## CHARLOTTE DAILY OBSERVER, JANUARY 27, 1908.



10

that power that dazzles mortal Genius

eyes, is oft but perseverance in disguise; Continuous effort in stself, implies, spite tiess falls, the power to rise,

Of countiess falls, the power to point so Twixt failure and success, the point so

fine, Men sometimes know not when they touch the line clear out, it comes again clear in; In business 'tis the wiscost man who win. And oh, how often when shades of doubt dismay. self in the foolish position of imposwhich you have put your money."

dismay, With little more persistence, courage,

Success will dawn o'er fortune's cloudy

Then take this boney from the bitterest

There is no failure save in giving up; No real fails, so long as one still tries, For seeming setbacks make the strong

man wise. There is no defeat, in truth, save from within

L'niese you're beaten there, you're sure to win. -Author Unknown.

Personals. Mr. C. Lee, of Winston, is at the ouragement—the salesman meets Buford for a few days.

Mr. "Sunny Monday" Payne, of his travels. Keep your salesmen post-"Gold Dust" fame, will make Charlotte ed up to date with all the details perhis headquarters for the next two taining to their department; show weeks, stopping at the Buford.

Is a Charlotte visitor at present.
Mr. R. H. Bethel will make Fort
Mill, S. C., his home after February
Ist. Mr. Bethel will have charge of
the Charlotte Brick Company's geod

Mr. H. N. Klueppelberg is in after a week's trip up the K. S. road.

Mr. Quince Gilky, of Marion, was in the city a few days ago.

Mr. Shortie Peoples says trade has never been better with him than the that year a total of 9,048 good men past two weeks. "Shortle" is a sales- and true, against a total of 7,161 for

Mr. H. J. Herb will return to the Mr. H. J. Herb will return to the city the middle of the week after a ten-days' trip in eastern Carolina. Mr. Herb is with the Cochrane Show Case the supreme office on the first day of Herb is with the Cochrane Show Case Company.

Mr. Felix O'Ghee, of Shelby, was in Charlotte working the trade last and widows' and orphans' fund of the

Mr. Vic Shaw is in after a very successful trip of ten days around Greensboro. Mr. Shaw's line is shoes. 151

Briefs.

Every salesman must have faith it 1906. In the year 1907 there was paid mimself. out for the relief of dependent bene-One hundred new members, one ficiaries and orphans of deceased

hundred days. Remember thirty days members of the order, the sum of have passed. Regular meeting, Charlotte Councll. Saturday night at 7:20. Every in the disbursements in these two member is expected to be present departments for the year just past, Romething unusual for you at this over that which preceded it and we

meeting. Salesmen, remember and always through these agencies to do \$77,take broad views of everything.

Honesty and courage are first cous-ins. They go hand-in-hand. Mr. though most of us did not receive Falesman, confidence in your ability these behefits, but are satisfied, as to do good work and to make good Brother J. L. Ferris, of Waterloo, will win out for you. Iowa, puts it, to pay our regular as-Let every salesman labor to accom- sessments and dues and let the guar-

plish, let him look to the joys that antee of protection be our dividend. come from a task well done, rather The year 1907 has not only wit-than to the price he is paid for the nessed phenomenal growth, but great

away with if persons would ask for the fair attitude of Mr. Tayloe on beand insist upon having new and clean half of the railroad company is uni-small bills from banks and commer-cial houses. Much of what he says Two white men, who gave their

cial houses. Much of what he says about the danger of contagion from dirty money is true. Even where money is not "tainted" it is very often last night, but were nabled by Officers Williams and Shuping before any se

«The Question of Compensation. rious damage was done. They will have a hearing to-morrow morning. A writer of the employing class lays down this principle of fair treat-ment of employes: "Let me say, that no business man can afford to pay Salisbury's hotels have been crowded with traveling men during the past week and the drummers report that business is very fair all over Rowan his help less than a sum on which they can live in a decent, comfortable county. The advent of "The Llor and the self-respecting way. Repeatedly Mouse" to-morrow night is eagerly

I have started salesmen at one-third greater salaries than they themselves asked. Some people would think that nothing less than junacy-but J know looked forward to and there seems to be no doubt that the opera house will important be crowded for this better. Why did I do it?. Because I gagement. The out-of-town bookings knew the amount the man asked for, have been very large. knew the amount the man asked for, was the measure of his desire to get

work, and not his normal necessities.

When you allow a man entrusted with the making and keeping of your trade

for you to undertake that important

work on short rations, you put your-

ing a handlcap on the very horse on

House Letters.

them that you have their welfare at

The Year's Record.

650.25 in 1996. Taking the excess

may say that the order was able

420.33 more good during the year

The Badge Did It.

published a touching story a short time ago. A little 8-year-old girl was

arrived there. She was accompanied by a bodyguard of seven big, strap-

cipated, and every attention possible was given her. The little girl's story

and the little body was shaking with

her face appealed to a gentleman sit-

The frightened, listressed look upon

gentleman soon passed

The Mount Pleasant (Mich), Times

of the evening trains which

Her every want was anti-

week

Pidmont Bldg.

