

THE MILITIA IS SATISFIED

The Grounds In Fine Shape and Equipment Is Tip-Top—No Drinking or Profanity Allowed—Raleigh Company First On Ground and Pitches The Tents

(By MANTON OLIVER.) Camp Glenn, Morehead City, July 8.—Nearly two thousand Tar Heel soldiers each year look forward to the annual summer encampment with a degree of pleasurable anticipation...

When a few spare hours can be found during the day there are numerous points of interest to visit...

Interest is improved. This year, however, these places of interest will be less frequently visited than in former years...

The rifle range has been put in tip-top shape. Already it is considered one of the finest in the country...

Raleigh Company's Good Work. When Col. J. N. Craig, of Reidsville, and his two troop trains reached here they found the tents up and everything in readiness to open the camp...

Order is maintained. It has been determined that while the men are expected to have a good time at this camp, rowdiness will not be tolerated...

Officers will see to it that this order is obeyed. Capt. Langdon, U. S. A., is camp instructor again this year...

His Excellency Governor Locke. His Excellency Governor Locke came to camp Saturday, 8th inst., and his visit was enjoyable...

Dress parade was on a small scale today. Only the companies from the second battalion were out on the parade grounds...

Party Not Enemy to Any Business. The band from Raleigh is giving their music, but they are stinky with their tunes!

The President said today he earnestly hoped Mr. Warburg would reconsider his decision to accept the nomination and that he was urging him to do so...

THIRTY MILLIONS WHEAT INCREASE

This Year's Crop Establishes New Record—Corn Above Average

Washington, D. C., July 8.—Thirty million bushels of wheat were added to the prospects of the crop during June by the excellent weather conditions, making the forecast as announced by the Department of Agriculture \$30,000,000 bushels, a new record...

Forecast of the total production of the nation's principal crops was announced as follows:

Table with 2 columns: Crop and Quantity. Includes Wheat, Corn, Rice, Potatoes, etc.

Details of the acreage of corn (in thousands) is: thousands omitted.

Table with 2 columns: State and Acreage. Lists Virginia, North Carolina, etc.

Chicago Men Talk Trust Measures. They See President and Agree On Some and Disagree On Other Phases—

Washington, D. C., July 8.—Supporting the administration anti-trust program in some particulars and opposing it in others, a delegation of business men representing the Chicago Association of Commerce, conferred here today with President Wilson...

Speaking of the labor exemption clause of the Clayton bill, the President told the business men it was intended to legalize the existence and operations of labor unions and similar organizations...

President Wilson promised the delegation he would try and arrange a conference between his members and Representative Covington, of Maryland, who framed the trade commission bill as it passed the House.

MOONSHINER WAS INDISCREET. Allowed Woods to Burn Around Still and Officers Came.

Kingston, July 8.—Federal and county officers yesterday went into a possession in Duplin county, about 22 miles from here, and discovered a portion of the equipment of an alleged moonshiner named Carter...

LOST—REWARD FOR RETURN OF Norfolk Southern mileage book lost in Raleigh. S. W. Harris, Bland Hotel.

THIRD DISTRICT PRIMARY DATE SET

August First, The People Will Decide Between Thomas and Hood

Goldboro, July 8.—The district executive committee of the Third Congressional district met in this city today and unanimously decided to hold a ballot primary Saturday, August 1, between Hon. George E. Hood, of Goldboro, and Hon. Charles F. Thomas, of New Bern, Democratic candidates for Congress from this district...

The following members were present: W. L. Hill, Dupin; A. H. Herring, Sampson; W. M. Webb, Carteret; L. Barham, Wayne; W. L. Hill, Duplin, held the proxy of T. J. Armstrong, of Pender, who was not present.

Hon. W. L. Hill, of Warsaw, was unanimously re-elected chairman and was also Hon. J. L. Barham, of Goldboro, secretary.

The following additional information concerning the committee meeting has been received by The News and Observer:

Former Congressman Thomas urged a later date for the primary, suggesting the middle of September, or September 1 or the last of August, but the committee was unanimous in its decision for August 1.

Mr. Thomas also urged that the committee fix the deposit required of each candidate at \$1,000, over Mr. Thomas' protest that the amount was excessive.

He also urged that the poll holders be appointed by the county executive committee or the chairman of those committees, insisting that this was the customary way under the rules adopted, each district executive committee will name the poll holders in his county.

Tradesmen Talk Salesmanship On Their Second Day. (Continued from Page One.)

ing Yankees who looked upon them and called them good.

