

U. C. T. Column

THOSE CONTRARY TRAINS.

Did you ever note on Friday... And you wonder how... And you didn't time for two...

Still our everyday existence... is like a "Frisco timecard rate"... What is expected doesn't occur...

Buy the customer in Charlotte... Where you would make the sale... Maybe this very afternoon...

U. C. T. Briefs... It isn't necessary to use words in... letting your employer know that you can "deliver the goods"...

All salesmen should be wide-awake and push their goods... Every salesman must have a certain amount of pluck...

Regular meeting Charlotte Council Saturday night 7:30... Every member expected to be present...

Remember the meeting hour, 7:30 p. m... If all the people would be moderate in their wants and try to live within their incomes...

Money is close at present, but not quite close enough to reach... It is said that it is better to be born lucky than rich...

When you see a young fellow idle—put it down—when an old man he will be needy...

All trust is bad, but trusting to luck is the worst... Mr. Salesman, bear constantly in mind the fact that most of our troubles never come...

Drummers always find fault with the weather, some friend or something else... Finding fault is "poison to the whole life"...

The boys all report business good, but the merchants just a little slow or backward in buying... They will adjust themselves in the course of a few more weeks...

Come to the meeting Saturday night, 7:30 is the hour... Largest attendance that we have ever had expected at this meeting...

Have Faith in Your Work... The Salesman to Be Successful Must Have Absolute Faith in Himself, His Goods and His House...

At the banquet of Mound City Council No. 207, United Commercial Travelers of St. Louis... Held at the Plant Hotel, September 21st...

A salesman to be a decided success must have faith in his house, in his goods and in himself...

Not a few salesmen fall short of the work for the reason that they do not get the right focus on the business they represent...

When a salesman has no faith in himself he will not have in his goods—and if he thinks he can't land an order from John Smith, he can't sell any more...

When a salesman has no faith in himself he will never sell a dollar's worth of goods to the man who is lukewarm and obstinate about buying...

Another large congregation heard Mr. Siler, at night, when "The Wanderer" was the theme of his sermon...

Special Service at Baptist Church... At the close of a sermon, in which the pastor Rev. H. H. Hulien, talked plainly and impressively on the subject of future punishment...

Mr. Arthur Walker Back... Mr. Arthur Walker, who returned to the city last week from Asheville, is getting along very nicely...

Some salesmen are apt to mark a few towns on their list as "touch-places" and maybe he thinks the house has forced him out in this cold cruel world...

ended with good advertising... No matter who advertises, you must have faith in the advertising of your house...

With the experiences of the past and the budding promise of the future, we must be progressive if we are to be successful... To be sure, you are all in business for profit...

DEATH OF MR. W. W. HERRON... Former Resident of Mecklenburg County Passes Away at His Home in McKeesville, Tenn... Mr. W. W. Herron, of Berryhill, Township, a brother of Mrs. F. M. Hoover, of Charlotte...

Mr. Herron was the son of James M. and Margaret E. Herron, of Big Steele Creek church... Living in this prosperous section of Mecklenburg county, they had large family connections...

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THE VALUE OF GOOD ROADS... What Mr. Osmond Barringer Has to Say on the Subject of Improved Highways—Gaston County Passes Forging to the Front—Auto-Tourist Travel an Item of Growing Importance...

Mr. Osmond Barringer travels this county, the adjacent counties, and the whole country surrounding Charlotte probably more than any one else... He can use for his automobile travel about as best road as can be gotten over by any mule team anywhere...

There would be a fine automobile business here, but we are not ready for it... The Union county end of the road is practically prohibitory for five months in the year...

South Carolina are not doing much, Gaston county went at it on a better plan than has been followed by any other county... Over there they laid out the roads, had convict labor crush the stones and put it down...

This auto business is of more importance than most people appreciate... Besides the local service the tourists business will become very important on whatever North and South line of macadam is first completed...

Commission to Wind Up South Carolina's Great Moral Institution Says State Will Have a Balance of \$275,000—Members Willing to Work Without Pay...

