

U. C. T. Social Last Personal.

Mr. Garland W. Ould, of Lynchburg Council, entertained his friends at a stag dinner on December 5th at the... U. C. T. Social last personal.

Trade Conditions.

The traveling salesman for the past six weeks has been against the good and hard as well as others, but talk with him a few minutes and you will find that he still has his nerve because he knows full well that it is only a question of a short while and things will adjust themselves to the old standard. He knew it was a time only for discretion and good judgment.

The High-Priced Salesman.

Every jobber who tries to economize by keeping his salary account "down" by employing cheap traveling salesman makes a grave mistake in my opinion. It takes his time, which is valuable and should be spent in an executive capacity, in looking after details which could be left to the salesman were they the right kind. The consensus of opinion among successful jobbers is that it pays to employ the best salesman obtainable then the jobber is assured of proper execution of orders and his mind is left free to handle the larger problems of his establishment. Go carefully over your organization and pick out the salesman best fitted for each territory. Map out the things you wish done and which you have given your time heretofore; make your salesman responsible for the results, then go ahead and plan a larger business and you will receive a larger influence in the community which will make your business grow. Read the following creed of the great Marshall Field. It is wonderful and full of inspiration and the high-priced salesman is working harder each trip to get where this store is—at the top. Listen to it: "To do the right thing at the right time in the right way, to do something better than it was ever done before, to eliminate errors, to know both sides of a question, to be courteous, to be an example, to work for the love of work, to anticipate requirements, to develop resources, to recognize no impediments, to master circumstances, to act from reason rather than rule, to be satisfied with nothing short of perfection."

U. C. T. Smoker.

On Saturday night, December 14th, at 9 o'clock p. m. at the Selwyn Hotel, Charlotte Council will entertain the traveling men of Charlotte at its first public smoker. It is the earnest desire that every traveling man in the City of Charlotte be present at this time. We have arranged for a number of the best speakers of Charlotte to talk to you on this occasion. If by oversight you have not received an invitation through the mails do not think by this that we are not expecting you. We made every effort possible to get your name and if we failed to do so it was simply an oversight, so take this, please, as your invitation and honor us with your presence.

Saturday Night's Meeting.

As usual another meeting of great interest was held on Saturday night. We appreciated very much our large attendance, and if the boys could only understand how much encouragement it gives us by their presence at every meeting, I venture to say they would never miss another. Brothers J. J. Jones, G. G. Ralls and H. C. Huddleston were led gently over the mountains and landed safely in the fold. We were glad to also see our friends, Brothers A. S. Reid and Cameron McRae. We were sorry these brothers had to leave so early, as it was our intention to give each of these gentlemen at least three hours in which to make a speech. Owing to sickness, Brother Littler was absent, something very, very rare. But you can always know without asking that he is either out of the city or else sick. Right here I wish to say Charlotte Council has the best secretary in the United States, barring none. Every visiting brother finds a warm welcome at our meetings. We had the pleasure of having with us at this meeting Brother E. D. C. Oliver, of Council No. 24, Baltimore, Md. His songs were very much enjoyed by the council. Brother L. L. Green, No. 323 Council, Spartanburg, S. C., was also present, and brought with him greetings from Spartanburg Council. Sick committee for December: W. T. Dunlap, W. M. Lyles, H. J. Herb, W. T. Boyce and C. O. Kuester. Our next regular meeting night, December 19th, 7:30 p. m. Come, brothers, we miss you when not at the meeting.

Two Cotton Reports This Week.

Cotton men everywhere are waiting with interest the two reports which the government will issue this week. The first is the ginners' report, which will be announced this morning at 10 o'clock and which will give the number of bales ginned up to December 1st. The government estimate of the total crop will be made public to-morrow. This is one of the events of the year in cotton circles and the interest in it is commensurate with its importance. The earth with Jack Frost shakes. Not a man will have the ache, it is every inch a dose he takes. Of Hollister's Rocky Mountain Tea, R. H. Jordan & Co.

Practical Work of December Term of Federal Court to-Morrow.

