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THE LABOR NEWS.

ORGAN OF THE STATE FEDERATION OF LABOR. ENDORSED BY GREENSBORO TRADES COUNCIL.

MOTTO: ORGANIZATION, EDUCATION AND ELEVATION.

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HOW TO ADVERTISE THE TRADE UNION.

V.—The Element of Time.

By the Rev. Charles Stelzle.

It rarely happens that an advertisement which has appeared for the first time, no matter how good it may be, really accomplishes very much in direct results. The effectiveness of an advertisement depends upon the frequency with which it is brought to our attention. How often the same advertisement should appear in precisely the same manner must be determined by circumstances, but the same subject must be presented many times before there will be a perceptible movement on the part of the public.

Trades union workers are often disappointed because there is usually so small a response following the distribution of a few thousand tickets advertising a special meeting.

It is the steady, rythmic blow that counts. A pugilist once told me that he always tried to find his opponent's weakest spot. Then he showered blow after blow upon it. At first there appeared to be no effect, but soon the blows would begin to tell, finally his opponent would collapse as the result of this persistent punishment.

The successful advertiser works hard and long to create an atmosphere which would be favorable to his business. After this had been secured, and the interest and the confidence of the public have been won, the rest is comparatively easy.

The trades union must endeavor by continuous and thorough advertising to get the public to believe its purpose and in its mission. It must make men see that it stands for those things which all good men should stand for. When there is a common platform upon which they can agree, even though their interests may not be identical, tne outsider will be apt to take more stock in the program of the labor union.

A man naturally makes up his mind slowly to do a certain thing. He gradually brings himself to the point where he acts in the matter. Influences have all the time been at work which were molding his thought and opinion, although he may have been unconscious of the process. Suddenly he seemed to completely change his mind, but this was merely the outward sign of an inward growth. An unusual advertising campaign may bring immediate results, but it must overcome this natural law by which most minds are influenced. It is only by the bigness of the enterprise, which thus attracts so much more of his attention, and which factor naturally makes the mind work more quickly, that a man may be persuaded to act at once.

An advertising campaign which can accomplish such results will naturally cose more than the steady, persistent method, and requires a far greater effort than it is possible for the average trades union to put into it.

The most satisfactory method, therefore, is the campaign which allows for the element of time, thus fitting most closely into the natural workings of the human mind.

Editor the Labor News,
Greensboro, N. C.

Dear Sir:—We have in this country three forms of taxation. These are public direct taxes, public indirect taxes and private special privilege taxes. The two forms of public taxes are known as the straight and crooked taxes. The direct or straight taxes are paid by the citizen direct to the tax collector. The indirect or crooked taxes are paid by one citizen who acts as tax collector for the government. He simply lays out the tax money and collects the tax by adding it to the price of the goods he is selling which are taxed by the government. He gets his pay for doing this in that he figures the selling price to include the tax money; and naturally he figures his profit on the sum total of both the cost of the goods and the cost of the tax. Hence the name of crooked for this method of fooling the consumer.

No matter how our government levies its taxes, either direct or indirect, so long as such taxes are levied on things that are produced by labor we find that they are very costly and exceedingly hard to collect; and at the same time tend to discourage the production of such things.

The private special taxes are the easiest and cheapest of all methods of taxation to collect as far as the collector is concerned. Take for instance the privilege granter to individuals to own and control certain parts of the earth. You and I needing these certain parts of the earth to live on and do business on, we naturally are willing to pay to the owners of such privileges all that it is worth to use these certain parts of the earth. They, therefore, are able to levy a tribute—a tax really—to the fullest extent that the traffic will bear. This tribute or tax is today called rent. It goes into private pockets. The collector of the rent boxes can have a good time at our expense, because we allow ourselves to be taxed by the government on the good things we make and want (wealth) and at the same time pay him for the use of his land. We therefore pay double taxes—one set to the government in direct and indirect public taxes and one set to the individual in rent for his special privilege to certain parts of the earth.

If it be granted that the private or special taxes are the easiest and cheapest to collect, then why not abolish the costly direct and indirect taxes we are trying so hard to collect today and in its place take in the form of a tax for the use of the government the rent of the land which private and individuals are today collecting.

CHARLES D. RYAN.

URGES LABOR TO STAND BY FRIENDS

Gompers in Communication Virtually Requests Support of the Democratic Ticket.—"Oppose and Defeat Our Enemies, No Matter for What Office They Run.

The labor leaders in Greater New York yesterday received from Samuel Gompers, president of the American Federation of Labor, a communication calling upon labor to stand intact and not shirk responsibility, and virtually requesting their support for the Democratic ticket.

