

PEOPLE'S COLUMN

All advertisements inserted in this column at rate of ten cents per line for six words. No ad taken for less than 20 cents. Cash in advance.

WANTED—Experienced saleslady for millinery department. Little-Long Co.

WANTED—Every good dresser to join Kirschbaum's Steam Cleaning & Pressing Club.

WANTED—Standard Mutual Life Insurance Company of Durham, N. C., is prepared to make better contract with successful industrial men than any other company.

WANTED—An experienced hostess saleslady for Southern trade. Address: Hester, care of Observer.

WANTED—Teachers N. C. schools, principals, assistants and rural schools. Steady demand, good salaries, long terms. Sheridan's Agency, Greenwood, S. C.

WANTED—Well bred Collie pup. Chas. W. Norman.

WANTED—At once first-class residence foreman. Phone No. 1663.

WANTED—Educated, energetic men to represent us in the South. Guaranteed salary and commission. Dood, Mead & Conant, 215 Austell Bldg., Atlanta, Ga.

WANTED—Active agents. The Mutual Life—North Carolina agency—65-67 Trust Building. E. H. Ferguson, Manager.

WANTED—Experienced teacher will organize shorthand class Oct. 1st. Individual attention given beginners. Those interested address "Teacher," care of Observer.

WANTED—By lady of experience, position as book-keeper and stenographer. P. O. Box 657, City.

WANTED—To buy interest in drug business on easy terms with privilege of management. Address: Heron, care of Observer.

WANTED—Up-to-date man wants position as superintendent of farm. Address "Farm," care of Observer.

WANTED—Capable salesman to cover North Carolina with staple line. High commissions with \$100 monthly advance. Permanent position. Address: J. H. Smith Co., Detroit, Mich.

WANTED—Two traveling salesmen. \$3 week salary, \$25 week expenses, and 10 per cent commission on sales. Los Angeles Cider Co., Atlanta, Ga.

WANTED—Second-hand corn mill in good order. Box 146, Maxton, N. C.

WANTED—Salesman to sell to grocers, druggists and confectioners; \$100 per month and expenses. California Cider & Extract Co., St. Louis, Mo.

WANTED—Ladies and girls to copy advertising letters at home; spare time; good pay; cash weekly. Write for particulars. W. W. Wood, Helena, Ark.

WANTED—Classes or individual pupils in English, Latin, French (learned in European schools), or reading aloud to be valid by Government. F. O. Box 23, City.

WANTED—You to know we fix bicycles and baby carriages. All work guaranteed. Carolina Cycle Co., 77 E. 8th.

WANTED—Cotton mill office man now employed wishes to change. Familiar with all details of mill, including printing, bookkeeping, systems, etc. Address "Mill Office Man," care of Observer.

WANTED—100 Men's suits to clean. Get the dirt out. Queen City Dyeing & Cleaning Works. Phone 246.

WANTED—Stock salesmen. We want a few good men to sell life insurance stock. References required. Citizens' Life Insurance Co., Louisville, Ky.

WANTED—Position by experienced stenographer, book-keeper and general office man. Present employer. Best references. Address "Steno," care of Observer.

WANTED—To rent good upright piano. Best care taken. Phone 122.

WANTED—By young couple, unfurnished rooms in private family for light house-keeping; must be close in and have modern conveniences. Address "W. E. L.," care of Observer.

WANTED—Men to learn barber trade. Few weeks complete, 40 chairs constantly busy, careful instructors, tools given, diplomas granted, wages Saturdays, positions waiting, wonderful demand for men. Write for catalogue. Moler Barber College, Atlanta, Ga.

WANTED—Organizers for popular fraternal order. Pays sick, accident, disability and death benefits. Both sexes. Brilliant chance and first-class territory. Address J. F. Reynolds, 118 Summer St., Boston, Mass.

WANTED—By an import China and glass house, energetic man to handle line on commission basis; splendid opportunity for party wanting side line. Goods sold by catalogue. No samples required. Address and state references, to J. R. C., 22 S. Howard St., Baltimore, Md.

WANTED—Now is the time to work for us if you want to make money. Selling the Singer and Wheeler & Wilson Sewing Machines. We have the best contracts ever saw. We want a cracker-jack good man to represent us at Davidson College, also one at Concord, N. C. Experience unnecessary. If you mean business call or address the Sewing Machine Co., Charlotte, N. C.

