

THE LABOR NEWS.

ORGAN OF THE STATE FEDERATION OF LABOR.

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DECLARATION.

I hold these truths to be self-evident: That man was made to be happy; That happiness is attainable only through useful effort; That useful effort means the proper exercise of all our faculties; That we grow only through this exercise; That education should continue through life, and the joys of mental endeavor should be the solace of the old; That where men alternately work, study, and play in right proportion, the brain is the last organ of the body to fail, and death for such have no terrors; That the possession of wealth can never make a man exempt from useful, manual labor; That if all would work a little, none would be overworked; That if no one wasted, all would have enough; That if none were overfed, none would be underfed; That the rich and educated need education quite as much as the poor and illiterate; That a serving class is an indictment of a disgrace to our civilization; That the presence of a serving class tends towards dissolution instead of toward co-operation; That the person who lives on the labor of others, not giving himself in return to the best of his ability, is really a consumer of human life; That in useful life there is no high nor low; That all duties, offices, and things which are useful and necessary are sacred, and that nothing else is or can be.

—Elbert Hubbard.

"VOX POPULI, VOG DEI."

By the Rev. Charles Stelzie.

It has long been acknowledged that "the voice of the people is the voice of God." The undiscerning may hear in the people's voice only a great roar of discontent, or the mutterings of the misguided mass. But he who has understanding will hear the "still, small voice," which speaks the will of God. The statesmen in every age who have accomplished the things which have produced the greatest good for all the people, get their inspiration because they kept close to the masses. Rarely does the vision come to the man who spends all of his life in the seclusion of the study. His touch on life is so slight, and his understanding of the needs of men so inadequate, that his outlook extends only to the limits of his own life and his own narrow experience. It is only as a man comes into contact with others that his own life becomes larger and fuller, and it is out of this fullness that he is enabled to speak concerning the greater problems of life.

No class of men have a broader experience than the "common people"—no class knows quite so well what it means to toil and to suffer and to sacrifice. None have higher aspirations and none exhibit deeper creations. It is because of this that God speaks through them. Sometimes their expression of God's will is crude. Sometimes it comes as a shock to men who have become accustomed to things as they are, who, quite satisfied with present conditions, are unwilling to be made uncomfortable by a change which may mean a readjustment in their method of living and in their way of doing business. But to stand in their way of progress is futile. It may be that it is necessary to oppose certain features—man-made and man-inspired—which have crept into the plans which the people present, but back of them and all beneath them all will be found the hand of God.

This has been proven in history. In every great fight for the right and for progress, the leisured classes, the so-called upper classes, have been on the wrong side of the battlefield. The common people—the men of uncommon sense—to these the world owes a debt of gratitude.

If you would hear the voice of God, keep close to the people.

MISPLACED KINDNESS.

A recently appointed woman principal of the graded schools one day happened in a school where a young incorrigible was being punished. "Have you ever tried kindness?" inquired she of the teacher. "I did at first, but I've got beyond that now," was the reply. At the close of the lesson the principal asked the boy to call on her the following Saturday. A boy arrived at the appointed hour. The hostess showed him her best pictures, played him her liveliest music and set him a delicious lunch, and then thought it time to begin her sermon. "My dear," she began, "were you not very unhappy to stand before all the class for punishment?" "Please ma'am," broke in the boy, with his mouth full of cake. "It wasn't me you saw. It was Billy, and he gave me a dime to come and take your jawing."

LADIES' SHOES! CHILDREN'S SHOES! Men's Shoes! All classes made of solid leather, at very reasonable prices. Men's working gloves, overalls, sweater coats; the very best that money can buy at the prices. Double trading stamps Friday and Saturday. G. F. Blackburn, 520-522 South Elm Street.

