

U. C. T. Column

A GENTLE MAN. He was as mild a man and kind as in this world of ours you'd find...

Merchants' Journal. The Merchants' Journal, which was moved last month from Raleigh to Charlotte, made its first appearance from its new Charlotte home last week...

Traveling Men's Day. The Mecklenburg County Fair Association has set Thursday, October 22d, 1908, as "traveling men's day."

What the Boys Say. Four hundred members for Charlotte council by April 1st, 1909. Want every traveling man in the borders of the two Carolinas present on that day.

Regular Meeting. Charlotte council will hold its regular meeting Saturday night at 8 o'clock. This meeting is to be strictly a business one.

To the Merchants. Remember that the time to buy the goods that sell is before the demand is at its height.

Briefs. The cup that cheers is a noisy piece of crockery. Everything comes to him who has the price.

Mr. Salesman, do not talk your prices so much. Talk quality. That is one of the many secrets of salesmanship.

Mr. Salesman, if you cannot give a guarantee to your customer as to the line you carry, you had better make a change.

Mr. Salesman, watch profits and your men will look after your salary. Mr. Salesman, satisfaction to your customer is of great importance in the building up of your business.

Mr. Salesman, a sound argument is not one composed largely of noise. A trouble-hunter always comes home with a full game bag.

Mr. H. C. Marley, of No. 226 Council Greenboro, was a Charlotte visitor last week. Brother Marley is senior counselor of Greenboro council and is exceedingly popular with all the boys.

Mr. John C. Dulin will return to the city in a few days. Mr. E. H. Firshearts, one of the most popular road men in the Carolina, passed through the city a few days ago on his way to New York City.

Mr. John Blake is in after a very successful trip. Mr. Blake is with the Bessard-Dunn Company and enjoys the reputation of being one of the largest drug salesmen that traffic the road.

SUPREME COURT DECISIONS

R. M. Whitehurst vs. Atlantic Coast Line Railroad Company. 1. When by agreement depositions were read upon the trial of an action...

1. Testimony of one who was on the premises of the plaintiff with another person immediately preceding the burning of his house, etc., thereon, that the engine was the one which caused the burning...

1. Taken in connection with other evidence, it was competent to identify the train, for a witness to testify that he saw smoke in his own woods immediately after seeing that arising from plaintiff's premises...

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DEED SECURED BY FRAUD

Jury at Wilmington Awards Plaintiff Property Valued at \$10,000—Case Brought by Ireddell Meares Comes Up This Week. Special to The Observer.

Wilmington, April 12.—The jury in the Superior Court which had in hearing the land suit of Miss Louise B. Smith against the estate of the late Roger Moore returned a verdict awarding the plaintiff city property valued at \$10,000, holding that a deed to the property was secured by fraud.

This week the case for trial is one in which Ireddell Meares, a well-known Wilmington lawyer, sues J. J. Wolfenden and the estate of J. A. Meadows of Newbern, for the balance of an attorney's fee of \$25,000 for professional services in the purchase and sale of the famous Green swamp lands in Brunswick and Columbus counties.

Special to The Observer. Asheboro, April 12.—The prospect so far is favorable to a large yield of fruit in Randolph county this year, so also as to the wheat crop. Business is picking up and our merchants are doing a fairly good business.

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SUBURBAN REAL ESTATE

3 FACTS 3

FIRST—It can readily be shown by the records of the Register of Deeds for Mecklenburg County that real estate values in the suburbs of Charlotte, have within a few years time increased 150 to 300 per cent.

SECOND—It is history everywhere that values continue to grow as population increases. The City of Charlotte is now well recognized as the coming big city of this section of the South, and is growing faster than ever before even in spite of the recent panic.

THIRD—The old city is full of overflowing, and desirable building lots can only be had at very round prices, and the largest growth, practically all the new growth of the city must be in the suburbs.

THE SUBURBAN REALTY COMPANY

Has made large preparations for this larger growth and can supply the needs of the prospective buyer, either for home or for investment. Many local buyers are taking advantage of our offerings because of the comparatively low prices and very favorable terms in our recently developed suburb.

Buy Suburban Property Now

if you want to make good use of your opportunities and profit accordingly. WE OFFER YOU THE FOLLOWING OPPORTUNITIES:

AT PIEDMONT Several choice lots, 66x150, on Central, Jackson, Sunnyside, Louise Avenue. A few choice lots, 50x200, on East Seventh street. One fine corner, 262x200.

AT ELIZABETH A beautiful lot, 90x198, fronting on college campus. A beautiful corner lot, 66x198, overlooking college campus. A 66-foot lot on Kingston, fronting new car line extension.

AT HILLCREST Only four remaining front lots, each 66x225, one block from Elizabeth car line; fine elevation. Several lots 60x229 1-2 on side streets, high elevation overlooking city.

AT COLONIAL HEIGHTS The highest, most beautiful location of all, just being opened for development, overlooking Elizabeth College Park and the city. Choice lots 60x150, 60x200, 60x240, 60x275.

AT DILWORTH Three fine lots, Park avenue, 50x150, 50x200. Two fine lots, Kingston avenue, 50x150. One fine lot, Boulevard, 50x200.

AT WILMOORE One remaining corner on macadam road about 80x200, at a bargain. Choice West Boulevard lots, 50x200; also Kingston avenue and Park avenue, 50x195.

Several cheap lots on Dowd road, \$300, \$400, \$500. Terms: \$10 cash, \$10 per month, or one-fourth cash, balance 1, 2, 3 years. 10 to 100-acre manufacturing site on main line of Southern R. R.

F. C. ABBOTT & COMPANY

"EVERYTHING IN REAL ESTATE." Selling Agents for Suburban Realty Company. WANTED—Several good salesmen to handle our properties in outside territory on liberal commission basis.