WANTED—Men to sell our pure Sherwin-Williams White Lead, \$2.75 per gal. Old Overholt \$2.75 per gal. Buchi Gin \$2.00 per quart. California wines \$1 per gal. Bottling, shipping, etc. Best references. Best territory. Price list upon request. Agents wanted. The John Wedderburn Co., 1000 Pennsylvania Avenue, Washington, D. C.

WANTED—Manufacturers' agents (not novices) for Dixie Dishwashing Cabinets. \$5.00 sold first four months. Sell for \$1. Guard home, office or store. Contingent basis. No salary. Kill mosquitoes. Drives out flies, mosquitoes and bugs. Relieves hay fever, asthma, bronchitis, etc. Guarantees health, refreshing sleep. Sells on sight anywhere, everywhere. We want bright, high-grade men, capable of employing and managing a sales force. Men accustomed to making \$5,000 yearly. Parker Chemical Co., Chicago.

WANTED—For U. S. Army, able-bodied, unmarried men, between ages 18 and 25, citizens of United States, of good character, temperate habits, can read, write and speak English. For information apply to Recruiting Office, 16 West Fifth Street, Charlotte, N. C. National Bank, 120 N. C. National Bank Building, 120 N. C. National Bank Building, Stateville, N. C., or 215 West Main Street, Spartanburg, S. C.

PIANOS AND ORGANS.

ORGAN BARGAIN—4 Fine Organs, \$75, \$80, \$90, \$100, \$125. Cash trade street.

PIANO BARGAIN—Upright Pianos, handsome mahogany cases, refinished in excellent condition. One at \$25, one at \$30, one at \$35, one at \$40. Cash, M. S. H. No. 5 West Trade street.

PIANO BARGAIN—Square Pianos, good condition, one at \$25, one at \$30, one at \$35, one at \$40. Cash, M. S. H. No. 5 West Trade street.

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SHOULD USE WAREHOUSE

PRESIDENT ALEXANDER WRITES

President H. Q. Alexander Addresses a Letter to the Farmers of North Carolina, Expecting the Members of the Farmers' Union, Regarding the Marketing of the Present Cotton Crop—Urged That It Be Moved Slowly and That Warehouse Advantages Be Made Use Of—Plea For Unity of Effort and Modern Methods—An Interesting Letter.

President H. Q. Alexander, of the Farmers' Union, has written a most timely letter to all the farmers of the State, cotton growers and others, regarding the marketing of the crops that are just now beginning to move. Particular reference of course being had to the cotton crop. This letter should be carefully read by every farmer in the State. It follows:

To the Farmers of North Carolina: Whatever your money crop may be, market it slowly. It is poor business policy to force any non-appreciating market. The great bulk of agricultural products is non-perishable if kept under shelter. Of course there is always the danger of fire, but we have that risk covered by insurance for a small cost. Feed the markets on short rations and you will soon see prices boosted by an increased demand. Don't let the cry of "big crops" scare you into parting with your products at a price that will not give you a fair and just reward for your labor and the capital that you have invested in your business.

You don't finish in other callings disposing of products which represent a year's work and interest on their investment, at a price below cost. This farmer has often done this by following the suicidal policy of forcing the market in four months' time, which must meet and supply a year's demand. Of course these crops are not to be and will not be consumed in four months. They are bought in the "middle man" and held in storage until the market opens. The calls for them at remunerative prices.

We should not quarrel with the "middle man" as long as he conducts a legitimate buying and selling business. We should not quarrel with ourselves for not handling our own crops for our own benefit in the same business-like way the "middle man" has been handling them for his benefit. If products were not offered for sale on the street, the "middle man" whatever price they would bring, the "middle man" would soon go out of business. But as long as we follow the present method of marketing our crops, there will be a legitimate market for the "middle man" in fact, he is a necessary part of this mode of marketing. In the case of the cotton crop, which is the principal money crop of the South, we can well believe that a fair margin now made by the men who stand between the producer and the spinner; otherwise there would not be so many "cotton buyers."

Now, how are we to get out of these "old ruts" and get a slight change of successful business—like the marketing of our crops? It must be done by extending the selling period throughout the year so that the supply will not be too large for the market. Also by "bunching" our products and selling in such quantity as demanded by large buyers. This is co-operative selling.

