

### Rungs in the Ladder of Success

#### Soliciting Orders for "Installment" Clothes.

Selling men's tailored clothes "\$1 down, \$1 a week" to people in offices is one of the newest lines of work in a great city. The installment plan of selling clothes in the outcome of the same plan applied to houses, furniture and other articles, and it has been seized upon by tailors as remunerative, if perilous, branch of the business. Whether it pays the tailor or not depends principally upon his ability to collect, and partially upon his astuteness in accepting orders, but it has opened a new and paying field for "hustlers" and yields good returns to solicitors working on a percentage plan.

The way in which clothing is sold on installment payments is this: A young man goes to a tailor and seeks employment. He knows nothing concerning the cutting, fitting or making of clothes. The tailor tells him if he chooses to work he will send him out to sell clothes on the installment plan and that he requires no knowledge of the tailoring business to make a success of the work. The tailor explains that it is a simple matter to sell all the clothes he can, to anybody he can, wherever he can; that he will give him a book of samples which he is to show to his prospective customers; and that he will pay him 15 per cent on each suit of clothes he is able to sell. The price of the suits varies from \$25 to \$35; none below \$25, and none above \$35, the price limits being fixed entirely by the tailor's knowledge that the price will fit the class of men he seeks as customers. It is useless to try to sell \$15 suits, as they can be bought in ready-made, and \$35 is the price limit for most salaried men.

The tailor will provide the new solicitor with money on which to exist. The scheme of payment of agents is clever. Instead of waiting until the customer pays his bill for the suit, the tailor will give the agent, when he delivers the order for the suit, a percentage on the first payment made him by the buyer, so from week to week the agent has an assured income, at least making enough money to support himself.

Not long ago a young man went into the office of Carl Johnson in a large western city, looking for a job. Johnson inquired of some of his friends in nearby offices and called other acquaintances up on the telephone—all in an effort to "land" the young fellow somewhere with work. But it was no use. But finally the applicant himself hit something that interested him in the "ad" columns of a newspaper that he was reading.

"Here's something I might be able to do," he said.

"What is it?"

"Sell clothes on the installment plan," he said.

Johnson advised him to go and see the man, at any rate no harm could come of an interview.

A few days went by before Johnson saw him again. He came in with a book of samples under his arm and almost a smile on his face. He had gone to see the tailor and had solicited trade. Already he had sold one suit and thought he could sell at least two a week at first. This would give him \$7.50 a week on two \$25 suits.

As time went on his customers grew in number, and in six months he was making about \$30 a week. From this he advanced rapidly and today he has an establishment of his own, is married and making a good living.

Application is the all important thing in what ever a man undertakes. If this young man had gone into that work simply with an idea of making enough money to support himself, he still would be selling clothes on the installment plan instead of having a shop of his own. He went into the work earnestly and with a purpose to succeed. It was not that he wanted only three meals from day to day, but that he was determined to be recognized as one of the most important and best salesmen the tailor employed. The consequence was that his employer instantly seeing the bent of the young man encouraged him to work by increasing the percentage he was receiving to 20 per cent, and finally giving him a small interest in the business.

"Nothing succeeds like success," but success is accomplished only by dint of unceasing toil. Some men work with their own brains; others work with the brains of others. The one who comes out on top in the end are those who rely upon their own resources and do not lean upon others for support.

Independence of work is another great essential to success. A man relying upon his own ideas as to how he should go about one proposition or another even though for a time he should get far on the wrong path, will, after floundering around for awhile, arrive at the same conclusion his predecessor did, and will have derived a vast amount of experience from his earlier mistakes. The tailor did not instruct my young friend as to how to approach this person or how to influence that one; he simply gave him the samples and told him "Go out and sell all the clothes you can."

Therefore the young man's manner and attitude toward a prospective customer were perfectly natural. Even though it may have been awkward at the start, that awkwardness may have brought him trade, and when it was overcome his work was accomplished naturally.

It is encouraging to young men to know that an absolute stranger can come to a great city and get employment immediately on a fair basis, yet if there is anything in the man it has been shown that he can do so.

