for you.

with its healthfulness.

cooling rooms.

Common beer is sometimes substituted for Schlitz.

To avoid being imposed upon, see that the cork or crown is branded

Ask for the Brewery Bottling.



THOSE CONTRARY TRAINS.

you ever note on Friday
you wanted to get through
you make three towns or four
n you hadn't time for two,
past due eastbound local
lot you make the rest,
every train that whiteles

Still our everyday existence
Is like a 'Frisco timecard rate;
What is expected doesn't occur,
And if it does, too late,
We plan and someme and worry 'long
And strive our very text
on the goal we think is in the east,
Eut the trains are going west.

But the customer in Quartville, Where you would make the sale, Maybe this very afternoon. Has chared the "legal" quall, Or some to see his wife's folks. For a much needed rest, Or skipped with his sterographer On the train tital's going west.

So let's forget it, brothers,
And do the best we can;
It's hard to guess a train time
In this milroad ridden land.
But be hopeful, patient, waiting,
There'll come a time some day
When in life perhaps the 'Frisco
Trains will run all right our way.
—CHARLES P. WALKER.

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. Don't

but the merchants just a little slow or backward in buying. They will

adjust themselves in the course of her father. a few more weeks. night; 7:80 is the hour. Largest attendance that we have ever had ex-

pected at this meeting. Come. every traveling man a member of Charlotte Council who lives in Charlotte. Join us, Mr. Traveling Manyou will need us sooner or later.

HAVE FAITH IN YOUR WORK.

The Salesman to He Successful Must Have Absolute Faith in Himself,

Hotel, September 28th, some very inter-esting and helpful addresses were

elers of St Louis, held at the Plant r's
Hotel, September 28th, some very intersetting and helpful addresses were
heard, Among others who spoke on
topics of interest, was Bryon W. Orr
secretary of the Associated Advertising
are so beinded that, and he is essential
to the other; hence his words carried
considerable weight with his hearers.
The leading thoughts of his address
must have falth 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—business conditions
are not given the careful attention
they should be—the quality and merit
of the merchandise, the class of users
of your goods, the price of them as
a trade gater and trade holder, the
profits to the getter and trade holder, the
profits to the rotalier, all these are
essential element that go to make the
salesman a success, and without he
salesman a success, and without he
salesman a success, and without he
he merchandise, the class of users
of your goods, the price of them as
a trade gater and trade holder, the
profits to the rotalier, all these are
essential element that go to make the
salesman as uncessed.

MEATING TO CONTINUE.

Growing Interest Manifested in the
Exercises at Brevard Street Methods
Throughout the contents of the dependent of the Balances and inmercing services, westerday, at Brevard
street Methods the charging of the dependent of the mercing service of the mercing service of the dependent of the sales of the
mercing service, and received esverain
new members into the church as a
circular process of the department of the surface and the commercing service, and received esverain
new members into the church as a
circular process of the dependent of the surface of the
mercing service of the dependent of the surface of the
mercing service of the class of the dependent of the surface of the
mercing service of the dependent of the surface of the
mercing service of the mercing now in progress.

The church dependent of the s

that John Smith will not want any of his goods.

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 busing. To know his trade is more than merely being acquainted—a salesman must be vitally interested in the trade he calls on and show life-like an affection in each customer as is possible for him to assume. He must to-day, the day day after and all of the days to follow for a salesman who is "dead sure" has litely have faith in his goods, in his house and in himself.

The salesman who is "dead sure" has is right, knows that he is on the right track, knows that he is on the right track, knows that he is on the right that his prices are right, will soon prove he's made of the sight stuff and need have no fear of being called down by the house or the "old-man" who sees nothing in a salesman but orders.

Some salesman are apt to mark a few towns on their list as "touch-like church to overflowing. Two per-

tor who handies your advertising, you must have faith in the advertising of your house and you will have it it thouse and you will have it it though the right kind—it every letter, every advertising and convincingly about your house, your goods and your salesmen, it is then beneficial and should receive your coasideration and attention.

