

STUART W. CRAMER

MAKES AIR CONDITIONERS. Something About New Charlotte Concern That is Already Doing Business Well Distributed in Eastern Part of the United States.

Will Make a Specialty of Manufacturing Air Conditioners and Humidifiers for Air Moistening, Air Cleansing and the Ventilation of Textile Factories—New Building in Process of Construction—Fine Facilities for Putting Goods on the Market.

A few days ago The Observer published the simple fact of the incorporation of the Stuart W. Cramer Company; it is now able to furnish the details regarding its organization and its proposed business.

The incorporators of the Stuart W. Cramer Company met Thursday and organized with Mr. Stuart W. Cramer president, and Mr. John H. Watson, secretary; Mr. John H. Watson, secretary, and Mr. William B. Hodge, manager. The authorized capital stock is \$100,000, and the company is starting with \$25,000 of that amount paid in; this amount will be increased from time to time as the expansion of the business requires.

The company will make a specialty of the manufacture of air conditioners and humidifiers for air moistening, air cleansing and the ventilation of textile factories, and other buildings. It will not only manufacture the apparatus, but also install and maintain the same in connection therewith, but will also make complete installations of the same on contract.

The engineering and contracting organization of Stuart W. Cramer will co-operate with the new company in the sale of its products; in fact, we are the exclusive selling agent for the company. These facilities for putting the apparatus on the market will be appreciated when the statement is made that this well-known establishment has made the plans and specifications, and done the engineering work for over 125 cotton mills in the South, aggregating 1,147,000 spindles; it has furnished the complete equipment of all these mills with two or three exceptions, that it has furnished additional the practically complete equipments for about as many mills designed by other engineers, which aggregate about 1,171,000 spindles, the total installations of complete equipments therefore amounting to over 200 mills and comprising installations upwards of 2,318,000 spindles. The money invested in these mills amounts to over \$30,000,000, their output based on 26 1/2 years at 23 cents a pound representing valuation of nearly \$100,000,000, and the cotton consumption the enormous sum of practically one million bales, annually. The power required to drive these aggregates in round numbers 100,000 horse-power. These figures will no doubt surprise many Charlotte people who do not realize how truly Charlotte is the centre of the cotton manufacturing industry of the South, and to what magnitude the business has grown during the past dozen or more years in multiplying the number of mills.

But to return to the subject of the "Cramer System of Air Conditioning." The manufacture and installation of the air conditioners and humidifiers constituting a part of the system will be conducted in close touch with the business of the manufacture and installation of Cramer automatic regulators for humidifying and heating systems. This automatic regulator business is owned by Mr. Cramer individually and will be manufactured and marketed by a separate department in his general business, of which Mr. William B. Hodge will also be manager. These two interests working together will furnish a complete outfit comprising humidifiers and automatic regulators for both the humidifying and heating systems. In addition to the automatic regulators in mills already equipped with humidifying apparatus of other makes, whereby existing equipments of humidifying and heating apparatus will be automatically corrected.

Installation of the new system complete with air conditioners and automatic regulators have already been installed in a number of mills in the cotton section of the Carolinas, and even in remote points as far south as Mississippi, as far west as Chicago, as far north as New York State, and contracts have been entered into for an outfit in New England, land cotton mill. This New England contract is for the new Manomet No. 2 Mill in New Bedford, Massachusetts, a 75,000-spindle addition to a mill that is already running approximately 60,000 spindles. This Manomet contract is probably the largest in point of dollars and cents that has ever been entered into by a single cotton mill for an equipment for humidifying purposes.

This apparatus has been in process of development for the past seven years, but it is only during the past two years that installations have been made for thorough testing, and proving the value of the apparatus. The results of these installations exceed the highest expectations of those interested in it. Many patents, both in the United States and foreign countries, completely cover the construction of all the apparatus and parts entering into the system. Wherein there are different makes of humidifiers on the market, and the Cramer Company only claim improved forms and designs of apparatus for this purpose, it will be interesting to Charlotte people to know that the patents for automatic regulation are basic and fundamental in their character, and that there is nothing else of that kind on the market either in this country or abroad, and that anyone who wants to buy apparatus of that purpose will have to transact with a Charlotte establishment, to get it. That many will do so goes without saying as every mill man knows the importance of a uniformly regulated atmosphere in his mill, and how the maintaining of uniform humidity and temperature affects the items of production and waste.

