

DEVELOPING THE GREAT SOUTH THROUGH RAILROAD'S EFFORTS

A Splendid Description of the Achievements of M. V. Richards, Who Was Brought to the South by the Late Samuel Spencer.

(By Richard H. Edmunds, Editor of The Manufacturers' Record.)

About 175 people are employed in the development work which is being vigorously pushed by the Southern Railway Co. and its associated lines for the upbuilding of the south. These men are experts in their various lines. Some of them are experts in the handling of immigration, some are experts in securing capital for investment, some are experts in finding the best locations for industrial interests, some are experts in various lines of agricultural activities, and so the 175 men, whose work is given exclusively to the upbuilding of the territory of the south through which the Southern Railway runs, count many times in value to the south and in cost to the railway of the service of non-experts.

Mr. M. V. Richards, the head of the land and industrial department, M. V. Richards. He is one of the foremost experts in America in the development of a territory through industrial and immigration operations. For 20 years or more Richards has been at the head of this work for the Southern Railway. Born in the west of Virginia, he identified in early life with immigration work in the west. He later turned his attention to the south, when Samuel Spencer was president of the Baltimore and Ohio railroad long enough to discover that the \$40,000,000 surplus which had appeared on the books of that road for some years was not worth much more than \$40,000,000 had Richards as the industrial agent of the Baltimore and Ohio.

When Spencer left the Baltimore and Ohio presidency to take up the gigantic task of welding into one system the disjointed bankrupt streaks of rail which, to a considerable extent, represented the lines put together for forming that system, he took with him M. V. Richards. During the last 20 years Richards has given his attention as the head of the Southern Railway Co.'s land and industrial department exclusively to the work of the upbuilding of the great territory known by the \$500 million of road controlled by the Southern and its affiliated lines. Richards knows that territory—knows all of its strong points and its weak points; he knows its resources in raw materials and its climate about as thoroughly as the well-informed track grower knows the variety of soil in the dozens or so acres of land out of which he makes his living.

Under his leadership there has been built up an organization whose work for the south has been far beyond the general understanding of the people of this section. Just now there is considerable talk in the newspapers of building the new who, for the last five or six years, have been at work in Panama, and who have thus become accustomed to a warm climate, to settle in the south, when the canal construction activities are over. This is talked about by some papers as though it was a new thing.

The Future of Great Thoughts. Richards was, to my personal knowledge, busy at work on that campaign more than two years ago. The newspapers are talking about the opening up of a line of immigration from Great Britain into the south. The Southern Railway has been at work on that job for some years and has maintained an extensive office in London under Richards' direct supervision. It is often over there helping to direct this work.

The importance of turning the attention of the people of the west to the resources of the south is being vigorously urged in many directions, and very wisely so. But for years the Southern Railway has maintained a branch office in St. Louis and more recently it has established offices in Denver and St. Paul, where it has devoted exclusively to making known the advantages of the south to attract money and people to this section.

The extent of this work may be understood from the simple fact that the St. Louis office alone travels six men through its territory in the interest of the south. These men report direct to the St. Louis office. While the industrial department of the Southern Railway has its head office in Washington, it maintains offices for this work and traveling agents in each territory in Virginia, North Carolina, South Carolina, Georgia, Florida, Alabama, Mississippi and Tennessee. Its offices maintain outside of the south engaged in this work are at St. Louis, Harrisburg, St. Paul, Denver and London, England.

For some years this department of the Southern Railway has carried on extensive exhibit and educational work with much success. Its exhibits made in the various county fairs in the north and west have attracted very wide attention.

In this department much attention is given to the encouragement of diversified agriculture, and eight agents are engaged as dairy and poultry agents. They are stationed at different points of the system, and direct the dairy and poultry industry, and how to handle it, and all its branches.

Several years ago the Southern Railway organized a department known as the department of farm improvement work, whose business it is to advise farmers tributary to the various lines of the company in regard to the best methods of farming. While this department is not under the direction of the land and industrial department, the agents of both departments co-operate to the fullest extent possible in furthering the progress of the south.

The Live Stock Agents.

And then in the freight traffic department there are a number of live stock agents, whose duties are to aid in the development of the live stock industry. There are also several men of ability known as market agents, who co-operate with Southern farmers in finding markets for their products.