It is an admitted fact that at all times "honesty is the best policy mot only is this imperative in your case, but the quality of your goods esters to complete the squalitor.

Many retailers rely too much on the price rather than the quality is often and it is as all intended for financial gain. There is little doint but that the price is rule ing medium is soling and the effort of the salesman would be largely directed in convincing the retailer that his business will be more profitable by pushing the sales of the best arrivicies to be obtained for the price asked. With the experiences of the past and the budding promise of the future, we must be progressive if we would be successful. To be successful is a necessity, but the salesman will be more broaded in business for profit, and a reasonable profit for any business to be successful is a necessity, but the salesman will be more than doubled for automobile service and would bring a lot of autourists this way on their trips North and the budding promise of the future, we must be progressive if we would be successful. To be successful is a necessity, but the saleifaction of the customer is just as important as the profits you derive from the sale of the best years this country ever had to sell goods on their merits—with prosperity crowding on every sides of cancord. Above concord there is a gain of the best years the country every few seeking the cheaper goods—her this in mind, gentlemen—its no the price, but the quality task which commands your attention. This is equally true with your advertising life the quality that tells. Faith in your work, gentlemen, means more demanded to the commands your attention. This is equally tru

At telegram was received yesterday alternoon announcing the death swake and push their goods. Don't let your goods push you.

Every seleman must have a certain amount of pluck. Fluck is that spirit in man which falls to understain a mount of pluck. Fluck is that spirit in man which falls to understain the meaning of despair.

Regular meeting Charlotte Council Saturday night 7:30. Every member expected to be present. Comeberother, we miss you when not there.

One hundred members, one hundred days—get busy, boys, fourteen days have gone by.

Remember the meeting hour, 7:35 p. m.

If all the people would be moderate in their wants and try to live within their incomes, there would be no panics and the distress caused thereby.

Money is close at present, but nor quite close enough to reach.

It is said that it is better to be born lucky than rich, but there are some people selfah enough to wish they had been born both.

When you see a young fellow had been born both.

When you see a young fellow after the worst.

All trust is bad, but trusting to the age of wenty-one he well be needy.

All trust is bad, but trusting to like day afternoon announcing the death and point and policy and the death.

At telegram was received yester day afternoon announcing the death and policy and the death.

When you see a soung to make the son of a well-known and pount to flow many friends throughout this section of Mcklenburg county. Went at it on a better county went at it on a better for Mr. Herron was the son of James Mr. Herron was the son of James Mr. Herron was the son of James Mr. Herron of His Steele Creek church. Living in this grouperous section of Mr. W. W.

When years and try to live within they income, there would be no panics and try to live within they income, there would be not populated to the county of the count

idle—put it down—when an old man he will be needy.

All trust is bad, but trusting to linek 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. Don't find so much fault.

Ville and Memphis. Here he engaged in stock-raising and farming, and later dealt extensively in real estate. His enterprises took him far West on many expeditions, Colorado being the chief Sista for his horse trading. In 1880 he married Miss Mollle Gilbert, the daughter of a prominent citizen of McKensle. He had three the engaged in stock-raising and farming, and later dealt extensively in real estate. The chief Sista for his horse trading the chief Sista for his horse trading to the chief Sista for his horse trading the chief Sista for his horse trading to the chief Sista for his horse trading the chief Sista for his horse trading to the chief Sista for his horse trading t

of the veterans dear to him. He

The deceased is survived by a brother. Mr. Joseph M. Herron, of

Former Resident of Mecklenburg
County Passes Away at His Home
in McKensie, Tenn—Mr. Joe Herron, of Berryhill Township, a
Brother, and Mrs. F. M. Hoover,
of Charlotte, a Sister of the Deceased—Funeral in McKensie. A telegram was received yester-would be many a party coming to the day afternoon announcing the death theatre and other entertainments and

Have Absolute Faith in Himself, of the veterans dear to him. He record.

His Goods and His House.

