

Make Your Advertising Agent Win His Way

Each of the two dominant men in our agency started in here at \$10 per week.

The chief of our Copy Staff started in advertising at \$40 per month. His salary is now \$1,000 per week.

All our highly-paid men have won their way here, against all competition, by the showing of results.

Each has advanced over hundreds of others by proving his power to outsell them.

We make no contracts with men who will yield his place the moment a better offer comes up.

Nor do we set any limits to what we can earn. That depends on their power to sell goods.

Thus we keep men on their mettle and give them their incentive. Thus we keep them from fear defeat.

To this sink-or-swim policy is due our success and the success of our hundreds of clients.

The doctrine we practice is the doctrine we preach. Make your helpers win their way.

Give to no agent a cinch on your advertising. Sign no long-time contract.

Commit yourself to no certain expenditure. Let the results decide that.

Give your advertising to the agent who proves his power to outsell all the rest.

Cling to him so long as he does it. Increase your advertising as he increases your sales.

But leave the door open. Change your agent when another proves himself the better.

That is your policy with your road salesmen. It is thus that you keep them always up to the mark.

Why not the same policy with salesmen-in-charge who are selling your goods to the mill?

Why not the same policy with the man who solicits advertising on one basis only, on the ability to outsell everyone else, and who claims to make one dollar sell more goods than ten dollars without us.

Our business—the largest of its kind—is not in the fact.

We are ready to prove the same to you, without making any commitment.

The proof can be given in actual figures—given in your own line, and in rather short order.

When we do this, we will offer to handle your advertising on the usual agent's commission. We will handle it without any contract.

If ever another agent proves the power to outsell us, we shall expect you to change to him.

There is a simple way to prove to a certainty which agency can sell the most goods. If interested, ask us to explain the way.

LORD & THOMAS

NEW YORK
SECOND NAT'L BANK BLDG.
FIFTH AVE. and 28th ST.

NEWSPAPER, MAGAZINE
AND OUTDOOR
ADVERTISING

CHICAGO
TRUDE BUILDING
6 WABASH AVE.

Address either office. They are equally equipped

DEATH IN FLOOD

Million Dollar Dam Burst Flooding Valley

Five Miles of Track of the Santa Fe Main Line Washed Out and Train Narrowly Missed Being Caught—Numbers of Ranchers Lost Their Lives.

(By Leased Wire to The Times.)
Prescott, Ariz., Sept. 8—Carrying death and destruction in its wake, a flood swept down the Rio Puerco valley, in Northwestern New Mexico, bursting the \$1,000,000 dam and washing out five miles of the Santa Fe main line track.

The water narrowly misses turning over the "California Limited" the finest train on the Santa Fe. With passengers panstricken as the roaring waters rushed on them the trainmen decided to take desperate chances and

run the train through the river pouring over the track.

While the train was passing through the five miles of the flooded section several ranch houses came floating down, striking the cars and breaking the windows.

It is reported that a number of ranchers lost their lives in the flood, despite the fact that couriers were sent through the valley to warn them. All wires are down and it is impossible to learn the names of those reported drowned. The Santa Fe main line will be out of commission for weeks. Trains are being run over the Southern Pacific from Mariposa to Ash Fork and then over the Santa Fe again.

Negro Drowned by Mob.
(By Leased Wire to The Times.)
Rayville, La., Sept. 8—Henry Hill, the negro who attacked Miss Nettie Jones near Mangham, was caught by a posse and drowned in a small stream near the scene, according to information brought here today.

Great Western Train Wrecked.
(By Leased Wire to The Times.)
St. Joe, Mo., Sept. 8—A Great Western freight train has been wrecked near Blockton, Ia. It is rumored two are dead, possibly four.

BOOK AT THE ACADEMY

Best List of Attractions Ever Offered in Raleigh

Next Offering At G. Fields Minstrels, Sept. 18—List to Date Numbers 42—Many Improvements Made in the Academy of Music.

Mr. J. Sherwood Upchurch, manager of the Academy of Music, has announced the list of attractions that have already been booked for this season. A glance will reveal the fact that the Raleigh theatre-goers have many pleasant evenings in store for them. Mr. Upchurch says that this is undoubtedly the best list that has ever been offered by the Academy, and that in all his career he has never had so many contracts at this time of the year as he has now, and more are being booked every few days.

