Goldsboro Selects Its Debaters.
(Special to The News and Observer.)
Goldsboro, Feb. 24—At the preliminary debate for the selection of candidates for the triangley debate at the University held in the high school auditorium Friday morning, Henry G. Epstein won the debate for affirmative and was declared first speaker, to be followed by Worth Bacon. For the negative Solly Epstein and John R. Morris were chosen.

The Welcome Bank of Raleigh   Business Talk Number 50

Twenty and One

According to recent figures, twenty concerns go out of business within a few years for every one that succeeds.

This doesn't mean that the average man knows nothing about his business, but simply that costs, competition, style changes and a dozen other influences combine to make merchandising an uncertain proposition.

It isn't the retail merchant alone who has these conditions to fight, for an equally great percentage of corporations and manufacturers are failing to make money.

Success in business today has come to be a question of right methods—of the same intensive work that the modern farmer must use in livening up his worn-out land.

Intensive merchandising means careful buying, regulation of expense, quick turnovers, keeping a stock that is fresh and up to date, and weeding out slow selling and unprofitable lines.

The man who studies his business — who keeps a simple set of accounts that tell him the conditions of his sales, profits, the amount of stock on hand, what he owes and what is owed him, his expenses, the sales of his clerks and the way in which goods are moving — has reduced the odds against himself by at least half.

He can use this information to locate weakness, to guard against mistakes, and to guide his future moves.

It has been our experience that a business man's chances for success are about in proportion to the insight he has to the facts about his business—an insight that can be gained most economically through accurate bookkeeping.

This doesn't mean the installation of a complicated set of books. It is possible to get the necessary information about a business through the use of a few simple records.

It is not our purpose in discussing these matters to pose as business experts, but simply to place at your service what experience we have had with business conditions.

If we can offer any suggestions that will help you to answer some of the questions you are facing, we will do so gladly.

You can be sure that any matters you may wish to discuss with us will be considered carefully and in strict confidence.

Commercial National Bank

IN AND ABOUT THE CITY

Dr. Joyner Will Speak.—Dr. J. Y. Joyner, Superintendent of Public Instruction, will deliver the annual address at the Angier High School, April 22, 1917.

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Goes To Sampson.—Mr. W. C. Crosby, secretary of the North Carolina Bureau of Community Service, has gone to Jonesboro, in Sampson County, to deliver an address before a community meeting.

Campbell Improving—Coy Campbell, who had a foot amputated after being mashed by a train, is showing some improvement. The accident occurred Thursday night at the water tank near Boylan avenue bridge.

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Mr. Parker Will Speak.—Mr. V. O. Parker will deliver a special address to men at the Y. M. C. A. this afternoon on "The Christian in Business." The music will be conducted by Mr. Furman Betts assisted by Mrs. Harrison Kauffman.

Building Permits.—Permits have been issued by Building Inspector John W. Mangum to F. M. Simpkins for repairs to residence on 724 North Blount street to cost $900 and to Jennie Mays for erection of two houses on Cabarrus and Green streets to cost $600 and $200 respectively.

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Spring Music Festival.—Plans for a Spring Music Festival in Raleigh are going forward steadily, the Raleigh Music Association having selected Mr. John A. Park as manager of the association. Announcement of the artists to appear in the festival will be made shortly. It is expected the festival will be held some time during the first ten days of May.

Promotions Made. — Announcement was made from the office of the Adjutant General yesterday that Lieutenant Junior Grade George Patten, of the Fifth Division Naval Militia, Elizabeth City, has been promoted to the command of the division, and that Ensign Andrew Saunders has been promoted to the lieutenancy in the same division.

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Mr. Jackson Honored.—Mr. Herbert W. Jackson, formerly of Raleigh, and now of Richmond, has just been elected to the presidency of the Virginia Society Sons of the Revolution. Mr. Jackson is a member of the North Carolina and a former treasurer of the society.

With Mt. Hope Farmers.—Accepting an invitation from the Farmers' Union local at Mt. Hope, members of the special packing house committee of the Raleigh Chamber of Commerce will explain the packing house movement to the people of that section at a meeting to be held at 7:30 o'clock Tuesday evening, February 27, in the Mt. Hope school.

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To Attend School Meeting.—Supt. F. M. Harper, of the Raleigh schools, left yesterday for Kansas City to attend the annual meeting of the superintendents of city schools, a branch of the National Education Association. Mr. Harper will return next Saturday. He expects to visit the grammar and high schools of Kansas City while away. There will be 5,000 city school superintendents at the meeting.

PERSONALS

Mr. R. H. Bruce, of this city, is spending some time in Asheville.

Representative J. Ed. Rogers left yesterday afternoon to spend Sunday in Durham.

Mr. Charles Van Noppen, who has been spending several days in the city, returned yesterday to Greensboro.

Mr. W. B. Rankin, of Lexington, was among the visitors in the city yesterday.

Mr. C. L. Plunckett, of Winston-Salem, is spending the week-end in Raleigh.

Mr. A. F. Fogle, of Greensboro, was among the visitors in the city yesterday.

Mr. E. A. McIntyre, of Lumberton.

Why "Vogue Clothes"
Always Hold Their Shape and Wear Well

There's a genuine reason for the wearing qualities of Vogue Clothes. You are not "just lucky" when you select a Suit from our stock and it gives you perfect satisfaction, wears well and retains its shape to the last. We buy separately every piece of material that goes into our Clothes, then carry it to a reliable tailor and have it made up according to our own specifications, paying special attention to details.

Our Spring Line is Here

And its the "nobbiest" line of Ready-to-Wear we've ever handled. Men and Young Men's Stylish Suits in handsome Ping-Back and Con-Men and Young Men's Stylish Suits in handsome Pinch-Back and Con-Tweeds. Everyone smartly tailored and trimmed.

Vogue   Vogue
Suits   Vogue   Suits
Me   Me

arrived in Raleigh yesterday afternoon for a stay of several days.

Mr. P. F. Walston, of Rutherfordton, is here for several days.

Mr. H. D. Stanford, one of the veterans at the Soldiers' Home, has gone to Duplin county to spend a furlough.

Mr. B. Y. Saintsing, of the Soldiers Home, has gone on a visit to Danville, Va.

Masonic Meeting.
Regular meeting of Wm. G. Hill Lodge, No. 218, A. F. and A. M., will be held tomorrow (Monday) evening at 7:30 p. m.) Work in the first degree. All master Masons in the city are invited to be present.
By order of
J. P. PILLSBURY, Acting Master.
J. C. BIRDSONG, Secretary.

For Commissioner of Public Safety

I wish to announce that I am a candidate for Commissioner of Public Safety of the City of Raleigh. I am not put forth as a candidate by any faction. If the people of the city see fit to elect me to this office, I shall not only endeavor to successfully effect further city improvements, but to serve the people faithfully and to the best of my ability.
J. H. GOSNEY.