At the banquet of Mound City Countries and was constantly looking at the banquet of Mound City Countries and was constantly looking after them in one way and another. The deceased is survived by a ministration of the State dispensary, and Hotel. September 28th some very inter-brother, Mr. Joseph M. Herron, of that all of this will appear at the proper

Special to The Observer

Without Pay,

Columbia, S. C., Jan. 12.

The commission to wind up the State dispensary, through its chairman, Dr. W. J. Murray, vesterday submitted to Governor Angel its report. The report is comparatively brief but extremely interesting.

much fault.

The boys all report business good, but the merchants just a little slow will be be be been as the course of a ge and a daughter, Miss of hackward in buying. They will adjust themselves in the course of a ge and a daughter, Miss work is completed as it contemplates the tiful young lady, who visited Charlotte last summer in company with her father.

Mr. Herron. during the 32-years of his residence in Tennessee, has of his native State every five last will have a balance of at least \$25,000 from the State will have a balance of at least \$25,000 from the State will have a balance of at least \$25,000 from the State will have a balance of at least \$25,000 from the State will have a balance of at least \$25,000 from the State will have a balance of at least \$25,000 from the State will have a balance of at least \$25,000 from the State will have a balance of at least \$25,000 from the State will have a balance of at least \$25,000 from the State will have a balance of at least \$25,000 from the State will have a balance, it is inferred from the commission balance, it is inferred to five the commission balance, it is inferred from the commission balance, it i

TRUGKING SEASON OPENS.

Much Activity in This Line Around Goldsboro—Governor Glenn Con-fers With Mr. Aycock—Bishop Strange Preaches at Episcopai Church—A Mean Negro Arrested and Bound to Court.

a food and a tonic.

Beer aged insufficiently causes biliousness.

properly sterilized—should be avoided.

component in good beer is good

But be sure it is pure, else harm will be mixed

why all Schlitz beer is aged for months in our

Beer that's impure-not cleanly, not filtered, not

Every

vicinity of the cemetery, which proved to be some one burning off a lot of straw. The city authorities have recently installed about firty additional are lights at the principal street crossings. Thus the lighting facilities of the city are being gradually improved.

The "mean nigger," Squire DeGraffented, who was arrested last week on suspicion while peddling out guns, pistols, meat and other telegras to the other negroes, was sent to fail by the mayor to meat and other inlines to the other ne-gross, was sent to fail by the mayor to await the next term of superior Court. In answer to a notice put in the papers, it was found that DeGraffenried, who lives near Kinston, had robbed a store in that town, securing the firearms; but where he get the meat, clock, etc., is not known. Upon investigation it was found that this is the same negro who about a year ago broke inte a store in Goldsboro, stealing about \$15 worth of Goldsboro, stealing about \$55 worth of shoes, which he peddled out among the negroes in the county and escapel without being apprehended. It was upon the latter charge that he was bound to court

lattere charge that he was bound to court

The Reyall & Borden Furniture Compeny, of Goldsbero. Durham and Ralcigh, has been awarded a handsame gold medal for the "best display of any Rind in the main exhaution at the last Sinte Fair." Seven designal in addition to the medal were won by them. This structure of the reputation of having among the handsomes; and most up-to-date furniture stores in the South.

ALAMANCE BATTLE GROUND.

Mr. Erwin A. Holt, of Burling on, Issues a Post Card of This Historic Spot Where First Battle of the Revolutionary War Was Fought— Alamance Also First in the Cotton

Special to The Observer. Burlington, Jan. 12.—A beautiful souvenir post card of the Alamance battle ground monument has just been issued by Mr. Erwin a Holt, Burlington. This meaument erected in 1880 in commemoration of the first battle of the revolution. The inscription on the four sides are:
"Here was fought the battle of Alamance, May 16th, 1771, between the British and the Regulators;" "Liberty:" "First Battle of the Revolution;"

ty:" "First Battle of the Revolution:"
[1880."