HOME TRADE VS. MAIL ORDER

Do the retail mail order houses advertise in your local paper? If they do, it is the fault of you and your brother merchants. The editor of your paper can be easily convinced that the mail order houses will eventually put him out of business, as well as yourself, by killing off the business of the entire town, but there is no use of your trying to convince him of this fact while he can get yearly contracts for generous advertising space from the mail order houses, and you are only using his space occasionally. Be generous enough with the editor to put yourself in his place for a while, and you will see that he is making a daily struggle for bread, and the advertisements of the mail order house mean cash. He has advertising space to sell, it is his stock in trade, and he must find a market for it.

If you and the other merchants of your town will give this matter some thought, you will see that the editor of your paper is doing everything in his power to increase the circulation of that paper, and make it more valuable to advertisers. Of the money he gets from advertisers and subscribers he is putting all in the paper except a bare living. What else do you expect of him?

If he is not now carrying the advertisement of some mail order house, do not fool yourself into the idea that he has not had the chance to take it. He has probably had the nerve to turn down such advertising because he felt that he would be doing his town an injury. If he has done this for the town, you can depend upon his working in every way possible to build up the business of every one of his advertisers, and you should get into that class at once and stay there all the time.

If he now carries mail order advertising, get your merchants together, each of you decide to take a good space in the paper for an entire year, and then go to the editor and tell him that you want the paper to be a strictly home paper, and not to carry retail mail order house advertising, but you are willing to take a good deal more of his space than he would sell to them. If he is the right kind of a man he will meet your views at once. If he is not the right kind of man, this will be a good time to find it out, and then get another man in the town without delay, to run a paper for the town, and be loyal to him.

The trouble with most retailers is the fact that they consider that advertising in the local paper is worthless, and that whatever space they take is a kind of charity donation to the editor, a good deal like placing an "ad" in a church program. This is where you are mistaken. Your competitor, the mail order house, never gives anything for charity, and still it is advertising in your local paper, or would like to do so. If the mail order house can make it go, you can. Remember this: You have goods to sell every day in the week. That should be a reason for advertising every week in the year. Do not wait until just before Christmas to do your advertising; do it all the time. You will find it a paying proposition if you use good judgment. Give your advertising all the thought you can, for it will be a good investment of time. Never allow identical the same advertisement to run twice in the same paper. Tell your story in as few words as possible, but make it perfectly plain. Make everyone realize that you always have something new to sell, and always quote prices. The people in your neighborhood are thirsting for information, especially on values. That is how your competitor, the retail mail order house is getting business. It does not fill advertising space with the announcement that it deals in all kinds of merchandise. It chooses one article in stock, tells all about it, gives a picture of it, and the price it sells for. Watch this other fellow's advertising for pointers, fill your space with a fresh talk each time, and you will do much to down your big competitor.

To advertise is to educate the people in relation to one's wares or articles for sale. To accomplish that purpose one must be systematic in one's methods of advertising. To resort to publicity once or twice a year is not sufficient. A method of that kind is referable to spasmodic conceptions of self-importance, but never proves effective. It is money wasted, as the people pay but little heed to erratic methods of publicity. We know of a large firm doing comparatively a large business, which never advertises, except now and then when the rumor gets afloat that the firm has gone out of business. Then it resorts to publicity for a day or two by placing an advertisement in the papers. The advertisement excites curiosity, but commands no respect. Its make up reflects the complacency the firm realizes in its fossil methods. It is currently rumored that the firm's business is rapidly declining, and that fact may account for its spasmodic attempts at advertising. Not having been in the habit of availing itself of the value of publicity, and now that the firm has by force of circumstances been compelled to advertise, it begins on a very small scale, and adopts a method wholly inadequate to obtain the objects desired. The attempt is worth something, but the thing done should not savor the policy only, but should show strength and character. It should strike from the shoulder, and make its blow felt in a way to win trade and increase the business.—Archibald Nichols in Merchants Journal and Commerce.

A GOOD MANAGER.

A real manager does not try to shoulder all the work in the house and take care of it himself. He knows that almost every hour of the day there is something going to turn up which will require his very best judgment, and time to consider it thoroughly. He can not do that and at the same time take care of a mass of detail work. If he attempts it he is not a real manager. He may be filling a manager's chair and drawing his pay, but he is really nothing but a substitute for a manager, or a manager in the kindergarten stage.

