

THE ATLANTA CONSTITUTION

THE STANDARD SOUTHERN NEWSPAPER.

Vol. XLVI.—No. 50.

ATLANTA, GA. TUESDAY MORNING, AUGUST 5, 1913.—EIGHTEEN PAGES.

Daily and Sunday, carrier delivery, 12 cents weekly. Single copies on the streets, 5 cent, except on Sunday.

CONLEY GUILTY FIVE HOURS BY LUTHER ROSSER

PRESSURE BROUGHT BY UNITED STATES TO DEPOSE HUERTA

Ambassador Wilson Resigns and Ex-Gov. Lind Is Ordered to Mexico as Personal Agent of President.

MEXICANS TO BE TOLD HUERTA MUST ABDICATE

Believed American Ban on Huerta May Force Resignation—Henry L. Wilson Asked to Keep Out of Mexico.

SENATE INDORSES CUT OF \$280,325 IN MONEY SHEET

Upholds Action of Committee in Making Outgo of State Equal to Income by Chopping 7 Per Cent Off Figures.

SENATORS VOTE TODAY ON PENSION DECREASE

All Other Amendments Are Agreed To on Monday. University Accepts Smaller Appropriation.

The state senate completed half of the general appropriations bill as amended by the appropriation committee yesterday afternoon. There were many amendments offered to the bill and to the committee's amendments, but it never became the order of the committee was sustained by a handsome majority.

The most animated debate of today came over the amendment of Senator E. L. Smith, of the ninth, to completely strike the section giving \$30,000 to the State Medical college at Augusta and the effort of Senator M. C. Taylor, of the first district, to cut the appropriation to the Georgia Teachers' Association from \$50,000 to \$30,000 instead of \$24,000 as recommended by the committee. Both of these attempts were rejected.

Committee Amendments Adopted.

The following amendments of the committee passed by a vote of 16 to 10:

- University of Georgia, \$25,000 to \$4,750.
- Georgia Tech, \$30,000 to \$7,400.
- Georgia Normal and Industrial college, \$25,000 to \$4,750.
- Agricultural college at Dalton, \$25,000 to \$4,750.
- State Normal school at Athens, \$47,500 to \$4,750.
- State college of Agriculture, \$100,000 to \$81,000.
- Georgia Medical college, \$10,000 to \$7,500.
- Normal school fund, \$2,500,000 to \$2,171,500.

State School Fund.

Senator Taylor, of the fourth, proposed to decrease the number of districts in the house of representatives from five to four.

The amendment of Senator Bluff, of the fourth, to the committee amendment, providing that the cut in the common school fund shall only be \$25,000, was defeated by a vote of 21 to 12 after a lively discussion. The amendment was based on the fact that the poor people of the state were made to suffer at the hands of the state, who certain schools, or even more in view of the fact that the state had not provided for the education of the poor, which was a higher education were given the same amount as the rich.

Rate Cases Won by Georgia Towns.

Freight Rates to LaGrange, Carrollton and Vienna Declared Unjust—Will Cost Railroad \$4,000,000 Year.

Washington, August 4.—(Special.)—Commissioner Clemen, in rendering the decision of the interstate commerce commission today in the LaGrange, Carrollton and Vienna case, condemned the existing arbitrary differences in rates to these points as compared with rates to Atlanta and Cleveland, the basing points.

How Atlanta Is Affected by the New Express Rates.

By John Corrigan, Jr.

Washington, August 4.—(Special.)—Through the new express rates from Atlanta to a selected list of cities, ordered by the interstate commerce commission, to become effective October 15, the rates ordered by the commission will undoubtedly be used as an argument for further reducing the current rates. It is predicted that within five years the express companies will have been abolished entirely.

SENATE WAITING FOR HOUSE BILL.

Will Start Work on Revision When Sheppard Substitute Is Transmitted—No Reconsideration.

There was no reconsideration of the Sheppard substitute by the house yesterday and the bill should be introduced in time to be transmitted to the senate today.

NEGRO IS SOUGHT BY ARMED WHITES.

Residents of Lampkin Street and Vicinity Stirred by Attempted Assault Upon Girl 11 Years Old.

As the result of an attempted assault upon a little white girl 11 years of age, London Green, a negro, was sought for hours last night by a large crowd of white men.

There's Only One Way to Do a Thing.

That's the right way. And the right way is usually the easiest and best way.

Scenes in Courtroom Monday While Conley Was on Stand



RATE CASES WON BY GEORGIA TOWNS

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REMARKABLE STORY IS TOLD BY NEGRO IN ACCUSING FRANK OF PHAGAN MURDER

Chief Witness for State Admits, Under Cross-Examination, That He Has Been Under Arrest Seven or Eight Times, and That Many Statements Made in His Three Affidavits Are False. Hangs His Head and "Fools With His Fingers" When He Lies, He Says.

Following the telling of this story, parts of which can only be hinted at, Conley was placed under cross-examination by Luther Rosser. For five hours the able attorney took the stand and told a revolting as well as dramatic story of what he claims to know of the murder of little Mary Phagan.

Weather Prophecy

GEORGIA—Fair Tuesday and probably Wednesday; light to moderate variable winds.		
Local Report.		
Lowest temperature	.....	63
Highest temperature	.....	92
Normal temperature	.....	77
Moisture	.....	75
Deficiency since 1st of month	.....	13
Deficiency since 1st of January	.....	115
Reports from Various Stations.		
STATIONS AND WEATHER	Temperature, 7 p.m.	Rain, High, Low
ATLANTA, Clear	84	92 80
ALBANY, Clear	84	92 80
BALTIMORE, Clear	84	92 80
BIRMINGHAM, Clear	84	92 80
BOSTON, Clear	84	92 80
CHICAGO, Clear	84	92 80
CINCINNATI, Clear	84	92 80
CLEVELAND, Clear	84	92 80
DENVER, Clear	84	92 80
DETROIT, Clear	84	92 80
HARTFORD, Clear	84	92 80
INDIANAPOLIS, Clear	84	92 80
KANSAS CITY, Clear	84	92 80
LOUISVILLE, Clear	84	92 80
MEMPHIS, Clear	84	92 80
MOBILE, Clear	84	92 80
NEW ORLEANS, Clear	84	92 80
NEW YORK, Clear	84	92 80
OKLAHOMA CITY, Clear	84	92 80
PHOENIX, Clear	84	92 80
RICHMOND, Clear	84	92 80
ST. LOUIS, Clear	84	92 80
WASHINGTON, Clear	84	92 80

MISSIONARIES ORDERED TO GET OUT OF MEXICO

Washington, August 4.—Secretary of State W. J. Bryan, in a telegram marked "confidential," has instructed Dr. Pressley, treasurer of the board of missionaries of the Associate Reformed Presbyterian church, with headquarters at Due West, S. C., to order all missionaries of that church out of Mexico at once, as they are in peril.

President Wilson Announced.

President Wilson today took the first steps in the policy through which he proposes to deal with the Mexican situation. He formally accepted the resignation of Ambassador Henry L. Wilson, and take effect on October 14, and sent to Mexico City as his personal representative—but not accredited to the Huerta government—former Governor John Lind of Minnesota, a lifelong friend of Secretary Bryan. His understanding is that when a stable government is established in Mexico, Mr. Lind will be formally named as ambassador.

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AMAZING TESTIMONY OF CONLEY MARKS TRIAL

Continued from Page Two.

which Jim proved that he could spell. "Spells 'Car' with a 'K'." "Yes, sir, I can spell that word, sir."

Then followed more words for Jim to spell. The white man and the darkey had reached a perfect understanding, such as a white man and a negro have when they are raised together on the same big plantation.

Then the lawyer started out on his real work but so deftly that no one realized it at the time. "Jim, I beggin, who did you work for first and how long did you work for him?"

"I worked for Mr. Pruitt of Ward 7 until for about a year," said Jim. "How long did you work for the darkey?"

"About five years," replied Jim. "The general interogation had just led up naturally to the school days to his life as a working man, and the same lines of the same perfect understanding prevailed."

"You say you went to school only about a year in all?" "Yes, sir."

"Given Job by Schif." "Well, Jim, you gave you the job at the pencil factory?"

"Yes, sir." "Did Mr. Frank ever see the night watchman?" "No, sir."

"About 12 o'clock." "Admitte, watching Frank." "You say you have watched for Mr. Frank?"

"Mr. Rosser was getting into his real line of questions now, but still there was no apparent change in his attitude toward the witness."

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Conley Is Mercilessly Grilled ARRESTED 7 TIMES, HE ADMITS, At Afternoon Session of Court

Jim Conley remained on the stand throughout the afternoon session. Attorney Rosser continuing his cross-examination after the noon recess.

