WITH THE CAROLINA COLLEGES

DAVIDSON.

Correspondence of The Observer. Davidson, Jan. 4 .- President Smith printed one of the most complete and on the

preaching the Savannah yards, Tonlinson and one or two friends on the last coach were leaning against the rear door. A lady came up and asked to get by in order to throw some orprelings outside. Tomlinson. stepped back and as he did the train ran around a sharp -curve, throwing him violently against the railing about the head and hands, but these few days, as is ternally and his injuries serious. The almost every night at the homes of report is that it may be a long while the citizens of the hill. before he can recover fully and that pressed for the unfortunate fellow.

preach here. popular science lecture.

one subscribes to and reads a college some who have been here on a dark magazine from a sense of duty and night. Ioualty to the institution and the Coll find more than one thing to interest Baptist Stafe Convention at Wilming-and entertain him in the December Is- ton in December. sue of The Davidson Magazine, Among the seas will be appreciated by all 000 endowment fund. Carolinians at least; "Dawn." (by St will entertain the dialect lover; "Our Mrs. J. Henry Highsmith. Original papers are contributed Wilmington, on A new feature State Missions. Tom caught a Bear." the magazine is the grouping to-Mansion." J. S. Mitchens; "The Proits of North Carolina as a Source light of her many friends of Profit," L T. Newlands; "The Surprise at McIntyre's," "H. A. Query "Florida, the Oldest State in the Union," R. D. Dodge: cumb's Bide," A. P. Dickson, Jr. azine are up to standard and show that the men are interested in lacir

Correspondence of The Observer. dents who went home for the holl-days several members of the faculty dents who went home for the holl-days deft the little quiet, distant, averaged of the faculty spent the happy season away from the faculty spent in happy season away from the campus, while a few spent the happy season away from the campus, while a few spent the happy season away from the campus, while a few spent the happy season away from the days deft the little quiet, distant, averaged of the faculty spent the happy season away from the campus, while a few spent the happy season away from the faculty spent in happy season away from the happy season away from the faculty spent in happy season away from the facul The Daw set-Chaight fairly of the mouth is great ded of close of the control of the mouth is great and of the control of the c end. It carries coal, water, passen, and freight, on its different deep rescribing betting from the park recording betting from the park set of this city. Shence H. Adams and deep roughly as one was up in Richard from the park set of this city. Shence H. Adams and the needs of the board.

The "George" and the "Buh."

The "George and

ing" in Due West now, Of course the ord books to be found anywhered fords food for some sober thinking. Each of the large sheets or pages and pardonable sentiment—this passions about 2 1-1 cents apiece by the thousand and are in suitable form for the service and binding in an expanding the train." Already the children have ledger that can be used for a number of the sold "Drumtochty of America." Already the children have ledger that can be used for a number of the fall term will return. The reception to new students will be given January 11th. This is altime gave his name as Wade, but igner of the fall term will return.

The reception to new students will be given January 11th. This is altime gave his name as Wade, but igner of the fall term will return.

The reception to new students will be given January 11th. This is altime gave his name as Wade, but igner of the fall term will return.

The reception to new students will town. The mysterious citizen this be given January 11th. This has altime gave his name as Wade, but igner of the fall term will return.

A new R. F. D. route has been established by the Postoffice Department, running out over the territory the same name was written in the large shiets or pages.

A new R. F. D. route has been established by the Postoffice Department, running out over the territory the same name was written in the large page.

Was found with one line reading.

Was found with one line reading.

Was found with one line reading.

Was found with a pen. He was found until the page.

Was a very enjoyable occasion.

A new R. F. D. route has been established by the Postoffice Department, running out over the territory the same name was written in the large page.

Was found with the realization of the fall term with return.

The reception to new students will dents of the fall term with return.

The reception to new students will dents of the fall term with return.

The reception to new students will be given January 11th. This is altiment with the page.

The reception to new students will dents of the fall term with rel "Meet me at the railroad at a quarter ber of years. The ledger itself is provided with a perfect inamb index arrangement.

