

THE FURNITURE MEN HERE

FIRST MEETING YESTERDAY.

North Carolina Retail Furniture Dealers' Association convenes in Annual Session in Seelye Hotel—Speeches Made Yesterday—Furniture Dealer, Mayor Franklin and Mr. Chase, President, Welcoming the Delegates, and Response by Mr. Royal, of Goldsboro—Interesting Reports by Secretary and President—Meeting Last Night—Supper Will Be Served To-Night at Latta Park.

A familiar scene for Charlotte was the gathering in the assembly room of the Seelye yesterday of the annual convention of the North Carolina Retail Furniture Dealers' Association, representing 115 North Carolina firms. More than a dozen similar meetings had been held in the city this spring and summer. In the interest of its deliberations this is quite up to the standard, as well as in the personnel of its membership. The association was called to order at 8 o'clock by President C. W. Parker at 3 o'clock and this afternoon at 3. At 4:30 a trolley ride to Hoskins, Piedmont, Electric Park and Dilworth front, Electric Park and Dilworth will be indulged in. To-night at 9 o'clock supper will be served at the Latta Park pavilion.

Rev. E. L. Bain opened the meeting with prayer. Mayor T. S. Franklin was first on the program scheduled for his wanted address of welcome, a role in which practice has made perfect. Mr. E. R. Preston, who has from time immemorial, in the capacity of president of the Greater Charlotte Club, acted as the mayor's side partner, was not present. Mr. Chase Brenizer taking his place.

"We esteem it a great privilege," said the mayor, after a few introductory remarks, "to have the Retail Furniture Dealers' Association in Charlotte. We are very prone to speak about manufacturing establishments, Charlotte, if it is anything, is a manufacturing city. Surely we have the largest manufacturing centre in the State in the Southern States. And yet, when we come to consider the matter closely, what would all our manufacturers amount to, if we had not the retail merchants? It is for you come to us as a very important factor in the industrial life of our State."

Uttering words of commendation for the Greater Charlotte Club, its spirit of progressiveness, of energy and of co-operation as factors in the upbuilding of Greater Charlotte, President Parker next introduced Mr. Chase Brenizer, as one who belonged to Charlotte from the day of his birth and he trusted ever would Mr. Brenizer make a strong talk. Charlotte, he said, can give her visitors everything except sea breezes and mountain air and something to drink. It is weak on liquids but solid on things substantial. This he said, was being said in a public capacity. Of course in a private way, some of the local members could probably supply their needs.

Referring to the fact that Mr. Preston has heretofore made the second welcoming speech, Mr. Brenizer said: "In violating this custom of the ages, I feel that as a representative of all that is best and progressive in our city's growth."

CHARLOTTE'S ONE LACK.

The speaker said further that he hoped this meeting would result in the setting up of a retail furniture business. A statement of the purpose of the organization is that to secure good relations between the manufacturer, jobbers and retailers of furniture. He trusted that as a result of this meeting Charlotte may become a High Point of furniture making. Already she is the centre of the cotton mill interests. One-half of all the cotton mill machinery sold in the Southern States is sold through Charlotte. One-seventh of the bank capital of North Carolina is devoted to exploiting these enterprises. We have the power and everything needed to furnish our own goods enough for anybody to live in. It is to be hoped that this error in our development will be corrected by the next meeting and one more industry will be added to our roster.

The retail furniture dealers, said the speaker, come in close contact with the womanhood of the country. They sell the furniture which exercises potent influence on the young, creating in them appreciation of the artistic and the beautiful. Therefore is their function and their work of importance. If Charlotte and the Greater Charlotte Club can be of any assistance to you, they will do it with as much pleasure as that with which they extend this welcome to you today.

MR. ROYAL REPLIES.

The response to the address of welcome was made by Mr. George C. Royal, of Goldsboro. "Your splendid speeches of cordial welcome to our association are strong evidences of the progress of the times," said Mr. Royal. "Fifty years ago such an organization would have been looked upon with suspicion, and instead of being welcomed by a community, it would probably have been criticised. But to-day people recognize the advantages of organization, and well they may, for the rapid advance of our great country is largely— I might say entirely—due to intelligent organization. Take, for instance, the much-abused Standard Oil Company. When they began their organization kerosene oil was selling for 25 cents a gallon, while to-day it sells for about 11 or 12 cents. The general public is the beneficiary of the great reduction."