"What happened next Saturday, two weeks later, Jim?" "Well, I was in the rear of the fourth floor and Mr. Frank came to me and said, remember that you did that Saturday, Jim, and I said I did not see him."

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Reductions on Men's Fine Suits at Muse's

Here is a wealth of variety in fabrics and color and models—all with the charm of MUSE style and advantage of MUSE quality—

- \$15.00 Suits. . . . \$11.25
\$18.50 Suits. . . . 14.00
\$20.00 Suits. . . . 15.00
\$22.50 Suits. . . . 17.00
\$25.00 Suits. . . . 18.25
\$27.50 Suits. . . . 20.75
\$30.00 Suits. . . . 22.50
\$35.00 Suits. . . . 26.25
\$40.00 Suits. . . . 30.00

Equal Reductions in All Other Departments. MUSE CO. Equal Reductions in All Other Departments.

Ten-Day Clearance Sale Men's and Women's Fine Summer Footwear

Out they go—every pair of men's and women's shoes in stock. Button and Lace and Pump in Tan, Black, Gray and White.

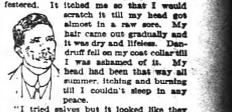
Because We Need Room For New Fall Stocks. Although you have until August 15 to share in this sale, don't delay.

Walk-Over Shoe Shop 8 Peachtree. \$3.50 and \$2.85 \$4.50 and \$3.85 \$4.00 Shoes \$5.00 Shoes



DANDRUFF FELL ON COAT COLLAR

Head Broke Out in Pimples Which Festered, Hair Came Out, Head Itched and Burned. Cuticura Soap and Ointment Cured in 2 Weeks.



My head broke out in pimples which festered. I itched and burned. Cuticura Soap and Ointment cured in 2 weeks.

CONLEY IS GRILLED AT AFTERNOON SESSION

Continued From Page Three.

between counsel for the defense and counsel for the state, solicitor Dorsey attempted to read a portion of a state statute for the judge's benefit. Judge Roan, as the solicitor spoke, turned to talk with a spectator who had climbed to the bench. The solicitor recited only three words from the book, caught sight of the judge's apparent disinterest, and threw down the volume with a deprecatory gesture of resignation.

Women of Every Class and Age Listen With Morbid Curiosity To Testimony of Negro Conley

There was a chorus girl who sat next to an aged and wizened woman who is undoubtedly a grandmother, a great-grandmother, maybe, there was a painted-cheeked girl with hollow eyes who bore the unmistakable stain of criminal, who sat beside a mother who told in her lap an eager 13-year-old.

ask your honor to do this fair and equitable thing. Do not let me talk with him, not even the sheriff." "No objection by state." "So far as the state is concerned, no objection can be voiced on our part, if it is he is put where no one at all can get to him."

Witnesses in Frank's Trial In Role of Marriage Witnesses

While T. Y. Brent, notary public and ex-officio justice of the peace, was waiting in the witness room of the Frank murder trial yesterday, the "big and little" of the city came to witness the tragic words which would make them forever man and wife, one way or another.

Flashlight in The Constitution Introduced in Trial of Frank

Police Sergeant L. R. Dobbs was the witness who followed Grice. The officer had already testified on the first day of the trial and was brought back for only a few minutes.

Handsomeness Woman Seeks in Vain For Witness at Frank's Trial

Shortly after the courtroom had been cleared of women during the trial of Leo Frank Monday, Detective Harper entered the room with a handsome woman and the two took a leisurely survey of those in the courtroom.

Three Men Narrowly ESCAPE DEATH IN FIRE

Three men narrowly escaped death early this morning when fire from an unknown origin partially gutted a two-story frame house at 88 South Pryor. These men were: J. C. Johnson, a city foreman at one of the rock quarries; Mr. Stevens and I. S. Ford, of south Georgia.

HIT BY STREET CAR MAN IS BADLY HURT

A man with papers in his pocket bearing the name of J. L. Adair was run over by a street car on Marietta, between Latimer and Simpson streets, last night between 9 and 10 o'clock, and seriously injured.

Colorado Is Bigger than Imagination

The brush of fancy can't paint upon the canvas of the mind as wonderfully as nature's Titanic Rockies, built here in the birth-spot of the mighty Rockies.

FRANK VERY NERVOUS, STANFORD RECALLED

By SOLICITOR DORSEY Declares There Were Bars Across Door on Second Floor on Day Before Murder.

Rock Island Lines through sleeping car to Colorado

offers the best service to the Rockies. Electric lighted, fan cooled sleeper through to Colorado Springs, Denver and Pueblo, via Memphis and Kansas City. Dining car service all the way.

CINCINNATI TWO FAST TRAINS

Lv. 7:12 AM, 5:10 PM. LCN

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There was a wrinkle and worn old woman with the Honors of care stamped indelibly, who fumbled into the room on a crutch and sat beside a man who chewed tobacco and whispered profanities. Over in a corner there was a graceful young woman with a wide hat and flowing plume and pretty features crowned with a wealth of auburn hair.

Not a single one left the courtroom until adjournment time. On Friday afternoon, when Dr. Harris gave intimate testimony of details of the examination of Mary Phagan's body a number of women arose from their seats, abashed their blushing cheeks with newspapers, and strode from the courtroom.

There were plenty of little girls sprinkled all over the place. But there were more older women—women who had mothered little girls and had seen their little girls mother "little ones."

The most prevalent type of woman at the trial Monday, however, seemed to be the ordinary housewife—the wife and mother of an uncertain middle age. They came early to the building, and stood about in groups on the street, peering for the doors to be thrown open. They rushed forward, some of them, as far as they could, to get a glimpse of the proceedings.

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Poole & McCollough Real Estate and Insurance Co. 38 S. Forsyth Street, Atlanta, Ga.

COBB COUNTY TAX DIGEST SHOWS \$99,530 INCREASE

Marietta, Ga. August 4.—(Special.) Tax collector (Deputy) G. C. Campbell today the tax digest for Cobb county for 1912. It shows that the county has gone forward considerably with in the past twelve months. The net gain in the county as shown by the digest is \$99,530.

Parks-Chambers-Hardwick COMPANY Atlanta, Ga. Good Reduction on All Low Cut Shoes

SUIT SALE FOR Men, Youths, Boys, Children Men's and Youths' Suits Boys' and Children's Suits Men's and Boys' Straws Half Price

SOUTH'S BANKERS INVITED BY M'ADOO

Secretary Wants to Confer About Distribution of Federal \$50,000,000—Bankers of Atlanta Are Invited.

Washington, August 4.—Representative bankers from the large cities in the agricultural regions of the south, middle west and Pacific coast were invited by Secretary McAdoo today to come to Washington to confer with the treasury department regarding the distribution of \$50,000,000 of government funds about to be deposited in the national banks of those sections to facilitate the marketing and movement of the crops.

This unprecedented step, which will call to Washington bankers from the centers that will finance the handling of the great crops soon to be harvested, is designed to give the secretary first hand information and advice as to the specific and relative needs of each of the farming districts. It has been tentatively decided to place the deposits in the fifty-nine cities to be represented at the conference. Invitations were sent by telegraph to the presidents of the clearing house associations in each of the cities asking them to send representatives or committees to Washington to discuss arrangements for depositing the big sum.

The conference with the representatives from the southern cities will be held at the treasury department Thursday August 7, with those from Birmingham, Mobile, Montgomery, Little Rock, Ark., Los Angeles, San Francisco, Cal., Denver, Colo., Tampa, Jacksonville, Fla., Atlanta, Savannah, Ga., Chicago, Peoria, Fort Wayne, Indianapolis, Ind., Des Moines, Iowa, Kansas City, Kan., Louisville, Ky., New Orleans, La., Baltimore, Md., York, Pa., St. Louis, Mo., Minneapolis, St. Paul, Minn., Detroit, Mich., Charlotte, Wilmington, Raleigh, N. C., Omaha, Neb., Oklahoma City, Okla., Portland, Ore., Cincinnati, Cleveland, Columbus, Ohio, Charleston, Columbia, South Carolina, Louisville, Ky., Knoxville, Memphis, Nashville, Tenn., Dallas, Fort Worth, Houston, San Antonio, Texas, Richmond, Norfolk, Lynchburg, Roanoke, Va., Wheeling, West Virginia, Spokane, Wash., and Milwaukee, Wis.

Secretary McAdoo announced that it was not practicable to increase the number of cities and that he believed those selected were thoroughly representative of the agricultural sections.

Approximately \$100,000 available. Treasury officials declare that the entire sum will be deposited if the situation demands it. It was explained that the secretary will be present and under the supervision of the circulating medium committee.

The treasury department expects to begin making the deposits before the close of August and gradually to feed the money into the selected centers as the demand grows through the crop moving period.

