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IN ADVANCE

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The Weather: Washington, May 12. - Forecast: South Carolina - Partly cloudy and cooler Thursday; Friday fair.

Says Mr. Wilson to Mr. Hearst, say he: "Bingo, my don't bother me."

Congressional leader say they are tired. Well, the country is too.

William R. Hearst and the Shriners have been in Atlanta this week.

Another thing, the Columbia Record must be carrying its yellow notes outside of its stocking.

Mr. Harry Lauder is, Mr. Bryan is so fond of peace that he is negotiating a treaty with Bogota.

When Anderson gets her White Way she should spruce up a bit generally for everybody will be looking.

Speaking of oats, Anderson county farmers are calculating this year to wrest the title from Col. Carter.

Poor old daddy doesn't get any special day, but he may split the kindling and build the fire on cold mornings.

Greenville men are reported to have fought because they could not agree which was the worst, Colorado or Mexico.

The esteemed Sumter Herald bears there are 14 candidates for governorship already and the returns are not all in at that.

Maybe if the South Americans fail to prise Huerta loose, Jack Johnson may be prevailed on to hit him with a handspike.

President Wilson should get an establishment - or we should get a baseball club. To insure rain when the team is at home.

There is no danger of Secretary Bryan leaving the cabinet now - the esteemed Augusta Chronicle has told him to stay in the job.

We may have due us many more grievances than we have, but never expect to go on a hunger strike, if the neighbors stay friendly.

Scientists have discovered that the gobber is really white while, outside of feeding it to a number of our esteemed Carolina politicians.

We wouldn't mind soldiering in Mexico, if they would first kill off all the tarantulas, snakes, ticks, vipers, and mescal plants - Mexican style.

We are somewhat amazed to read two installments of Savoyard's "great editors" and not find the name of Savoyard, like Abou Ben Adham, leading off the reel.

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When the ball mouse chief sets his typewriter battery in action in the next week or so, some popular South American landmarks will be shot in to the middle of next year.

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TYPHOID PREVENTION.

The world is getting wiser and better every day. First was the discovery of vaccination to prevent small-pox and since Jenner's discovery a serum as a preventive against disease has been found for almost everything except tuberculosis and cancer. We understand that even rheumatism responds to a certain inoculation. The trouble is that people when well never think of what may happen.

Hundreds, perhaps thousands of lives in the United States army have been spared because of the discovery of a serum to prevent typhoid. Many civilians are using it. This is the time of year to prepare against typhoid, for the summer rains will stir up the dormant germs.

A new anti-typhoid serum is announced by Staff Surgeon Fornes of the German army. He has been experimenting with a view to lessening the side effects of inoculation. His new serum is comparatively free from albumen and he believes it a decided improvement over existing serums.

The report from Washington, showing only two cases of typhoid fever among 80,000 officers and men, compared with 250 to 350 cases annually before compulsory inoculation was introduced, has attracted the attention of Surgeon-General von Schjerning, chief of the army sanitary corps and his subordinates. They are quite ready to be convinced that the serum may be an almost certain method of immunization against typhoid, but prefer to keep the treatment in reserve and use it only in case of a serious outbreak of typhoid in wartime.

WHERE HUERTA GETS HIS.

Finances do not seem to be a matter of care or worry, Carranza has his own mint, and Huerta has the heavy toll from licensed gambling dens.

Gambling houses have been having high jinks in Mexico City this winter. At one house a Yucatanese recently, lost 5,000 pesos in ten minutes, yawned and bought another stack of hundred peso chips. A certain government employe's losses on the same wheel are reported to have been 20,000 pesos in three nights. In the clearing the gambling house took both the man's house and his furniture.

The gambling institutions are under the protection of the government, which has granted to one concern the exclusive right to the gambling privileges in the federal district for the consideration of 50,000 pesos a month. This proprietor is privileged to sit as high as he can out of sub-contract acts under such arrangement scores of houses have been fitted up in a luxurious manner.

THE SPORT OF PLUTOCRATS.

Some idea of the amount of money involved in the defense of the American's Cup in the coming international yacht regatta off Sandy Hook in September may be gained from the assertion recently made by an authority who stated that twenty-two American yachtsmen will spend more than half a million dollars this summer in defending the trophy. In addition to the expense of preparing for the trial races it will cost \$10,000 or \$15,000 more to bring the defender through the cup races.

Alexander Smith Cochran of New York will be under the heaviest outlay since as sole owner it will require close to \$200,000 to pay for the building, fitting out and sailing the Yacht, now rapidly nearing completion at Newport.