The amount of money expended by the Southern Railway in carrying on this work must necessarily be very large, as indicated by the employment of 175 men, most of whom are experts of ability who command high salaries, or at least ought to do so; for they are worthy of good pay. And yet it is certain that the value of this work to the south is many times greater than the outlay. In this case the south is getting the benefit of this magnificent campaign of having its resources made known throughout this and other lands entirely without cost, for the Southern Railway is doing this as a part of its work and for the betterment of its own territory, realizing that whatever adds to the prosperity of the south will ultimately add to its own prosperity. It may be said that the railway company is doing this from a selfish point of view. Even grant that is true, it is only the selfishness which is of necessity found in all of the business activities of mankind. It is difficult to find any business industry that matters not how high ethically may be the plane upon which it is conducted, that does not have in it that selfishness, if such a term can properly be used, as that which is shown by railways which advertise their own territory.

No one would for a moment imagine that a railway could advertise and develop its own territory without itself receiving some benefits from the work. Unfortunately there are some roads whose managers are not kind enough to appreciate the importance of work of this kind. Believing that the country tributary to their will of itself develop, they look upon work such as that which the Southern Railway is doing through its land and industrial department and through its wide advertising campaign it conducts in all parts of the land as an unnecessary expenditure.

The Southern Railway looks upon it as a wise investment, though the cost of this work must run up into hundreds of thousands of dollars a year.

In the twenty years that Mr. Richards has headed this department he has seen its influence rapidly expand. He has seen the cumulative power of the steady plowing and the seeding of the years as year after year he has widened the circle of those whom he touches in his efforts to bring people and money into the south. He has seen the influence of his department with the people of the south steadily develop. He has seen that the south is fully realizing the magnitude of the work of the road and the thoroughness with which he has handled it, and wherever he appears in the south, whether at a meeting of farmers or a gathering of business men, he is hailed as one of the men whose influence has been mighty in its power.

President Fairfax Harrison.

And now that Mr. Finley has passed away he has been succeeded by Fairfax Harrison, who in many ways in the past has fully demonstrated his enthusiastic devotion to the broad upbuilding of the agricultural and industrial interests of the south. It can be depended upon with absolute certainty that under his administration there will be holding in the work of upbuilding the south and of doing the things which the land and industrial department has been so vigorously doing for many years in making known the south's resources and attractions through its own traveling agents, through the exceptionally intelligent literature which it publishes and through its monthly publication, The Southern Field, which is one of the very best railway publications issued in this country in behalf of a territory tributary to any road. In fact, it was a pioneer in this work, and has been imitated by many, but surpassed by none.

In this day, when all sorts of efforts are being made to create the impression that nothing of great importance has ever done to attract attention to the south or to bring about the development of southern agriculture until within the last few years, all credit should be given to roads such as the Southern, which have, for so many years, been doing this work and doing it with such intelligence and bringing



WILLIAM STATES LEE, Vice President of the G. S. A.,

An Anderson boy "Who is Coming Home" today and will be one of the speakers at the smoker tonight. Mr. Lee was reared a poor boy in this county, and his first work was teaching at the school in the Anderson mill village, when Mr. Rob Ligon gave him the place. Is now interested in railroad development in the south and is an authority on railroad benefits and possibilities.

forth results which none but those in touch with it have had any conception of. Thousands of men and millions of capital have been drawn into the south by the work of the Southern Railway. There is probably no other railroad in America and that is a rather broad statement, which has a more thoroughly organized department of this kind, where information covering so completely so wide a variety of interests has been gathered and is available at a moment's notice, than the Southern Railway.

In the Washington office of this department an almost limitless amount of data has been gathered about the mineral and the timber and the agricultural and the water power interests of the great region which stretches from the Potomac to the Mississippi and from the Gulf to the mountain regions. It is but right that this should be so, for there is probably no other railway in this or any other land which drains a territory of such limitless potentialities as that tributary to this road. Unlike roads which have a limited territory upon which the entire energies of the line can be concentrated for development, the Southern Railway has a territory of infinite variety of climate, soil, minerals and timbers. It has on its line some of the richest coal and iron regions known.

Its lines cross rivers which are capable of furnishing millions of horsepower, only a fraction of which has yet been developed. Its lines stretch from the Bluegrass regions of Kentucky to the very heart of the world's great raising interests, through the marvelously dowered mountains of the Carolinas and Georgia and Alabama, along the ridge of the Piedmont country, the heart of the cotton manufacturing industry of the south and destined to be the heart of the textile industry of the world, on down to the coast, where the attractions of Florida and the Gulf coast of Alabama present exceptional advantages to the health and the home seeker.

Thus this road in its development work has not every variety of climate, the mountain resorts of the Carolinas and the water tourist regions of the Gulf coast, the hardwood mineral resources of the mountain regions and the vast pine forests of the lower south, the coal and the iron and the asbestos of the mineral districts, and all the varied manufactures and general developmental interests of that rapidly growing region all the way from Washington on down through Atlanta to the Mississippi river. It is a great country, and it is worthy of the broadest work ever done by any railroad on earth for the development of its territory.