Several tailors report that they have as many as six or eight men soliciting business on the installment plan, and that all of them are making comfortable wages each week.

### ULAR IN ALTUS, OKLA.

#### Farmers Come In Throngs From Many Miles With Something to Sell. How Newspapers and Merchants Found a Way to Get a Crowd.

How the business interests of a town can be improved in shown in the following article on the observation of a "traders' day" in an Oklahoma town.

A stranger in the town of Altus, Okla., the first Monday of each month would be surprised at the large crowd of farmers in the streets engaged in trading and buying horses and other live stock and marketing their farm products, says an Altus correspondent of the Kansas City Star. They come from every direction in the country tributary to Altus; and all day long the streets are filled with the noise of trade. The day is known for and wide as first Monday, which means simply that it is the first Monday of each month, a day set apart specially for traffic in live stock and such other things as the farmers may wish to buy or sell.

It is supposed that the custom was brought from Texas, where most citizens of Greer county once lived and of which Greer county formerly was a part. In Texas the first Monday in each month is extra sale day at each county seat, and buyers, sellers and traders attend these sales in great numbers. Naturally politicians, collectors and selling agents find it expedient to be present because of the greatly increased number of visitors from the county. At Mangum, the seat of Greer county, less attention is paid to first Monday than at Altus, where originally it was known as "horse traders' day."

"The custom is developing at Mangum," said a citizen of that town, "but I think it will require years for it to reach a stage of development it has reached at Altus. The custom has drawn upon politics, business and the gregarious instinct in individuals. You can easily imagine the Texas 'horse swapper' in deference to the Texas custom in any convenient town on first Monday looking at the horses tied around the public square and talking horse. The groups of men and boys at the hitching racks grow larger and larger, drawn not only by business, but by natural fondness for the excitement and banter of such gatherings."

When asked lately about the origin and observance of "first Monday" at Altus, Horace Shepherd, editor of the Altus Times, said:

"Two years ago the two newspapermen of the town undertook to increase the trade area of the town and decided that certain days should be set apart for certain purposes. The citizens, more especially the business men, took up the idea and several meetings were held, with the result that the first Monday of each month was 'traders' day.' Every one living in Altus trade territory was asked to bring to town anything he wished to dispose of either by trading, selling, 'swapping' or any other way. The business men of the town furnished plenty of good auctioneers free of charge. The newspapers devoted a certain amount of space to 'booming' traders' day' in the editorial, local and advertising columns, and the merchants increased their advertising

space to call attention to bargains which they had to offer for that day only. As a general rule, each merchant took some special article, cut the price on it and advertised it extensively. For instance, a grocer would offer twenty pounds of granulated sugar for \$1; a dry goods merchant would offer his best calico at 3 cents a yard, etc. Plenty of hitching space and good water and shade were provided and every inducement offered which would bring a crowd of farmers to town.

"It is rare that a church dinner is not served on first Monday. Much of the interest in irrigation in the part of Oklahoma was awakened at meetings held here on first Monday. I know farmers who travel a distance of fifty miles to reach Altus on this day, and in a radius of ten miles of Altus it is rare to find a farmer at home on first Monday. They come to Altus, with their families, and through the stores all day."

**Pastor Wagner on Womankind.**  
The first requirement in the ideal of a woman is that she shall be satisfied woman. The creed of pessimism and despair is "It were better not to be" yet I would give no more for, "I would have greatly preferred to be something else."

Woman should not be satisfied to accept herself at this valuation, though that, doubtless, is better than to revolt against her fate; but she should appraise herself, feel the high dignity of her position, recognize the advantages of life under the special form in which she receives it, and which, in nobility, is equal to that bestowed upon man. In a word, woman should have the courage and pride of her sex.

We often meet young ladies who would like to be boys. In speaking among themselves of certain others of their set they say: "There is a girl who ought to have been a boy; she is a boy lost!" There is no harm in this, inasmuch as it is no more than a joke, and a fashion of speaking. It amounts to saying that certain young girls have aptitudes which ordinarily are characteristic of young boys. But these have never prevented a woman from being truly and gracefully womanly.