FACTORS IN FARMING.

- 1. Low real estate prices.
2. Low products at places deficient in supply.
3. Magnitude of the farm business, measured either by land farmed or amount of labor required.
4. High quality in products.
5. Reputation of the producer; applies especially to the production of pure-bred stock.
6. Advantageous marketing.
7. Productiveness of animals kept.
8. Largest yield with relatively little labor and fertilizer.
9. Low cost of production. (Involves good farm organization.)
10. Stability of profit depends on the staple character of the products.

BEER VS. HEALTH.

Occasionally we hear some one declaiming largely that what this country needs is not a prohibition law, but one which will eliminate the manufacture and sale of ardent liquors and permit the general use in a respectable manner of beer and light wines. The healthfulness and sturdiness of the German people is cited as an example that beer is not harmful, but is mildly exhilarating and gives one a contented and comfortable feeling.

On the other hand, physicians state that the steady beer drinker is not a man of health, no matter what his appearance might be. It is alleged that he is susceptible to disease and a ready prey to such maladies as pneumonia while men of spare frame who are teetotallers can more easily throw off any disease. Whether that point has ever been settled we do not know, but there has recently come from an authoritative source a statement that Germany is beginning to recognize that beer drinking is a menace to health and to physical development. This may be observed from the following dispatch from Berlin:

"To the development of athletic sports in Germany is traced in large measure the great reduction in beer consumption.

"Thousands of young men in and out of the army who are training for the Olympic games to be held here in 1916, with the hopes of eclipsing American prestige in the classic contests, have found that the first demand of their physical instructors is less beer drinking and athletic enthusiasm is such that the instructions are followed. Many have given up beer drinking altogether."

MAY PRINT THEM LATER

Some time ago this paper announced that it would print the names of the persons who signed the petitions for the dispensary to be reopened in this county. We did this with the intention of apprising the people whose names might have been used improperly and also to let them know the status as to citizenship of those whose names were written on the petitions.

Supervisor King takes a very proper position about the matter. He does not wish to give out the names unless the issue should come to an election, and then he will permit the widest and fullest publicity. But unless there is a ruling from the attorney-general's office or from the courts to the effect that under the statute an election can be ordered here, all these things being equal he thinks it better not to make the lists public. We will not insist upon the proposition, although we believe that the lists are public records and we could get to copy them by due process of law, but we do not care to print them anyway if the petitioners are going to lose out as it appears they may.

However, we will state this general proposition - People are too ready to sign any old kind of petition shoved at them, just to avoid argument.

Increase of Divorce Scandal.

The suddenness of the remarriage of George Cornwallis-West to Mrs. Patrick Campbell, two hours after the divorce decree obtained by his former wife became absolute, is typical of the celebrity with which marriages thought to have been made in heaven are unmade upon earth. In these days of "feminism" rampant, or militant suffragism, of home neglect and maternal indifference of soulmates and trial marriages and other symptoms of unshaken and hectic social conditions.

The travails of civilization through all the centuries at times seems to have resulted in a more selfish assertion of individual license than ever; it is fortunate that most persons kept at work to earn their daily bread, have no leisure for such divagations, and no patience with those whose life is that of the "corrupt and luxurious idler" contemplating iron contraventions of the seventh commandment.

A. C. L. TRESTLE BURNS

Warcross, May 13. - For the first time in 24 years, when nearly two score passengers were killed in a passenger train wreck, the long trestle over Hurricane Coast today is giving the Atlantic Coast Line more trouble. Fire of unknown origin destroyed a large portion of the trestle on Sunday. Workmen are now rebuilding the structure. Traffic will be hindered for 40 hours.

The Intelligencer's Daily Short Story

OUR DOG VICTOR

By William Chandler

I owned a dog, and I called him Victor. He was of mixed hunting breed - some setter, some spaniel and some bound. The first moment I saw him and looked into his eye I knew he was very intelligent and could be taught almost anything. I bought him for \$5 and took him home with me.

Vic became very much attached to me and I to him. I taught him various tricks which he learned very easily. I tried to train him not to bark at any and every body who came near the place, but failed. His chief delight was to go walking with me. I am fond of walking, and on those days, not being engaged in any vocation, I used to stray away miles into the country. Vic was my only companion and the only one I wished for.

Vic understood me without my explaining things to him, and his opinions did not clash with mine - that is, with two exceptions. I didn't think it proper for him to bark at every cow he came to or to tackle cats. Vic had different views in these respects and paid no attention to mine whatever.