This appeal was read on August 16, at the various assemblages of labor. It says:

"The issues confronting the new national life are labor issues primarily and fundamentally.

"Organized labor cannot, if it would shirk its responsibility here.

"The toilers should not be on the defensive with respect to vital issues affecting them. They should and must devise an offensive movement looking to a firmer and more stable establishment of their inalienable rights.

"Nothing is voluntarily contributed to the interests of labor on the part of the wealth possessors or of partisan politicians.

"It is the paradox second to none in the line of human evolution and progress that Labor, the sovereign, should plead for safeguards at the hands of its own creatures.

"Congress and other law making bodies must be made to feel that Labor is entitled to its just share in enactments particularly affecting its own rights and interests.

"Labor has little to expect at the hands of those in responsible charge of the last session of Congress.

"We have much to look for in policies outlined and sought to be carried forward that have their initiatives in the organized labor movement.

"In improving the condition of the workers, in securing for them their rights, liberty and sovereignty, there is not involved the tearing down or the destruction of any one or of anything. The labor movement and its results encompass the well-being of every man, woman and child the country over. Organized labor is not destructive but constructive.

"It devolves upon organized labor by organization, agitation and education to shape the next Executive and the next Congress to ends that will justify the maximum efforts which may be put forth in behalf of the great cause of the rights of the workers, which, in its essence, is the cause of human liberty.

"We call upon the workers of our common country to stand faithfully by our friends, oppose and defeat our enemies, whether they be candidates for President, for Congress, or other offices, whether Executive, Legislative or Judicial."

Hunter Criticises Gompers's Ideas.

Robert Hunter, the 'parlor socialist," has replied to Samuel Gompers, president of the American Federation of Labor, on the question of injunction and trial by jury. Mr. Hunter says in part:

"Mr. Gompers is quoted as greatly pleased that the Democrats promised trial by jury for cases of indirect contempt.

"This means virtually that in case a union man offends a judge who has enjoined him from doing his duty and exercising his constitutional rights he may be tried by jury.

"But Mr. Gompers surely knows that a jury has no right to pass upon the law. The jury accepts the law from the judges. It takes its instructions from the court, and it passes solely upon the question of the guilt or innocence of the accused.

"That is to say, if a judge enjoins Mr. Gompers from calling a strike the jury will not decide whether Mr. Gompers did or did not have a constitutional and legal right to call a strike. It will only decide whether or not Mr. Gompers DISOBEYED HIS ROYAL EMINENCE THE JUDGE.

"In other words, trial by jury does not affect the WRIT of injunction in the slightest!

"What is wanted is the abolition of injunctions. So long as judges have this power they are monarchs. So long as injunctions are granted in industrial disputes, just so long can one man override our constitutional rights. So long as a single judge is able to make illegal whatever he desires, just so long will that power be used to cripple unions, to break strikes and to override free speech, of a free press, and of peaceable assembly.

"When you tell us, Mr. Gompers, that Judge Parker was your most enthusiastic supporter in Denver you convince us that you have been outwitted and the cause of labor betrayed.

"The Socialists intend to abolish injunctions.

"As the head of 2,000,000 union men which of these propositions is most acceptable to you?"

Pittsburg, Pa.— A wage agreement, has been reached between representatives of the Amalgamated Association of Iron, Steel and Tin Workers ana the American Sheet and Tin Plate Company. The new agreement amounts to a five per cent. reduction in the pay of the tin workers and a cut of two per cent. in the scale for the sheet department. About 10,000 men are affected.

OFFICIAL STATEMENT FROM AMERICAN LABOR PRESS ASS'N

In Reply to Cowardly Attack by Rochester Labor Journal, Which Does Not Happen to Be a Member.

To All Members of the A. L. P. A.:

Under date of August 14th, the Labor Journal, of Rochester, N. Y., which is not a member of the American Labor Press Association, and which has no knowledge of the objects of our Association or of the business methods pursued, either from a motive of insane jealousy or wanting to surprise the public with something sensational, or else prompted by some irresponsible transient advertising solicitor, made a cowardly and unwarranted attack upon our Association. Although the paper in question devoted a large part of its front page to a cunningly worded but shallow line of abuse, in addition to giving a long editorial of the same character, yet any intelligent reader can easily see the motive behind it. "It talks a lot but says nothing." The gist of the whole is that the American Labor Press Association is a fake and everybody connected with it are crooks, and "the Labor Journal" knew it from the start! The ninety-three labor papers which comprise the Association, many of which have been members almost two years, are all apparently devoid of sufficient wisdom to know what they're doing, and it has been left to the Rochester Labor Journal to become their Moses and try and lead them out of the error of their way. We have no lengthy reply to make. This is all left to the papers that are connected with the association, all of which are familiar with the work and progress of the organization and the benefits being derived. The officers and advisory board are made up of active trades unionists, located in various parts of the country, men above reproach who have made and are making many personal sacrifices in the interest of the labor press, and while we do not hope to succeed without some "knocks" on the way, yet these knocks cannot dampen our ardor or destroy our faith in the publications we represent.