Maddox to Represent Atlanta At Crop Movement Conference

Colonel Robert J. Lowry, president of the Lowry National bank and of the association, appointed Robert F. Maddox, vice president of the American National bank, to represent Atlanta at a conference to be held in Washington for the purpose of facilitating the movement of crops.

The telegram is as follows: "President Clearing House Association, Atlanta. The secretary of the treasury invites your association to send a representative, or committee, to Washington for a conference with the treasury department, Thursday morning, August 7, to discuss the distribution of government funds about to be deposited in the national banks of those sections to facilitate the marketing and movement of the crops.

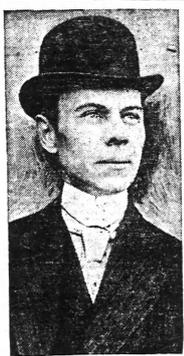
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ROBERT F. MADDOX.

SENATE INDORSES CUT OF \$280,325

Continued From Page One.

praying money to about twenty counties and universities in Georgia, headed by the common schools and other things costing the people of Georgia millions of dollars each year, and I proposed that the state in no condition at this time to take on another institution of learning and without feeling the taxpayers of Georgia are having to pay for the upkeep of these institutions and the burden of taxation which are in excess for the lack of funds to maintain the same.

The committee on the subject of the state, which are in excess for the lack of funds to maintain the same. I proposed that the state in no condition at this time to take on another institution of learning and without feeling the taxpayers of Georgia are having to pay for the upkeep of these institutions and the burden of taxation which are in excess for the lack of funds to maintain the same.

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DR. STRICKLER DIES IN LOCAL SANITARIUM

Prominent Minister Was Once Pastor of Central Presbyterian Church.

Rev. Green—Brown Strickler, 73 years of age, one of the best-known Presbyterian ministers in the south, died at a local sanitarium Monday. In his early youth Dr. Strickler was located at Washington and Lee, in Virginia, and later entered the Union Theological seminary. From 1852 to 1856 he was pastor of the Central Presbyterian church in this city, giving up the pastorate to accept the position of professor of theology in the Union Theological seminary at Richmond, Va., which position he occupied until his death.

For many years he had been the president of the board of trustees of Washington and Lee, which position he filled with dignity and honor. He came to this city about a month ago and had been in ill health ever since, the death being an surprise to those who knew his true condition. His death being an surprise to those who knew his true condition. His death being an surprise to those who knew his true condition.

Dr. Strickler is survived by one sister, Mrs. R. K. Trimmer of Station, Va.; one son, Dr. C. W. Strickler of Richmond, Va.; one daughter, Mrs. F. Rankin of Ladoga, S. C.; Mrs. George D. Denry, of the University of Alabama; Mrs. R. K. Trimmer of Station, Va.; one daughter, Mrs. F. Rankin of Ladoga, S. C.; Mrs. George D. Denry, of the University of Alabama.

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DR. TRUE TO APPEAR BEFORE COMMITTEE

Washington, August 4.—(Special.)—Dr. A. C. True, director of experiment stations of the United States department of agriculture, left Washington tonight for Atlanta to appear before a committee of the Georgia legislature in connection with the proposed removal of the experiment station at Griffin.

Dr. True was in Atlanta last night on the tracks of the Southern railway about three miles from this city early this morning. It is believed that the deceased was struck by a freight train which passed about half an hour before the body was found. Mr. Patton had been separated from her husband, who is now in Charleston, for two years, and had been living in Asheville. She was about 37 years old.

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SUFFRAGE IS OPPOSED BY CATHOLIC WOMEN

Branches of the league will be formed in all parts of the country, it was stated today by Mrs. Joseph Frey, the honorary president.

"The feminist movement," said Mrs. Frey, "is being promoted by women whose views are decidedly pagan. If their demands were to be realized the Christian family would cease to exist."

While the Catholic church has made no pronouncement on the matter of woman suffrage, the Catholic philosophy of life is opposed to it. However, we are not entering our activities in opposition to woman suffrage, but rather in a plan for the future. The present unrest has resulted in the enfranchisement of women in several states. These women would exert an evil influence by means of the ballot if a conservative body of women was not in the field to counteract their influence.

At 8:30 o'clock a simple service will be held and later the body will be placed on the night train for Richmond, Va., where it will be interred. Dr. Strickler is survived by one sister, Mrs. R. K. Trimmer of Station, Va.; one son, Dr. C. W. Strickler of Richmond, Va.; one daughter, Mrs. F. Rankin of Ladoga, S. C.; Mrs. George D. Denry, of the University of Alabama.

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RESCUE OF GIRL COSTS TWO LIVES

Albany, Ga., August 4.—(Special.)—It was learned here late this afternoon that two men were drowned in Noichway creek, near Milford, in Baker county, this afternoon, while trying to save a young lady. They were M. Geise, of Milford, and G. Price Thompson, of America.

Thompson, who was selling gasoline engines to farmers in that section, was requested by a party of young ladies, among whom was Mr. Geise's daughter, to take them in bathing. He connected one of the young women, whose name could not be learned, got out of her depth and Mr. Thompson swam to her rescue. He was having poor success in the attempt to save the girl, and Mr. Geise, who was standing on the bank and had not been in swimming, jumped in to help. Both men were drowned, but the young lady was saved. How able was rescued was not learned here, as details are meager.

Mr. Geise's body was recovered. The drowning occurred about 4 o'clock this afternoon.

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INDIGESTION? SHI AR GING... ALE SHIVAR SPRING, Manufacturers of SHI AR GING... ALE. L. E. ADAMS CO., Distributors, Atlanta.

KID ELBERFELD WILL MANAGE CHATTANOOGA

Leader of the Lookouts Will Hold the Same Position Next Year.

Chattanooga, Tenn., August 4.—(Special)—Kid Elberfeld will be Chattanooga's manager for the 1913-14 season...

Maxwell Sales Manager Tells Of New Era for Pleasure Cars

In an address before several score of local and southern automobile dealers at Ansley hotel, Sales Manager C. F. Redden...

Such a policy insures a success as certain as the law of gravity.

"Fortunately, the unique manufacturing which affords a safe foundation to build on and justifies our optimism."

manufacturer, and with such a well known captain of the industry as Mr. Phand...

Elberfeld, aged 4, and Jack, aged 5, are in conversation over their play.

Grand Circuit Races.

Kalamazoo, Mich., August 4.—(Special)—The first of the week's grand circuit program...

Wants Bouts.

Eddie Sherman, New York's crack brawler who has met all the champions...

Sparta 5, Haddock 4.

Sparta, Fla., August 4.—(Special)—In the second game of the series between Haddock and Sparta...

Pressmen Want Game.

The Pressmen want the 1913-14 season games with some first team of the...

Burns v. Coulson.

St. Joseph, Mo., August 4.—(Special)—Here today for a ten-round boxing bout...

"Big Three" Hitting.

The three inside Monday's game...

AT THE THEATERS.

Keith Vaudeville. (At the Forsyth.) When it came to amusing folks in front...

SLATON AND WOODWARD GREET METAL WORKERS

400 Delegates Are Attending the Thirteenth Biennial Session in Atlanta.

Governor Slaton, representing the state of Georgia, and Mayor Woodward, speaking for Atlanta...

Following Governor Slaton and Mayor Woodward came S. B. Marks, president of the Georgia Federation...



C. F. REDDEN, General Sales Manager of Maxwell Motor Company.



TAKE A TRIP BY RAIL AND SHIP Through trains, large, easy and well-ventilated coaches, parlor and sleeping cars, via CENTRAL OF GEORGIA RAILWAY...

E. G. Willingham's Sons If you read the papers you have seen the above headline—with a few words to people who are apt to forget...

A FREE TRIP The Southern Merchants' Tour leaves Atlanta, Ga., Saturday, August 9, in a special standard Pullman train...

CHICAGO CHOICE OF ROUTES AND GOOD SERVICE



Delicious—Refreshing Thirst-Quenching It is no ordinary "drink-it-just-to-be-drinking-something" beverage. Coca-Cola has distinctive, individual qualities that you will recognize.

MEN AND RELIGION BULLETIN No. 69 WOMEN FIRST IN GEORGIA

If money must be saved by sacrifice, Let the blow fall upon our cows and hogs, Or even upon our men and boys... But not upon our girls.

Georgia has a reformatory for boys at Milledgeville. Its Superintendent says: "We are frequently embarrassed by requests to have girls received here..."

THIS DISGRACE—The unspeakable disgrace of confining girls in a reformatory with boys will not be repeated in Georgia.

But a girl upon the brink—A girl sinking beneath the whirling scum of the underworld cannot wait. The frightful quagmire sucks her down.

Today they are being lost. Tomorrow will be too late. Now is their need desperate.

Men will not shoulder them aside for the sake of hogs and cattle or even for the schooling of men and boys. They will provide.