One morning Vic was missing at the breakfast table where I was used to feeding him choice morsels of food. That was the end of him for me for a year. I advertised for him, offered a reward for him, did everything I could to get him back, without avail. At last, I made up my mind that he had been stolen and removed to another locality. Then one morning he reappeared and was as delighted to get back to me as I was at his coming.

That same autumn - October - I made up my mind to take a walk of a couple of hundred miles. I laid out a course, making a circle covering the distance. I took Vic with me, of course, and never did dog enjoy an outing more. I believe that these walks were the secret of Vic's being more attached to me than to any one else, for no matter how much any one else petted him and stuffed him with sweetmeats he would wait for hours in the hope of getting a stroll with me.

I was passing through a wood on the outskirts of a pretty village when I met a young lady who the moment she saw Vic fixed her eyes upon him intently.

"Why, Vic, she cried, 'come here!' She was evidently a former acquaintance of the dog, for he bounded toward her and was as glad to see her as she was to see him. When her transports had somewhat subsided I ventured to remark to the young lady: 'You two have evidently met before.'

"Yes, my dog," she said, looking up at me, much pleased at retaining her lost property.

"Indeed," I replied, "I thought he was mine."

ADVERTISING TALK

By PHELPS SASSEEN

BUSINESS BUILDING

(Continued from yesterday) Concentration is a valuable asset in any business, but it is particularly a benefit to the advertising salesman. You know that a successful general of an army possesses wonderful concentration. One of the strongest points in Napoleon's success was his ability to locate the weak spot in the enemy's position and then quickly to concentrate his forces on that point.

Now, a salesman should do the same thing; through the power of observation you should determine the customer's weakness and then bring your attack to bear on that point, whether it be style, or way the article is made, or the brand of the article or its price, or the question of terms. You should watch for the customer's weakness, and that once determined, you should assail that point. That is where you can show your good work.

No two people are sold in the same way. If your idea of selling goods is that you can develop the same method with each customer, you will have to change your methods, or will be an utter failure as a salesman.

Getting down to the real thing, confidence must be built. In other words, confidence in faith. A salesman must have confidence in himself; he must have absolute confidence in

"No, I bought him nearly a year ago. He was probably stolen from me." "I bought him two years ago. He was probably stolen from me and sold to you."

"That mingled look of injury, reproach and other expressions of suffering under a gross injustice was engaging. It seemed to say, 'Now that I have at last found my dog surely you are not going to be so hard hearted as to separate him from me.' I had a mind to play upon her feelings as I would on a musical instrument with a view to drawing out more such expressions."

"I am perfectly willing," I said, "to resign the dog to you if he will go with you."

"Of course he will come with me. He loves me as I love him."

"Very well, I bid you good morning. I am much pleased to be instrumental in returning your dog."

I lifted my hat and walked on without looking back. I had not gone far before Vic came running past me. I stopped and, turning, saw the young lady standing looking at Vic as reproachful as she had looked at me. I called the dog and returned with him to her.

"Don't you think," I said, "that he has proved he is my property?"

"No, he has simply proved that he has been in a measure wanted from me to you."

"I think I can add to the proof he has himself offered."

Taking up a pebble, I laid it on Vic's nose and began to count. When I reached ten he tossed it in the air and caught it in his mouth. I had caught him the trick with a lump of sugar. The expression on the girl's face was delightful to see.

"I didn't know he would do that," she exclaimed.

"If he is your dog he will perform similarly for you. Suppose you give an exhibition of some tricks you have taught him."

"I never taught him any."

"I will be generous with you. I will turn over the dog to you on condition that I be permitted to visit him as often as I like."

"That's very kind of you," she replied innocently. She evidently did not see that my purpose was to visit her as well as the dog.

I went with her to her home, where I left Vic shut up in the barn. A week had not passed before I became so anxious to see him that I could reach away from him no longer. My visits became more and more frequent till at last I forgot to ask for the dog, so engaged was I with the lady. And now, a year after the meeting with her in the woods, I have won my dog and his mistress also.

Advertisement for Evans fifteen suits, featuring an illustration of a man in a suit and text describing the quality and value of the garments.

Advertisement for THE OUTLOOK FOR SATURDAY, featuring text about goods, trade, and the Osborne & Pearson company.

Advertisement for OTT'S HOT SHOTS IN THE WAR ON POVERTY, featuring text about smashing windows and destroying machinery, and a list of names.