

Merchants Journal.

One of the most necessary and beneficial things a man can do is to take fifteen minutes to an hour each day and devote it to sizing up things—to planning the day's work, to thinking the wheat from the chaff. This sizing up can be well done only in solitude. The benefits to be derived from this sizing up things in solitude are so great that it is a wonder more has not been written on the benefits of solitude.

Plants grow in darkness, yet the common understanding is that plants grow in sunshine. As a matter of fact, the sunshine absolutely is necessary to the plant, but the real growing is done in the quiet darkness.

A man's brain develops in solitude, yet the bustle and activity of business life are as necessary to a man as the sun is to a plant; but the real benefit the man gets and the real time his brain grows is in solitude.

Before retiring at night, or even during the day, every man should take a few moments to himself and carefully analyze the doings of the day. He should weigh the positive and the negative acts—the good and the bad, the wise and the foolish moves, the good and the bad impulses, and after having done this he should strike a balance, and if he sees that the bad and deterrent things outweigh the good and progressive things he should resolve to get a move on.

The man who goes along without this sizing up things in solitude is like the merchant who keeps no records, who doesn't look into anything pertaining to his business, who pays his bills from the cash drawer and takes what is left as his profit. He still will be running the little butcher shop in twenty years, while his competitor who sizes up things systematically will be in the wholesale business or retired.

There is no one suggestion we can make that will result in more benefit to the reader than to set apart a few moments each day to sizing up the situation, for if you will size up the things in solitude each day all the truths we have written about will come to you.

The success of an institution depends largely upon the example set by the boss. If he is careless in little things, if he is sharp in his practice, if he does mean acts, he may rely upon it his employes will copy him, and later on when some blow strikes the business he will find it has happened through the practices of the employes, who got their cue from the boss.

Kindness wins kindness; love wins love. If the boss is generous and charitable, if he sets a good example, he will have an esprit de corps among his employes that is of incalculable value.

There isn't one chance in a thousand for a boss to make a success unless he has risen to the position of boss and is acquainted with the work of those he employs. If you wish to be successful as a boss, you must know how to do the things you hire others to do. The boss who can show the employee his error in a kindly manner and point out the better method leaves a good feeling in the heart

Wise Counsel From the South.

"I want to give some valuable advice to those who suffer with lame back and kidney trouble," says J. B. Blankenship, of Beck, Tenn.—"I have proved to an absolute certainty that Electric Bitters will positively cure this distressing condition. The first bottle gave me great relief and after taking a few more bottles, I was completely cured; so completely that it becomes a pleasure to recommend this great remedy." Sold under guarantee at all drug stores. Price 50 cents.

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of that employee.

The boss who shows his heart to the employee, and is concerned about things not necessarily business, will be repaid a thousand-fold in loyalty and willingness on the part of the employee to help make the business a success.

The boss should not be too far ahead; he should be just head and shoulders above those working for him. He should be willing to grant an audience to his employees at any time. He should work with them. He should say "we" rather than "I." He should make every employee feel that he is part of the institution and an element in its success.

Remember—employees which the boss. Where you find loyal and hard-working employees it is because they have a boss that has set them the right example.

The boss cannot run the whole business himself. He is dependent upon willing hands, and in order to get willing hands he must have willing hands—for like begets like.

If the boss is alert and discovers wastes and leaks the employee will follow his example and business will receive double benefit.

Every one knows about the law of compensation. The law of compensation means you pay for what you get. The law of compensation says if a horse can run fast it cannot pull a good load, and vice versa.

The law of compensation says that for every sorrow there is a compensating joy. The law of compensation means that for every positive thing there is something negative to compensate—to balance it.

The law of compensation says that while evil exists, there is corresponding good to offset it. The law of compensation is the measure optimists use.

You cannot get away from this law of compensation, which is that you pay for what you get, or that you get what you pay for. Or, as it was expressed centuries ago, "Whatsoever a man soweth, that shall he also reap."

You may eat your dinner first and work for it after, or you may work for it first and eat after—that's the law of compensation.

You may spend your income now and run in debt, but the pay-day will come.

You may work hard now, play as you go, have happiness each day, and your whole life will be well worth living. Happiness will be your compensation for work. No work, no joy.

Young Woman Killed by Lightning.

Winston-Salem, N. C., June 26.—News is received here that Miss Marsh, sixteen-year-old daughter of A. S. Marsh a well-to-do farmer residing near Pinnacle, Stokes county, was killed by lightning a few days ago. Miss Marsh was in the field with her father, who was cutting wheat, when a storm came up. The father and daughter had started home and when the bolt of lightning came, which resulted in the sudden death of Miss Marsh. The father was only about ten steps away at the time, but he was not even shocked. Miss Marsh was a beautiful girl and was popular in her neighborhood.

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To Avoid Forgetting.

It is a fine thing to have a good wholesome horror of the words, "I forgot." Such a horror, backed up by the right methods, has won success for many a man and can do so for many another.