THE CREWS-PAULSON CASE

Header Vigorous Attack Made by the Commission Firm Upon Mr. T. W. Crews in the Shape of a Circular Letter Addressed to Every Member of the Spinners' Association—Mr. Crews' Method of Retaliation.

The controversy between Mr. T. W. Crews, secretary of the Southern Hard Yarn Spinners' Association on the one hand, and the commission firm of Paulson, Linkroom & Co., on the other, appears to be far from ended. The statements which have been sent out by these parties have been published exclusively in The Observer and The New York Commercial, and the inter-communication which is being attracted thereby is evident from the space being given to both these papers, notably The Commercial, which keeps hammering away at the situation.

Shortly after the appearance of the statements of Mr. Crews in the form of a circular addressed to the members of the Spinners' Association, in which he attacked the proffer of the commission firm, he received a telegram from Mr. Paulson, which read as follows: "Your letter of the 25th is demanding. As you issued it without authority of the committee, we demand immediate withdrawal."

Paulson, Linkroom & Co. then announced that they had received the following from J. S. Reinhardt, a prominent member of the association and a member of the advisory board: "Did not know of secretary's letter until I saw it. Not authorized."

After receiving this telegram Paulson, Linkroom & Co. sent the following circular letter to every member of the Hard Yarn Spinners' Association, explaining their attitude and their reasons for offering to advance 75 per cent on yarns: "New York, January 29. Gentlemen—Referring to a letter issued on January 15th by T. W. Crews, of Charlotte, reported to have been issued under the direction of the committee of the Hard Yarn Spinners' Association, in which he refers to our advertisement in several papers would say, the statement he makes that, 'it is nothing more or less than an effort on our part to discourage any good that might have been accomplished at the yarn spinners' meeting in Charlotte on Saturday, the 18th,' we want to say that this is absolutely untrue. We also want to state that we have a telegram to-day saying that he sent out this letter without authority from the committee. We have telegraphed him to-day demanding him to withdraw it."

It is certainly a libel on us, as it does not our intention to do an injury. Our object in putting out these advertisements was to relieve some of the spinners who were in need of spot cash. We are willing to take these yarns on consignment and thereby protect other spinners. By making the offer to relieve some spinners who were in need of money, from throwing their yarns on the market to be sold at the best obtainable price for cash. We have been very much misrepresented and we trust that our friends will appreciate the unreliability of Crews' letter. Yours truly, PAULSON, LINKROOM & CO.

To counteract this letter attack of the commission firm, of which I was made cognizant yesterday," said Mr. Crews to an Observer man. "I had the story lifted as published in The Observer Friday morning, in which I reiterated my attitude, and in which, also I reported in circular form, sent it to every member of the association. This was all I did, and I think this is all that is necessary."

OVER 2,500 CASES. Big Epidemic of Grip Prevailing in Charlotte—Numerous Entire Families Laid Out and Effect is Reflected in Business Life of the City. There must be, at the very least estimate, 2,500 cases of genuine Russian influenza, commonly called grip, in Charlotte," declared a well-known physician to an Observer man last night. "I am worked from morning to night and yet I could not by any possibility visit every day, working the whole of a home, each of the patients who send for me. I have never known so widespread an epidemic in the history of my medical practice. The nearest approach to it was 15 or 18 years ago."

There has been using eyes and ears know that the above is not idle talk. While comparatively few of the cases are severe or dangerous, they are strong in numbers. In dozens of instances whole families have been laid out by the force of the germ, who never fails to strike early, and through the land at this season, seeking whom he may pounce upon. The case of the Austin butcher shop, which has had to be closed for two days because every one of the four or five who work there are laid up, has been mentioned previously. This is doubtless by no means without a parallel, for it is said that some of the department stores are in plight about equally inconvenient. If the illness of the people who have grip were noted in this paper's "brief column," about twenty-five or thirty columns, or four solid pages, would be necessary every day to keep the friends of the patients posted as to their condition.