What we wish to indicate and stigmatize here is silly scorn of that which we already possess; a refusal to put it into operation; to employ it, and the dangerous illusion which lies in thinking that we should have done greater work in this world if God had wished to make us something other than that which he has desired.—Harper's Bazaar.

Stella—Did you enjoy your European trip, my dear?  
Belle—Yes, indeed; we went to 117 coupon post cards.—Puck.

**FRIGHTFULLY BURNED.**  
Ford City, Pa., had his hand frightfully burned in an electric furnace. He applied Bucklen's Arnica Salve with the usual result: "a quick and perfect cure." Greatest healer on earth for Burns, Wounds, Sores, Eczema and Piles. 25c at Woodall & Sheppard's druggists.

### SEABOARD RAILWAY

Direct line to the principal cities North, East, South and South-west. Schedule in effect May 27, 1906. Subject to change without notice. Tickets for passage on all trains are sold by this Company and accepted by the Passenger with the understanding that this Company will not be responsible for failure to run its trains on time, or for any such delay as may be incident to their operation. Care is exercised to give correct time of connecting lines, but this Company is not responsible for errors or omissions.

**Trains leave Charlotte as follows:**  
No. 40 daily at 8:00 a. m. for Monroe, Hamlet and Wilmington without change, connecting at Monroe with 33 South-west; with 58 at Monroe for local points to Atlanta. At Hamlet with 33 for Raleigh, Portsmouth, Norfolk and Steamers for Washington, Baltimore, New York, Boston and Providence. With 66 at Hamlet for Raleigh, Richmond, Washington, New York and the East. With 31 at Hamlet for Columbia, Savannah, Jacksonville and all Florida points.

No. 133, daily at 10:15 a. m. for Lincoln, Shelby, and Rutherfordton, without change, connecting at Lincoln with C. N. W. No. 10 for Hickory, Hickory and Western North Carolina points.

No. 45, at 4:45 p. m. daily for Lincoln, Shelby, Rutherfordton and all local stations; connecting at Lincoln with C. N. W. for Newton, Hickory, Lenoir and Western North Carolina points.

No. 44 daily at 5:00 p. m. Monroe Hamlet, Maxton, Lumberton, Wilmington and all local stations. No. 132 daily, 7:15 p. m. for Monroe, connecting with 41 for Atlanta, Birmingham and the Southwest, at Hamlet with 43 for Columbia, Savannah, Jacksonville and Florida points; with 34 at Hamlet for Richmond, Washington and Norfolk through sleepers on this train Charlotte, N. C. to Portsmouth, Va., daily.

**Trains arrive at Charlotte as follows:**  
No. 132, 10:00 a. m. daily from points North and South.  
No. 44 daily at 10:15 a. m. from Rutherfordton, Shelby, Lincoln and all C. N. W. points.  
No. 45 daily 11:50 from Wilmington, Lumberton, Maxton, Hamlet, Monroe and all local points.  
No. 132, 7:05 p. m. daily from Rutherfordton, Shelby, Lincoln, and C. N. W. points.

No. 39, 10:45 p. m. daily, for Wilmington, Hamlet and Monroe, also from points East, North, South and West, connecting at Hamlet and Monroe. Connections are made at Hamlet with all through trains for points North, South, and Southwest, which are composed of vestibule day coaches between Portsmouth and Atlanta, and Washington and Jacksonville, and sleeping cars between Jersey City and Jacksonville. Cafe cars on all through trains.

For information, time-tables, reservations, or Seaboard descriptive literature apply to ticket Agent or address, Raleigh, N. C.  
JAMES KER, JR., C. P. A., Charlotte, N. C.  
EDWARD F. COST, 2nd V. P., Portsmouth, Va.  
Chas. B. Ryan, G. P. A., Portsmouth, Va.