"I forgot," when confessed to yourself or spoken to your superior, is an admission of a bad personal system, not necessarily of a bad memory. Men with notoriously bad memories have been known to go for years without once saying, "I forgot," in business affairs. It is not a matter of memory, but of system.

If a man wishes to remember the promises he has made, the work to be attended to the day after to-morrow or a month from now, he is foolish to attempt to tax his mind for the work of the present, and to store it full of the work of the future simply decreases his capacity. Further than this, the mind is treacherous and shouldn't be trusted with important duties of the future.

The remedy is simple. Keep your mind free for the present and avoid the chance of forgetting by making your memory mechanical—develop a "business memory" that isn't entirely dependent upon human frailties.

"A business memory" can be defined as the habit of making memoranda—the note-book and "tickler" habit. It is just the simple means by which a man in business checks himself against saying "I forgot," which keeps him from neglecting any work, great or small, that falls to him at any time, in or out of his routine. It keeps every task and duty constantly in sight until completed, and makes it possible to give an account of one's work whenever called upon to do so.

Fed Them Rough on Rats.

Salisbury, June 27.—Cora Setzer, colored, is in jail here being charged with an attempt to take the life of her father and mother Jack Setzer and his wife, and in fact the whole family. The girl is but 16 years old, and suspicion rested upon her because the family had been mysteriously sick several times. After the last and worst attack, upon the advice of a physician, an investigation was instituted, with the result that the girl was arrested. She implicated Henry Winford, who was arrested and tried, but not convicted. Then the girl was taken.

Deputy Mike Kimball was the officer, and coming home late decided to give the girl dinner and take it himself. While waiting for the trial, Mr. Kimball decided to change clothes and stepped into a room in the house. The girl lit out and although the officer had nothing but a thin gauze shirt on, he put out for the girl and chased her more than a mile when his son aided in the arrest.

She admitted that she had used Rough on Rats and observing how it made the rodents swell up, she had an interest to see see how it would turn out on her relatives. She will be held here for trial in August, her bond of \$200 being entirely beyond her grasp.

Get a free sample of Dr. Shoop's "Health Coffee." If real coffee disturbs your Stomach, your Heart or Kidneys, then try this Clever Coffee Imitation. While Dr. Shoop has very closely matched Old Java and Mocha Coffee in flavor and taste, yet he has not even a single grain of real coffee in it.—Dr. Shoop's Health Coffee Imitation is made from pure toasted grain or cereals, with Malt, Nuts, Etc. You will surely like it. Sold by John H. Wishart.

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Condition of the Treasury.

Washington, June 27.—The treasury of the United States is in a fair better condition than it was believed it would be at the beginning of the fiscal year, which legally expires at midnight Sunday night. Then it was estimated that the surplus would be about \$25,000,000. Instead the total for the year will be in the immediate neighborhood of \$75,000,000, or more than a dozen times as much as the surplus for the previous year, which was a little over \$6,000,000.

This increase is opportune, since the 4 per cent bonds which matures Monday will be in part redeemed in cash. These bonds aggregate \$36,000,000 and will be redeemed by the Secretary of Treasury on and after Monday. A considerable portion of this sum will be received from the national banks as the result of a call for \$30,000,000 of government deposits made September 27, 1906, and of the total New York banks hold about \$6,000,000.

Altogether the financial outlook is considered favorable by the treasury officials. Early in the fiscal year of 1906 there were numerous predictions of a deficit which were not realized. This year the conservative estimates of the surplus are realized three-fold. The strong boxes of Uncle Sam are bulging with coin and the government at Washington still lives.

Don't Do It Again.

Quietly entering a barber's shop, the stranger removed his hat and coat, and taking a card from his pocket wrote on it: "I want to be shaved."

A barber stepping forward read the card, and, pointing to a chair, said to his brother artist: "Deaf as a brass kettle and dumb as an oyster."

The man straightened himself out in the chair, when his manipulator began lathering his face. "This deaf cuss has a cheek like a stone wall, he said, when a general laugh followed.

"Stick a pin in him and see if he is entirely dumb," said another.

The victim remaining undisturbed, the following shots were fired at him by the delighted tonorial artist: "He needs a shampoo. His head is dirtier than a public-house doormat."

"Shave him with a stool leg. Don't spoil your razor on that stubble."

"Gracious, what a guy! He'd make a good bird-frightener."

"He ought to rent that nose for a locomotive headlight," etc.

While all these complimentary allusions were flying about him the operation of shaving was finished, and the man arose, put on his coat, and then, turning to the astonished barber, said: "How much for the shave and compliments?"

"I—I—I—," gasped the astonished man, "oh, nothing—nothing—call again—excuse—" and as the stranger left the shop the discomfited barbers swore that they would never believe in a deaf and dumb man again until they had first fired a ten-pound cannon about his ears.

How to Cure Chillsains.

"To enjoy freedom from chillsains," writes John Kemp, East Otisfield, Me. "I apply Bucklen's Arnica Salve. Have also used it for salt rheum with excellent results." Guaranteed to cure fever sores, indolent ulcers, piles, burns, wounds, frost bites and skin diseases. 25c. at all drug stores.

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