The presence of many young women was a curiosity to the occasion. They drank water with their highly flavored foods and their brothers, of course, they had to do without water. They met the sacrifice nobly.

Secretary Dixon, of Charlotte, submitted his report. He made a bid for the gratitude of the people at tending by being brief. He discussed at length nothing.

"We now have 326 members in this association," Mr. Dixon said, "and these represent 65 per cent of the dealers." It will not be long until he has 500 members.

Referring to the national convention last year he said North Carolina had four delegates and individually praised those who had done good work. He said that W. L. Gilbert, of Statesville, freight auditor of the association, had saved the association from \$400 to \$500 last year.

In concluding his address, he should establish a collecting agency? Should we establish an employment bureau? Should we conduct an exchange bureau?

C. T. Woodward, former vice-president of the National Association and a hardware dealer of Carlinville, Illinois, spoke first in the morning.

His address was informal and directed to pointing out that they were not to be failures and failing for so many new things. He was outspoken in his condemnation of certain dealers and calling for an expression from the people present found only one dealer who did not commend, and said he was willing to take them again.

As fast as one man would speak another would say a word about what he had learned by experience. The result was that not half those who had said good things could be caught. They did not let the chair know who they were and told nobody. They are nameless forevermore, but they said good things all the same.

The presiding officer called upon Mr. Roy Soule asking him to criticize the association and not to be mild about it.

The first thing that he thought the dealers ought to do that they appear not to be doing is to put washing machines in their stock. There appears to be a prejudice in the South against having washing done in one's home," he said. "In the North, many of the best people do their washing with a machine and these are great sellers. There is much to be said for them. When your colored washerwoman takes your clothes out she may mix them with her family's and they may wear them before you get them again if you get them at all. That's an argument to be made in its favor."

Mr. Soule said he thought dealers would do well if they would carry summarized statements of accounts with them always in reach of the owner of the account so that if "Bill" stumbles into the hardware man's presence, "Bill" can find out all old accounts and they may be recommended that all dealers keep about their checks on all the banks in the cities and counties in which they do business to accommodate "Bill" when he reaches into his pocket and found his check book gone. Then "Bill" could pay his bill.

Mr. W. P. Watt, of Charlotte, spoke on the practical credit system which the hardware men have had to carry on in their regular business and he declared that present-day conditions did not produce this system. "It is a heritage of the ante-bellum days," he continued, "when every dealer counted upon annual settlement and not otherwise. In the present day of sharp competition and shorter term loans it is very difficult to make money by selling the hardware merchant has to sell close to make the competition."

Mr. Watt thought North Carolina was the best State in that respect. He said that the meeting was being held, men stood up and gave in their experience. That was all that the morning session was.

It was an exchange of ideas and there were many of these. Some of these were large dealers and some representatives of great business concerns throughout the country.

Palmetto Man's Rich Speech. Mr. Frank Cassie, of South Carolina, was introduced by Mr. Duval as one of the best things that South Carolina has. He spoke an advertising wares and made a convincingly funny speech on the way some merchants hide their goods. He told of a visit to a dealer when he gave the suggestion that he put a certain asbestos from a refrigerator into the best iron in stock.

The merchant said, "These Jinks down here won't buy 'em, they buy 'em."

How Dunn Does. Mr. McD. H. Dunn, of Dunn, spoke of his methods in business. He does not allow one clerk to know what another is paid, except to raise their salaries at the end of the year, and doesn't allow them to know what they have sold each day. He declared that "hard stock is the result of poor salesmanship. He said he marked his goods at the sale price and if the clerks sell them at this marking there is never any danger of losing profits."

For instance, if I buy knives at \$2.25, \$2.50, and \$3.00, and sell them at \$2.00, \$2.25, and \$2.50, I lose it for that."

How can you get by the Record? Mr. Watt asked. Join the Carolina Hardware Association," Mr. Holloway said.

The Power of the Salesman. Mr. Ray Spauld spoke on salesmanship. He told the story of going into a store and telling the proprietor that his clerks were robbing him. The proprietor called his boys and said: "Here is a fellow who says you are a lot of crooks," the proprietor said. The boys gathered about him but didn't rob him. He proved his point by showing a salesman how by failure to follow up a sale he lost bigger things than he gained. "It isn't intimate knowledge of goods that we lack so much," he said, "it's lack of salesmanship knowledge."

Mr. O'Neill closed the discussion by telling the story of his selling theatre tickets "once and setting cheap ones when higher-priced ones could have been as easily disposed of. "And I have made it a point always and to everybody to slow first my best goods," he said.