DO YOU REMEMBER? In the Paris fire men trampled upon women in their mad desire to save their own most worthless lives—

And when the Elba and the Bourgoyne went down, men crushed the fingers of women who tried to cling to the gunwales of the boats in which men were rowing away.

Thank God it was not so when the Titanic sank—Men of our race gladly embraced death that women might live.

Today, when there is no storm or fire or sinking ship, will you save hogs and cows and leave girls to die a thousand deaths?

EXECUTIVE COMMITTEE OF THE MEN AND RELIGION FORWARD MOVEMENT

Two Scholarships to Be Given By Daughters of Confederacy

Mrs. T. T. Stevens, chairman of the scholarship committee of the Atlanta chapter United Daughters of the Confederacy, announces two scholarships to be given through the chapter this year...

Hunt-Sewell. A beautiful event of last Wednesday evening was the marriage of Miss Beale Hunt and Mr. Roy Sewell...

McLaughlin-Anderson. Mr. and Mrs. Arthur McLaughlin announce the engagement of their daughter, Miss Linda McLaughlin, to Mr. N. H. Anderson...

Maine Party. Miss Lucile Day entertained an entertaining party yesterday afternoon in her home...

Miss Louise Alexander, of Augusta, completed the party. The marriage of Miss Della Vandiford-Vance...

Miss Patterson to Entertain. Miss Anna Patterson will entertain a number of the younger set this evening at her home on West Peachtree street...

Miss Stewart's Dance. Miss Helen Stewart was hostess at a delightful dance last evening at her home on Piedmont avenue...

House Party. Mrs. W. A. Parker and Miss Louise Parker are entertaining a house party at their delightful summer home...

Social Items. General and Mrs. Edwin Leitchman Turkey dinner at Lake Lanier...

Mr. Hugh Rowan will visit Atlanta this week. Mrs. Henry Shaddock, who has been the guest of Mrs. J. C. Plunkett...

Mr. and Mrs. J. C. Plunkett and son are in Henderson, N. C. Mr. and Mrs. J. C. Plunkett and son are in Henderson, N. C.

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SAYS ENNIS DID NOT RESCUE WEBB BILL

Evans Claims Would Have Been Chance of Action by Unfavorable Report.

Representative J. H. Evans, of Stevens, has addressed a letter to the Constitution telling why he thinks the bill to enforce the Webb law...

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WILL NOT CONSOLIDATE METHUDIST COLLEGES

Masson, Ga., August 4.—(Special.)—The plan for the consolidation of Wesleyan, LaGrange and Andrew Female colleges...

The proposition was heartily indorsed by the representatives of all the institutions, but it was discovered, when detailed plans of finance and administration were considered...

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Farris Made Receiver.

A voluntary petition in bankruptcy has been filed with Deputy Clerk Fred Farris, of the federal court...

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BOOK BARGAINS 50c to \$1.50 Novels, Humorous Skits, etc., by well-known writers, reduced to 25c.

Why Don't You Have Home-Baked Crackers? Never better crackers and biscuits came out of the oven than those baked by BLOCK—here in Atlanta.

You need not bake YOURSELF in the process.

You can buy BLOCK'S. Never better crackers and biscuits came out of the oven than those baked by BLOCK—here in Atlanta.

They're the best that money and science and skill can get together.

They get to you fresh. They are crispily, delicately, nuttily good and flavormore. They have that snappy crunch that makes you want more.

Why buy crackers baked a thousand miles from where you live? Why let your biscuits journey over seas before they join the soup or the salad or the sweets upon your table?

Buy BLOCK'S—the kind that are baked every day just a few minutes from your home—the kind that have no superior.

BLOCK your grocer if he offers you the other kind.

Buy Block's Baking

PEACHTREE CITY TICKET OFFICE EITHER PHONE THE ATTRACTIVE WAY NORTH & WEST

SOCIAL ITEMS General and Mrs. Edwin Leitchman Turkey dinner at Lake Lanier...

MOTHERS' RIGHTS BILL FAVORABLY REPORTED The mother's rights bill, which Representative John J. Smith, of Richmond...

A. B. & A. TO BE SOLD BY ORDER OF COURT The Atlanta, Birmingham and Atlantic railroad was declared formally reorganized yesterday...

EAT MEAT SPARINGLY DURING SUMMER Meat heats the blood—eat very little of it during hot weather...

To improve your hair, try this treatment If there is any condition of your hair you want to improve...

Woodbury's Facial Soap For sale by dealers everywhere. The new and improved Woodbury's Facial Soap...

CONFERENCE COMMITTEE GIVES TURNER AN AUTO That little game of saw-saw between Atlanta's council and the aldermen...

Worth Seeing The Little Shop Hotel Anselmy

CAPUDINE CURES HEADACHE COLDS AND GRIPPE

That Trip Abroad! REGULAR RESERVATIONS NOW

Hotels and Resorts MAULL BROS. ST. LOUIS, MO.

Where Ocean Breeze Blows? HOTEL TYBEE Tybee Island, Ga.

New York's Best Summer Hotel Bonta-Narragansett

White Path Hotel and Mineral Springs, White Path, Georgia

Atlantic City. NEWEST BEACH-FRONT HOTEL ALAMAC HOTEL

Manhattan Square Hotel OPPOSITE MANHATTAN SQUARE PARK, FACING MUSEUM OF NATURAL HISTORY.

Excursions Two great tours East and West. Special trains, Excursion Ships.

Ga. School of Technology The graduates of this engineering institute always in demand.

Hotel Anselmy Atlanta, Ga. The South's finest and most modern hotel.

Menu as follows: Radishes, Beef Broth a la King, Fried Fillet of Sole Tartar, Home-made Sausage Cakes, French Fried Potatoes, Spinach and Cream, Pudding Diplomat, Coffee Tea or Milk

Meeting Postponed. The meeting of the Country Collective society, which was set for July 30...

CAPITAL CITY RHYMES and REASONS No. 30 Not a shred nor ravel. Not an edge nor fray. Since Spick and Span their work began. They study everything with care. For they know how—and this is where: Capital City Laundry

EDUCATIONAL THE GILMAN SCHOOL The most beautiful school of Baltimore.

PEABODY Conservatory of Music BALTIMORE, MD. The leading endowed musical conservatory in the country.

The University of Georgia Offers Full-day Law School, with professors giving entire time to instruction in Law.

Excursions Two great tours East and West. Special trains, Excursion Ships.

Ga. School of Technology The graduates of this engineering institute always in demand.

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RALPH T. JONES Editor

THE CONSTITUTION'S FIRING LINE



A Department of The Constitution Carrying All the News of the Southern Merchants' Convention. Published Daily Throughout the Convention. It Is Filled With Descriptions of the Convention Doings, Snappy Personal Items and the Stories of all the Stunts of Interest to the Visiting Merchants and Their Hosts.

The Keynote of Modern Business Is "Service"

FIRST MEETING IS CALLED TODAY

Convention Is Called to Order at 10 A. M.—Addresses of Welcome by Gov. Slaton and Mayor Woodward.

Convention is called to order at 10 a. m. Address of welcome by Governor Slaton and Mayor Woodward. Today is the first big day of the convention. Numbers of merchants arrived in the city yesterday, but the big crowd will come in this morning. Everything is in readiness for the big doings and there will be a constant stream of merchants pouring into the Auditorium from 7 a. m. until night.

The first meeting of the convention will be called to order at 10 o'clock this morning. There will be addresses of welcome from Governor Slaton and Mayor Woodward. At 10:35 o'clock the speeches and discussion on the leading topics will commence. The subject is "How Can Merchants, Landlords and Bankers Best Direct Their Efforts Towards Securing Greater Prosperity of the People."

The following is the complete program for the morning session:

- 10:00 O'Clock—Convention called to order.
- 10:05 O'Clock—Invocation.
- 10:15 O'Clock—Address of welcome—Governor Slaton.
- 10:30 O'Clock—Address of welcome—Mayor Woodward.
- 10:45 O'Clock—Response to address of welcome.
- 10:55 O'Clock—READING TOPIC.
- How can merchants, landlords and bankers best direct their influence towards securing a greater diversity of the people.
- 11:15 O'Clock—ILLUSTRATION. The marketing of over one of grain.
- 11:30 O'Clock—Title and how as a by-product.
- 11:35 O'Clock—The Greater Stability of Credit—Healthiness.
- 11:45 O'Clock—The Settlement on leading topic.
- 11:55 O'Clock—Interim (each speaker).
- 12:00 O'Clock—Adjourn.

Si Hawkins Is in City; Is Ready for Big Time

New Member of Firing Line Staff Arrives and Immediately Takes Up His Duties—Much Impressed With Atlanta's Hospitality.