GOSSIP OF THE CORRIDORS

"North Carolina is certainly a great State," said Major E. M. Kirkland, of Washington, who is spending several days in the city at the Selwyn as secretary of the Thomas Jefferson Memorial Association of the United States. "This is my first visit to this section of our country and I am profoundly impressed with the boundless possibilities of the Old North State."

"So far, I have been in some 25 counties, met many of your representative citizens and it is notable that the men who are at the head of your industrial enterprises, your banks and your mercantile interests, all impress me with their wonderful foresight and sagacity, accompanied with marked business ability."

"I suppose your State suffered less from the recent panic than many others and its speedy return to normal condition demonstrates its great recuperative powers. Your cities all seem progressive and up-to-date, notably Charlotte, which must be acknowledged the leading city of North Carolina, as well in the front rank of the whole South."

"I like your newspapers, especially The Observer, its manner of presenting the news, the absence from it of 'savage headlines,' its strong, sensible conservative editorials and the evident hold it has upon the people of North Carolina, outside of your own city as well as within its bounds. I would not presume to criticize, but am inclined to remark that your State government will be wise if it avoids too much legislation. There is a pronounced tendency in the Congress of the United States and all State legislative bodies to undertake to enact laws for all possible conditions, which results in the introduction and often the enactment of unwise measures. As with many other States, you are creating too much paternal legislation. You have frequently remarked that we should have a law prohibiting this and permitting that, etc., while as a matter of fact, a modicum of 'horse sense' on the part of the people would render much foolish legislation unnecessary."

"If I was going to change my place of residence, I think I should like to become a 'Tar Heel.'"

"A professional beggar or beggaress presents some interesting dominant traits of character," remarked an officer of the city yesterday who has considerable experience with this class of the city's citizenship. "The calls made yesterday were numerous, coming largely, however, from the poor and unfortunate who always make the least bit of bad weather an excuse for them to petition the city for help."

"One came to the mayor's office," continued the officer, "and was there 15 minutes or more before Captain Franklin was due to arrive. She came to the door, inquired about him and was told that he would be in shortly. Then she would walk back to the front of the city hall, wait about half a second, and make another inquiry. Finally she came to the door about two minutes before 11 o'clock—the hour when the mayor arrives—and finding that she was too late, she commenced talking about the mayor, berating the city for its slothfulness, talking loud and rather boisterously and then walked away. That is characteristic of a large class of her kind."

Dr. H. A. Crowell and Dr. C. M. Strong leave to-night for Baltimore, where they will spend a week in the inspection of hospitals. Dr. H. A. Crowell will have charge of his work.

Flat Work Is Hard Work when it's done at home. Count up your sheets, table covers, towels, napkins, handkerchiefs, rags, pillow cases, etc. Don't they make over half of the washing, and the heaviest, bulkiest, awkwardest half at that? You'll find our flat work service—washed, ironed and folded—at 1, 2 and 3c. a piece a great convenience if you'll only give it the trial we ask for it. Charlotte Steam Laundry, Launderers, Dyers, Cleaners, 219 South Tryon Street.

MUCH DAMAGE AT SPARTANBURG

Telephone, Telegraph and Street Car Companies Put Out of Business, the City is in Darkness and Streets a Mass of Ruined Wires and Fallen Poles as Result of Heavy Sleet. Special to The Observer.

Spartanburg, S. C., Feb. 1.—The street railway, electric light, telephone and telegraph companies have been damaged thousands of dollars as the result of the sleet blizzard, followed by rain and the hard freeze, of Friday night. It was the most severe freeze and sleet storm ever known in the history of this section of the country, and the loss to the wire companies will amount to thousands and thousands of dollars in addition to the inconvenience of the public. The streets of the city are in darkness as the result of broken wires and fallen electric light poles and street car travel is interrupted.