Mr. C. T. Woodward, the visiting vice-president of the National Association, spoke last.

He spoke of the catalogue houses that take the cost of home buyers while the local merchant runs the credit business of such purchaser. "You may not think the mail order house is doing you any harm," he said, "but it may be doing you a good deal. For instance, you heard today a man say that one customer had an account of \$300 with him while down in the station was an order for \$100 from the catalogue house," he reminded them.

"And the catalogue house is coming, don't you worry about that," he said, "if you don't mind your credit system is going to give you more of them to those houses if you don't mind. They buy better than you do and although we have heard the price is not the paramount consideration, I tell you the salesmanship goes for much but price is the great factor."

He called for questions and was asked how avoid the great credit evil of the South. "If we make a high price we drive them to the mail order house," he said, "if we make them low enough to compete with the houses we have to wait so long we lose our profit."

Mr. Woodward rejoined that dealers are not independent enough. "Why you lose such sales as that you make money," he said, "you can't afford to sell at a loss."

But suppose he insists upon a close price and he wants you to wait six months on him, what then? "Take his note," Mr. Woodward said.

You'll insult him and drive him to your competitor," it was objected. "You've driven away a bad business proposition," Mr. Woodward facetiously answered.

The session ended with announcements at 10:50 p. m.

Wife of Doctor Placed in Jail. (Continued from Page One.)

up her room to the prisoner. Dr. Carman said he refused attorney's retainer in the jail until late tonight.

Pass Dead Woman's Daughter. While the automobile carrying Mrs. Carman was running through Hempstead, it passed a girl in black. She was the daughter of the murdered woman. She was not aware that a woman held as her mother's slayer was passing, nor did other members of the Bailey family know that Mrs. Carman, on her way to jail, when Sheriff Patton blocked off her home.

In the court house adjoining the jail the grand jury tomorrow will begin its investigation of the murder. All witnesses who have appeared before three sessions of the grand jury and some others were served today with subpoenas.

GREENSBORO GETS IN. Woman From That Place Gives Knowledge of Carman Case.

The New York World of yesterday brings an alleged Greensboro, North Carolina woman, into the Carman shooting case, a Mrs. R. G. Berber. The item in the World follows.

Usual "Freak" Enters Case. The inevitable "nut" broke into the case last night when Sheriff Patton brought from Hempstead a drunk and apparently demented woman. She said she had traveled 2,000 miles from Burlington, Vt., to point out the true slayer of Mrs. Bailey.

She gave her name as Mrs. Rufus G. Berber, of Greensboro, N. C., and said her husband was a resident of Vicksburg, Va. She exhibited a bruise on the forehead to the crowd which had rushed to the court room when it was heard that the sheriff was coming with "an eye witness."

"I am the lady in white," she cried, "and I ran away from the Carman house after I had seen Sheriff Patton with a revolver."

She said the doctor's wife had buried the weapon at her, with instructions to throw it down the chimney.

And if I search the chimneys, you'll find it too," she added.

Catching sight of Archie B. Wallace, editor of the Southside Observer, she identified him as Dr. Carman.

"At whom the finger of scorn was pointed, with that party to the fact," she said. She was positive she could tell him anywhere.

Conjugal Not Describe Dress. Wallace asked the woman if she had seen him on the night of the shooting and she replied, "Yes, you were standing in the front room when your wife ran out."

How was my wife dressed?" asked Wallace. "That query stumped her," she

was not under any

Sheriff Pettit said he had received a telephone message from New York that a woman in a raincoat, with a white hat, would be waiting in front of the Hempstead railroad station at 8 o'clock to receive the mail order house.

She arrived there at 10 o'clock and was brought to Freeport. The thought a ten days' sentence would probably never be her up. She may get that today.

North Carolina Home of Aviation. (Continued from Page One.)

It was at first recommended for postmaster, having made the highest mark in the examination, but preferred the carriers' job and made the highest mark in that examination also.

Cottages on Forest Reserved. Representative Hawley, of Oregon, a member of the National Forestry Commission, introduced a bill today authorizing the Secretary of Agriculture to permit individuals to erect cottages on government forest lands. This bill, if passed, will carry out one step of the plans of the Appalachian Park Association to create a forest reserve as a great picnic and pleasure ground and would open up the Pisgah forest and other government tracts in North Carolina to summer visitors.

Visitors at Capital. Mr. and Mrs. Wade Meadows and baby girl, of New Bern, are visiting Mrs. Meadows' parents, Senator and Mrs. F. M. Simmons. Mrs. Meadows is recovering from a slight operation on her nose yesterday by a Washington surgeon.