Dear Pulker: Well, I got here. I started from home Sunday. I don't aim to tell you what time I started, 'cause you see me set for meusin' 'bout how far I come. I don't tend to tell you what my homeplace is.

When I hit Atlanta I show did feel mighty queer for quite a while. I've been as how I ain't bin nowhere to speak of. I was some rattled, what of the big city. When I got out of that korbain'tright big depot I wuz so standin' 'round lookin' a mite lost. I

rejoiced, when a mighty nice appearin' young feller come up and said: "Be you a visitin' merchant?" First go off I reckoned he must be one of these yere "skin" fellers wuz men was goin' with him as didn't know him, so reckoned it mus' be a mite queer. I got in his automobile and he "All right, Jim" and right away we speak of I was some rattled, what of the big city. When I got out of that korbain'tright big depot I wuz so standin' 'round lookin' a mite lost. I

ANOTHER GATHERING HERE IN NOVEMBER

Southern Textile Association Chooses Atlanta for the Meeting Place in November.

As a special meeting of the executive committee of the Southern Textile Association, held yesterday afternoon at the Hotel Ansley, it was decided, for various reasons, to hold the next convention of the association in Atlanta. The date chosen was November 21-22, 1913, and the headquarters will be established in the Ansley.

Alonso Her, of Greenville, S. C., who is president of the association, pointed out that Atlanta was undoubtedly the place to hold the convention, as it was the geographical center of the cotton mill territory. He said that when the association met in Charleston there were over 300 members present and that he had no doubt, that with its more central location, Atlanta would attract around 500. As most of these gentlemen will bring their wives with them, it means quite a large crowd coming to the city at that time.

Mr. Her, a local member of the association, was made chairman of a special committee to make all arrangements for the convention in November.

As I looked, so I 'er due to my finger nails and hung on. By and by we come to a big buildin' all fixed up with flags and sunshades, and we stop and give inside. The name of the place wuz Sibley & Co, and they ran a kind of a dry goods store, but it is so dirty big I reckon a man couldn't buy it. I reckon he know me from the paper Sunday. He see his name wuz Jimmie, and he calls one of the other fellers to take me round to a good hotel, and so we gets in the automobile, and goes up the street, and I wuz shore some fine lookin' place inside, and they fixed me up with a room that wuz jes as pretty a place as you could wish for. I sleep that last night, I believe me, it felt so good I jes stayed awake all night enliven' it. Well, after I'd got my room all fixed I thought as how I'd take a walk round and see the place. I couldn't find no prettier one wheres as I could see. I never want to see another circus as long as I live. That that street is better than any circus.

Continued on Page Twelve.

In the Manager's Office

"And After the Last Letter Was Signed They Talked Together of Many Things."

The Oldest Salesman was sitting in the office yesterday with a broad grin on his face. It was a regulation "Joy" look, and the Young Traveler was moved to remark upon it.

"Somebody must have left you a million dollars," was his comment. "If they did, I haven't heard of it yet," replied the O. S. "But I simply can't help grinning when I think of the big time I'm going to have this week, and as I can't help thinking of it all the time, I have to wear this pleased look around with me every minute."

"Well, I'm anticipating a good time myself," said the Y. T. "I have looked forward with more pleasant anticipation to certain events than I do to this merchants' convention which I go to stay in for. To my mind, it seems that we will simply have to work in the house extra hard meeting customers and selling goods, and then, maybe, have to go out with a bunch of them to places we are not particularly anxious to see. It always seems to me that when you feel that you have to go to a show or a barbecue or something or other that you don't enjoy it as much as when you just take the notion and pick up and go. I must admit that if I was going to have a week's vacation instead of war going on in Europe, or to see a world's series played, I would be more than I am right now."

"Son, you're young," said the Oldest Salesman, with a reminiscent look on his face. "When I was your age I remember a baseball team we fellows got together—say, that sure was some team. Why I remember one time when we played Decatur. It was the Manager speaking. "When you get on your old town lot baseball you are a worse fella than anyone in the city. Stick to your subject and go on with the story."

"All right," said the Young Traveler over there is quite young. He doesn't realize yet all the good times he had at a convention like this, because he hasn't experienced so many of them as we older fellows have. You see, the good times he has experienced go far beyond the usual small stuff—the kind of thing that school boys and college sports go in for. He hasn't had a chance to know what a real man's good time consists of, and when he does get that chance—just watch him eat it up. "I expect to see him much more anxious for the next convention to come around in February than he was for this one, and each one will make him a little more appreciative of the next. Now, I'll bet there is one thing he hasn't even thought of. And that is that playing host to a bunch of merchants is one of the most liberal educations a salesman can have. It gives him a chance to understand his trade better, to know human nature in its best form, and to learn how to treat a man so that he will be anxious to see him when he comes around next time. Then all selling is pretty much the same in its basic principle, and while the talks at the convention are particularly directed to merchants, I anticipate learning a good deal myself. I know I always have learned a lot at these conventions. Then again, it is a splendid chance to meet all my old friends amongst my fellow craftsmen of the road. They will all be in, you know, and we'll find time for a little "the swapping" at all rates. "Then our friend also scores arranged theater parties and barbecues, etc. Shucks, he'll have a better time than he ever had before at a show or any other. Why, he'll see Tom Jones, or Griffin, there, and Bill Smith, from Florida, and Sam Brown, from Alabama, and he'll feel that he is part of the Atlanta spirit that is playing host to these men, and he'll feel proud of himself for helping to give them such a mighty good time. "Good time! Of course, he'll have a good time. He's just start' his having a good time. He'll be learning something every minute and if that doesn't insure the best of all possible times, I don't know what does. "The Young Traveler rose and stretched himself. Then he said: "I believe you. I don't quite look at it in that light before, but I'm glad you've pointed out the possibilities of enjoyment and I'm going out after them, every one."

WARD-TRUITT CO. ARE SELLING OUT

Well-Known Wholesale Dry Goods House Announces Closing Out Sale—Passing of Old Firm.

It came as a distinct surprise when the announcement was made that the dry goods house of Ward-Truitt company was closing out their business. This is one of the best known of the Atlanta houses in this line, and they have long been prominent in the wholesale world of the south.

They have announced a big closing out sale starting this week, and the president of the company, W. A. Ward, stated yesterday afternoon that they had already sold several nice bills and that he was very well pleased with the first day of the sale.

They have called in all their salesmen to wait on the visiting merchants during the convention, and among these are:

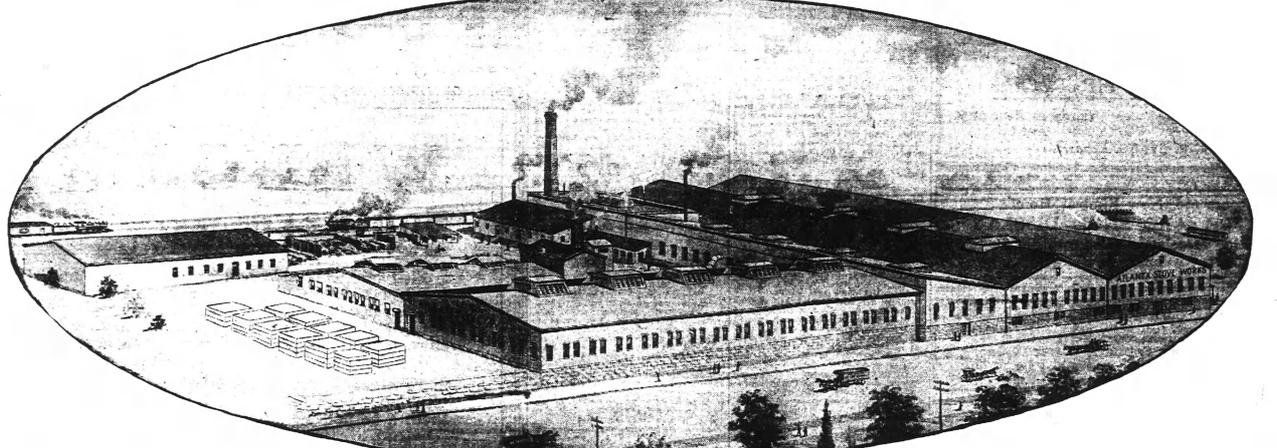
D. P. McDaniell, Louis Parker, Luther Parker, C. V. Nally, D. O. Garrard, L. G. Woodall, E. K. Clippinger and Paul Cooper. They will all be glad to meet their merchant friends in the house.

IN FOR CONVENTION.

Brown, Perryman & Greene Co.'s Salesmen Are Enthusiastic.