Not a car wheel has turned over the North and South Church line since last night. Magnolia street and South Church are blocked with fallen telephone and electric light poles and hundreds of miles of wire lie in tangled mass. The poles began falling last night, falling lengthwise across the street. Some of the poles struck residences, knocking down the chimneys and injuring the roofs, frightening the inmates and causing them to spend a night of terror.

All the wires of the Southern road and the Western Union are down, the only wires in operation being those of the Postal. Hundreds of hands are at work clearing the havoc wrought by the blizzard but it will be two or three weeks before the damage is repaired. Rock Hill Escapes Serious Damage. Special to The Observer.

Rock Hill, S. C., Feb. 1.—Rock Hill experienced the first real touch of winter yesterday evening and last night it has had. The rain and sleet began falling about noon, and continued until into the night. Every outdoor obstacle being covered with ice to-day. No damage has been reported at the present time.

The Perfect Woman is Not a Fat One. Artists say the ideal proportion of weight in a woman is 25 pounds for every foot of her height. This would make a woman of 5 feet 4 inches weigh 136 pounds 5 ounces. If you weigh more than this in proportion to your height, you are likely to get too fat in a few years. Check it by taking a teaspoonful after meals of Marmola's Food. Marmola's Food is a pure Food Extract. Cascara Aromatic and 3/4 ounce Syrup Simplex. See the Marmola's Food and mix it with the other ingredients at home. This mixture is harmless, will not cause wrinkles, and is well known to take off seven pounds of fat a week without any help from exercise or dieting. It is inexpensive.

Flat Work Is Hard Work when it's done at home. Count up your sheets, table covers, towels, napkins, handkerchiefs, rags, pillow cases, etc. Don't they make over half of the washing, and the heaviest, bulkiest, awkwardest half at that? You'll find our flat work service—washed, ironed and folded—at 1, 2 and 3c. a piece a great convenience if you'll only give it the trial we ask for it. Charlotte Steam Laundry, Launderers, Dyers, Cleaners, 219 South Tryon Street.

PEOPLE'S COLUMN. All advertisements inserted in this column at rate of ten cents per line of six lines, including postage, for less than 20 cents. Cash in advance.

WANTED—Three white families to work farms on share in South Carolina. Address L. care Observer.

PURCELL'S Ladies' Garment Store PURCELL'S

Clean-Up Sale of Suits, Coats and Waists

Sever before have you been given the opportunity of securing such bargains in Suits or Coats as we are offering you this week. These prices do not represent half of the cost prices of the materials that go in these Suits. Space is a valuable thing with us at present. We are compelled to have it, though at a heavy loss. Lucky is the lady who has a Suit to buy and will take advantage of this sale.

LADIES' SUITS \$25.00, \$22.50 and \$19.50 Suits reduced to \$7.50. This lot consists of Broadcloth and Panamæ Suits.

LADIES' COATS \$15.00 Misses' Suits reduced to \$6.95. \$17.50, \$15.00 and \$13.50 Fancy Cloth Coats reduced to \$2.98.

CHILDREN'S COATS \$15.00 and \$13.50 Broadcloth Coats reduced to \$7.50. Colors: Black, Navy Blue and Brown; full lined. \$25.00 and \$20.00 Broadcloth Coats reduced to \$11.50. Long, full, loose styles, full satin lined. Colors: Black, Tan, Gray and Brown.

NET AND SILK WAISTS \$12.50, \$10.00 and \$8.50 Coats reduced to \$5.50. \$15.00 Coats reduced to \$2.95. \$3.98 and \$3.50 Coats reduced to \$1.95. \$2.98 Coats reduced to 98cts.

NET AND SILK WAISTS \$7.50 and \$5.00 Net and Silk Waists reduced to \$2.95. Some handsome Waists in this lot of Net and Silk Waists. At the price they are cheaper than wash waists. They save their price in laundry bills.

PURCELL'S

WANTED—Three white families to work farms on share in South Carolina. Address L. care Observer.