This impaument is nine miles south of Burlington on the field of which the battle which it commomorates was fought. In the engagement the Britleh numbered 1.100, their killed and wounded 81: Regulators 2.000, their total loss about 200. The former were commanded by Governor Tryon, whose order was not at first obeyed, when he in great anger repeated: "Fire, fire on them or fire on me," The battle lasted two hours. The Regulators being poorly armed and

In each customer as is possible for him to assume. He must beday, the sumst we services each day, after and all of the days to follow that the customer and the state of the services. The state of the services each the services. Special Singler at Baptist Church house and in himself.

The salesman who is "dead cure" he has now opened up the transport that his prices are right, will see the class of the services each that his prices are right, will see that the existence of a hell is faught that the existence of a hell is faught that the existence of a hell is faught to order.

Some salesmen are apt to mark a few towns on their list as "Gothe house or the "Goff-man" who sees nothing in a salesman but to force and salirring who sees nothing in a salesman out in the colored world just to see how hard they can put him by against the toughted and force and provided correl world just to see how hard they can put him by against the toughted and force and provided the current of the services of the

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; saless con or office; experienced, posted and can produce business. Young, married and settled. Not particular as to location but prefer pledment or eastern Carolina. * Address "Boaz," care Observed.

WANTED—Men to learn barber true, few wocks completes, Ø chairs constantly busy, licensed instructors, tools given, diplomas granted, wages Saturcays, positions walling, wonderful derand for graduates. Write for catalicane. Moler Earber College, Atlants, Ga.

WANTED—Experienced salesmen now traveling in Southern territory, to carry an AI line of union made overalls and an AI line of union made overalls and to work shirts. Commission: basis only, work shirts. Commission: basis only, work shirts. Commission: basis only. Sec. & Treas.

some good business bouse by experienced young man Good references furnished. Address Box 174, Monroe, N. C.

WANTED-Experienced salesman in of-fice furniture and commercial station-ery at once. Stone & Barringar Co.

WANTED for U. S. Army, able-bedied, unmarried men, between ages of 18 and 25, citizens of United States, of good character and temperate babits, who can speak, raid and write English. Men winted now for service in Cuba and the Philippines For information apply to Recruiting Officer, 15 West Trade 8t., Charlotte, N. C.; 294 South Main 8t. Asheville, N. C.; Earik Building, Hickery, N. C.; 15% North Main 8t. Salisbury, N. C.; 41% Laberty 8t. Winston-Salem, N. C.; Kendall Building, Columbia, S. C.; Haynsworth and Conyer's Building, Greenville, S. C.; Glenn Building, Spartanberg, S. C.

WANTED Salesman already traveling, to sell as aids line lineed oil and paint of liberal commission. Address Fox 827, Richmond, Va.

WANTED-Buyers of hides, cld iron, metals in every town. Hight salary to right man. Give names of butchers, hide and bicycle dealets when writing. Yar-brough & Beilinger Co., Charlotto, N. C.

MISCELLANEOUS.

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.

JUST ARRIVED-Car load of Tennesses and Kentucky horses. W. G. Ross &

RROKEN STONE—I am now prepared to furnish and deliver broken stone screened any size, for concrete work of all kinds. Stone very hard and broaks into most desirable shapes for good strong concrete construction. Fred Oliver, Charlotte, N. C. 'Phone 1894.

JUST ARRIVED-Car load of Tennessee and Kentucky horses. W. G. Ross &

MISS MINNIE COCHRAN has removed from her farmer place of business on the square, and may now be found at her residence. Minth and College streets, where orders for stamping and isney work will receive prompt attention. Telephone 764.

Dyer and Cleaner, will remove his es-tablishment from present location in Norman building to 243 West Trade, next to Klouse's nurket.

ESS THE DEE stops the dandruff. For sale at the Climax Barber Shop.

U. S. Postoffice and Court Bouse. Char-lette, N. C. Office of the custodian, January 10, 1908, Seaked prepesals will be received at this office until 4 o'clock p. m. on the 1th day of February, 1938, and then opened, for paving driveway and m'accellaneous repairs and painting at this building, in accordance with specifi-cations, copies of which may be obtained upon application. J. D. Sperce, Custo-dian.

FOR SALE.

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.

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