Brown, Perryman & Greene company, the big wholesale house, are always one of the popular places of call with the visiting merchants. They are prepared to entertain their friends with every facility the city offers and have called the following salesmen in on the road to help entertain: Al. N. Greene, H. M. Walker, from South Carolina; L. S. Pearson, from southwest Georgia; C. R. Hubbard, southeast Alabama; J. F. Jenkins, Florida; J. O. Chambers, C. D. Dickerson, J. H. Martin, southwest Alabama; W. A. Halsey. James A. Bates, who is now house salesman with the company, is especially anxious to meet his many friends who he remembers so kindly from his days on the road. Mr. Bates only left the road for the house salesmanship a few months ago. G. Lipee, house salesman, will also be in all week, meeting the visitors.

ATLANTA STOVE WORKS



THE most complete, modern stove plant in the entire South invites Southern merchants to visit and inspect it on their visit to the Merchants' Convention to be held in Atlanta, August 4th-15th, 1913.

The ATLANTA STOVE WORKS Makers of the Celebrated Barrett Range, Atlanta Line Stoves and Ranges ATLANTA, GEORGIA

Temporary Show Rooms for Convenience to Merchants 97 Peachtree St.

ON THE CONSTITUTION FIRING LINE AT THE CONVENTION

WARD-TRUITT COMPANY Going Out of Business

Two Hundred and Twenty-Five Thousand Dollars (\$225,000.00) Stock Must Be Sold in 60 Days.

Special Prices, Terms and Discounts Given

SEE US FOR BARGAINS

ATLANTA OFFICE 205-206-207 Gould Building

E. T. Roane E. M. Lunceford PHONE Main 1536

Young-Smyth-Field Company Philadelphia, Pa.

Hosiery, Underwear, Gloves, Ladies' Shirt Waists, House Dresses, Gents' Furnishings, White Goods, including Towels and Table Linens, Lace, Embroideries and Fancy Notions.

Come to see us.

SHOW CASES-DISPLAY FIXTURES

We have a big stock of Show Cases and a complete line of Display and Window Fixtures. Buy now while prices are low. Higher prices in force very soon.

ATLANTA SHOW CASE COMPANY

Tabernacle Place At Junction Marietta and Walton Sts.

LOOK FOR THE GREEN TAG

IF YOU WANT TO SAVE MONEY Extra Values in Stationery School Supplies and Druggists Sundries

THE S. P. RICHARDS COMPANY

80-81 CENTRAL AVE. Everything Marked in Plain Figures. We Sell to Dealers Only GIVE US A CALL IF ONLY TO GET QUOTES

FALL OPENING

Wholesale Millinery

M. KUTZ CO.

Corner Pryor and Mitchell Streets Stocks Full and Complete Now

IMPERIAL HOTEL

Peachtree and Ivy Streets

ABSOLUTELY FIREPROOF

American Plan \$3.00 European Plan \$1.50 And Up And Up A. R. EVANS, Manager

Room 606, New Kimball Hotel

BATTLE AXE SHOE DISPLAY

Visiting Merchants—Come to See Us N. K. Smith, In Charge

CAPITAL CITY TOBACCO CO.

176-178 Marietta St. Atlanta, Ga. THE ONLY TOBACCO HOUSE IN GEORGIA The Only Exclusive Tobacco House in Georgia When in Town Come to See Us It Will Be Worth Your While

GUANO MIXERS in need of Bulk Acid, Kainit,

Nitrate Soda, Tankage, Muriate Potash or Coal at Wholesale, see or write W. E. McALLA, Manufacturers' Agent 45 Atlanta National Bank Building, Atlanta, Ga.

We have the agency for the Fox furnace. Get our prices and let us give you figures on your job. ANDERSON BROS. & RICH

Both Phones 379 Edgewood Ave.

BACK-PEDALLING.

About twenty-five years ago, when bicycles were much in vogue, I was the fortunate possessor of two good wheels, one of which was a "tandem" built for two persons to ride, and many times have I enjoyed an outing with a fair one as a partner, on some long country ride.

In those days no "good roads" commission had been busy, and the average country road was rough and either muddy or dusty—most of the time buried in 6 inches of dust, often obscuring a rock or other obstruction which would occasionally throw us off the wheel to be literally immersed in pulverized macadam or ordinary clay dust.

As I look back now, it seems to me the hills were lower and steeper than they are today, and certainly they were long enough and steep enough to test strength and endurance.

I recall very distinctly one glorious Saturday afternoon—that is, glorious overhead, but quite warm, and the road a little heavy from a recent shower. For a partner on that trip I had a beautiful companion, and with a delightful girl for such an occasion. We wheeled that road from Park quite gaily, and then out on the Clayton road, and I recall so well that we approached a good steep hill. I gathered myself together for a long pull, of course expecting the young lady to pedal hard enough to offset her own weight or a part of it at least.

Well, I thought I would never get to the top of that hill. I strained every muscle to the limit. I leaned way forward, pushing, pulling, puffing, blowing and sweating. I was going to say something, but the wind whistled in the ears and I stopped, and as I got off I turned to help the young lady off, with the little strength I had left. She looked at me, her lovely face wreathed in smiles, and looking as fresh as a daisy, she said (oh, sweetly), "I was back-peddaling all the way." It was a useful string.

According to the best rules for writing stories, after that never-to-be-forgotten moment in my young life, I never again used a quite plain and easy to understand. It is this: We should work together, cooperate, and "back" and let the other fellow do all the work, and especially we should assist him and not retard his efforts.

Since the date of the wonderful ride on the tandem bicycle, I have had a quarter of a century's worth of regret, and that of many of your associates and "backpeddlers" are constantly "back-peddling" on you, and not always with a smile on their faces.

Co-operation, team work, a "pull all together" is so very essential in order to obtain the best results. And this story is told to point this moral—W. H. Davies Pittman, in The Business Philosopher.

He Gives Away Cigars



E. F. Malone is the man who prefers one of those genuine "wid-to-soo" handkerchieves when he visits into the Capital City Tobacco Co. of 176-178 Marietta street. And it is a fact that he really is glad to see any visiting merchant, whether they sell cigars or not. He says that in any way, there are more people who smoke cigars than sell them and so he is placing a table full of their best brands right by the door where everyone can help themselves as soon as they get inside.

SI HAWKINS IS HERE READY FOR BIG TIME

Continued From Page Eleven.

that ever come our way, and I reckon it must be the busiest place in the world. Several fellows seemed to me from my picture, 'cause they see 'Hawds' Uncle Si' real pretty. Finally one fellow introduced himself as named Ardy. He took me down to the M. C. Kiser company. Seems they sell morn' a dozen pair a day, 'cause they are so cheap. He took me to a building, and had a mighty busy look in 'em. I told him I was in 'em. He said he'd like to see me in 'em. He said he'd like to see me in 'em. He said he'd like to see me in 'em.

First thing today I'm going to re-remember my name, and then I kinder feel like I'll bear my name to the Auditorium. Every fellow I talked with on the cars seemed to agree to be hear it, so I reckon I might as well go round, and maybe I'll learn some of 'em. I'll tell you what I do tomorrow morning, and till then, I'll be in your mind, and till then, I'll be in your mind.

SI HAWKINS.

He's Busy Today



R. K. Rambo is one of the many well-known Atlantans who feels that this is about the pleasantest week he will spend this year. Sales manager for John Silvey & Co., the big wholesale dry goods and notions firm, he is wearing an ever-broadening smile as he shakes hands with merchant after merchant who he remembers as an old and good friend of the days when he used to pack his samples and hit the street trucks for orders.

The company has three automobiles which they use to meet all incoming trains and these cars are at the service of the merchants who arrive. Even a train comes into the city there are a bunch of merchants who go straight to John Silvey & Co. and in the house are kept busy seeing that these goods are all packed up and sent all they want, and are assured of being well taken care of during their stay in the city.

PROVERBS OF MONEY MAKING

Success measured by the accumulation of wealth is a very dazzling thing, and men are naturally more or less the admirers of it. It is a thing that is so common that it is almost impossible to find a man who is not a little bit of a miser. It is a thing that is so common that it is almost impossible to find a man who is not a little bit of a miser.

"No pains no gains." "No sweat no sweet." "He who will not work neither shall he eat." "Better go to bed supperless than rise in poverty." "The world is his who has patience and industry." "Such are specimens of provincial philosophy embodying the hardiest and the most practical of all. They were current in people's mouths long before books were printed, and they would seem nearly impossible for the illiterate worker to have blurted out. It is a thing that is so common that it is almost impossible to find a man who is not a little bit of a miser.

Through the world's work at small beginnings, yet by such history tells the story of greatness. Of course Jay Gould began by selling J. C. Hoagland began on a little side street, hooked him from the first, and today the word "Royal" is worth a million dollars a year. "Royal" is worth a million dollars a year.