"And again, take the American Tobacco Company, which had its inception in North Carolina, the parent soil of the golden leaf of commerce. Before it was organized the cultivation of the weed was limited because the demand was small. Now the products of this company are sold throughout the world, thereby bringing into our country millions of dollars of foreign money which are paid out to our farmers in profitable prices for their tobacco. Organization did it. The furniture branch of industry has been a little slower to organize and hence is young in organization. Yet the results have been very decided. When I went in the furniture business 22 years ago, a common popular bureau with 12x20 American mirror sold for \$7.50. To-day you can buy an oak bureau larger in every way with 12x24 French bevel mirror for this price."

"Organization was a potent factor in bringing about these changes of prices which have been of so much benefit to the consumer, but that is not all."

EXCELLENT HEALTH ADVICE.

Mrs. M. M. Davison, of No. 275 Clifford Ave., San Jose, Cal., says: "The worst remedy for headache, general aches and pains of the head and back is so pronounced that I am prompted to say it is in its favor for the benefit of those seeking relief from afflictions. There is more health in the Electric Bitters than in a bottle of Electric Bitters than in any other remedy I know of." Sold under the name of "Dr. King's."

only one advantage of our organization. The benefits of meeting and exchanging views as to business methods, displaying of stock, educating salesmen as they can assist customers in selecting and harmonizing decorations for their homes are some of the other advantages, all of which go to the customer. The furnishing of a home is becoming the work of an artist, and the day is not far distant when the successful furniture man must be a connoisseur in the harmony of color and the artistic selection and arrangement of furniture for the humblest home, as well as for the most palatial.

"It is well this time is coming, for the environment of pleasing surroundings is becoming a prominent section of home furnishings and the arrangement of the same have a most refining influence upon the entire household—the young especially—an influence which will be felt throughout the life. It is eminently fitting in this period of rapid advance in our organization that we should meet in this metropolis of our State whose very name is synonymous with advance and prosperity. In the name of our organization I do most heartily thank you for your generous words of welcome, expressive of the hospitality that is so characteristic of your progressive city."

PRESIDENT'S REPORT.

The reading of the minutes of the last meeting was dispensed with on motion and President C. W. Parker read a carefully prepared report for the year just closed. "After the welcome we have already listened to," said Mr. Parker, "it is useless for me to say more, but I can't help adding that the retail furniture dealers of Charlotte are more than capable of assisting you. We want you to mingle with us, visit our places of business, give us all the trouble you can, for we each and all feel that the pleasure is all ours and we get it and do you no harm. We firmly believe in association work and we think the furniture dealers of North Carolina make no mistake in taking a few days off from business to come together, meet each other in friendly intercourse and study and discuss subjects that stand for our mutual interest."

"There is no doubt in my mind," the president continued later, "that this association has been of untold benefit to the retail dealer and to the public also. Its object has been to elevate the furniture trade of the State, to educate the retail dealer in his duty, to raise his moral business standard; if possible, to make the retail furniture industry in every town an institution that every citizen can point to with pride. That we have been successful in at least a part of these worthy motives, you have only to visit a few of our towns and compare the stores that you see now with those which existed at the organization of this body."

"We must keep this association together and make its influence stronger. We have much to confront us in the future and every man must be his duty. We feel justly proud of what has been accomplished by this association. We feel that a few of the evils that confronted us which have been in whole or in part adjusted to our advantage might be mentioned here."

"The trading stamp idea has become a thing of the past. A more unjust scheme or a greater fraud, neither dealer nor consumer was ever afflicted with."

"The store auction house scheme, run for a few days by some unreliable fake, who pays no taxes, are finding it more difficult to get goods, and the reputable manufacturer refuse to sell to them altogether."

"The methods and source of supply of the catalogue houses, who generally offer cheap goods, are being studied by the wide-awake dealer. This competition is being met. We do not believe the furniture dealer has much to fear from the catalogue house and the magazine advertiser, if he keeps up with the times and acts with wisdom. There is nothing that he cannot sell as cheaply as either the catalogue house or the magazine advertiser, if he will make the price for a factory, as they do and then collect all or part of the money before shipment is made."

"The mail order idea, we believe, was originated by Fred Macy and he lived long enough to die a bankrupt. Many other concerns have started up, and have found their finish in the same way."