One object of this association is to secure desirable advertising patronage of a national character for our members. Sometime ago a large number of papers asked us to try and secure some advertising from both political parties. Before closing any contracts, however, we communicated with such papers as we had not heard from asking for their views upon the matter, as we did not want to close any arrangement for political advertising unless we knew it would be acceptable. There was some doubt in our mind whether they wanted any Republican matter and we wrote to them for information. The Union Sentinel, of Fort Smith, Ark., a member of the Association, evidently mistaking our purpose, immediately withdrew from the Association and published our letter with severe editorial comment on same. The letter has been published and speaks for itself. It merely asks whether the paper wants any Republican matter as advertising. The Union Sentinel has evidently now seen its mistake, as it has since declared itself to be a member by running our seal in its columns and is running advertising matter furnished it by us. The A. L. P. A. owes allegiance to no political party, and its influence is not for sale. Our business is to secure legitimate advertising for our members and advance their interests in every consistent way. We are performing our duty to the best of our ability. So long as the papers which make up our Association have no complaint to offer, we will continue in the good work we have started. So long as the labor papers of the country get an absolutely "square deal" (and no one is in a better position to know this than the papers themselves) we have reason to believe that attempted attacks by outsiders, regardless of what the motive may be, will be taken for what they are worth. The American Labor Press Association is based on too solid a foundation to be shaken by false and libellous assaults.

AM'N LABOR PRESS ASS'N.
Per D. W. HARTER, Sec'y.

ASKS THAT LABOR DAY BE OBSERVED

Governor Glenn Issues Proclamation to Laboring Men.—Urges People Who Toil to Observe September 7 As Day of Rest.—Expresses Gratification at Fact That Panic Has Affected Laboring Men No Worse.

Raleigh, Aug. 26.—A proclamation is issued by Governor Glenn for the observance of September 7 as Labor Day in North Carolina. He calls on all who labor with their hand or brain to observe this day as a day of rest, recreation and thanksgiving. The state offices will be closed and all state employes are asked to refrain from work. The governor calls upon the people of the state to suspend all business as much as possible. The proclamation expresses gratification that the panic has not affected labor and business interests in North Carolina anything like as badly as in other states east and west. He wants the day to be one of good cheer for both capital and labor.

Union, S. C.—The textile mills have gone back to full time work. This means that they are putting in 60 hours a week instead of four days, which was the time that some of the mills had curtailed to several weeks ago because of the slight demand for cotton goods throughout the country.

PYTHIAN DAY, WEDNESDAY, OCTOBER 14TH.

Greensboro's Centennial and Home-Coming Week, October 11-17, 1908.

Wednesday of Centennial Week, if signs do not fail, promises to be a day not only of enjoyment, but of interest and instruction—to all observers, enjoyment; to all Pythians, interest; to the uninitiated, instruction, that within the confines of our state there exists an order surpassed in numbers by only one other order, and influence and good works peculiar to fraternities surpassed by none—the Order of Knights of Pythias.

The Centennial Committee consists of twelve members, loyal and true, and looking forward to the event they are surely a busy body of men. C. C. McLean is chairman of the committee.

Later on a program will be given out which even at this early day promises well.

The following address to the Pythians of the state has been issued by the Pythian Centennial Committee:

To All Knights of Pythias of North Carolina:

Fraternal Greetings:—The Board of Managers of the Greensboro Centennial have set aside October 14th ,to be known as "Pythian Day", a distinct honor to our Order, and a recognition of the progressiveness of the Knights of Pythias.

Guilford Lodge No. 69, Proximity Lodge No. 158, White Oak Lodge No. 187, and Greensboro Lodge No. 80, have undertaken to make this the largest Pythian gathering ever held in the state. The largest and most spectacular parade ever given in North Carolina by any fraternal organization will be placed on the streets of Greensboro Wednesday, October 14th, and will be composed of members of the Order of Knights of Pythias. We want every Subordinate Lodge in the state to take part in this parade, and the committee extends to all Pythians an invitation to take part in this great parade and make it a red-letter day in the history of North Carolina Pythianism. The parade will take place in the morning, and we hope to have 5,000 Pythians in line.