Practical work of December term of Federal Court to be taken up to-morrow—Cases of Interest—Will Bell Case Be Not Proved? Most of the officers connected with Federal Court, which is due to convene to-day, but will not actually organize till to-morrow, will arrive in the city to-day from diverse places. Cases of interest to be taken up to-morrow morning by Judge J. B. Boyd. The grand jurors have been selected and the jury will be drawn to-morrow. Among the cases to come up are those of the government versus N. M. Jones, James E. Benton, and W. E. Junker, who are charged with unlawfully detaining pieces of mail, by taking the same to their homes, and so forth. The defendants in these cases were all employees of the local postoffice. They were arrested and given preliminary hearings before United States Commissioner J. W. Cobb more than a month ago, on warrants served out by special government postoffice inspectors sent here to investigate complaints that mail matter was being tampered with. Benton will be represented in court by Mr. W. C. Maxwell, Mr. Jake Newell will represent W. E. Junker and Mr. Frank Shaanhouse will look after the interests of N. M. Jones.

MR. H. M. VICTOR RESIGNS.

Well-known Cashier to Sever His Connection With the First National Bank With the End of the Year—Successor to be Named by the Directors Next Month. Confirmation has been secured for the rumor which has been current for some time, to the effect that Mr. H. M. Victor, cashier of the First National Bank, had tendered his resignation to the board of directors and that after the first of the year would no longer be identified with this well-known and highly respected financial institution. Mr. Victor's resignation was accepted by the board of directors at a meeting held last night for a statement but secured nothing other than that the report was true and that he would sever his connection with the bank at the end of the year. He is, however, that the change was nothing more than a business proposition and that a perfect understanding obtained between himself, the directors and bank officials generally. He simply deemed it to his advantage to effect a change, and hence his resignation, which was tendered two months ago. The announcement of this forthcoming change will be of interest to many Charlotte people. Mr. Victor came to Charlotte four years ago from Danville, Va., where, for a number of years, he was cashier of the First National Bank. His work with the local institution needs no comment for one who has studied the details of the report made out last night at the call of the board of directors, showing the condition of the First National Bank at the close of business December 31. Mr. Victor has accomplished a great work as cashier of the First National Bank and has always occupied a prominent place in the financial affairs of the city. Under his guidance the First National has stepped to the front of the financial institutions of the State of the State, a position which it has ever retained and strengthened. Mr. Victor's successor will be chosen at the meeting of the board of directors, following a meeting of the stockholders, Tuesday, January 10th.

Charlotte and Baseball Games This Spring.

The managers of the various college baseball teams are busy perfecting their schedules for the spring season. None as yet have reached a sufficient stage of maturity to warrant publication, and the number which Charlotte will land is quite problematical. This often depends very much on circumstances. A town which is given set is unquestionably the place might, under a different set of circumstances, be not so good a place as some other, matters of distance and the like being considered. Charlotte yields to none of her sisters, however, the palm of the State's best baseball town, although to be sure the patron here is no better than it should be. A number of games have been talked of to be played here and the managers will do well to arrange them. Charlotte will take care of them, if they see fit to come.

New York Getting "In-Fast."

"Poor old New York," said a Charlotte man yesterday, as he laid down the morning paper. "The folks can't even go to a theatre to-night, though the moving picture shows will temporarily remain open. The press dispatch says that the order clamps the cover on all forms of amusement, including vaudeville entertainments to the Sunday evening entertainments of the Y. M. C. A. Isn't that positively distressing? If it goes much further New Yorkers will have to run down to wicked Charlotte for a gay Sunday. Here they can't buy a dog on Sunday—if they can't locate a blind tiger."

Notices That Came From Afar.

Occupying conspicuous places in the police station yesterday were several strange circulars descriptive of a man by the name of Peterson, who, on November 12, absconded from Falun, Sweden, with his accounts in the national bank there woefully short. The circulars are printed in French, German, Swedish, Spanish, Italian and English, and are curious by reason of their strange wording and the peculiar photographs. Peterson is supposed to have escaped to America and hence the presence of the posters. A reward of 1,500 francs is offered for his arrest.

BADLY MIXED UP.

Abraham Brown, of Winterton, N. Y., had a very remarkable experience; he says he knows a lady who has taken one said heart disease; two called it kidney trouble; the fourth, blood poison; the fifth, stomach ache; never ironed; the sixth, she had a headache; so he advised trying Electric Bitters, which are restoring me to perfect health. One bottle did me more good than five doctors prescribed. Guaranteed for blood poisons, weakness and all stomach liver and kidney complaints, by all druggists. 50c.

MUSCULAR PAIN CURED.

"During the summer of 1905 I was troubled with muscular pains in the instep of my foot." Mr. H. J. Foster, of Clinton, Ont. At times it was so painful I could hardly walk. Chamberlain's Pain Expeller was recommended to me and I was completely cured. I took a small bottle. I have since recommended it to several of my friends. All of whom have benefited. For sale by W. L. Hand & Co.