"There are now only two large mail order houses, and they reached their growth several years ago and their influence is diminishing daily. The well posted and wise furniture dealer can meet any of this competition."

"Be sure that your own wife and daughter do not send to Chicago to buy flour, hats, ribbons and clothes, and your neighbor will buy furniture from you."

"The best manufacturers of this country are refusing to sell the mail order houses, and those factories which do sell them now offer you the same goods at low prices. This has been accomplished by association work."

"We feel very proud of the loyal support that our North Carolina factories have given to this association and to the retail dealers of this State. We feel that those few manufacturers that still quote prices direct, that you must choose this day whom you will serve. We do not feel that any factory should offer its goods to any consumer, whether hotel or other institution, except at the request and through some legitimate furniture dealer. We believe the manufacturers as a whole would thank us for such an expression. The national association, which is now so large and growing, and the many State associations now organized and growing, will help to accomplish this demand."

President Parker then said that the factory friends should be treated with as much courtesy and consideration as was expected of them, bills should be paid, no unreasonable demands for damages should be made, no tabs should be asked for that are not just. Friendly relations should exist among all dealers.

PURPOSE SHOULD BE UNDERSTOOD.

"I think it is also necessary," the secretary continued later, "that we make ourselves fully understood. We are not organized for the purpose of either raising or agreeing upon prices at which goods shall be sold. In fact, the aim of the association is by reason of the abatement of certain abuses that had grown up in the trade to reduce prices to the consumer. These worthy motives have had much to do with the success of the association. During the year we have had twenty-five complaints for adjustment. Most of them have been adjusted, some have not and a few cases have been treated very ugly by the factory with which the complaint has been taken up. This I very much regret and I must confess that I think it is very poor business policy on the part of factories to act arbitrarily with us, when seeking to adjust apparent wrongs. I have individually come in for some criticism for being too active, and I would respectfully suggest that, during the next year, every member be on the alert and pick up every shipment made to their town that does not show to be through a legitimate policy on the part of the secretary for investigation."

Ninety per cent, said the secretary, of the manufacturers are giving hearty co-operation and appreciation should be expressed to these by giving them their due share of business. Gaston, Lincoln, Shelby, Rutherford, Marion, Asheville, Hickory and Newton were visited by the secretary during the past year.

At the close of this address, the report of the executive committee was called for. This, it was stated, would be made to-day. The five-minute talks were likewise postponed till night and the association adjourned about 4:15 to go to the baseball game.

Following are the officers of the association: President, Charles W. Parker, of the Parker-Gardner Company, Charlotte; first vice president, E. F. Hall, of Hall & Chance, Reidsville; second vice president, T. P. Dillon, of Monroe; third vice president, George S. Boylan, of W. Monroe & Co., Monroe; fourth vice president, H. C. Huntley, of Huntley-Stockton-Hill Company, Greensboro; fifth vice president, W. C. Brothers, of the Fayetteville Furniture Company, Fayetteville; secretary and treasurer, W. E. Summersett, of W. E. Summersett & Co., Salisbury. Following are the members of the executive committee: Messrs. W. T. McCoy, Charlotte; George C. Royal, Goldsboro; G. L. Barnhardt, Lenoir; G. S. Tucker, Raleigh; W. T. Mercer, Wilmington.

The finance committee is: Messrs. T. J. German, Raleigh; J. T. Porter, Charlotte; G. A. Patrick, Rockingham.

Following are the members of the entertainment committee: Messrs. J. T. Porter, John T. A. Lawing, C. W. Parker, W. T. McCoy, J. E. Denton and A. W. Smith.

SESSION LAST NIGHT.

Informal and free discussion characterized the entire evening session of the association which convened at 8:30 and did not adjourn until well toward 11. The questions discussed, although not of public interest, were of more or less import to the furniture men present and they engaged in them spontaneously. There was a number of short talks from different members on various phases of the business. Addresses were scheduled to be given by Mr. W. C. Brothers, of Fayetteville, on "What is the Retail Furniture Dealers' Association Doing For Its Members?" and by Mr. B. F. Huntley, of Winston, on "The Relations Should Exist Between Manufacturer and Retailer?" The entire evening, however, was spent in the discussion of routine questions. An address was on the programme to be delivered at the afternoon session by Mr. N. H. Johnson, on "Trade Evils and Some Remedies," but Mr. Johnson was busy unlimping the Greenville-Greensboro game.