The meeting of the Seventh district will be held at night in Greensboro's New Auditorium, and the Rank of Page and Knight will be conferred by special teams for the occasion. We want a class of 200 for the Rank of Page, and every Lodge is asked to go to work now and get up a class to bring with them for this occasion. Grand Chancellor Webb is in hearty sympathy with the movement and the Grand Lodge has offered $200 in gold prizes as follows:

(1) Class A.—Visiting lodge having the greatest number of members in parade. First prize, $70; second prize, $30.

(2) Class B.—Visiting lodge having the greatest number of candidates for the Rank of Page in parade. First prize, $25; second prize, $15.

(3) Class C.—Visiting lodge making best appearance in uniformity of dress. First prize, $25; second prize, $15.

(4) Class D.—Lodge having the best float or special feature. First prize, $20.

NEWS FROM INDUSTRIAL CENTERS.

Pittsburg, Pa.—The Tackmakers' Protective Union of the United States and Canada is the second oldest labor organization in America.

Washington.—The Central Labor Union refused to endorse the National Temple of Labor Association, whose project is to erect a $1,000,000 national temple of labor in this city.

Sedalia, M.—Five hundred men gave three cheers when the Missouri, Kansas & Texas shop train pulled out from the station for the shops, which resumed work after an enforced vacation of six weeks.

Boston, Mass.—The largest per centage of idleness in Massachusetts is found in textile cities of Lawrence and New Bedford, while the percentage as a whole is larger throughout the state than in the cities of Boston, Worcester, Brockton and Lynn.

New Castle, Pa.—Over 100 Pennsylvania brakemen laid off last fall were notified by that company to report for work at once to the assistant trainmaster here. Fifty firemen who had been laid off were recently put to work.

Sharon, Pa.—The wage scale between the Amalgamated Association of Iron, Steel and Tin Workers and the Sharon Steel Hoop Company expired on Tuesday, and will not be renewed. There will be no strike however, and 1,200 men will continue to work without an agreement.

New Castle, Pa.—Operations have been resumed at the Rosena furnace, giving employment to about 300 men. The furnace is operated by the Carnegie Steel Company. Other furnaces here will start soon, it is announced. The Shenango Furnace Company blew in its furnaces at Sharpsville July 8th, employing 200 men. The company is said to have orders ahead to keep all of its plants busy until October.

New York.—Several of the officers and members of New York Typographical union No. 6 have been summoned into court to show cause why they should not be punished for contempt in failing to obey the order of the court forbidding them to molest or boycott the Butterick Publishing Company of that city. The injunction said to have been violated was issued March 14, 1906. The plaintiff claims to have suffered heavy pecuniary loss.

NEGRO EDITOR FOR BRYAN.

Richmond, Va., Aug. 26.—John Mitchell, the negro editor, comes out in a statement to the effect that the negroes of this state and the south are to take little stock in the Republican party this year, and that the bulk of them are to vote for Bryan.

He says that the Republican party has been making promises to the negroes since the civil war. He declares that the recent race troubles in other states have added to the unrest of the negroes, and that in many states where they hold the balance of power they will either vote for the Democrats or stay away from the polls.

New York.—Conditions hitherto existing in the electrotyping business in Greater New York have been the underlying causes of the formation of an Employing Electrotypers' and Steorotypers' League, on the lines of the Printers' League of America. The unions of both trades have endorsed the proposition and tendered their hearty support and co-operation. The league now numbers among its members some of the largest and strongest concerns in the city.

Tommy: "Ma, can I play makin' believe I'm entertainin' another little boy?"

Mamma: "Yes, dear, of course."

Tommy: "All right. Gimme some cake for him."—Philadelphia Press.

JUST A FEW THOUGHTS

Before You Part With Your Hard-Earned Cash.

Did it ever occur to you why it was any merchant would have a "sale?" No doubt you understood it's because he has not done the volume of business he anticipated when he bought his goods; we can tell you why. There can't be but one reason (when his goods are bought clean, new, and up-to-date) and that is he is not satisfied with a small living profit. He thinks when the season is on everybody wants his goods, no matter what the price. At the wind up he finds they have bought their goods from a merchant who was willing, and did sell them their merchandise at what they call sale prices in their great special sales. The great sale price is just the same price that you can get your goods from the Original Racket Store every day in the year, without being faked on any single article. You will notice the people who are judges of merchandise don't fall all over themselves to reach these great sales, for they know when they reach the scene of this great, grand offering of merchandise that they will be only told that the particular item advertised is out. It's a great game but it's playing out. The people are on to it, and it's like every other skin game it don't work very long. We contend and we can prove by our 21 years business experience in one store in Greensboro that there is only one way to do business and exist, and that is to do a straight legitimate business every working day in the year. We don't profess to sell goods cheaper than the mills can make them or cheaper than they ever came through any auction house in this country for every dollar's worth of goods that is billed to us we pay one hundred cents for, but we do say we turn loose this merchandise at a smaller profit than any other merchant in Greensboro can afford to and we do it every day in the year. If we were to have one of these great gigantic sales and mark every dollar's worth of goods in our store at exactly what we paid for it, the difference at what we would sell it at then and now would be so slight you probably would not notice it.