How is it to be done? Through the storage or warehouse. Go to the men who stand between the producer and the spinner; otherwise there would not be so many "cotton buyers." But you say that you must realize money from your crop. Unfortunately this is true with a great many farmers. Too many of us are still following the old ruts "credit system," which is the legitimate offspring of the "all cotton system" and, next to its parent, is the agricultural interest of the South. Well, if you owe bills you should pay them when payment is demanded. But do not put all of your cotton on the market. Go to your local market and sell only your cotton just as little money as you can possibly do with. Leave this money on deposit and use a check book. Your check may possibly pay several bills and finally be deposited to the credit of some other man with whom you have been doing business.

I mention this because I know that bankers are more ready to loan money if it is left on deposit with them. Follow this plan and you will find every way possible until you get out of debt, and then swear that you will stay out. If farmers are ever to attain their commercial independence they must raise home supplies and quit buying on credit. I don't know a single farmer who has followed the "all cotton system" and made a success at it.

Now, a few words about the cotton crop. The crop is greatly over-estimated. At the Farmers' union convention in Fort Worth, Tex., we had reports from every one of the cotton States and according to these reports from the field the committee having charge of the cotton crop.

A pretty arrangement has been made of the pianos at the Bluff Music House, where the instruments are placed in a symmetrical and artistic grouping throughout the hall. The pianos are now shipped direct from here in large quantities. Fifty pianos have been shipped from here this month.

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Death of Dr. Richard Thurmond. The intelligence reached the city yesterday of the death in Sheffield, Ala., of Dr. Richard Thurmond, a prominent physician of that place, and a brother of Mrs. Paul Chatham and Mrs. Margaret Thurmond of this city. Mr. and Mrs. Chatham and Miss Thurmond were at the bedside when the end came.

Bazaar in November. The ladies of St. Peter's Catholic church are planning for a bazaar in the O'Donoghue Hall in November to raise money for the St. Peter's Hospital. The proceeds will be for the benefit of the Mercy General Hospital. The bazaar will be similar to other affairs of the kind in the city only on a somewhat more elaborate scale.

A Double Elopement. Special to the Observer. Reidsville, Sept. 26.—Lance and Bruce Bradner, who live near Yanceville, eloped with the two daughters of Mr. John C. Smith one day this week. Lance Bradner married Miss Elnora Smith at Pelham afterwards returning to his home. Bruce, it is learned, boarded a Northbound train with Miss Carrie Smith, having Canada for their destination. The latter leaves a wife behind, but the two have been separated for some years.

Lost—Monday night on South Tryon St., or East Ave., a butterfly brooch (emerald and studded with diamonds), also name and address back of brooch. If returned promptly to Observer office. "J."

Business Opportunities. TRY OUR pure Sherwin-Williams White Lead, \$2.75 per gal. Old Overholt \$2.75 per gal. Buchi Gin \$2.00 per quart. California wines \$1 per gal. Bottling, shipping, etc. Best references. Best territory. Price list upon request. Agents wanted. The John Wedderburn Co., 1000 Pennsylvania Avenue, Washington, D. C.

FOR RENT—Nicely furnished front room in private family; gentlemen. Phone 186-J.

FOR RENT—Elegant bed rooms, private family, modern conveniences. F. care Observer.

FOR RENT—The residence of the late J. M. Morrow, 607 N. College St. in good condition with modern conveniences. Apply at Morrow Grocery Co., corner College and Third Sts.

FOR RENT—Newly furnished front room with electric light, bath, etc. Reasonable. Apply N. H. care Observer.

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PURCELL'S

Ladies' Garments of Quality

Where Style Reigns Supreme.

NEW SHOWING OF FALL SUITS ON DISPLAY THIS WEEK

A very special show and sale of new Fall suits here, beginning to-morrow. This showing of new Fall models should be seen by every woman who appreciates advance knowledge as to the style tendencies of the season. They are original in style—yet not freaky or extreme. They are particularly excellent in tailor work, even to the smallest niceties of finish. We show several extremely attractive foreign models, only one of a style, that will not be duplicated.