Thousands of good men are today fooling themselves into the belief that they are properly managing a business, when, in fact, they are slaves to the detailed work of the business. They fear to delegate authority to their subordinates, when, in fact, that is exactly what should be done. All worthy subordinates are anxious to shoulder responsibilities, knowing that their real value depends upon such action, and a judicious selection of assistants is one of the main duties of a real manager. He knows he can not take care of all details and he at once puts all that work in competent hands, and then he gets a short report to show how that part of the work is going. He realizes at once that if he has the right kind of help the business will run along well, even although he is not there, but with an outfit of poor help he will be unable to do anything, no matter how hard he works himself. This is a little point which is often overlooked by men who wish to be managers.—Hardware and Metal.

MAKE YOUR OWN RULES.

Rules are for people with little brain power. The quick, astute, self-thinking man—the man who gets ahead in the world—is the man who makes his own rules. Within certain limits, of course, he refuses to be bound by the petty restrictions which prevent him from exercising common sense; after all, common sense is the key to the whole thing. If your employer refuses to allow you the right to develop that necessary quality, the use of your brains, then quit him. There are other employers who are looking for you—who want your brains. Refuse to be a mere rule worker.

I remember distinctly an aggravated instance of rule obedience which came within my personal observation. A child drank poison and his frantic mother tried to call a physician by telephone. The party line happened to be busy and the parrot-like operator refused to break the conversation.

"It's against the rules," she asserted. "You'll have to wait until the other party is through."

The child died because the operator was bound hand and foot by a rule made to govern ordinary, and not extraordinary, conditions. Afterwards, as a newspaper man, I interviewed the manager of the telephone company and asked him if the girl would have been discharged had she given the connection desired.

"The greatest trouble we have," he replied, "is because our employees have no power of discretion."

I will venture to say that this manager himself held his position because he had disobeyed a thousand rules.—M. B. Bushong, in Merchants Journal and Commerce.

THE WAY TO SUCCESS.

When an emergency comes in a man's business, success and failure lies together. The emergency marks the point where the road diverges.

The reason why so many business concerns do not get beyond this point lies farther back.

Almost always, it is some one creditor or group of creditors who bring about a critical emergency in a business. If they can be satisfied the crisis can be safely passed.

Now, at such a time in a man's business career, there is one thing that stands out conspicuously. It is his past record. It is then that all his acts, big and little, are weighed. If he has been careless in his dealings with creditors and customers, if he has been remiss in those financial and personal obligations that are imperative in a business man, if he has gained a reputation for deception or trickery—then he is more than likely to take the road bearing the sign, "Failure." On the other hand, if he has shown himself to be honest and careful, if he has guarded his reputation in the trying transactions as well as the big ones, if he has shown himself to be dependable in his personal life—then he is almost certain to enlist the financial assistance that will carry him upon the road marked "Success." Success or failure, in my estimation, hinges largely on a man's reputation. The percentage of failure is heavy because so many men do not put a consistent value on this asset. They do things continually that injure their reputations.

In prosperous times men are apt to grow careless. When business is good they often become independent, not only in their stores, but in their personal lives. Instead of taking advantage of prosperity to prepare for hard times, they exhaust their reputations as well as their capital, and when the emergency comes they can not find men who will trust them.

Success in business is made up of little things. There is scarcely a business man who has not been called on at some time or another to meet a critical situation. Those who have surmounted the obstacle are the men whose daily and hourly lives established confidence.—Alexander H. Revell, in Michigan Tradesman.

A LESSON FOR YOU.