This college record sheet on the
front side has space for recording the
front side has space for recording the
space for the space student's history through his four silent precincts of your old ceme- for their first meeting, years in college and on the reverse tery, and down that narrow street. The holiday visitors aide is provision for a fifth year and with the elms on either side? Do you home, and our place has settled down ceivership troubles. also his record as an alumnus. After see those quickening steps nurrying to the work of the new year.

Seaboard officials here are acquaint the student has left college the sheet around you corner? Do you see how prof. Thomes R. Foust, county sued, with a fire claim agent named L is removed from this first ledger and quiet Dr. Wideman sits on that store perintendent of Guilford, was a pleas. W. Johnson, but this is an elderly fied or bound in a second ledger de-voted exclusively to alumni history. place at Todd's store? and how quiet His friends upon their return to col-everything is at the old colored ren-Greensboro Friday night to attend the who gave his name as Wade. lege report a very serious accident dezvous? If so you need not ask will that befell E. B. Temlinson, of Jack- the town change. Already the change annytile, Fig. a member of the sopan-more class, on his way home just be-fore Christman. As his train was ap- this inexorable change—will leave As his train was ap- this inexorable change—will leave Savannah yards, Ton-or two friends on the of morals and plety.

WAKE FOREST.

Correspondence of The Observer. Wake Forest, Jan. 4 .- The college opened January 1st and work for the term is now well under way. While the old men are slow in returning, a railing down upon the track. One of lated and the outlook for a new the students pulled the boll cord and record-breaking term is very pleashad the train stopped. When his ing. Every train, brings a large friends reached the young fellow he number of old students and they was found to be badly out and bloody will continue to pour in for the next usually the case. wounds prayed not to be very serious. Those who spent the holidays on the But a more thorough examination re- hill report having had a most pleasvealed the fact that he was hurt in- ant time, attending social gatherings

As a result of the endowment canthere is some question as to whether vass the Gore property, consisting of hurt is not permanent. A great three acres of land and four dweldeal of sympathy is, of course, ex- lings, adjoining the campus on the pressed for the unfortunate fellow. north, is now a part of the college Dr. W. J. Martin left to-day for property. It is understood that the Thyatira churca, where he will con- electric lighting plant for the colduct services for Rev. Walter Walsh lege, which is to be erected in the to-morrow. Rev. C. A. Munroe will near future, will be located on this property, containing a natural sup-President Smith speaks in Salisbury ply of water necessary for the light-Thursday night under the auspices of ing plant. This movement has for the men's society. He will make a its chief promoter the redoubtable Carlyle, and will materialize in a It not infrequently happens, that lighted campus, to the delight

College Bursar E. R. Earnshaw young men on the editorial staff, but will co-operate with Prof. J. B. Caris not always so and the assertion lyle in the collection of the subs risked that any one who sits down scriptions on the \$150,000 endowment for a pleasurable hour of reading can fund, which were completed at the

Prof. J. B. Carlyle has again taken the poems is one on Hatteras, (by H. up his work in the college as pro-S. S.) whose treachery and death- fessor of Latin after having successdealing conduct toward those who sail fully ended his canvass for the \$150,-

A delightful dinner party A. L.) contains some realfy beautiful given last evening by Dr. and Mrs. lines; "The Fiddle and the 'Possum" W. R. Cullom, in honor of Prof. and monument," (by W. W. M.) is an ods gant six-course dinner was followed of feeling tribute to Carolina's dead by games for the amusement of the heroes; 'The Bluffs of the Jamess' party. Those present were: Prof. (by M.) will touch a responsive cord and Mrs. J. H. Highsmith, Dr. and-W. L. Potest, Prof. and Mrs. sentatives; "Our Team," (by S. A. L.) J. B. Carlyle, Dr. and Mrs. L. M. to the tune of "Annie Laurie" is a stir- Gaines, Dr. and Mrs. G. W. Paschal ring glorification song celebrating the and Miss Allen, of South Carolina, winners on the gridiron this past season. It might rightly find a place on Dr. John Lynch at the late State some programme during the current Baptist Convention, which met in "Symmetrical Be-Reed, "The Mountain Wo- nevolence," appeared in a late issue man;" "Fate and a Kodak," E. R. of The Baptlat Argus and will be re-McPryde; "A Hitch in the Proceed- printed in tract form for distribu-W. W. Merton, "How Boomer tion by the North Carolina Board of