After considerable discussion the office of official traffic manager for the association was created again and Applicant Head, of Wilmington, who has had a varied experience which has been believed would fit him for this choice, was chosen. Mr. Head's duties will be to act on cases of supposed errors in classification of furniture shipments by railroads resulting in a loss to the dealer. He will investigate, secure adjustment and receive commissions on the amounts saved the individual dealer.

Following is the programme for to-day:

Morning Session
August 12th, 8 o'clock a. m.
Report of Committee on Freight Rates
Report of Committee on Insurance
Report of Committee on Interstate Relationship

Address: The Evils and Abuse of the Credit System as Extended by
Mr. Green, Asheville
J. O. Gardner, Charlotte
Short Five-Minute Talks for the Good of the Association: Subjects to be selected by Speakers
E. F. Hall, Reidsville; Henderson Cole, Wilmington; G. L. Barnhardt, Lenoir; T. P. Dillon, Monroe; G. S. Tucker, Raleigh; G. W. Wright, Salisbury; George S. Boylan, Wilmington.

Evening Session
August 12th, 8 o'clock p. m.
Recommendations by Executive Committee
After Election of Officers
Selection of Next Annual Meeting Place
Adjournment
Entertainment Committee especially requests that all Association Members, Visitors and Friends take part in the entertainment provided.

August 12th, 4:30 o'clock p. m.
Trolley Ride to Hoskins, Piedmont, Electric Park and Dilworth.

August 12th, 8 o'clock p. m.
Supper in Pavilion at Latta Park
Impromptu Speeches
Music
"All work and no play makes Jack a dull boy, they say."

Following is a list of some of those who are attending:
D. N. Weiborn, High Point; G. D. Tucker, Raleigh; E. H. Seec and daughter, Wilmington; E. F. Hall,

Retail Furniture Dealers' Association of North Carolina.

This association is composed of a membership that stands for success and progress, and to-day we are in the front ranks with the other twenty-four strong local and State organizations, together with the national.

Mr. Summersett stated the purpose of the organization to protect the interests of the members by establishing more intimate relations with each other. He urged all those who had questions to ask or grievances or suggestions, to speak up during the meeting. During the year eight firms have been added and a number of others proposed to meet with the dealers if possible. "I am quite sure the reason all the dealers in the State of North Carolina are not members is from the fact that they have not looked into the matter of the organization. Once the purpose of the society can be impressed on the non-members, there will be no difficulty in landing them on the roll."

REIDSVILLE: T. P. Dillon, Monroe; Geo. C. Royal, Goldsboro; J. C. Lingle, Lenoir; J. H. Hatcher, Hickory; C. P. Wilkins, Shelby; Orlando Elam, Shelby; W. B. Somers, Salisbury; Geo. S. Boylan, Wilmington; W. T. Mercer, Wilmington; J. F. Head, Wilmington; Mr. Fordham, Dallas; Mr. Green, Asheville; T. J. German, Raleigh; H. E. Sheets, Fayetteville; L. L. Banett, D. J. Williams and R. O. Dietz, of Statesville.

THAT AFFRAY CASE.

Recorder Finds Evidence Only of a Dispute About Change and Fines Lyles Half the Costs For Profanity.

The warrant for John Lyles, colored, charging him with an affray, was changed to read profanity by the recorder yesterday morning after a hearing had been given in open court. He was fined \$2.45, half the costs, it having been proven that he had said to Will Henderson's colored wife, "Shut your d—n mouth."

The affair proved to have arisen out of a dispute in Henderson's restaurant in Brooklyn. Lyles came in with some colored women and they drank up 15 cents worth of soft drinks. In payment Lyles gave Henderson a bill. Henderson, claiming it to have been a \$2 bill, offered him \$1.35 in change, which was refused, Lyle claiming it to have been a \$5 bill he gave him. Then followed the more or less heated dispute.

Much evidence was introduced in court on both sides, both to show that it was and that it was not a \$5 bill, but of course with this the recorder had little to do.

The Providence Picnic.

The Providence picnic which was held yesterday was largely attended by the people of the county as well as by many from the city. Speeches were made in the interest of the Farmers' Union by Mr. H. E. Brant, Prof. W. C. Crosby and Mr. C. C. Moore. The young people of Sardis presented a play entitled "The Elopement of Ellen." In the afternoon and again at night to large and appreciative audiences.

