rule to which there is no exception. Is not the cry of human body tortured, tormented and outraged by mortal pain, a familiar one? Do you not recognize a familiar note in the passionate outburst of a human soul, isolated, uncontrolled and attacked by the demons of doubt and uncertainty?

recurrent serious and melancholy strain, which appears like a dear memory of the days of strife and struggle, disease and agony. There are in it too a few phrases in the language of Bach, written "alla fuga," and they voice the religious consolation of the patient. The triplet runs occur oftener, the convalescent becomes stronger, his laughter heartier; pure and noble ideas again fill his soul, and he is glowing with a lofty enthusiasm, which soars from the cares and miseries of this world up to the highest regions.—The end is at hand. One last powerful and mighty passage, a rapid succession of full chords and then—Nirvana.

Oh Beethoven, what a glorious optimism thou art! Thou hast found the remedy, thou sayest: "From the valley of pain and sorrow to the mountain region of everlasting bliss and joy." So delight is deeper after all than woe, for delight is infinite and eternal. Tragic and melancholy are the story, but ideal joy is the conclusion, and for that we revere thee.

There is a view of human life from which philosophy and religion are alike excluded. That view, in which the individual is entered with "time" for such prizes as may seem to him best worth gaining, vanishes in a gloomy perspective at the point of death. In it, the most simple and inevitable of human affairs take on the color of tragedy. The joy that is a death shadow, this when we think of Tchaikovsky's "Symphonie Pathétique" to appreciate this much it is necessary to understand the character of its emotion. There is a great that lodges for a time in every stout heart; but has no trace there; its darkness is glided with the rays of hope. With this grief we have no concern here. Here the clouds have no bright lining. There is no hope, no optimism here at all, nor any aspiration to hope.

### The Young Salesman.

For a young salesman to make a success as a traveling man, he must be truthful, honest and willing to work hard all the time, not ashamed to start on a small salary. If he lacks these qualifications he had better quit to-day.

### Hotel News.

Mrs. G. F. Sholar, at Bessemer City, is now taking care of the traveling public at that place. The U. C. T. will find this house just like home.

### U. C. T. Personal.

Mr. R. H. Fairhearts, of Spartanburg Council No. 323, now represents Keen & Peirville, New York City, dress goods. Mr. Fairhearts is one of the best known salesmen on the road to-day and has always enjoyed a very large trade.

Mr. S. L. Presho, the popular salesman for the Beasley Howard Shoe Company, of Lynchburg, Va., spent Thanksgiving with his family.

Mr. N. C. Corbin, of Council No. 172, Birmingham, Ala., was in the city last Wednesday attending the D. O. K. K. meeting, stopping at the Hotel Buford.

Mr. S. B. Bundy, of Monroe, member of Charlotte Council, was up shaking hands with the boys last week.

Col. A. F. Cartell, the jolliest of all "drummers," who always wears a broad smile, was a visitor for a few days last week. His headquarters were at the Selwyn.

Dr. J. R. Henderson leaves this morning on his regular Southern trip. His first stop will be Cornwall, N. C., at which place he will spend several days. We wish the doctor great success and earnestly hope he will be able to finish the trip by Christmas so as to spend the holidays in Charlotte.

Mr. H. C. Eby, of Baltimore, was in the city last week, wearing a complete business gown in his line.

Mr. N. V. Porter, of Charlotte Council, is back from a brief hunting trip.

Messrs. L. N. S. Hoff, J. W. Zimmerman and E. B. Littlefield spent Thanksgiving Day hunting in South Carolina. We were unable to learn from them what luck.

Mr. D. A. Vos Burg leaves to-night for Washington and other points North.

There are musical compositions, two compositions which bear the cognomen "Pathétique." One is the "Grand Sonate Pathétique" (op. 13) of Beethoven, the other Tchaikovsky's "Sixth Symphonie." But how different, how opposite are these two! One speaks to us of human woe and sorrow; speaks to us in our own language, while the other theorizes in philosophical terms on a metaphysical subject. Tchaikovsky, no doubt is the "minority orator," he is seldom understood, for he speaks to thinkers only, and thought is such an exertion, that there are only few to be found, who can be induced to think. But Beethoven, the mortal, with his human weaknesses and infirmities, his human sorrows and griefs, he speaks to us all, for he speaks as a soul to a soul and here we need not strain our mental capacities, but only have to hear and feel. Ye women, ye conglomerations of emotion, ye beings who are all soul, do ye not understand his old familiar tale?

To hear, to feel and remember it, might break your heart, if you but realize the passion and tragedy underlying that to which it gives sound and rhythm. The first movement, the "Grazioso" cry of mortal agony, the outcry of a pain-tormented body, of a tortured human soul—and then the feeble and soft, but impassionate and intense pleading for help, for a remedy. Out of the great depths of his stricken soul, out of his very being, he cries unto you, unto the stars, the heavens, unto all nature; he begs, he pleads and unites: "Oh be gracious and merciful, help and aid me, heal my wounds and cure my sorrows, the sorrows of my tortured and disturbed and torn to pieces by the black shadows of doubt and uncertainty."

### A DANGEROUS DEADLOCK.

That sometimes terminates fatally, is the stoppage of liver and bowel functions. To quickly end this condition, Dr. King's New Life Pills are the only remedy. Guaranteed absolutely satisfactory in every case or money back, at all drug stores.

### DE PROFUNDIS EXCLAMAVI.

K. V. L.

### U. C. T. Fall Campaign.

We start this morning on a four months' campaign for new members. This campaign will end on April 1st, 1905, and it is our ambition to land 100 men within this time. We will give one social session each month from now until that time. Our first one will be given on December 14th. It is earnestly desired that every effort be put forth by our members to make this the greatest campaign ever held in our city. We have a membership of 216 while we have 700 traveling men out of the City of Charlotte so you see that we have ample material to accomplish this work. Now, let all get busy and get in our bones the genuine old enthusiasm which belongs to the traveling man.