Mrs. Dr. Charles E. Brewer has mether of a series of historical papers, improved a great deal in the last few These are: "The Downfall of a South- weeks and appeared in a roller chair several days ago, much to the de-

TRINITY COLLEGE.

Correspondence of The Observer. The other departments of the magaxine are up to standard and show
that the men are interested in locir
work.

ERSKINE.

Correspondence of The Observer.

Durham, Jan. 4.—After two words of
vestion college resumed its work yeatrial at 9 o'clock and almost all the
students were track ready for their task.
The majority of the students spent the
recess at their homes, while a very few
of them, who reside in distant states, renamed on the campus. Some who are to
onter inter-collectate debates this spring
also stayed here and studied during the
forms who went home for the holls spent the happy season away from the

church is being used for a landing days trip to Kentucky, where he went The railroad is the only thing "do-pany them to the school, as" in Due West now, "Of course the An unusual number of new students Davidson, Jan. 4.—President Smith students are trooping back and the have entered for the spring term, has recently worked out and had solemn professors are once more seen Over thirty new men are glready here

campus, but the question is and quite a number will arrive within printed one of the most complete and not who has got back, rather "did you the next few days. About all the stuperfect registration and college recome in on the new train?" It affects of the fall term will return ord books to be found anywhere fords food for some sober thinking. The reception to new students will

Mrs. C. M. Clapp has opened a new ber of years. The ledger liser is pro-past eight." The question is being boarding house to meet the increased ity Hotel yesterday with an empty vial asked, "Will it change Due West and demand for room for students."

or their first meeting.

The holiday visitors here all gone much worried over the Scabourd's re-

If so you need not ask will New Year's reception, given by the The alleged North Carolinian, who change Already the change Merchants and Manufacturers' Club, attempted suicide at Greenville about

HORNER SCHOOL.

Correspondence of The Observer. the best marks in their the past month are in their order as follows: Marven: A. B. Mellon, Fla.; W. O. MeGowan, Mount: R. W. Winston, Tumpa, P. Knott, of Oxford. The lowest average of these ten was 95 1-5, and below this mark.

students have been a little slow about returning after Christmas. This, of course, works to the disalvantage of all concerned, and should be avoided as much as possible.

several men for football services. Baseball will be the subject of conversation now until the end of the term. The school hopes, if possible, to put out a winnig learn this year:

CHAMBER OF COMMERCE WORK. Standing Committees Appointed-hurriedly to allow them to the dressed.

Factors in Fayetteville's Prosperity-Great Need Paved Streets-News Briefly Told. orrespondence of The Observer.

Fayetteville, Jan. 4 .- Last evening the directors of the chamber of com-T. J. Powers, A. A. McKethan: city improvement, G. H. Anderson, chairman, C. J. Cooper, J. V. McGougan, J. H. Marsb; manufactures, B. R. Huske, chairman, J. Underwood, C. S. Russell, L. A. Williamson, J. S. Newton, R. D. Jones, C. Haight, Jr.; trade and transportation, W. E. Kindley, chairman, A. E. Hankin, F. H. Cotton, W. E. Kindley, chairman, A. E. Brothers, J. H. Culbreth; conventions and assemblies, J. D. McNell, chairman, A. E. Brothers, J. H. Culbreth; conventions and assemblies, J. D. McNell, chairman, C. J. Cooper, J. V. McGougan, and the check returned to the mills the mill, was presented to the mills terrifory. You see this often—what bankers, the Piedmont Bank, for terrifory. You see this often—what bankers, the Piedmont Bank, for terrifory. You see this often—what bankers, the Piedmont Bank, for terrifory. You see this often—what bankers, the Piedmont Bank, for terrifory. You see this often—what bankers, the Piedmont Bank, for terrifory. You see this often—what bankers, the Piedmont Bank, for terrifory. You see this often—what bankers, the Piedmont Bank, for terrifory. You see this often—what ing the goods before I paid the goods the fact that and the check returned. A few days ing the goods.