In the October number of the Retail Clerks' International Advocate, published in Denver appears a letter from Helen Keller, the world famous deaf and blind girl. Miss Keller was recently elected a director of the Women's Auxiliary of the International Union who will have charge of the educational campaign for an improvement in the conditions of the women clerks of America. Miss Keller wrote as follows:

"I am greatly interested in the good work which the Retail Clerks' Protective Association has undertaken, and I shall be delighted to do whatever I can towards promoting it. I have always felt warm sympathy for young women and children in shops, and often expressed my earnest desire that something be done for them. I have tried to realize how they begin life's battle full of hope and determination to do well and live rightly. My heart has ached at the thought of how they must face unfair conditions which are almost certain to thwart their efforts, conditions which are so discouraging and unequal that the ambitious young woman loses heart and bends her neck to the yoke of sin. I rejoice that a movement in behalf of these women have been started, and I hope the association will not cease its efforts until every woman who toils for her bread shall receive a living wage and be protected from the poverty which enslaves.

"Sincerely wishing the association every success in its work for humanity, I am

Faithfully yours,

HELEN KELLER.

Wrentham, Mass., August 27, 1908.

That letter should prove a great moral lesson for every man or woman who works.

"I have always felt warm sympathy for young women in shops."

"My heart has ached at the thought of how they must face unfair conditions."

"Conditions which are so discouraging and unequal that the ambitious young woman loses heart," etc.; so says this noble young woman. Blind and deaf from infancy Helen Keller knows not what it is to see the glorious sunshine, the green leaves and flowers or the beauties of art; the sound of human voices, the sweet strains of music or the hum of industry are strangers to her, yet she complains not of her own hard lot, but weeps for the hardships of others. She herself lost no ambition but has overcome every obstacle step by step. Without a sound to guide her she mastered language, music and even learned to carry on a conversation by placing her fingers on the throat of the person addressing her and distinguishing what was being said by the action of the muscles. She learned art and is an acknowledged leader in the magazine world and on the lecture platform. With all this to contemplate in her own life she has little time for herself, but grieves for others. The example is sublime. Every man or woman who is prone to fret and grumble at everyday obstacles they encounter should clip this letter of Helen Keller's and paste it where it can be seen every day and profit by its noble sentiment.

DON'T BE TOO SLOW.

We are in no hurry for you, waiting doubter. We are pretty well used to the results of advertising; quick with quick people; slow with slow people; sure with intelligent people. We are willing to wait for you slower ones, but let us tell you fairly sharper people are enjoying advantages that you are not. During the past four weeks we have opened the greatest collection of real values that we have ever shown. If it's anything from a pair of pins to a nice coat or a pair of 5c. socks to a nice suit of clothes we can serve you. The best way in the world to get an introduction to low prices and keep up the acquaintance is to call on us. Drop in and see our wireless umbrellas. They cost no more than the other kind.

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

NEW LOT LADIES' DRESSED HATS just opened up; price \$1.50 to \$3.25. A few more expensive hats to close out, price \$5.50 to \$8.00. Ladies' Dress Skirts, new and stylish, price \$2.50 to \$5.50. Double trading stamps Friday and Saturday. 520-522 South Elm Street, G. F. Blackburn.

WANTED—AN ENERGETIC YOUNG man to demonstrate and advertise a new invention. Only six hours per day. Good salary. Address Home Safety Co., 2918 Williams Ave., Norfolk, Va. 11-20-3t.

GRAND EXCURSION TO RICHMOND VA., NOVEMBER 25th. On account of Thanksgiving game between the Universities of North Carolina and Virginia, the Southern Railway will operate a special train to leave Charlotte 7:45 p. m., November 25th, arriving at Richmond about 6:00 a. m., November 26th, 1908, returning leave Richmond midnight same date. Train to consist of first class day coaches and Pullman cars. Tickets to be sold at points on branch lines to connect at junction points. Following is round trip fare from Greensboro: \$3.00.

For detailed information see large flyers or call on your depot agent.
R. L. VERNON,
T. P. A.

SPECIAL NOTICE.

For several weeks past this paper has been sent to your address and paid for by a staunch friend of labor. We hope you have enjoyed its weekly visits, and we cordially solicit you to let it continue coming, as it will help you and the cause of labor which it represents. So send us 25c. for 3 months; 50c. for 6 months; or \$1 for 12 months, and thus strengthen our common cause.