Observer Bureau, 142 Main Street, Columbia, S. C., Jan. 12... The commission to wind up the State dispensary, through its chairman, Dr. W. J. Murray, yesterday submitted to Governor Ansel its report...

The commission estimates that if its work is completed as it contemplates the State will have a balance of \$275,000 from the State dispensary... This balance, it is inferred from the report, the commission holds belongs to the school fund...

ALAMANCE BATTLE GROUND... Mr. Erwin A. Holt, of Burlington, Issues a Post Card of This Historic Spot Where First Battle of the Revolutionary War Was Fought—Alamance Also First in the Cotton Industry...

Burlington, Jan. 12—A beautiful souvenir post card of the Alamance battle ground monument has just been issued by Mr. Erwin A. Holt, of Burlington... This monument was erected in 1889 in commemoration of the first battle of the revolution...

Trucking Season Opens... Much Activity in This Line Around Goldsboro—Governor Glenn's Correspondence with Episcopal Church—A Man Negro Arrested and Bound to Court...

Special to the Observer... Goldsboro, Jan. 12—The trucking season has now opened up... The truckers are actively engaged in making ready for their spring crop of peas...

Rows & Roads in the style of a new firm just opening up a marble yard here... This is an enterprise that Goldsboro is proud of, and everybody wishes it the greatest success...

FOR RENT... FOR RENT—Best modern house in city at price... FOR RENT—E-room house, corner 7th street and Central Ave... FOR RENT—A few desirable offices in Trust Building...

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Drink Beer

As a food and a tonic. Every component in good beer is good for you. But be sure it is pure, else harm will be mixed with its healthfulness. Beer aged insufficiently causes biliousness. That is why all Schlitz beer is aged for months in our cooling rooms.

Beer that's impure—not cleanly, not filtered, not properly sterilized—should be avoided. That is why we spend more to insure absolute purity than we spend on anything else 'in our brewing.

All orders sent to Whitlow and Perrow, Old Phone, 366, Middlesboro, Kentucky, will receive prompt attention.

Ask for the Brewery Bottling. Common beer is sometimes substituted for Schlitz. To avoid being imposed upon, see that the cork or crown is branded

Schlitz The Beer That Made Milwaukee Famous.

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—Position by hardware man; salesman or office; experienced, posed and can produce business. Going, married and settled. Not particular as to location but prefer Piedmont or eastern Carolina. Address "Boas," care Observer.

WANTED... WANTED—Men to learn barber trade, few weeks complete, 60 chairs constantly busy, licensed instructors, tools given, diplomas granted, wages guaranteed for graduates. Write for catalogue. Moter Barber College, Atlanta, Ga.

WANTED... WANTED—Experienced salesman now traveling in Southern territory, to carry on all line of underwear, overalls and work shirts. Commission basis only. Best references furnished. Box 62, Meridian, Miss.

WANTED... WANTED—Experienced salesman in office furniture and commercial stationery at once. Stone & Barringer Co.

WANTED... WANTED for U. S. Army, able-bodied, unmarried men, between ages of 18 and 35, citizens of United States, of good character and temperate habits, who can speak, read and write English. Men wanted now for service in Cuba and the Philippines. For information apply to Recruiting Officer, 15 West Trade St., Charlotte, N. C.; 256 South Main St., Asheville, N. C.; Bank Building, Hickory, N. C.; 1504 North Main St., Salisbury, N. C.; 676 Liberty St., Winston-Salem, N. C.; Kendall Building, Columbia, S. C.; Hayworth and Conyer's Building, Greenville, S. C.; Glenn Building, Spartanburg, S. C.