Funeral of Mrs. McLaughlin.

The funeral services over the remains of the late Mrs. Sarah Walsh McLaughlin, widow of the late Joseph McLaughlin, were conducted yesterday afternoon at 4 o'clock from the residence, No. 311 East avenue. The minister in charge was Rev. Dr. H. H. Hultin, pastor of the First Baptist church, assisted by Rev. E. E. Boyer, pastor of Tryon Street Methodist church. Interment was at Elmwood Cemetery.

Charitable Institutions Remembered.

Charlotte Council, No. 237, United Commercial Travelers, has ordered Christmas gifts for the Thompson orphanage, Alexander Home, Home, Charlotte Day Nursery, Crittenton Industrial Home, and the Barium Springs Orphanage two weeks ahead of time. These gifts consist of checks for \$15 each, which will be mailed out to-day with the compliments of the order. The local council is generous in its gifts and never forgets to remember those in need as the holiday season rolls around.

Medical College Decides Not to Attempt to Put Forth a Baseball Team This Spring—Football Manager Elected and Strong Schedule Will Be Arranged For Next Fall if Possible.

It has been definitely decided by the athletic association of the North Carolina Medical College that no attempt will be made to equip or put a baseball team into the field this spring. There were various circumstances which gave rise to this decision, most of which are apparent on the surface. It is stated that the college is not at all unlikely, however, that the college may enter into participation in this branch of athletics next year. Preparations are already under way for a successful and eventful football season in 1906. As stated a few days ago, Dr. M. Seymour has been elected captain, and since then Mr. A. P. Kelly, of Moore county, has been chosen manager. It is proposed to arrange games with the University of Virginia, South Carolina University, Georgia Institute of Technology, University of Alabama and with Nashville. Besides these out-of-town games, it is planned to bring to Charlotte such teams as Davidson and A. & M., perhaps to play, thus giving the Charlotte public a chance to enjoy the sport and to help support the team. The boys are looking into the future and do not propose to let up until their hopes are realized.

COMING THROUGH THE RYE.

"Coming Through the Rye," the greatest musical comedy that has ever been brought forward in this country, will be presented at the Academy of Music Friday night. It comes with the big original company of 35 Canadians, singers and dancers, and with all of the scenery, costumes, and other effects which have made this production conspicuous among its contemporaries. The comedy element of the piece is said to be exceptionally bright and to keep an audience immoderately laughing from the beginning to the end of the performance. It was written by George V. Hobart, one of America's distinguished humorists, and this talented author is said to have evolved a story and to have devised scenes and incidents which exceed any that have been accomplished by a writer of musical comedy. The musical score, which was contributed by A. Baldwin Sloan, is not only delightfully tuneful, but it is jingling and catchy—just the kind of music which is so popular nowadays. The chorus and dancing ballet in this organization is said to be one of its most attractive features. It includes upwards of 60 sweet-faced, graceful girls. Mr. Frank Lator is the principal comedian of the company and the success he has achieved in this piece has given him a place among the foremost comedians of the day. There is no doubt whatever that the forthcoming presentation of "Coming Through the Rye" will pass in the history of amusements in this city as one of the most delightful events that have ever occurred here, and it is to be hoped that it will be greeted by an audience commensurate with its undoubted merits. The advance sale of seats begins Wednesday morning at Hawley's.

MAHARA'S MINSTRELS.

Mahara's Minstrels will be the attraction at the Academy of Music next Saturday matinee and night. This company is an old established company well spoken of by the press and public. They number some 35 numbers, all colored. A novel departure from the ordinary minstrel with this company is a membership of twelve women, who add greatly to the singing choruses, of which the Maharas strongly feature. They carry their own band and orchestra and will give a novel street parade Saturday morning. During this engagement the entire balcony and gallery will be reserved for colored people.

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—Cigar salesman; experience unnecessary. \$100 per month and expenses. Peeries Cigar Co., Toledo, Ohio. WANTED—Position by registered druggist. Western North Carolina preferred. Address "M.," care of Observer. WANTED at ONCE—Registered druggist of business ability. Answer quick, giving reference. P. O. Box No. 236, Wadesboro, N. C. WANTED—Lady solicitor. Prefer one who has had experience. Address with references. "L," care Observer.

FOR SALE.

FOR SALE—Improved Victor tapering arm talking machine and a splendid collection of records—about 60. All in first class condition, as good as new. Bargain to cash purchaser. Address Victor, care Observer. FOR SALE—Two white French poodle pups, female. Full of life and energy. List bustles and ideal Christmas presents. Price \$10 each. F. D. Lethco.