—From the attitude assumed by both Republican and Democratic members of the House ways and means committee at the hearing on the proposed revision of the tariff on the 13th inst., it became evident that there is general satisfaction with the present duties on tobacco and tobacco manufacturers. The Democrats appear satisfied with the present high tariff on the ground that tobacco is a product on which the government should derive revenue, while the Republicans favor the present rates because they offer the protection desired by the American tobacco interests.

—Agents of the Southern Power Company are working to secure rights of way for its transmission line from Monroe to Albemarle. It is believed that Albemarle will have electric power not later than March.

UNION MEN.

Patronize the merchants who advertise in your paper. THE LABOR NEWS is appreciated by merchants who are in sympathy with the workers' cause, or who look for the business of the wage earner, and they use its advertising columns. There is hardly a firm in this city that could stand out openly and say it did not care for the workmen's trade, but names could be mentioned of business men who have nothing but hard words to and in return for a generous patronage. Stand by the business men who stand by you. You can purchase as cheaply and advantageously from THE LABOR NEWS' advertisers, with as good treatment thrown in, as from any or all others combined. Patronize Home Industry. Patronize our Advertisers. Help your Friends. Get Union Label Goods.

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Frank Morrison—Secretary.

LOCAL UNIONS.

Greensboro Trades Council—Jno. C. Benson, president; Vernon F. McRary, secretary.

Iron Moulders—R. R. Wyrick, president; C. L. Shaw, secretary. Meets second and fourth Wednesday nights in each month.

United Brotherhood of Carpenters and Joiners, No. 1432—J. W. Causey, president.

Typographical Union, No. 397—J. T. Perkins, president; W. P. Turner, secretary. Meets 1st Sunday in each month at 3:30 p. m., in the Beville building.

Association of Machinists—A. J. Crawford, president; John M. Glass, secretary; R. M. Holt, recording secretary. Meets every Tuesday night in hall over Hennessee's lunch room.

Tar Heel' Lodge, Brotherhood of Railroad Trainmen—Meets every Wednesday night in Odd Fellows Hall on Fayetteville street. W. O. Reitzel, Master; J. G. Whitehart, secretary; J. T. Lashley, financier.

SALES AGENTS WANTED.—\$36.00 per week or 400 cent profit. All samples, stationery and art catalogue free. We want one permanent agent in this locality for the largest picture and frame house in America. Experience unnecessary. We instruct you how to sell our goods and furnish the capital. If you want a permanent, honorable and profitable position, write us today for particulars, catalogue and samples. FRANK W. WILLIAMS COMPANY, 1214 W. Taylor St., Chicago, Ill.

STATE FEDERATION OF LABOR.

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DON'T FORGET US WHEN YOU have to buy a wedding present. We sell cut glass, hammered brass, fancy china, fancy lamps, etc., at reasonable prices. Hagan's China Store.

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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.

Pure Drugs

These two words mean a great deal. Purity of drugs and accuracy of compounding are of the utmost importance when it is a particular case, and you want to be absolutely sure. Come to us. Better come here all the time. We appreciate your business and you are always welcome whether you buy or not.

FARISS-KLUTZ DRUG CO.
GREENSBORO, N. C.

SEEDS

Buckbee's "Full of Life" Northern Grown Pedigreed Seeds have a reputation of 38 years of successful seed growing behind them. It pays to plant the best. Seasonable Specialties—

PEAS
Earliest Red Valentine . . . \$3.50 Bushel
Refuge—Extra Early . . . \$3.25 Bushel
New Springless Green Pod . . . \$3.70 Bushel
Wardwell's Imp. Kidney Wax . . . \$4.50 Bushel
Davis New White Wax . . . \$4.75 Bushel
Currie's Rust Proof Wax . . . \$4.50 Bushel

PEAS
Extra Early Alaska . . . \$3.50 Bushel
New Early Gradus . . . \$5.50 Bushel
Horsford's Market Garden . . . \$3.50 Bushel
Buckbee's Lightning Express . . . \$5.00 Bushel

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