### THE WEATHER.

Washington, Jan. 26 .- Weather Fore-Virginia, rain Monday; colder by even-ing, brisk to high west to northwest winds; Tuesday fair, colder. North Carolina, rain and colder Mon-day with brisk to high west to north-west winds; Tuesday fair, colder in east

portion. The sales manager of one of the South Carolina, rain Monday, colder in

largest and most successful manufac-turing concerns in the United States west and north portions; brisk to high west to northwest winds; Tuesday fair, colder on the coast. colder on the coast.
Georgia, rain in cast and south, fair in northwest portions Monday, colder in north and central portions. Tuesday fair, colder in south portions, brisk to high west to northwest winds Monday.
West Florida, partly cloudy Monday, showers in north portion, variable winds except brisk to high west to northwest in north portiona; Tuesday fair, colder in north portion.
West Florida. Alahama, Mississippi and Louisiana, fair, slightly colder Mon-day; Tuesday fair. light to fresh north-west to north winds.
East Texas, centrally fair Monday and Tuesday, slightly colder Montay in east and south portions; light to fresh north-to northeast winds.
West Texas, generally fair Monday and makes an observation with which I am, certain many travelers will agree. It is as follows: "A fatal mistake many manufacturers make is sending nagging and discouraging letters to their salesmen, especially when they have a run of had luck. What is with sufficient stumbling blocks on

West Texas, generally fair Monday and Tuesday. Arkansas, fair, slightly colder Monday;

Tuesday fair. Tenessee, fair in west, clearing in east portion Monday, colder; Tuesday

Kentucky, fair colder Monday; Tues-The year 1907 was a period of re-markable growth for the Order of West Virginia, snow and colder Mon-United Commercial Travelers of America. There was initiated during day: Tuesday fair except snow in the mountains; high northwest winds Mon-

LOCAL OFFICE U. S. WEATHER BUREAU. the year 1906, a gain of 1,887 mem-bers. The total membership of the Charlotte, Jan. 26.-Sunrise 7:26 a. m. UDSet 5:45 p. m. TEMPERATURE (in degrees).

order, as near as it can be arrived at by a hurried digest of the returns to the supreme office on the first day of January, 1908, was 45,122. Much larger disbursements were made both from the indemnity fund and widows' and orphans' fund of the order during the year 1907, than the year 1906. The records of the year show that there was paid out for ac-cident benefits and accidental deaths in that period, the sum of \$213,895.22, against the sum of \$242,273.21 in the sum of \$242,273.21 in with the sum of \$242,273.21 in the sum of \$242

**7 PER CENT** Capital and Surplus, \$350,000. E. P. Wharton, President, A. M. Scales, Gen. Counsel.

R. C. Hood, Asst. Manager. or more, free of taxes, can be obtained from first-class pre ferred stocks of substantial North Carolina companies

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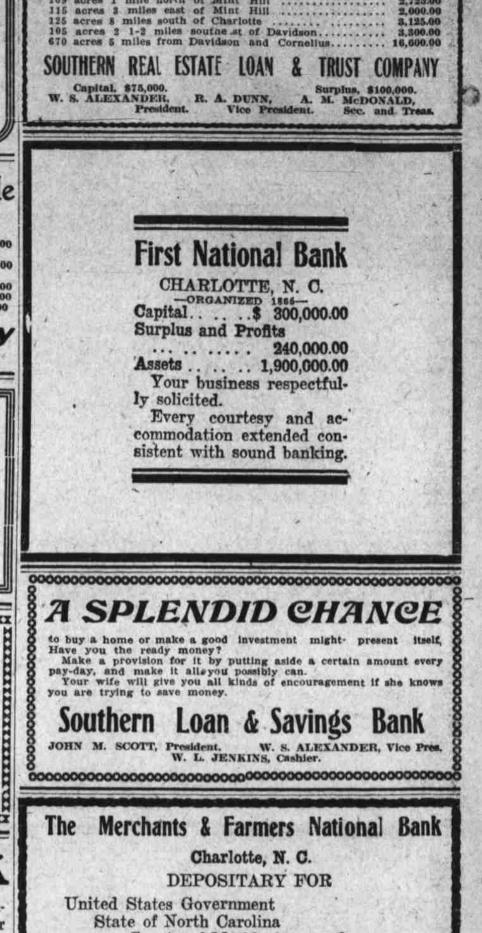


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THE AMERICAN TRUST COMPANY Trust Building.