Every house should be prepared to back up the representations of its alesmen, and the latter should be alter another check for a similar and the check returned. A few days ing the goods.

The first check was cashed by a party in Virginia and the second in Maryland.

The first check was cashed by a party of the bunch ing injury by undermining the reputation of a firm or company and low-indication white the proper and the check returned to the fact that I are does it mean?

The forgery was detected to the mills and the check returned to the fact that I are nother the and the check returned to the fact that I are nother the goods.

The first check was cashed by a party of the fact that the content of the can't understand why when a lier fact that I are nother the goods.

The first check was cashed to the fact that I are nother the content of the

navigation; the utilization and further development of the Bickhorn Falls power; the paving of the streets, especially Hay. Person, Gillespie and Green, the main business thoroughfares. A committee was appointed to ascertain how much of the Buckhorn Falls power had been contracted for by the mills and other plants. Mr. H. L. Cook offered a C. L. Vinson has taken the position one, in the State.

tion of station agent at Stedman, succeeding H. M. Arinth, who has

ANOTHER MAN TRIES SUICIDE.

Much Mystery as to Who the Fellow is, the Name Given and the One in His Hat Not Corresponding—Much Sympathy For Major Jenkins in His Loss by Fire—Rare Violin as Well as Sword Destroyed. Observer Bureau.

1422 Main Street, Columbia, S. C., Jan. 5. Another well-dressed, and apparntly educated and at one time wellto-do man, likely from North Caro lina, has attempted suicide in a mysterious manner in a South conscious in his room at the Prosper

settled man of a jolly disposition ,and to it is not thought this is the man who

a week ago by drinking laudanum, disappeared from there mysteriously just before the occurrence at Prosperty, and many believe the two are one and the same.

People all over the State are sym-Oxford, Jan. 4.—Those who were pathizing with Major Micah Jenkins o fortunate, or rather applied them-in the severe loss are sustained last cives more, and consequently made rigot by the fire which destroyed his marks in their studies for home at Ridgewood suburb. The sement are in their order as verest finincial loss was in the furniture, which was totally wiped out of the car, in striking which he lost the old men are flow in returning, a A. W. Graham, of Oxford; A. H. with the exception of three chairs, control of himself, and fell over this number of new men have matricus. Powell, of Fair Bluff; R. M. Hardistand fell over this number of new men have matricus. Powell, of Fair Bluff; R. M. Hardistand fell over this number of new men have matricus. Powell, of Fair Bluff; R. M. Hardistand fell over this number of new men have matricus. Powell, of Fair Bluff; R. M. Hardistand fell over this number of new men have matricus.

President Roosevelt, who had given the major general of the Confederacy his commission in the Spanish-American war, and who had promoted him in this. for gallantry on the field, afterward to revenue for this State. Another less that cannot be repaired was a rare old violin. family pertraits.

These articles would perhaps have seen saved but for the anxiety Major Jenkins felt about his children, who were asleep at the time the fire was

LIGHT ON TWO FORGERIES.

Two Checks Written on Special Blanks of Whitehead Hoslery Company Turn Up at Burlington, Having Been Forged-Postoffice

Holt, W. A. Vanstory, W. D. McNelli, H. McD. Robinson; public check for \$15, made payable to A. is able to bring.