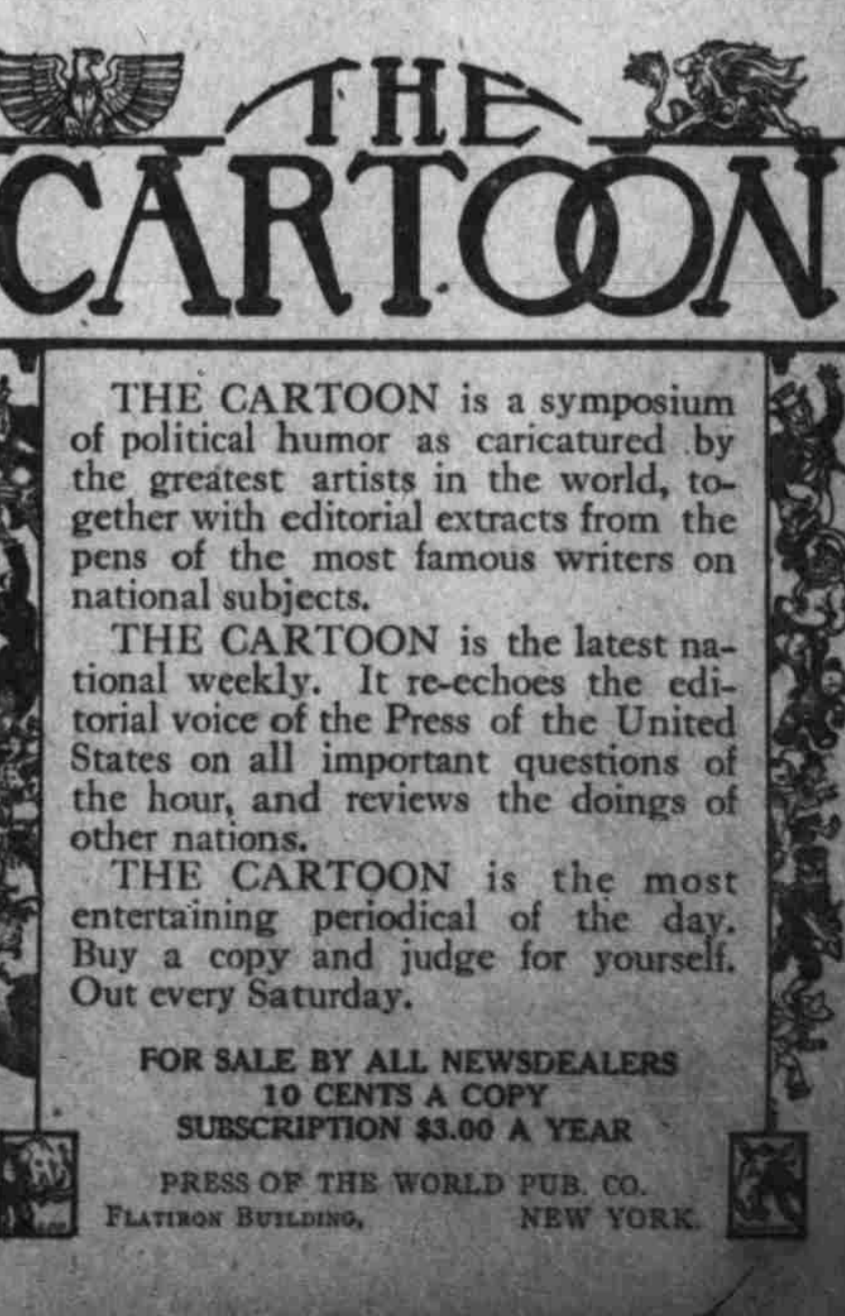
WANTED... WANTED—Salesman already traveling. To sell all line lined oil and paint on liberal commission. Address Box 67, Richmond, Va.

WANTED... WANTED—Buyers of hides, old iron, metals in every town. Right salary to right man. Give names of butchers, hide and bicycle dealers when writing. Yarrington & Bullinger Co., Charlotte, N. C.

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THE CARTOON is a symposium of political humor as caricatured by the greatest artists in the world, together with editorial extracts from the pens of the most famous writers on national subjects. THE CARTOON is the latest national weekly. It re-echoes the editorial voice of the Press of the United States on all important questions of the hour, and reviews the doings of other nations. THE CARTOON is the most entertaining periodical of the day. Buy a copy and judge for yourself. Out every Saturday. FOR SALE BY ALL NEWSDEALERS 10 CENTS A COPY SUBSCRIPTION \$3.00 A YEAR PRESS OF THE WORLD PUB. CO. FLATIRON BUILDING, NEW YORK.