They cry hard times; they tell you the working people are not at work. The country people are not coming to town. They give you every other excuse in the world because they have not done the business. Right in the face of that our business is increasing every day and this year is not excepted and why? Simply because every customer that comes in our store gets one hundred cents worth of merchandise for every dollar he spends and he don't have to wait for any special sale to get it. He gets it every day in the year.

We guarantee to save you money on your purchases. Get your sale price and come and see us. We will do the rest.

Yours for business,
The Original Racket Store,
A. V. SAPP, Prop.
318 South Elm Street.

PATRONIZE HAGAN'S CHINA STORE. All kinds of China and Glassware, plain and fancy lamps, novelties, wedding presents, etc., etc. Large stock. Prices right. 215 S. Elm street.

HAGAN'S CHINA STORE HAS NOW a complete line of Tin-ware, Wooden-ware and Enamel-ware. All new goods and prices right. Examine their stock before buying. 215 S. Elm street.

GLASS FLY TRAPS—CATCH ALL the flies, easily cleaned, last forever, 25c. at Hagan's China Store. Stone jars, fruit jars, jelly glasses, etc. Largest stock of China and glassware in the city.

PRIDE OF REIDSVILLE
Smoking Tobacco
is made by skilled union labor. Every bag has the blue label on it and is the finest smoke that can be produced regardless of cost.

EARN BIG MONEY
$50.00 Instruction for $10.00
LEARN AT HOME
Complete instruction double entry bookkeeping, penmanship, business forms. Books, materials free; no other outlay. Good positions waiting.
Dept. I, Chicago Business Training School, Chicago

BULBS
BUCKBEE'S BULBS SUCCEED!
SPECIAL OFFER:
Made to build New Business. A trial will make you a permanent customer. Satisfaction guaranteed or your money refunded.
Souvenir Collection 20 Choice Bulbs in splendid mixture, comprising the following beautiful sorts: Grape Hyacinth, Feather Hyacinth, Spring Snowflake, Ixia, Spanish Iris, Scillas, Spanish, Ranunculus, Snowdrop, Crocus, Chionodoxa, Anemone, Daffodil, Poets Eye Narcissus, Darwin Tulip, Parrot Tulip, Variegated Foliage Tulip, Oxalis, French, Roman and Dutch Hyacinths, early and late Tulips, etc., etc.
GUARANTEED TO PLEASE
Write to-day Mention this Paper
SEND 25 CENTS
to cover postage and packing and receive this valuable collection of Bulbs Postpaid, together with my big Illustrated, instructive, Beautiful Seed, Bulb and Plant Book. Tells all about the Best varieties of Seeds, Bulbs and Plants.
In Commemoration of a continuous, successful business since 1871, I will present free of charge with this Collection 1 Babylonian Horned Tulip Bulb. The greatest floral wonder of the age. This Bulb alone is worth a quarter.
H. W. Buckbee 1618 BUCKBEE ST. ROCKFORD, ILL.

Hot!

Don't mention it, but do mention the fact that a glass of our Ice Cream Soda or Ice Cold Lemonade will freshen you up days like these served in our inimitable way. The Sodas you get from us help you forget the weather.

FARISS-KLUTZ DRUG CO.
GREENSBORO, N. C.
The Store that appreciates Your Business.

OUR RALEIGH FRIENDS.
Some firms who believe in helping those who try to help themselves.

Thos. A. Partin Company
131 Fayetteville St. Raleigh, N. C.
The New Dry Goods Store.
Ladies' Furnishings and Novelties
Give us a call.

T. H. BRIGGS & SONS
RALEIGH, N. C.
◈THE BIG◈
Hardware Store.
SONS OF MECHANICS
FRIENDS OF MECHANICS
We will TREAT YOU RIGHT.

The Raleigh
SAVINGS BANK
RALEGH, N. C.
JNO T PULLEN, President.
CHARLES ROOT, Cashier
Capital and Surplus, $75.000
Four per cent interest paid on deposits
Write for further information.

Ask for the Union Label.