Duilding and Federal Court, G. M. Check blank or the whitehead a man to be ready for als opportunity by might show up a coat. After Rose, chairman, A. L. McCaskill, H. Hosiery Mills, signed by parties other when it comes. Cook, J. G. Shaw, H. R. Horne, than the treasurer and president of Don't wait for our salesman. He more exploring I at last discovered

Brothers, J. H. Culbreth; conventions, A young man bearing the name of tallon of a firm or company and love, and assemblies, J. D. McNeill, chairman, F. H. Stedman, Charles Cagle, J. H. Judd, E. W. Nolley; information and statistick, Q. K. Nimock, chairman, J. O. Ellington, S. W. Cooper, L. B. Hale, H. G. Smith, J. F. Flowers, W. F. Blount, A committee was appointed to take up the matter of establishing a fruit and evectable cannery in connection with the farm of the State colored normal school.

In his address before the chamber of commerce the president, J. A. Oates, emphasized, as the great factor in the business and industrial prosperity of Fayetteville, the improvement in the upper Cape Fear navigation; the utilization and further development of the Bischnor Falls power; the parting of "the Bischnor Falls power; the parting of "the State colored; the parting of "the Bischnor Falls power; the parting of "the Bischnor Falls power; the parting of "the Partin

win in his efforts to get an increased second. This office boasts the a little more than \$1,550 to its memappropriation for the public building greatest number of rural routes, save bers.

C. L. Vinson has taken the position

U. C. T. Column

THE TOWN OF NO GOOD.

By H. C. Maibohm.

My friend, have you heard of the town
Nogood,
On the banks of the River Slow,

Where blooms the Waltawhile flower fair.
Where the Sometimeorofler scents the And the soft Gorasies grow?

It lies in the valley of Whatstheuse, In the province of Letterside, That Tiredfeeling is native there. It's the home of the reckless identare, Where the Giveltups abide.

It stands at the bottom of Lazyhill, And is easy to reach, I declare. You've only to fold your luncic and glide Down the slope of Weakwill's toboggan To be landed quickly there. .

The town is as old as the human race, And it grows with the flight of years.
It is wrapped in the fog of idler's
Dreams.
Its streets per payed with Discarded And sprinkled with useless tears.

The Collegebred fool and the Richman's Are plentiful there, no doubt, The rest of its crowd are a motley crew.
With every class except one in view—
The Foolkiller is barred out.

The town of Negood is all hedged about By the mountains of Despair. No sentinel stands on its gloomy walls, No trumpet to battle and triumph calls, For Cowards alone are there

My friend, from the Dead-Alive Town Nogoed, If you would keep far away, Just follow your duty through good and Take this for your motto, "I can, I will,"

Most men think that the "other fel-\$3,500. The house itself was the property of Mrs. Ellen S. Watkins. meet, the thought is often mutual, as Bocky Mount: R. W. Winston, of Durham; Byron Coniey, of Marion; The loss which Major Jenkins feels men generally exaggerate one another than the loss of Tampa, Fla. and S. J. W. Morris, and Tampa, Fla. and S. M. Morris, and Tampa, Fla. and S. M. Morris, of Oxford. The lowest some sword presented to him at the have a difficult time to make both have a difficult time to make both the state of the state of the state of the sword presented to him at the lowest state of the sword presented to him at the lowest state of the sword presented to him at the lowest state of the sword presented to him at the lowest state of the sword presented to him at the lowest state of the sword presented to him at the lowest state of the sword presented to him at the lowest state of the sword presented to him at the lowest state of the sword presented to him at the lowest state of the sword presented to him at the lowest sword presented to him at the lowest state of the sword presented to him at the lowest sword presen ried away by his outward appearance whey they ought to be congratulating themselves that they are not in his position. There is a wholesome lesson Don't judge too much by tor galiantry on the field, afterward appearances and "style." Don't envy other people, "Hold up your own shoes, awarded the "H" to revenue for this State. Another less end." You stand in your own shoes, You stand in your own shoes, and more than likely if you got into He also lost many handsome the other man's, you would find them anything but well fitting and comfortable.-Ad sense.

Salesmen, do not go into debt. Avoid debt as you would the devil. Salesmen, make very, very few promises. A man who means to keep of fare yet. his promises cannot afford to make

Salesmen, remember, never to him I had come to buy a fur coat, not speak evil of anyone. If you cannot books. ay something good, say nothing. Re careful in all statements-either

othing or accurate truth. "The customer should be given to merce appointed committees for 1908

Advanced a Class.