FOR RENT.

FOR RENT—Desirable furnished rooms best locality, two blocks from square, North Tryon street. Address "Rooms," care Observer. FOR SALE—Large bay mare, weight 1,200 pounds, year old. Ans. L. Parks, Huntersville, N. C., R. F. D. FOR RENT—Modern 1-room house, Wortham street. Address "Phone Mrs. J. W. Carr," Phone 580.

MISCELLANEOUS.

PRINTERS WANTED—Two competent, non-union, job compositors. Must be able to do both. Address J. J. Stone & Co., Greensboro, N. C. LADIES SHOULD USE Barium Water for their toilet. It relieves annoying irritations and inflammation. Barium Springs Co., N. C. REMEMBER—When you see this ad. our bread is nice and sweet. It will please you. Fasnacht & Co., Phone 33. WE MAKE BREAD the old way; it eats like home-made. Fasnacht & Co., Phone 33. JUST RECEIVED one car load New York State Apples, one car load Virginia fancy Apples, two car loads fancy York State Apples. Prices one car load fancy Danish Cabbage on consignment. Get my prices before you buy. J. A. Chinn.

COMPETENT male stenographer with five years' railroad experience, desires position; can furnish excellent reference. Apply E. E. care Observer.

IF OUR BREAD is sour you send it back; that is fair enough for we want your trade and we think our bread will please you. You can get it from your groceryman; if not, call Fasnacht & Co., Phone 33.

RIBBONS and Carbon Paper. We believe we can show the biggest stock of these goods in the Southern States. 10,000 sheets carbon and twenty gross ribbons always on hand. J. E. Crayton & Co., Tryon St., Phone 31.

GET BUSY with that advertisement, not much longer will it pay you to write about Mr. Joe Person's Remedy.

ALL WORK done well takes time. Queen City Dyeing and Cleaning Works.

CIGARS—Christmas packages from \$1 to \$5. H. S. Michel, Central Hotel Car Stand.

Decorating the Store.

for Christmas holidays is all right if the cost is borne by the proprietor and not the public. We have decorated our store

With Low Prices For Real Nice Goods.

for the Christmas trade, and the cost of this decoration is all on us.

Your visit to our store will mean a feast to your eyes and an order for

Lubin Furniture Company.

Thompson Hospital.

(INCORPORATED). LUMBERTON, N. C. A well equipped hospital for the treatment of all non-contagious, medical and surgical cases. Hot and cold baths. Competent corps of trained nurses. Special department for the scientific, ethical and humane treatment of whiskey and drug habits. Descriptive circular sent on request. DR. N. A. THOMPSON, Resident Physician and General Manager, LUMBERTON, N. C.

Presbyterian College For Women.

CHARLOTTE, N. C. Opens September 5th, 1907. Catalogue furnished upon application. Rev. J. R. Bridges, D. D., President.

King's Business College.

(INCORPORATED). CAPITAL STOCK \$25,000.00. This is the largest, best equipped business college in North Carolina—a positive, provable fact. Book-keeping, shorthand, typewriting and Telegraphy taught by experts. Positions guaranteed or money back. Railroad fare paid. Write for our new Catalogue and Offer. Address King's Business College, Charlotte, N. C., or Raleigh, N. C.

A Business Opportunity.

The right man can buy controlling interest in a manufacturing business in leading North Carolina city, running at good profit, with profitable orders booked several months ahead. No trouble to sell output several times present capacity. Owner wishes to retire. Purchaser can have full management, but must be experienced business man, with good record and standing, acceptable to owner and stockholders. Company has common stock \$27,500.00, no water, and credit is unquestioned. Investigation invited by interested parties.

Address C. O. G. Care Observer.

FLOWERS FOR CHRISTMAS.

Here we are again, with everything in the way of Cut Flowers. The choicest selection of Cut Flowers. The best service. The lowest prices consistent with quality. Just a word about our Fancy Carnations, Roses, Lily of the Valley and Violets. They are the New York kind. The best ever. Don't fail to secure some of them. DILWORTH FLORAL GARDENS, Charlotte, N. C. W. G. McPhee, Prop. 'Phone: Night call 281; business 900.

COAL COAL.

The best, the cheapest, the cleanest is "Standard Blue Gem".

As for it next time Standard Ice & Fuel Company.

COAL AND ICE 'PHONE 19.

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