ADVERTISING COSTS. A gentleman asked the writer the other day if he could outline an advertising campaign for him for a new article he was going to put out about. "The first question I asked was, 'What territory do you want to cover?'" The reply came, "From Canada to Mexico, and from the Atlantic to the Pacific." Question No. 2 was, "How much money are you prepared to spend?" and the answer was a letter.

It is absolutely impossible to say how much an advertising campaign for a given article will cost. That is the wrong way to approach the question. The way to go about it is to figure out what percentage of the total advertising for the first year and then what percentage of the income is to be used for advertising for the future years. Then see that the best possible results are obtained for the money expended. A good advertising campaign will give you a return on the money spent on publicity. The difference between a good advertising campaign and a better one is in the percentage of results.

WHICH IS THE CORRECT VIEW?

A young salesman recently came in after his first trip on the road. He is a nice young fellow, with a smart, clean appearance, looks neat and talks neat, and as a result he had had good business. He was feeling encouraged about his work and talked optimistically about everything. But he was asked one question and when he answered it, although he was still optimistic, it could be seen that he was thinking carefully and gave his reply just exactly as he felt in the matter.

Let us compare these two viewpoints. In the first place it must be remembered that the biggest influence there is for good in this world is the home life that we live. The man who is devoted to his work is a man who is devoted to his work. The man who is devoted to his work is a man who is devoted to his work.

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Gramling-Spalding Co.

Makers of Premium Brand Shoes An Excellent Opportunity for Shoe Merchants

We are going to sell twelve lines of road samples to the first twelve shoe merchants who call at our sample rooms during the Merchants' Convention in Atlanta, August 4-15. Make your arrangements to call and inspect these special lots of "Premium Brand Shoes" immediately on your arrival in the city. Your inspection will surely result in a pleasing and profitable buy.

Remember the date, August fourth, and the place—

Gramling-Spalding Co.

20 Central Ave. Atlanta, Ga. Makers of Premium Brand Shoes Established 1875

Remember the date, August fourth, and the place—

Dougherty-Little-Redwine Co.

WHOLESALE DRY GOODS AND NOTIONS

32-34 South Pryor Street

Make Our Store Your Headquarters During SOUTHERN MERCHANTS CONVENTION

E. L. Adams Company

WHOLESALE GROCERS We extend a hearty welcome to all visiting merchants while in the city. OUR motto: Merchandise of Quality, Prompt Service.

WELCOME Southern Merchants

Visit our wholesale house, corner Broad and Hunter streets, during your stay here. We have specials by the carload for you. Let us help you select a 5c and 10c bill of goods for a department in your general store, and watch the results you get from these.

You could not carry a present home that would be more highly appreciated, as to be able to tell your town upon your return that you had arranged to give them a 5c and 10c department.

Then let us give you our plan for opening this while here. Make our store your headquarters. Have your mail sent in care of us.

McCLURE TEN CENT CO.

47-49 South Broad Street

ON THE CONSTITUTION FIRING LINE AT THE CONVENTION

Eastern Hostesses.

One of the most unique households in the diplomatic circle is that of the Turkish ambassador, Zia Youssef Pasha.

great part of his service in Washington his son and daughter-in-law, Mme. Zia, a charming American, and his daughter, Miss Zia, who, unlike the majority of her countrywomen, dresses in American fashion.

Typewriters, Copying Machines, Summer Bargains. Special discount to visiting merchants during convention week.

Complied With Her Request. The father and mother and 1-year-old Willie were taking a short ocean voyage for the first time.

VISITING MERCHANTS

We have brought the best bargains that the world's biggest markets have to offer for your inspection. Our line includes novelties, holiday goods, stationery, silverware, glassware, chinaware, books, leather goods, etc.

Fielding-Behrend Stationery Co., Inc. 524-528 Broadway, New York. Atlanta Display Rooms, 8 Peachtree Street, Third Floor Entrance on Viaduct.

Holiday and Fancy Goods Display

Cut Glass, Silver Plateware, Chinaware, Brass and Metal Novelties, Leather Goods, Mirrors, Pictures, Toilet and Manicure Goods, Toys, Games, Art Calendars, Christmas and New Year Cards, Holiday Box Papers, Baskets, Statuary, Desk Sets, etc.

Staple, Office and Commercial Stationery, Blank Books, School Supplies

The ONE BIG Display in Atlanta

In connection with the display we are showing a full sample line of

HOLIDAY BOOKS

Latest Fiction and Standard Books of The Baker & Taylor Co., New York

of which we are exclusive representatives.

Visiting Merchants are cordially invited to inspect our display.

Representatives HARRY J. STERNBERG GEO. S. ANDERSON

XMAS DISPLAY

Visiting Merchants are Invited to Inspect

The Christmas Line of Tower Manufacturing & Novelty Co.

Over 8 and 10 Peachtree before making their purchases

Everything for Christmas

W. G. LEWIS, Representative

A College Park Mercantile Firm



BASKIN & NICHOLS, GENERAL MERCHANTS, COLLEGE PARK, GA.

The above gentlemen are the two members of the firm of Baskin & Nichols, of College Park. They run a general merchandise store and are rapidly forging to the front as progressive retailers.

He Made Ten Cents Famous



WHAT I WOULD DO—

If I Were a Furniture Man—During my August sale, I would place on every article in my window the actual amount saved in bills and cents, and then set the papers and cards as follows:

SALESMANSHIP

A college president once said that a gentleman never dresses to attract attention. This is probably one of the best definitions ever given by the difference in appearance between the true gentleman and the one who is merely trying to attract attention.

SALESMANSHIP

One of the secrets of successful salesmanship lies in the appearance of the salesman. Every man who has ever tried to secure a position has, consciously or unconsciously, admitted the truth of this fact.

SALESMANSHIP

Below the circle could be this explanation: To get an idea, to solve a knotty problem or to get your temper smoothed out, fix your eyes on the picture within the circle and think hard.

SALESMANSHIP

What would happen to you, if you told a lie? "The devil 'ad got me!" the boy replied. "Yes, and I'd get you," sternly said the chief justice.

SALESMANSHIP

Understood the Oath. In the early days of Arizona, an elderly and pompous chief justice was presiding at the trial of a celebrated murder case.

ABOUT TURNING OLD ACCOUNTS INTO CASH

When a great proportion of retail business is done upon a credit basis the success of the average retail merchant depends in no small degree upon his ability to handle accounts.

Experienced merchants agree that a system of limits is necessary for the successful operation of credit business. First, a limit on the total amount of outstanding accounts—

SALESMANSHIP

An Ohio merchant, who did a \$15,000 business last year, three-quarters of it on a credit basis, and lost but \$150 in bad accounts, believes that an ounce of prevention is worth pounds of cure.

"I find," he says, "that the best time to make a sale is when the account is first opened. Granting that it seems like a favor then, I make it a rule to make the terms with me enforced, and it is seldom that an applicant will disagree. Of course, it is necessary to use some discrimination in fixing the limit, but by learning a few simple rules, the average retailer should be able to collect a portion of his 'uncollectable' accounts."

"I have a present credit system that doesn't bother me, but I would like to collect some of the bad bills that are coming to me. Can you help me with this?"

"I carried a large amount for a contractor who was very slow in paying me. Finally I could not get even a partial payment on account. I was obliged to write off the credit man's balance to pay all right; but he was a poor payment and could not be trusted to pay all right."

"I acted on the suggestion and 'backed' the note. The carpenter thought it was liable to the bank, made the interest punctually, and took up the note on Saturday."

"Now when I get notes from a man instead of holding them myself, I discount them. If I had carried them myself, I have sold them outright. In nearly every case, the man has been glad to collect. But I am sure that I would not have got a cent on some of these accounts if I had carried them myself."

HOLIDAY DISPLAY

New York House Opens Atlanta Display Rooms.

The new firm of the Fielding-Behrend Stationery company, incorporated, of 514-516 Broadway, New York, have recently opened a display room in the city. It is located at 8 Peachtree, on the third floor.

Quieting the Mob.

On one of his vacations in the country, a circus ticket-seller took with him his pet parrot. During the season he had been master quietly, talking to the throng as he made change with lightning rapidity.

But on the second day in the country the parrot was nervous. Going to the orchard in search for her, the showman was attracted to a tree where a huge flock of crows was making a great commotion.

L. B. ROBINSON.



L. B. Robinson, who is in charge of the dry goods department of the A. M. Robinson company, has spent the last ten days on a business trip through south Georgia for his firm.

Why did you run that mower after I told you to stop? she asked. "Well, mamma," said John, "I'd rather have run it twice and have to stay in the house for an hour, than not run it at all."

Father's Mistake.

Johnny came home from school looking very downcast. "Well, how did you get on at school today?" asked his father.

Johnny replied that he had been whipped and kept in. "I was because you told me the wrong answer," he announced sadly. "Last night I asked you how much was a million dollars and you said it was a half of a lot. That isn't the right answer."