A DOUBLE-DAY OFFER

THIS IS A DOUBLE-DAY OFFER. THE PRICE IS HALF WHAT IT OUGHT TO BE. THAT'S **LUZIANNE** ALWAYS YOUR MONEY BACK. IF YOU DON'T LIKE IT, RETURN IT FOR YOUR MONEY. IF YOU DO LIKE IT, KEEP IT. THE COUPONS ARE FOUND IN EVERY CAN.

Reidsville; T. P. Dillon, Monroe; Geo. C. Royal, Goldsboro; J. C. Lingle, Lenoir; J. H. Hatcher, Hickory; C. P. Wilkins, Shelby; Orlando Elam, Shelby; W. B. Somers, Salisbury; Geo. S. Boylan, Wilmington; W. T. Mercer, Wilmington; J. F. Head, Wilmington; Mr. Fordham, Dallas; Mr. Green, Asheville; T. J. German, Raleigh; H. E. Sheets, Fayetteville; L. L. Banett, D. J. Williams and R. O. Dietz, of Statesville.

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Fine Piano Tuning, Polishing and Refinishing, General Repairing. All work guaranteed.

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C. H. WILMOTH, Mgr.

WEDDING RINGS

We have a complete line of Tiffany, Square Band and Oval Wedding Rings, 18 and 22k. Engraving free. Also a new stock of latest style Signet Rings for ladies and children.

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Finest Repairing Department in the State.

WALL PAPER

Interior Decorators

Torrence Paint Co.

10 NORTH TRYON.

3 DAYS

and your craving for liquor is gone if you take the **McKanna Cure**

There is none like it offered anywhere outside of McKanna's

No Dangerous After Effects

Call or write **THE MCKANNA 3-DAY LIQUOR CURE CO.**

Phone 184, Reidsville, N. C.

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MR. STOREKEEPER

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OASIS COTTON COMFORTS

made from pure, clean, raw cotton marks a new era in the comfort business.

Save us your orders. Buy at home. Better goods for less money. **SAVE FREIGHT.**

The Southern Cotton Oil Co.

Sole Manufacturers, Charlotte, North Carolina.

COAL

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If You Are a School Teacher or Superintendent or Committeeman

This is to remind you that a North Carolina History is now published that is not only accurate, but teachable, and it is **HILL'S YOUNG PEOPLE'S HISTORY OF NORTH CAROLINA.**

The book before us is possibly the best history that has been written of any State. It has that second indispensable requisite for any history—(historical accuracy being the first)—namely, charm. It will arouse and hold the interest of a majority of the students into whose hands it falls; and every teacher will recognize the great value of such a quality.

The perspective of the book is excellent. Things immaterial to the development of the State have been boldly omitted, in order to make room for a fuller treatment of important and necessary topics. But in spite of the brief compass imposed by the technical requirements of the work, practically nothing has been omitted. The author is to be congratulated on the successful accomplishment of this, the most difficult matter in the preparation of text-books.

Illustrations have great weight in determining the value of any school text-book, for the reason that every little scholar when the reading matter he studied or not, will be sure to study the pictures. The illustrations in this case have been selected with great care and are beautifully reproduced.

On the whole, it should be a matter of intense gratification to those who love the "Old North State" that the record of her glorious achievements, her steady progress, her noble sacrifices in the past, is available in such a form for the training of the minds of the "generation following."—Princeton Allan in Charlotte News.

Price 85 cents, by mail 97 cents. At all book stores or direct from

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Stone & Barringer Co.

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AREN'T YOU TIRED

Of that old suit you are wearing? Do you think there is any reason to wear it to death, when for a few dollars you can possess one of our new, fresh, stylish and comfortable Two-Piece Suits? Hot weather yet, and lots of it, and we are prepared to help you out in the way of comfortable dress. Let us show you.



ED. MELLON CO.

REMEMBER, MELLON'S CLOTHES FIT.

"Those Hateful Mosquitoes"

Did you ever hear that expression made use of? or did you ever have that experience? No doubt you have, but there is no use of being worried with them longer when \$2.00 will buy a good Canopy We say Good, and that is what we mean. We don't have the kind that mosquitoes can crawl through. For Seventy-five cents more we will furnish frame for either wood or iron bed. Try one.

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We have the oldest and largest Livery Stables in the South and keep for hire the most stylish Horses and Vehicles. Dealers in Horses, Mules, Vehicles and Harness.

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