**Special Rates Over the Seaboard.**  
To Toronto, Ont., account Patriarchs Militant and Sovereign Grand Lodge, September 15th-22nd, at rate of one first-class fare plus one dollar for the round trip.

For further information as to rates and schedules apply to  
C. H. GATTIS, T. P. A., Raleigh, N. C.  
JAS. KER, JR., C. P. A., Charlotte, N. C.

### Norfolk & Western R'y

Schedule in Effect May 27, 1906. Through Train Daily, Charlotte and Roanoke, Va. North-bound.  
Lv. Charlotte, So. Ry. .... 11:00 a.m.  
Lv. Winston, N. & W. Ry. .... 1:30 p.m.  
Lv. Martinsville ..... 6:30 p.m.  
Lv. Rocky Mount ..... 7:25 p.m.  
Ar. Roanoke ..... 7:25 p.m.

South-bound.  
Lv. Roanoke ..... 9:20 a.m.  
Lv. Rocky Mount ..... 10:45 a.m.  
Lv. Martinsville ..... 11:45 a.m.  
Ar. Winston ..... 2:00 p.m.  
Ar. Charlotte ..... 6:00 p.m.  
Through coach Charlotte and Roanoke.

Connects at Roanoke, via Shenandoah Valley Route for Natural Bridge, Luray, Hagerstown and all points in Pennsylvania and New York. Pullman sleeper, Roanoke to Philadelphia. Additional train leaves Winston-Salem 7:30 a. m. daily, except Sunday, Southwest Virginia and Shenandoah Valley points. W. B. BEVIL, Gen. Pass. Agt., Roanoke, Va. M. P. BRAGG, Trav. Pass. Agent.

**Special Low Rates Via Southern Railway.**  
On account of the Homecoming of Wm. J. Bryan, New York, N. Y., August 30th, 1906, the Southern Railway will sell tickets to New York and return at exceptionally low rates. Tickets to be sold August Aug. 28th, and 29th, with final limit Sept. 4th.

The following rates will apply from points named, Charlotte \$20.50, Salisbury \$19.10, Statesville \$19.95, Hickory, \$21.00, Greensboro \$17.50, Winston-Salem \$18.35, Durham \$17.50, Raleigh \$17.50. Approximately low rates from other points.

For further information call on your Depot Agent, or write  
R. L. VERNON, T. P. A., Charlotte, N. C.  
W. H. TAYLOR, G. P. A., Washington, D. C.

**Meeting Patriarchs Militant and Sovereign Grand Lodge I. O. O. F. Toronto, Canada, Sept. 15th-22nd, 1906.**  
Rates Via Seaboard Air Line.  
The Seaboard Air Line begs to announce that they will sell round trip tickets Toronto, Canada, for the above meeting on Sept. 12, 13, 14, and 15th. Route No. 1, via Richmond to Washington, Buffalo and Grand Trunk Ry. \$25.85. Route No. 2, via Richmond, Washington, Niagara Falls, and Grand Trunk, \$25.25. Route via Cincinnati, Ohio, one fare plus twenty-five cents, for round trip. Limits continuous passage in each direction going trip to commence on date of sale and return trip on date ticket is validated at Toronto, which date must not be later than Sept. 24th. If return portion ticket deposited in person by original purchaser with joint agent Union Station, Toronto, not later than 3 p. m. Sept. 24 and payment of fee of \$1.00 made at time of deposit, limit of ticket will be extended so as to leave Toronto on date ticket is withdrawn from deposit but in no case to leave Toronto later than midnight of October 24th, 1906.

For further information call on or address  
JAMES KER, JR., C. P. A., Charlotte, N. C.  
C. H. GATTIS, T. P. A., Raleigh, N. C.

8-15-Ct

### SOUTHERN RAILROAD

N. B.—Following schedule figures published only as information and are not guaranteed.

3:30 a. m. No. 8 daily for Richmond and local points, connects at Greensboro for Winston-Salem, Raleigh, Goldsboro, and all intermediate cities at Danville for Norfolk.  
5:45 a. m. No. 27 daily for Rock Hill, Chester, Columbia and local stations.  
6:30 a. m. No. 16 daily except Sunday, for Statesville, Taylorsville and local points; connects at Mooresville for Winston-Salem and at Statesville for Hickory, Lenoir, Blowing Rock, Asheville and points west.