Representative Webb today recommended the following fourth-class postmasters: Mrs. John Yoder, Linville; Mrs. Emma Braaswell, Montezuma; H. D. Dues, Sargaw.

W. B. Jernigan, of Benson, who has been in the State Department for some time, has joined the office force of Senator Simmons.

Joseph F. Payne, clerk to the Senate finance committee, left tonight for Washington, N. C., where he will spend a week.

W. A. Graham, Jr., of Raleigh, is here.

Greensboro, July 13.—Roy Lindsay, a white youth of 18 years, was electrocuted late this afternoon in the basement of the addition now under construction at the Dixie building. Lindsay had gone for an electric bulb and supposedly was killed in trying to get it. His absence was not noticed by fellow workmen, as he went for the bulb near quitting time. His body was found by the night watchman who was stationed above at 1:30 o'clock.

Japanese shoe workers are paid from 40 to 50 cents a day.

THE QUALITY SHOP

Greatest Shirt Sale of the Season In Full Force

Regular \$1.50 and \$2.00 values on sale

85c

Regular \$2.50, \$3.00 and \$3.50 values on sale

\$1.55

They are all new and fresh from the factory, and are of the well known Gotham make.

COME EARLY AND GET YOUR PICK.

THE QUALITY SHOP

at Your Service.

The Rebels Upset All Peace Plans

(Continued from Page One.)

City and rule the country by martial law. That neither the United States nor Argentina, Brazil or Chile would recognize a military government in the opinion of many South American diplomats.

In view of the lack of definite information not only on the Carranza-Villa agreement but the purposes of the Constitutionalist generals as to peace conferences, a definite expression by the Washington government is not likely for a few days.

Protocols Are Nullified. Should the Constitutionalist definitely reject parleys on the internal questions, the Niagara protocols become nullified. Everything agreed to there was conditioned on the establishment of a provisional government set up by the two Mexican factions. It is believed the Huerta delegates in a few days will announce the position of the Huerta government and leave for Mexico.

Whether mediation would terminate them, ending the armistice between American and Mexican forces at Vera Cruz, is another complication. The general impression is that the United States will continue to exert pressure to bring the factions into conference and that in the meantime some arrangement with the Huerta government for the maintenance of the military status quo at Vera Cruz will be effected.

W. W. EASON

After Prolonged Illness South Mills Elizabeth City, July 8.—W. W. Eason, a prominent citizen of South Mills, died Tuesday at his home in that town after an illness of several months. The funeral services were conducted at 10 o'clock yesterday afternoon by Rev. G. F. Smith, pastor of the First Methodist church of Elizabeth City, at the home, and the interment took place in the family burying ground.

Mr. Eason is survived by three children, two sons and one daughter. The sons are Prof. Frank Eason, of Camden county, and Horace Eason, of South Mills. The daughter is Mrs. Louis Cox, of Elizabeth City.

SAYRE & BALDWIN ARCHITECTS Citizens' National Bank Building, RALEIGH, N. C. Beckley Building, ANDERSON, S. C.

REPORT OF THE CONDITION OF THE BANK OF ZEBULON AT ZEBULON, In the State of North Carolina, at the close of business, June 30, 1914.

Table with 2 columns: Description and Amount. Includes Loans and discounts, Overdrafts, Banking houses, etc.

Capital stock paid in \$10,000.00 Surplus fund 9,500.00 Undivided profits, less current expenses and taxes paid 1,102.74 Dividends unpaid 28.00 Deposits subject to check 57,623.81 Savings deposits 48,045.07 Cashier's checks outstanding 612.70 Total \$156,922.32

LIABILITIES. Capital stock paid in \$10,000.00 Surplus fund 9,500.00 Undivided profits, less current expenses and taxes paid 1,102.74 Dividends unpaid 28.00 Deposits subject to check 57,623.81 Savings deposits 48,045.07 Cashier's checks outstanding 612.70 Total \$156,922.32

STATE OF NORTH CAROLINA—COUNTY OF WAKE, ss: I, F. E. Bunn, Cashier of the above-named bank, do solemnly swear that the above statement is true to the best of my knowledge and belief.

F. E. BUNN, Cashier. Subscribed and sworn to before me, this 8th day of July, 1914. L. L. MASSEY, Notary Public. My commission expires November 8, 1914.

Correct—Attest: T. J. HORTON, W. B. GETTIE, R. J. WHITLEY, Directors.