Another Week



doing of it. expansion of the order. There have one

on one

ping men.

convulsive gobs,

We will be very much disappointed been instituted during the year if there is not one hundred members grand council and fifty-six subordinate present at Saturday night's meeting. councils, or more than an average of one new subordinate council a

Train your mind to detect the im-portant and to overlook the unim-twenty-five grand councils and 409 subordinate councils all alive and acportant

Mr. Salesman, you cannot sell goods tive, the order practically covers the without some trouble. If all you had entire United States and four Canato do was to go around and book or-ders you would give your job up pret- Nevada, Wyoming, New Mexico and ders you would give your job up pret-Arizona in which no council of the ty soon.

order exists. Truly, this is a grand A salesman to be a big success must be an expert at "butting in." But accomplishment to have been brought he must learn to "butt in" with tact about since the 16th day of January. he must learn to "butt in" with tact and grace. 1888.

#### His Share.

Tom-Papa, I want a bicycle. Papa-Well, Tom, and what will you furnish toward getting it?

Tom (thinking deeply for a moment)--I'll furnish the wind for the tires

#### U. C. T. Regular Meeting.

was a sad one. Beroft of father and The regular meeting of Charlotte mother at once by a terrible accident in a little town in Wisconsin, she had Council will be held Saturday night at 7:30. Fifteen new members are to been put on board a train and ticketed be put over the mountains at this to Monroe, Mich. Nearing Mount Pleasant, she learnmeeting. Every member is urged to A surprise awalts every he present. ed that she must spend the night one who is there. Come, you will enthere alone and among strangers, No joy this meeting. wonder the little heart was breaking

Jacky Jones Was Streauous.

"Tommy." said mamma (who had noticed severe bruises on his face), 'you've been fighting again."

ting near, and sympathetic consola-tion drew from her the ad story. "Yes, mamma." "And didn't you promise me that While she was telling him the facts when you wanted to hit any one you he noticed upon the handkerchief would always stand still and count a around her neck a pin corresponding hundred ?

"So I did, mamma, and this is what Jacky Jones did while I was count-ing." its value, but it proved a tallsman, for the gentleman soon passed

#### Still Cutting Up.

through the train and found six simi-The wanderer had returned to his lar badges, and as soon as the story native heath. He was inquiring of was told seven men were devoting sil the friends of his early youth, themselves to the little girl. Among "And what has become of Bill, the the number was one who lived in the village cut-up?" he asked. "Grown city. She was taken to his home, up and married now, I suppose, and cared for among his own dear ones carrying the dignity that goes with and escorted to the southbound train age and responsibility." "Bill has the responsibility all right, in the morning.

The badge did it. Sure, it might but he is still a great cut-up. He have happened without, but it was a writes M. D. after his name now, and reminder to them of the obligations has the vermiform appendixes of half of duty. It drove away the clouds, the village in bottles up at his office and seven men were better and stronon Main street." ger for the incident.

"John, why are you raising the window? Don't you know that I will unable to speak above a whisper

by morning?" "Yes'm."

#### Clean Money.

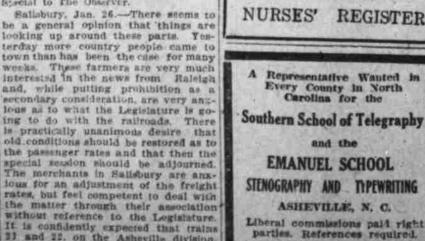
A. Cressy Morrison, of Milwaukee, Sailabury, Jan. 26 .- There seems to well known among the advertising be a general opinion that 'things are fraternity, has started a movement looking up around these parts. for clean money, by issuing a clever liftle booklet upon the subject. He shows that it would not be an im-practicable thing for the leading interests in the news from Raleigh practicable thing for the leading interested in utiling prohibition as a banks to maintain sterilizing plants for and, while putting prohibition as a inmall coin. He believes that much of secondary consideration, are very ang-the danger of spreading disease lous as to what the Legislature is go-through dirty money could be done ing to do with the railroads. There is practically unanimous desire

Wise Counsel From the South.

Whee Commert From the South. "I want to give some valuable advice to those who suffer with lines back and kidney treatile," says J. E. Blankenship, of Bock, Tenn. "I have proved to an absolute certainty that Electric Bitters MII positivety cure this distremant of the freight dition. The first both gave me great re-lief and after taking a few more bottles, without reference to the Legislature. It is confidently expected that trains the gave and 12. On the Asheville division. With the restored pretty some and the gave and the first both and the special second the first both and the f Price Sec. will be restored pretty soon, and

ROWAN GETTING BACK NORMAL **Business** is Picking Un and Old-Time

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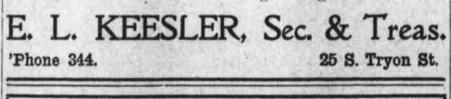
you want a box to-day?

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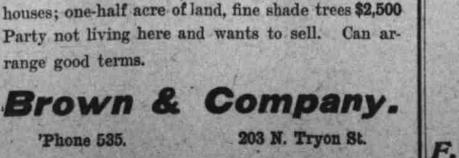
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