"Allegro con brio." A revolt against everything in existence, against the whole world, a reasoning against the one chosen to be the patron of torment, why should I, friendless and unloved, be thus afflicted?—The arguing becomes less intense—fainter and fainter—a barely audible whisper—then dies out completely. A vision has appeared on the horizon, a "Pata Morgana," an oasis in the desert of grief and despair. A siren is before you, luring you to the shore of suffering and singing a melancholy, but soothing "Aunt." A divine melody, which annihilates all pain and heals all wounds. But, alas, it is only of short duration—a vision, a mere dream—and the awakening comes soon. With it comes the realization of the nothingness of the dream, and the actual pain and misery of before. Again there is a strong revolt against the unfeeling decrees of nature, against their rights and justice. Then a short recurrence to the "Lento," the "Grave," another shriek of mortal agony, another plea for succor. Again a furious attack on the one chosen to be the patron of suffering, and its oraculous and unshakable decisions, once only interrupted by a faint recollection of the dream of yesterday, the siren and its song—then another tremendous outcry, another powerful outburst, and we go into the "Adagio Cantabile."

"Pax Volens," is its meaning. It is the peace and restfulness which comes after the storm, the complete exhaustion after the wild and fruitless revolt against fate, after the furious attack of the elemental forces, but now nature against the invisible force, there is still sadness and sorrow in it, but the singer is resigned and submissive and his chant is a praise hymn on the tragic majesty of woe. The poor mortal is enlightened, and he no longer speaks for himself.

Salesmen, spend your spare time with the merchant who has the other fellow.

Salesmen, be broad-minded, generous and have a hearty laugh for all. Avoid narrowness and petty feelings.

Never enter into any argument about the price when you can possibly direct your talk into other channels.

Do not hesitate to name your price frankly and fearlessly, whether you think it high or low. There is more in the manner of stating a price than in the price itself. The tone of your voice in stating a price is vital in securing it.

As a general proposition it is not wise to try to sell all the business of a merchant in any line of goods. Such a method invariably results in cut prices or other injurious conditions consequent upon the frantic effort of a competitor to secure a portion of the business, so therefore to sell more people more rather than some people more is a good rule to follow.

After the tragic bustle comes the less terrible, more tearful second subject ("Andante"), the supplemental of gloom, and the beginning of resignation to suffering—these are the impressions of the first movement on my mind. The thing bursts suddenly upon you after the sibilant lament of the introduction, and in the very first subject, the chill chattering of the upper wind, strikes dismay into the heart.

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### Advertisements.

Advertisements are accepted for the American at the rate of 10 cents per line per week. For a full list of rates and conditions, apply to the publisher, J. S. Gothman, 79 Milk Street, Boston, Mass.

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and  
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and  
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A Day Medicine for Bury People.  
Brings Golden Health and Renewed Vigor.  
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We carry in stock Yarn and Towee Hoists up to six tons capacity; also a full line of Packing, Pipe, Valves and Mill Supplies.

Does your stock get salt regular? If not, why not? Salt is just as important as feed. In many cases this is neglected because most people don't realize how important it is. Investigate our Salt Bricks and Feeders, and if you put them in your Stock cost entirely too much to be neglected, and the cost of a Feeder and Salt Bricks is only a few cents. We are making a special price on our Feeders and Salt Bricks during the month of December.

### J. W. Wadsworth's Son's Co.

### GUN METAL LEATHER

Is now considered the handsomest leather the tanner has ever given us. We have fashioned two very taking Shoes of this superb leather. They exactly fit the designer's aim.

**THE TEACHER**, Blucher style, extra heavy water-proof sole, full fashioned toe, rubber heel. Every business woman should wear this shoe; size 1 to 8, width B to E. Price.....\$4.50.

**THE FAVORITE**, Court Blucher, light welt sole, close edge, dainty opera plain toe, Cuban heel. The dressed woman appreciates this Shoe; size 1 to 7, width B to E. Price.....\$3.50.

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## YARN REELS

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Keeps Oil Off the Yarn While Doffing.  
Every Machine accurately balanced and tested at speed before shipping.

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of Mrs. Joe Person's Remedy. It may be either written or displayed. Do not put name on the advertisement. Put name and address on envelope. The advertisements will be carefully numbered in the order in which they are received. Send for pamphlet giving information in regard to

**MRS. JOE PERSON'S REMEDY.**

Messrs J. R. Ross, of the Charlotte Observer, and A. W. Burch, of the Charlotte News, will act as judges. Falling to agree, they will call in a third man.

Contest Closes at Noon, December 24th, 1907.

No advertisements returned. Send all advertisements to

**MRS. JOE PERSON,**  
Charlotte, N. C.

**J. H. WEARN & CO.,**  
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Three kinds, from 12 to 150 H. P.

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Single Gins and Presses and complete outfits of capacity of 100 bales per day and over.

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Four or five kinds, all sizes in use in the South.

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All sizes, from the smallest to complete cotton mill outfits.

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### Hardwood Mantels

We manufacture and carry a large stock of Hardwood Mantels; also dealers in Tile and Grates. Can fill orders promptly. Write for catalogue.

**J. H. WEARN & CO.,**  
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### Cut Flower Time

has come again. We have them, as usual, and the unusual kind—the kind that are just a little better than the ordinary commercial kinds. We grow fancy in ROSES, CARNATIONS, etc.

We make handsome Brides' Bouquets. We ship the hand-somest Floral Designs used in North Carolina, we do. Write us, telegraph or telephone. We ship to any point—quick.

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