Special to The Customer should be given to understand that the relation of buyer and seller is one of reciprocal favors;

Cape Fear. E. J. Hale, chairman, F. Burlington, Jan. 5.—News of two the house becomes a silent partner in their opending has this to the other side of the isager. They are not afraid to tell in seller is one of reciprocal favors;

Burlington, Jan. 5.—News of two the house becomes a silent partner in limit of the local papers but their opending has this to the other side of the isager. They are not afraid to tell in seller is one of reciprocal favors; it sliss in insisted. however, and after consultations are the countries of the indicate of the seller is one of reciprocal favors; but their opending has this to the other side of the isager. They are not afraid to tell insisted. however, and after consultations are the countries of the indicate of the indi

plants. Mr. H. L. Cook offered a concern the class of the Burlington post- the present time it has paid in claims. Bob Burdette, resolution endorsing Hon. H. L. God- concern the class of the Burlington post- the present time it has paid in claims. Remember,

The firm thinks a great deal of him. Well, he led me into an liner sanotum and I'm sure they would feel hurt to and, after proving around in a tag hear your remark."

Mr. Storekeeper was beginning to our about a quart of pamphlets, our our about a quart of pamphlets, our

He extended his hand, smiled, the proprietor broke the ice around him. swam out, and there was a nice bill of goods changed hands while the cosphere became quite like Indian ummer.

THE MAIL ORDER HABIT.

A Little Story Detailing How One Farmer and His Friends Get Permanently Cured of It.

manently Cured of it.

This is a true story, and was told by a prominent and responsible farmer of southern Minnesota, says The Lakefield (Minn.) Standard:

The farmer, whom we will call Mr.

Jones had to go to Chicago on business. Two of his neighbors who heard of his contemplated trip asked him to purchase from a well-known catalogue house a fur coat and a cooking store listed in the catalogue.

The Congo chieftain who navigated the breaking glow on my principality into the breaking glow on the breaking gl

whinking I was about to be treated to a several agencies and instorics for a drink or a lunch—I wasn': sure prices on implements.

Well, sir, you would be amused at the which.

"I thought this very thoughtful and here and there could I find the price of

ed. I told him I nadn't had a bill

and stuck my head out to recon-

work. Whether you handle a pick or trying to pry into the cost of a few farm a pen, a wheelbarrow or a set of tools.

Mr. Storekeeper was beginning to feel a little like apologising when the saleman apparently upset the whole thing by biurting out:

"Where's the dub that does the buy-ing for this firm?"

"Where's the dub that does the buy-ing for this firm?" "I want you to understand, sir, that I do the buying, and I'm the 'proprietor,' not 'the dub.'" and he swell-bucks, and a set of snatch-bucks, and a snatch-bucks, and a snatch-bucks, ed up as if ballooning was his popular occupation.

"That's all right, old man," said the salesman. "I'm the geezer. So let's get together."

"He extended his hand, smiled, the proprietor broke the ice around him, the merits of the brutes and was favor-

Where the price should be was a line instructing me to write for prices.

Telt a little sors, because when I want to buy anything I want to know the price I picked up another one of the literary helps to buying farm to be and when I want to know the price I picked up another one of the literary helps to buying farm to be sized to know how much I was adved again to write for prices. I tackled another and bumped against the same thing.

purchase from a well-and a cooking logue house a fur coat and a cooking stove listed in the cathlogue.

Mr. Jones accepted the commission and this is what happened to him, as he tells it:

"I used to buy from catalogue houses myself.

"I don't now, for I have lesined my lesson. After flashing my business in Chicago I went to the big building occupied by Blanks' mail order house. It was an imposing tuilding all right, and I took a special line all right line and a cooking and I will get you an equipment right away."

Odds bodikins, how little a man knows when he does not know it all. I wrote to the concern that gave me omitted the prices and asked for light. In a few days back came a letter that as prices changed to often it was not I was infermed that if I would specify exactly what I wanted they would be basis.