The Southern Railway is measuring up every year more and more to the situation. Richards has always realized the opportunity. Possibly he has not always been able to move as rapidly as his own judgment might have dictated, for he could see possibilities in this work which none could see unless they had his knowledge, gained from his immediate touch with the work.

In the way the Southern Railway is now carrying on this campaign to attract settlers, to bring money into the south, to secure industrial development, to build up diversified agriculture, to encourage poultry raising and the like, and the improvement of the land, it is making a right against the "pull" which other roads which bring losses to the farmer, is the setting of an example which could be followed not simply by every other railroad in the United States, but by every other road in the United States, having seen.

Men like Richards, upon whom rests the responsibility for land and industrial work of railroads are doing for the country upbuilding work which makes new factories to grow where none existed before or which makes

MEN MORE PRECIOUS THAN GOLD

Written for The Intelligencer by the Neale's Creek Correspondent, Rev. J. T. Mann.

A glaring example of undervaluation of money is the attitude of the federal government and of state governments toward the liquor question. We will take as an example a man working for the government. When sober he is honest, but he soon takes to drinking. Then he is tempted to gamble, and will suppose to carry out the illustration, that he appropriates to his own use money belonging to the national treasury. He is tried, convicted and sentenced to serve a term in the federal prison for stealing, and for years is separated from a dependent wife and helpless children.

Now the same authority that said he must go to prison also said to the rum seller, "you may sell to him or any one else just as much liquor as they wish, provided you pay us a revenue. Of course this is a supposed case, but it serves to illustrate the fact that governments which permit the sale of liquor for a few paltry dollars in revenue are literally inviting men to do that for which they punish those who accept their invitation.

How much better it would be to have the responsibility of men's ruin rest upon themselves, and not have the government's consent to start them in their downward course! How much public work is done by men whose crime is traceable directly to liquor? In such cases the public gets the benefit of the man's labor, the revenue on the liquor he drinks goes to the government; and, if he is poor, what will become of his wife and little ones?

Prohibition in Kansas. But some of our states are cleansing their hands from blood, and are proving to the world that prohibition will prohibit. The report of the attorney general of Kansas shows that prohibition has wrought a revolution in that state during thirty years. Some of the results are given below:

EASLEY WAR VETERAN.

Death of Jas. A. Wyatt, Well Known in This County.

Easley, Feb. 23.—John N. Wyatt died suddenly Thursday night at the home of his daughter, Mrs. W. C. Mauldin.

About one week ago Mr. Wyatt was stricken with a grippe but appeared to be improving and his death today, coming suddenly, was a distinct shock to his friends and relatives of Easley and Pickens counties.

John N. Wyatt was 73 years of age. He was born and reared in this county and had lived in this immediate section for the greater part of his life, with the exception of several years when he made his home at Central. He moved from that place to Easley about eight years ago, and since that time has resided with his daughter, Mrs. W. A. Mauldin.

Mr. Wyatt was a veteran of the Civil War, having seen much active service as a member of the army of the Confederate States. He was a faithful and ardent member of the Baptist church until his death, and his absence will be sorely felt in the work of the church as well as in the hearts of the community at large.

Surviving him are three sons: Dr. C. N. Wyatt, E. F. Wyatt, W. R. Wyatt and one daughter, Mrs. W. A. Mauldin.

HONCA PATH HOTEL.

Hopes to Get the Long Needed Hotel Near.

It, nor has it that one of our public spirited citizens purposes to build a twenty-room hotel in the near future on a very desirable lot for such an improvement. We sincerely hope that the rumor is true. The town needs nothing quite so much as a hotel, and it is little less than a shame that a town of the size of this has allowed itself to be without such an institution for so long.

The only way by which the blunders of the past can be remedied will be by building an adequate hostelry at the very earliest date possible and then seeing that it is conducted in a first class manner. Even then it will take several years for the black eye to heal which the town has already gotten by such utter lack of proper accommodation for the traveling public.

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... We Pay Interest on Savings...

J. H. Anderson, Pres. J. F. Shamate, Cash.

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Million Dollars are taking on more new accounts every day than ever before.

THERE MUST BE A REASON

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Don't you see strong, healthy men taken down with sickness everyday?

Is not this a lesson to teach YOU to have your money UP in our bank so that you can ride through your sickness?

Should you DIE would you leave your family helpless? Bank your money; it is your DUTY.

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We pay 4 per cent interest quarterly.

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Our stock of Harness, Whips and Robes is the finest ever. We also have some Extra Good Mules and Horses on hand, come and see them.

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S. D. Brownlee, : Anderson, S. C.