Not His Treat.

A drunken man by the name of Riber boarded a trolley car and after paying his fare made himself comfortable. The conductor, after calling out the streets, was wearing a drunken man's name.

Buy Notions FROM A Notion House

If You Would Get the Best Results

Visiting merchants are cordially invited to make our store their headquarters during the convention.

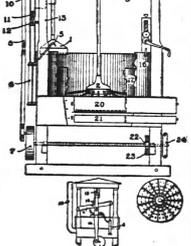
Atlanta's Exclusive Notion House

FLOYD, LEHMAN & CO.

62-64 WEST MITCHELL STREET, Sample Room, 100 Kinshill Row.

THE BETHEL WASHER

FOR HOME & HOTELS



Of which the annexed cut is an illustration. This machine washes and rinses clothes and linens without rubbing, beating or wringing. It is a simple, compact, and efficient machine.

204½ Marietta St., Atlanta, Ga. Pat. applied for. This machine will run by any kind of power.

Chairs, Center Tables, Library Tables, Kitchen Tables

SPRATT CHAIR CO. MANUFACTURERS

Call on us while in the city. Fifteen minutes ride on the East Point carline puts you here.

Phone us, Bell phone, West 242-L and we will call for you.

Phone us, Bell phone, West 242-L and we will call for you.

EAGLE Stamp Works

MANUFACTURERS OF RUBBER STAMPS SEALS and STENCILS

Letters Multigraphed Envelopes Addressed Names Filled in to Match.

EAGLE MULTIGRAPHING CO. 8 N. FORSYTH ST. PHONE N. 1156. ATLANTA, GA.

MEADOR-CAUTHON COMPANY

Commerce Building DRY GOODS COMMISSION MERCHANTS

Visiting Merchants—Make Our Store Your Headquarters SELLING AGENTS DIRECT FROM MANUFACTURERS TO MERCHANTS

If The Want Ads in The Constitution Didn't Pay The Advertisers, They Surely Wouldn't Pay Us to Publish Them

ATLANTA'S STRIDES FROM DAY TO DAY

This is local news day. Promptly at 10 o'clock this morning before the courthouse door a number of parcels will be put in the block. No large sales have been advertised, but there will be quite a volume of small parcels which are expected to attract hands. Among the more important will be No. 111 Whitehall Terrace, Frasier street and George Adams, who offer, and a lot of the Great estate on Frasier street which the Greene Realty company will offer.

Ponce de Leon Agents. The S. M. Grant company has been awarded the agency for the Ponce de Leon apartments, which will open soon. This is in addition to the prize money of them all and in selecting the S. M. Grant company the owners will feel satisfied that they have selected Atlanta's most prominent firm representing the city.

Fiscal Company Moves Home. Real estate is being made in the remodeling of the Atlanta fiscal company building, which will be completed September 1. At present the fiscal company is located at 41 Peachtree on the east side of the street.

Big Garage Trade Green. A building for the Green Garage has been ordered by the Atlanta fiscal company, which will be completed September 1. At present the fiscal company is located at 41 Peachtree on the east side of the street.

Atlanta Delegates Re-elected. The Atlanta delegates who recently attended the convention of the National Association of Real Estate Exchanges, at Winston, Conn., are expected to return within the next few days. It is expected that they will have some interesting observations to make, and will on doubt tell of many new features which they gathered at the convention.

Subdivisions Being Improved. Improvements in the subdivisions recently opened are progressing rapidly. Almost every day there is a number of permits awarded for houses, and if the present rate of building continues, within a few years Atlanta will have gained her coveted 100,000 population.

PROPERTY TRANSFERS. Warranty Deeds. \$350.-N. H. Hester, Jr., of N. H. Hester, real estate agent, 100 N. Peachtree street, has just received from the Georgia title and insurance company, 200 N. Peachtree street, a deed for the property of the Atlanta fiscal company, which will be completed September 1.

BUSINESS AND MAIL ORDER DIRECTORY

ABSTRACT AND TITLE INSURANCE. ATLANTA TITLE AND TRUST COMPANY, 100 N. Peachtree Street, Atlanta, Ga. Telephone 1000.

CONTRACTING PLUMBER. PICKETT TUMBING CO., 100 N. Peachtree Street, Atlanta, Ga. Telephone 1000.

CONTRACTOR AND BUILDER. J. B. McCONNELL, 100 N. Peachtree Street, Atlanta, Ga. Telephone 1000.

CONTRACTOR AND BUILDER. EMORY WILLIAMS, 100 N. Peachtree Street, Atlanta, Ga. Telephone 1000.

FLY SCREENS. W. S. GREEN, 100 N. Peachtree Street, Atlanta, Ga. Telephone 1000.

REPAIRING AND FINISHING. FURNITURE REPAIRING, 100 N. Peachtree Street, Atlanta, Ga. Telephone 1000.

HAIR CUTTING. OLD HAIR MADE NEW, 100 N. Peachtree Street, Atlanta, Ga. Telephone 1000.

HORSE SHOEING AND WAGON PAIRING. CUMMINGS SHOEING CO., 100 N. Peachtree Street, Atlanta, Ga. Telephone 1000.

INSTRUMENT MAKERS. L. J. BROWN, 100 N. Peachtree Street, Atlanta, Ga. Telephone 1000.

IRON WORK. L. J. BROWN, 100 N. Peachtree Street, Atlanta, Ga. Telephone 1000.

PAINTS AND CHROMATE STAINS. L. J. BROWN, 100 N. Peachtree Street, Atlanta, Ga. Telephone 1000.

PAINTS AND VARNISHES. L. J. BROWN, 100 N. Peachtree Street, Atlanta, Ga. Telephone 1000.

PIANO TUNING AND REBUILDING. L. J. BROWN, 100 N. Peachtree Street, Atlanta, Ga. Telephone 1000.

PHOTODUPLICATION. L. J. BROWN, 100 N. Peachtree Street, Atlanta, Ga. Telephone 1000.

PRINTING. L. J. BROWN, 100 N. Peachtree Street, Atlanta, Ga. Telephone 1000.

REPAIRING AND FINISHING. L. J. BROWN, 100 N. Peachtree Street, Atlanta, Ga. Telephone 1000.

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PHONE MAIN 5000

If you can't bring or send YOUR WANT AD. ASK for Classified Courteous operators, thoroughly familiar with rates and classifications. They will give you complete information. And if you wish, they will assist you in wording your want ad to make it most effective.

CLASSIFIED ADVERTISING RATES. 1 Insertion 10c a line. 2 Insertions 6c a line. 3 Insertions 4c a line.

PHONE MAIN 5000 ATLANTA 119

USE THE WANT AD WAY. IT'S SURE TO PAY.

SPECIAL NOTICES. A special notice of General...

MEETINGS. A meeting of the...

NOTICES. A notice of...

GENERAL. A general notice...

PAINTS AND CHROMATE STAINS. A notice of...

PAINTS AND VARNISHES. A notice of...

PIANO TUNING AND REBUILDING. A notice of...

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WANTED-HELP

WANTED-English speaking. Better than French. Good at work. Good at home. Good at school. Good at play. Good at everything.

WANTED-SITUATIONS. SPECIAL RATES for each. Situation Wanted ads. 10c per line. 20c per line. 30c per line.

WANTED-Teachers. WANTED-Teachers. WANTED-Teachers. WANTED-Teachers. WANTED-Teachers.

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AGENTS AND SALESMEN

WANTED-English speaking. Better than French. Good at work. Good at home. Good at school. Good at play. Good at everything.

WANTED-SITUATIONS. SPECIAL RATES for each. Situation Wanted ads. 10c per line. 20c per line. 30c per line.

WANTED-Teachers. WANTED-Teachers. WANTED-Teachers. WANTED-Teachers. WANTED-Teachers.

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MISCELLANEOUS

WANTED-English speaking. Better than French. Good at work. Good at home. Good at school. Good at play. Good at everything.

WANTED-SITUATIONS. SPECIAL RATES for each. Situation Wanted ads. 10c per line. 20c per line. 30c per line.

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RAILROAD SCHEDULES

Arrival and Departure of Passengers. The following schedule figures are published only as information and are not guaranteed.

Atlanta Terminal Station. Atlanta and West Point Station. Atlanta and West Point Station.

Central of Georgia Railway. Atlanta and West Point Station. Atlanta and West Point Station.

Florida Railway. Atlanta and West Point Station. Atlanta and West Point Station.

Seaboard Air Line Railway. Atlanta and West Point Station. Atlanta and West Point Station.

Atlantic Coast Line. Atlanta and West Point Station. Atlanta and West Point Station.

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Next time, I'll pay in The Constitution - and get results.