Ladies' stylish Tailored Suits.....\$17.50, \$25.00 to \$37.50

Ladies' Semi-Dress and Street Suits.....\$19.50, \$25.00, \$35.00, \$37.50

Ladies' Trimmed Suits, dressy styles.....\$25.00, \$37.50, \$50.00 and \$75.00

Misses' Suits

New lot on sale this week of pretty and attractive Suits for the young Miss. The materials are Serges and Hard Finish Worsteds—the kind that resist hard wear and hold their shape. Prices.....\$12.50 and \$15.00

Juniors' Suits

Suits for Young Ladies in attractive styles and beautiful cloths. Ladies who wear small sizes will appreciate these small sizes of 14, 16, 18 and 20. Prices.....\$15.00, \$17.50, \$19.50 to \$25.00

Ladies' Tailored Waists, Black Taffetas

We are showing some very attractive models this week. The Gibson style is favored to a great extent this season, though we are showing many other styles. For quick selling we have taken many styles of these new Waists and grouped into three lots:

Lot No. 1—Two styles at.....\$3.50; worth \$4.50

Lot No. 2—Four styles at.....\$3.98; worth \$5.00

Lot No. 3—Four styles at.....\$5.00; worth \$7.50

Net Waists, Special This Week

One lot of new Net Waists to go on sale Monday at.....\$3.98; worth \$5.00

These Waists are an entirely new idea, the latest fad in New York. Graduating embroidered button effect, front and back, making a very attractive Waist; in Ecrú, Cream and White.

Ladies' and Misses' Sweaters

Stylish, nobby Sweaters for Women and Misses. We have received the first shipment of the new Fall Sweaters and they go on sale to-morrow. They are very desirable garments for these chilly evenings and cool mornings of early fall. Made of Wool. Fasten down front with large pearl buttons. Dashing, chic and nobby figure, slightly shaped backs. Colors: White, Oxford and Red. Prices.....\$2.50, \$3.50 and \$4.50

TRIO HAVE CLOSE CALL

House and Barn Burned in Nocturnal Fire at Shopton—No Insurance—Aged Couple Are Saved by Warning of Their Son—Excitement in the Country.

The residence and the barn of Mr. J. W. Summerville, at Shopton, south of the city, were burned to the ground last night between 10:30 and 11 o'clock by fire of unknown origin. The inmates of the home, including Mr. and Mrs. Summerville, both of whom are of advanced years, the latter being practically bedridden for a year with rheumatism, escaped safely from the house. The glare of the fire, which was distinctly seen for miles, was clearly visible in Charlotte and throughout all the surrounding country. At the scene the excitement was intense. Hundreds of people gathered and worked to save adjoining houses from the threatening danger. The nearest telephone was at the store of J. R. Hayes, a few hundred feet away from the blaze.

The fire originated in the cook room, where it was discovered after 1 o'clock by the son of Mr. Summerville, Mr. Graham Summerville. Had he not discovered it when he did and given the alarm, all must have perished. The fire was falling in by the time they got out. All had retired for the night. The entire stock of household goods was destroyed. A number of outbuildings were burned. There were no cattle or horses in the barn, as they had been sold out their stock recently.

There was not a cent of insurance carried on anything, so the loss, perhaps \$2,000 or more, is total. The fire caused a six-room, one-story building. The young man who discovered the fire tried hard to distinguish it, but it had too long a lead on him.

The residences of Mr. Gill Freeman and Mr. J. H. Hart, who are considered in danger at one time, but the flames subsided without doing more damage.

Charged With Retailing

Ed Wood, a well-known colored shoemaker, is under arrest on the charge of retailing. The allegation is that he sold a quart of intoxicating liquors to J. D. Walker, receiving in compensation the sum of \$1.

Jim Hart, colored, was locked up very drunk, being charged with acting in a disorderly manner near North Church street.

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KID GLOVE SPECIALS

2-clasp Gloves.....\$1.00

8-button Gloves.....\$1.60

2-button Gloves.....\$2.50

PURCELL'S

New Directors Belts and Girdles

50c., \$1.00 to \$3.50.

NOTICE OF FIRST CREDITORS MEETING

In the District Court of the United States, for the Western District of North Carolina

In the matter of Wilson M. Crowell, Bankrupt.

IN BANKRUPTCY. To the creditors of the above-named bankrupt, of Charlotte, in the County of Mecklenburg, and district aforesaid:

Notice is hereby given that on the 21st day of September, A. D. 1908, the said Wilson M. Crowell was duly adjudged bankrupt; and that the first meeting of his creditors will be held at Charlotte, N. C., in the office of the Referee, on the 5th day of October,