7:15 a. m. No. 39 daily, New York and Atlanta Express; Pullman sleepers to Columbus, Ga., and day-coaches to Atlanta. Close connections at Spartanburg for Hendersonville and Asheville and Florida Express for Rock Hill, Chester, Wm. Star, Columbia, Savannah, Jacksonville and Augusta. First class day coaches Washington to Jacksonville. Dining car service.

9:25 a. m. No. 36 daily U. S. Fast Mail for Washington and all points north; Pullman drawing rooms, sleepers to New York and Richmond, day coaches to New Orleans to Washington; dining car service. Connections at Greensboro for Winston-Salem, Raleigh and Goldsboro.  
9:30 a. m. No. 37, daily, Washington and southwestern limited. Pullman drawing room sleepers, New York and New Orleans and Birmingham; Pullman observation car New York to Martinsville; dining car service; solid Pullman train.

10:05 a. m. No. 30 daily for Washington and all points north; Pullman sleepers to New York, first-class coach to Washington. Close connections at Danville for Richmond, Va., Dining car service.  
11:00 a. m. No. 28 daily, for Davidson, Mooresville, Zerbe Junction, Colesburg, Mocksville, Winston-Salem and Greensboro, Va., and local stations.

7:00 p. m. No. 12 daily, for Atlanta and local stations; connects at Atlanta for Hendersonville and Asheville.  
6:00 p. m. No. 25 daily except Saturday, freight and passenger, for Chester, S. C., and local points.  
7:00 p. m. No. 13 daily, for Richmond and local stations, connects at Greensboro for Goldsboro, Pullman sleeper, Greensboro to Raleigh, Charlotte to Richmond, and Charlotte to Norfolk.

7:15 p. m. No. 24, daily except Sunday for Taylorsville and Memphis, connects at Statesville for Asheville, Knoxville, Chattanooga and Memphis, and Pullman observation car to New York. And southwestern limited for Washington and all points north; Pullman sleepers and Pullman observation car to New York. Dining car services. Solid Pullman train.

10:35 p. m. No. 24 daily, New York and Florida Express for Washington and points north; Pullman sleepers from Asheville, Jacksonville and Rock Hill to New York. First-class day coaches from Jacksonville to Washington.  
11:05 p. m. No. 29 daily, Washington and Florida Limited for Columbia, Augusta, Charleston, Savannah and Jacksonville. Pullman drawing room sleeping car to Jacksonville. First-class day coaches Washington to Jacksonville.

11:05 p. m. No. 40 daily, for Washington and points north; Pullman sleeper to Washington. First-class day coaches Atlanta to Washington.  
10:25 p. m. No. 25 daily, U. S. Fast Mail for Atlanta and points South, and Southwest. Pullman drawing room sleepers to Mobile and Birmingham sleepers to New Orleans and Birmingham. Day coaches Washington to New Orleans. Dining car services.  
Tickets, Sleeping Car Reservations, and other information can be obtained at ticket office, No. 11 South Tryon St.  
H. B. SPENCER, Gen. Mgr.  
S. H. HARDWICK, P. T. M.  
W. H. TAYLOR, G. P. A., Washington, D. C.  
R. L. VERNON, T. P. A.

## A Year Ago.....

The Leading Merchants of Charlotte Considered

# THE CHARLOTTE NEWS

the Most Effective and Economical Advertising Medium in the Local Field. It Was.

They backed their opinions by giving it an advertising patronage never before equalled in the paper's history. There followed a year of the best business Charlotte retailers have ever known.

The Circulation of The News was then . . . 4,638

The Circulation of The News is now . . . 5,364

THE NEWS Was Good Then

It Is Better Now By 726 Subscribers

## Don't You want to Talk with Us about your Fall Advertisi?