WANTED—Agents, either sex, earn from \$50 to \$100 per week, selling our exquisite embroidered pongee silk waist patterns, silk blouses, etc. National Importing Co., 69 Broadway, New York.

WANTED—Capable traveling salesman at once. Stable line, profitable commission contract with \$5 weekly advance. Permanent position; references required. A. S. J. Co., Grand River Ave., Detroit, Mich.

WANTED—Salesman to sell retail trade, your locality; \$5 per month and expenses to start, or commission. Experience unnecessary. Hermlingen Cigar Co., Toledo, O.

WANTED—Position by competent stenographer. Can furnish good references. Miss Beulah Hoagland, 3 South Davidson street, Charlotte.

WANTED—Traveling salesman to sell fruit, olives to general stores and grocers. \$20 per week and expenses. Red Cross Vinegar Co., St. Louis, Mo.

WANTED—To take a couple to board in private family. Address "Home," care Observer.

FOR SALE—Steam plants. Having changed our several mills over to electric drive, we now offer four first-class steam engines and boilers for sale; high pressure engines and cross compound condensing engines, 20 to 150-horsepower. Will sell cheap for cash or will take stock in good mill. J. W. Cannon, Concord, N. C.

FOR SALE—Incubators and brooders. J. M. Johnson, Box 101, Charlotte, N. C.

FOR SALE—At six prices, fine oak wardrobe, chair, bureau, table, etc. Phone 27, or write "A. W.," care Observer.

FOR SALE—2000 cases good standard tonotones. For prices apply to J. M. Michael, Box 17, Reidsville, N. C.

FOR SALE—Complete set of tinners' tools and stock in growing South Carolina town. Good reason for selling. Address O. G. Wilson & Co., Shelby, N. C.

FOR SALE—Dry wood, any size, any length. Phone 68.

FOR SALE—For \$100, an eighteen-room building, almost newly furnished, good location. Good reason for selling. The best location in the city of Atlanta for patronage. Reason for selling, party leaving city. Address P. O. Box 8, Atlanta, Ga.

WANTED—Registered druggist in North Carolina, desire position at once. In new place, salary not fixed, but to be offered. Address "Trion," care Observer.

FOR RENT—House No. 68 N. Tryon street. For terms apply to B. C. Reed, 70 N. College street.

FOR RENT—At once, furnished home in Dilworth all conveniences. Phone 204 or address "Home," care Observer.

FOR RENT—In private family, nicely furnished front room with bath; near square; terms reasonable. Call phone 508, or address care Observer.

FOR RENT—Ground-floor office in Selwyn Hotel; next to lobby entrance; very desirable space. Southern Real Estate Loan & Trust Co.

FOR RENT—3 furnished rooms with bath for light housekeeping. Phone 101.

FOR RENT—8-room house, all conveniences, 7th and Central, Piedmont. Apply J. E. Davis, American Trust Co.

FOR RENT—Few desirable offices in Trust Building. Apply J. E. Davis, American Trust Co.

MISCELLANEOUS. BROKEN STONE—I am now prepared to furnish and deliver broken stone screened any size, for concrete work of all kinds. Stone very hard and breaks into most desirable shapes for good strong concrete construction. Fred Oliver, Charlotte, N. C. Phone 104.

FOR ACHEs, pains, bruises and sprains, use Mullen's Hornets Nest Ointment. For sale by all druggists and country merchants.

4522 WINS this time. Holder please call and get your pipe. Consolidated Cigar Store.

FURNISHED HOUSE on Carnegie Court, new occupied by Lamb's Club, for rent. March 1st to 31st, last. Eight rooms; all conveniences. J. E. Davis. Phone No. 2.

LARGE CONCERN of high standing, established over fifty years, desires to negotiate with reliable man to manage sales office; salary law of \$100 yearly and extra commissions on all business, payable monthly; applicant must have good references and have \$1,000 cash or bankable paper. Secretary, Box 13, Bloomington, Ill.