A great many improvements have been and are being made in the appearance of the Academy. The interior walls have been painted and the balcony made larger, new carpet has been ordered for the lobby and the aisles of the hall, and new seats will be put in the balcony, and many new chairs will be put in on the first floor. A railing will be put on the stairway leading from the street, new draperies and scenery will also be placed, and the whole house will be in tip-top shape when Al G. Fields' Minstrels come, September 18.

The following is the booking up to date:
Al G. Fields' Minstrels, Brewster's Millions, Human Hearts, Married for Money, Girl of the Sunny South, Paul Gilmore in The Call of the North, Richard Carle in Mary's Lamb, Honeymoon Trail, The Byrklar, The Girl From Rector's, The Flower of the Ranch, When His Wife's Away, Charles Grapevine in a new play, Salomy Jane, Prince of Patches, Hut-ton Bailey Stock Company, Lena Rivers, Dixie Minstrels, Graustark, A Knight for a Day, Isle of Spice, Black Patti, Lion and the Mouse, Royal Chief, Norman Hackett, Florence Gear in Fluffy Ruffles, The Red Mill, The Cat and the Fiddle, The Show Girl, Parsifal, The Man of the Hour, Paid in Full, The Climax, A Stubborn Cinderella, New York production: Louis James' Charles B. Handford, Adelaide Thurston, The Golden Girl, Christine Lind Concert Company, Dockstader's Minstrels, Polly of the Circus, A Gentleman From Mississippi.

Car Strike Ended.
(By Leased Wire to The Times.)
Pittsburg, Pa., Sept. 8—After two months of riot, bloodshed and investigation by the federal and state governments, the dispute between the Pressed Steel Car Company and its 5,000 striking workmen is ended and tomorrow the men will return to work.

HARRIMAN STILL WEAK

Condition Reported to be About the Same

Impossible to Obtain Any Definite Statements About the Financier's Condition—Physicians Fear Another Indigestion—Wall Street Keeping Watch.

(By Leased Wire to The Times)
Turners, N. Y., Sept. 8—Unofficial reports received today from the country home of E. H. Harriman, near here, were that Mr. Harriman was in a very weak condition during the morning. It was impossible to obtain any definite statements as to the financier's illness.

Drs. Walter B. James, William G. Lyle, and George E. Brewer could not be seen. A telephone call from here to the Harriman home was answered by a trained nurse.

"Mr. Harriman is about the same," she said. "I cannot tell you any more."

It was learned that the one great fear of the physicians who are at Mr. Harriman's bedside is that another attack of acute indigestion may come on him while he is in his present weakened condition. If this should occur it is feared that he could not survive the attack. The attack of Sunday left Mr. Harriman in such a weak condition that oxygen is being administered to him. It is stated by attaches of the Harriman estate.

That Wall street is extremely anxious about the health of Mr. Harriman is shown by the close watch being kept upon him. Several men in the pay of Wall street concern are making their headquarters here, and they don't hesitate to admit their missions. One of these men said, "We have been sent here to let Wall street know the exact condition of Mr. Harriman as quick as the newspapers get it."

"A pool has been formed and a physician employed to learn the exact nature of the ailment. But as yet it has been impossible to ascertain this."

At 7 o'clock this morning the whistle on top of the Tower Hill blew as usual to call the men in the valley to work on the vast estate. It also announced that the ill financier was still alive, for word had been passed among the men that unless the whistle blew they need not report for duty on the hill.

Red C. Oil Company.
The Red C. Oil Company, through its attorneys, Aycock & Winston, gave notice yesterday of an appeal to the United States supreme court.

The appeal will be docketed in the next twenty days, and an effort will be made to have the case advanced on the ground of state interest. If it is advanced it will be heard before the first of next year, but if the court refuses to advance it, the hearing will not take place before next spring.

The grounds on which the appeal is made are that the statute is a revenue act, in that the tax of one-half cents per gallon is more than enough to cover cost of inspection, thereby becoming a revenue act.

Another position of the oil company is that the act confers legislative powers on the Board of Agriculture, which is unconstitutional.

The last contention is that the act should fix a test for the oils. This state is the only one out of about thirty that does not fix this test.

FREE TRADE ENGLAND

Policy Has Not Yet Spelled Disaster.

Free Trade Has Not Spelled Disaster for the Cotton Industry of Manchester—England Making Better Use of American Cotton Under Other Attack of Acute Indigestion. Wall Street Keeping Watch.

(By CLYDE H. TAVENNER.)
Manchester, England, Sept. 8—Free trade has not spelled disaster and ruin for the cotton industry in England.