So I wrote again and told them they had omitted the prices and asked for light. In a few days back came a letter that as prices changed to often it was not I was infermed that if I would specify exactly what I wanted they would be basis.

So I wrote again and told them they had omitted the prices an

ing all right, and I took a special interest in it, because I had helped pay for it.

"I told the door man I wanted to buy a fur coat. I was snown to the elevator, and was whisked to the forty-ty-eleventh story. Here I again told my story and was led down a long aisle and shown to a small booth.

"There was nothing in it but a fable and a couple of chairs, and I sat down thinkins. I was about to be treated to a drink or a lunch.—I wasn': sure

"I thought this very thoughtful and here and there could I find the price of considerate of the catalogue house anything set flown in figures, and taken it people, and waited contentedly, enjoy- was intimated that to write for special ing in the meantime the pleasure of anticipation. After I had anticipated for some time I began to wonder when the drinks were going to arrive make you a cash price."

It is now two mortes that I have been It is now two morths that I have been

noiter. An employe naticed me and trying to get a few farm tools, and asked if I had selected what I wantsteadily the man who makes them has ed. I told him I nath't had a bill been dodging about hesitating to give a rice on two plows or cultivators

of fare yet.

"Why, isn't there a catalogue in the booth, he asked. I then told which has drifted in among the commerhim I had come to buy a fur coat, not books.

"He then politely informed me I had come in plain" in the catalogue of everything set down in plain.

"He then politely informed me I have from these mail order houses, for my could select my coat in the catalogue, will age more but they shown me that they could select my coat in the catalogue, village merchant has shown me that they pay my money and the caa: would take the money from the community and be shipped to me. When I informed bever alvertise in the local papers but

check for \$15, made payable to A. is able to bring.

Linnert and drawn on the special check blank of the Whitehead a man to be ready for his opportunity the line of the Whitehead a man to be ready for his opportunity he might show up a coat. After the line of the line o Cook, J. G. Shaw, H. R. Horne, than the treasurer and president of Don't wait for our salesman. He more exploring I at last discovered hand price open easy the price is high. The provement, G. H. Anderson, chair-man, C. J. Cooper, J. V. McGougan, bankers, the Piedmont Bank, for territory. You see this often—what surprised when I insisted upon see- I do not offer it as the article, but I

If a salesman does not show his ine of samples many, many times, and to many, many dealers he cannot expect to make good.

No salesman can succeed in building a profitable business if he follows the lines laid down to him by his customers. Be a leader yourself.

Mr. Salesman—Never ask a merciant what he wants, but assume that he is in the market and proceed to show your samples and talk them.

When a man's eyes are opened and he begins to buy on the basis of 'show me first,' the mail order houses and marked at the thing for a basis Possing world has used for contaries we could use for a month or so until an unwilling and heartless monopoly will break its secret to us.

Isn't it funny? Or is it a sacking game with the effort to fax the traffic all It will bear, that keeps the implement folks from telling me prices on their goods unber of show me first,' the mail order houses and marked at the thing for a basis Possing world has used for contaries we could use for a month or so until an unwilling and heartless monopoly will break its secret to us.

Isn't it funny? Or is it a sacking game with the effort to fax the traffic all It will bear, that keeps the implement folks from telling me prices on their goods unber of show me first,' the mail order houses and marked at the thing for a basis. Possing world has used for contarios we could use for a month or so until an unwilling and heartless monopoly will break its secret to us.

Isn't it funny? Or is it a sacking game with the offert to fax the traffic all It will bear, that keeps the implement at a time? I have shough the begins to buy on the basis of the begins to buy on the basis of the form to use for a month or so until an unwilling and heartless monopoly will break its secret to us.

Isn't it funny? Or is it a sacking game with the offert to us.

Isn't it funny? Or is it a sacking game with the bear, that keeps the implement at a time? I have shough the form the order to us. Advice to a Young Man.

Sob Burdette.

Remember, my son, you have to I have been a little over two months.



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