LADIES—Your advertisement inserted in popular matrimonial paper free. Confidential. Send stamps for particulars. Dixie Club, Box 24, Atlanta, Ga.

DAMAGED BOOKS cheap. We have a large stock of standard limited editions that have some small defect, will sell cheap. Write Co-Operative Press, Charlotte, N. C.

JEFFERSON, Clay, Franklin, Lincoln. Four great American statesmen. While they last you can have a complete set of each for \$25. Ask for terms. Co-Operative Press, Charlotte, N. C.

GOOD PAY—To men everywhere, to take signs, distribute circulars, samples, etc. No canvassing. Universal Adv. Co., Chicago.

FINE OPENING for a haberdashery or 5 and 10-cent store in new postoffice building, Main street, Chester, S. C. Apply to T. L. Eberhardt.

HUNTLEYS everywhere, \$2 to \$25 made weekly distributing circulars, samples, no canvassing; steady. Merchants' Outdoor Club, Chicago.

STOCKS in the stock market. Our book gives details. Free. Write for it. John A. Boardman & Co., stock brokers, 31 Broadway, New York.

THE GUINEA PIG PROVE IT

That dandruff, itching scalp and falling hair are caused by a germ or parasite is now recognized by dermatologists everywhere.

A notable demonstration was by Drs. Lassar and Bishop, who took dandruff scales from the head of a student who was losing his hair and having made a pomade of them with vaseline, rubbed the same upon a guinea-pig, and the pig became bald. (See Geo. Thomas Jackson, M. D., on diseases of skin, 4th edition).

Newbro's Herpicide kills the germ that causes dandruff, itching scalp and falling hair. Keep your scalp in a sanitary condition with Herpicide and extraordinary results will follow. Stops itching of the scalp instantly. Try it. Two sizes, 60c. and \$1.00, at drug stores. Send 10c. in stamps to The Herpicide Co., Dept. N., Detroit, Mich., for a sample. Guaranteed under the Food and Drugs Act June 20, 1906. Serial No. 915. Be Sure You Get Herpicide.

R. H. JORDAN & CO. Special Agents. Applications at Prominent Barber Shops.

A CARD. This is to certify that all druggists are authorized to refund your money if Foley's Honey and Catarrh Cure fails to cure your cough or cold. It stops the cough, heals the lungs and prevents serious results from a cold. Copy this ad. to your druggist and prevent pneumonia and consumption. Contains no opiates. The genuine is in red and white boxes. Be sure you get the genuine. R. H. Jordan & Co. and W. L. Hand & Co.

Mrs. Stott to Speak This Afternoon. The meeting for men to be held this afternoon at 3 o'clock at the Young Men's Christian Association will be addressed by Mrs. Grace Stott. Mrs. Stott has but recently returned from China, where she served as a missionary for thirty-eight years, under the direction of the China Inland Mission. Mrs. Stott has delivered several addresses this week at Tryon Street Methodist Church, which have proven very interesting.

All men are invited to attend this service. No collection will be taken.

LADIES TO COPY letters at home; spare time; good pay; cash weekly; reliable; send stamp. Zeck Co., Morris-town, N. Y.

GOOD PAY—Men wanted everywhere, to take signs, distribute circulars, samples, etc. No canvassing. National Dixie Bureau, Chicago, Ill.

DISTRIBUTORS wanted everywhere, \$5 to \$20 made weekly distributing circulars, samples, no canvassing; steady. Address Reliable Adv. Bureau, Chicago.

PRIVATE SANITARIUM. For the exclusive treatment of DISEASES OF WOMEN. Mrs. Roscoe F. Hornish, M. D., Graduate of German and American Hospitals; 26 years' experience. First-class accommodations. Long distance telephone. 349 Peachtree, Atlanta, Ga.

Telephone Cost. Cannot be measured in dollars and cents. Bell service brings peace of mind that no other agency can furnish. In an emergency it may save lives—or fortunes. It reduces miles to inches—does it instantly! Reasonable rates.

REASONABLE RATES. Call No. 9050.

BELL SERVICE IS SATISFACTORY.