Busy, prosperous Manchester, hub of the great Lancaster cotton manufacturing region, has not only managed to keep fires in the furnaces under free trade, but is putting in new furnaces every year. In other words, this great manufacturing city, which is sending out manufactured goods to every nation of the earth and making money at it, is a standing refutation of the logic of Senator Aldrich that free trade, or even revision downward of the cotton schedule, spells ruin, speedy and absolute, for everything and everybody connected therewith.

The British and American official records of exports of cotton goods show how England is beating the United States by making better use of American cotton under free trade than the United States can under protection.

Here are the facts as to exports for the last three years:

	(In millions of pounds.)	United Kingdom.	United States.
1905	92.0	11.3	
1906	99.6	8.6	
1907	110.4	5.3	

British exports of manufactured goods in 1907 were about twenty-one times as great as those of the United States. Yet America is the best and chief source of the raw material.

The explanation is that plant and materials are so dear in America, owing to the high tariff rates, that the United States is denied cheap production. To produce cotton goods cheaply not only cheap cotton is needed, but cheap building materials and plant, and cheap iron, steel, leather, and oil. The American manufacturer is handicapped at every point by protective taxes.

At the end of August, 1907, all the world possessed about 114,000,000 cotton spindles. So extraordinary is the British lead in the cotton trade that at the same date the United Kingdom possessed nearly 51,000,000 out of the 114,000,000 spindles of all the world.

How free trade England compares with other nations will be seen from the following table, which is compiled from figures carefully collected by the international federation of master cotton spinners' and manufacturers' associations:

The World's Cotton Spindles on August 31, 1907.

	Spindles.
United Kingdom	50,680,000
United States	26,242,000
Germany	9,359,000
France	6,800,000
Russia	6,500,000
Balance of world	14,100,000

All the world 114,100,000
This table, however, does less than justice to the British position. In greater proportion than in any other country the British spindles are spinning fine counts, i. e., producing a greater value of output per average spindle employed.

An indication of the present prosperity of the cotton industry is the fact that manufacturers have agreed to give spinners and card room workers an advance in wages representing about \$1,558,000 per annum; and the total increase in wages since 1900 in the spinning section alone will amount to about \$3,688,000 per annum. During the same period weavers' wages have increased by about \$4,374,000 per annum.

HENDERSON NEWS.
New Postoffice Building—Mr. Morris Goes West—Other News.
Henderson, N. C., Sept. 8—It is rumored that preliminary work will soon begin on the new postoffice building, which carries with it an appropriation of \$60,000. The design of structure is a handsome two-story building and the site in which it is to be located is beautifully situated and convenient to the public.

A thorough remodeling and large additions are being made to the rectory for the reception of the Rev. Isaac Hughes, formerly of Fayetteville. Mr. Hughes will deliver his first discourse on the first Sabbath in October.

Archie Foster, colored blind tiger, was arrested on the charge of violating the law by selling liquor and was arraigned before Mayor Powell. In default of bail in the sum of \$150 he was sent to jail to await the action of the grand jury at the session of October term of court.

SQUIBBS VIOLET AND CARNATION TOILET TALCUM POWDER
25c. Package.

THE HICKS DRUG COMPANY.
Both Phones.

THEY ARE HERE
200,000
RED CEDAR SHINGLES
Ivory and Dixie Cement Plaster.
POWELL & POWELL
(Incorporated)
PHONES 41.



If we fail to reach your heart it will not be the fault of our weapon, for our line of Wall Paper is as good as can be. No trouble to suit you in quality or price. No trouble to show you. Come in any time.

WEATHERS & PERRY,
Decoration Department,
RALEIGH, N. C.



Appliances Cheerfully Quoted On.

Carolina Electrical Co.
110 FAYETTEVILLE ST.

SUPPOSE Your Income Stopped TOMORROW

Would it not help a great deal to know that you have a Savings Account with us.

MECHANICS' SAVING BANK.

HENRY G. TURNER, M. D.
Fourth Floor, Masonic Temple.
Rooms Nos. 409 and 410.
OFFICE HOURS: 9 to 11 a. m.
3 to 5 p. m.
PHONES:
Office, 581. Residence, 38.

"HINTS FROM HINTON"

"OUR NEW ASSORTMENT"

of Fall and Winter Woolens—the latest novelties of Foreign and Domestic markets—awaits your early consideration.

OUR TAILORING

insures you Clothes Satisfaction above the ordinary for a moderate price. Place your order now for present or future delivery.



A. C. HINTON,
North Carolina's Foremost Tailor.
Carolina Trust Building
RALEIGH, N. C.

WHOS YOUR TAILOR?