THE ANDERSON INTELLIGENCER

Founded August 14, 1860

109 North Main Street
ANDERSON, S. C.

WILLIAM BANKS - - Editor
[illegible] SMOAK - Business Manager

Entered According to Act of Congress as Second Class Mail Matter at the Postoffice at Anderson, S. C.

Published Every Morning Except Monday
Semi-Weekly Edition on Tuesday and Friday Mornings

Semi-Weekly Edition—$1.00 per Year.
Daily Edition—$5.00 per annum; $2.50 for Six Months; $1.25 for Three Months.

IN ADVANCE

Member of the Associated Press and Receiving Complete Daily Telegraphic Service

A large circulation than any other newspaper in this Congressional District.

TELEPHONES:

Editorial - - - - - - - - 291
Business Office - - - - - - 231
Job Printing - - - - - - - 886—L
Local News - - - - - - - 297
Society News - - - - - - 821—

The Intelligencer is delivered by carriers in the city. If you fail to get your paper regularly please notify us. Opposite your name on label of your paper is printed date to which your paper is paid. All checks and drafts should be drawn to The Anderson Intelligencer.

Washington, May 18.—Forecast: South Carolina—Partly cloudy Tuesday and Wednesday.

Issues are but fish hooks. Suckers, mind the bait.

Have you been within speaking distance of a real spring chicken?

Commencement season here and cotton is not out of the ground.

Those who start trouble may look for a come back in the same manner.

Old Port Diaz no doubt thinks he is entitled to a rest and, faith, he is taking it.

Have you notified the committee how many old soldiers you would take into your home?

According to a Philadelphia newspaper, Brother Hobson knows a powerful sight of things that are not so.

Bromo is the name of a postoffice in Kentucky and we presume it is located somewhere near the mint bed.

Also speaking of knowledge, the house fly never appears to know anything for certain—but generally speculates.

And yet no signs of rain. If we had a league baseball game scheduled for tomorrow we might look for "fallen" weather.

Mary Garden says "art has been lost lost for the most part," but chances are Mary thinks it was lost by the other "fellow."

Half a million dollars in a lump is offered for one wild pigeon, but one can buy a pretty chicken for less than that.

Some pretty hard things have been said about the North American Indians, but none of them have been named Huerta.

We hope that the state democratic convention will do what is right for the whole state, but we believe conservatism is right.

The first vessel to shoot the chutes of the Panama canal appears to have as many return dates as Caruso or Harry Lauder.

Oh, the bumble bee is a beautiful bird
When you go afishin'
But if you should sit down on him,
He'll change your disposition.

In other words Brother Huerta appears still to be playing the game and the bet that brandy diplomacy will beat the grape juice article to a frazzle.

Speaking Mexically, we are more firmly convinced now than ever that the correct way to pronounce it is "Wil-ya."

The reason why a certain branch of the human race is referred to as chicken is because under the new style of dress they walk around with the wishbone and dram attick exposed.

St. Paul Shriners ourlined "Miss Primrose," a burlesque of the Florida Shriners, but St. Paul Shriners should be slow to take care of Miss Primrose since Brother Taft has been alone as well as he has with a big, sick white elephant intruded on his hands in 1912.

FISH TALES

In a clumsy attempt at badinage the local afternoon publication seeks to jamize in jest our calm resentment of what at first we considered mastodonic impertinence, but now we know it to have been merely an elephantine attempt at wit.

While we long since had observed the fishiness of certain statements, we did not really look for a confession. Our genial but combustible contemporary says it has gone a fishin'. And upon its return—more fish tales, no doubt.

We wish to apologize to our readers for ever having digressed for a moment to pay attention to the piscatorial emanations of a contemporary that is suffering from hydrocephalus, and we will say—never again. The public may believe all the fish tales some of the time, and some of the fish tales all the time, but some day they will find that the public itself is being baited for suckers. We admit to a feeling of disgust, rather than of dismay, for as friend Euripides said some 2,500 years ago

"For puny wit can work but puny sin."

GIVE US SERVICE

It is announced that the G. S. & A. will put on a Pullman from Spartanburg to Atlanta—but it will not come through Anderson. While this will be a decided improvement over anything we now have, and most of our recent improvements have come because of the G. S. & A. putting "ginger" into the railroad business, yet we have heard that the Blue Ridge contemplates putting on a Pullman from here to Seneca on the midnight train, to connect there with the trains from Washington to New Orleans. If the G. S. & A. can do no better than this we regret it. Anderson is tired of the frayed out call "Change cars for Anderson."

Of course the people of Anderson will travel over the road that does the most for the town and gives the best service, which in this particular case would be the Blue Ridge if it does put on the Pullman.

In this connection we wish to state that we have repeatedly called attention to the fact that the so-called passenger station of the G. S. & A. here is inadequate and in the summer months is almost unbearable. At the request of this paper the railroad commission of the state looked into the matter and condemned the "station" in no uncertain terms. We think it is about time that something was being done towards putting a passenger station here.

Anderson is going to be a city. Her own people will make it so. The railroads, which now in this time of Anderson's period of evolution will stick to this city and will give it a helping hand will be the ones, we predict, that will get the business of this section.

DAVID R. COKER

David R. Coker, the distinguished South Carolinian who has been named a member of the regional bank directorate, is a son of Maj. Jas. Lyde Coker, who has made the town of Hartsville one of the most beautiful places in the south. David R. Coker is well known in Anderson, being a warm personal friend of Robert E. Ligon and other prominent men of the city.

Two years ago Mr. Coker came to Anderson and advised the farmers how to plant and care for staple cotton. We do not know whether or not they followed his advice, but we are inclined to believe that some of them did not, and later could not understand why they did not get the best results. Mr. Coker buys every year in his own community something like 10,000 bales of staple cotton and in addition to this is making his section rich by propagating oats from a seed that is almost perfect. He developed it to this state of perfection himself. What McIver Williamson did for corn culture in this state, David R. Coker has done for cotton, for oats and for other crops of the soil. He is a man of splendid education and in every way a sterling citizen.

LOTS OF TALK

Debate on the canal tolls proposition is scheduled to end in the United States senate this week. Although all of the senators probably know how they will vote, the question will be discussed all this week and a vote may be taken next Monday.

The administration, confident as its leaders may be that the repeal will carry, has not ceased its efforts. A letter of the democratic national committee was issued from headquarters declaring that in response to an inquiry by Senator Gore, 702 delegates to the Baltimore convention out of the 707 heard from have registered opposition to the free tolls plank of the democratic platform.

The statement says the 127 delegates stand for free toll provision and that letters from 28 others are non-committal.

THE "WAR" COSTS

New York exporters of merchandise to Mexico, estimate that this country's imbroglio with the Huerta government is causing a loss of trade to Mexican gulf ports of close to $200,000 a day. The import business is also practically at a standstill. The loss of freights to the steamship companies is mounting up and the situation has reached an acute stage. Water route trade is demoralized, and some of the exporters are freely criticising the Washington policy as responsible for their troubles. "Nobody," said one exporter, "dares to ship anything to the gulf ports. The warehouses at those ports are not safe receptacles for merchandise under existing conditions, while railroad communication with the interior cities is uncertain, or at all intents and purposes closed."

That Orangeburg contemporary which contends that there are fourteen candidates in the field for governorship of South Carolina neglects to state whether it is counting Brother Manning as seven and Brother McLaurin as three.

THE DAY IN CONGRESS

Washington, May 18,—Day in congress.

Senate: Met at 11 o'clock.

Debate resumed on tolls exemption.

Considered agricultural appropriation bill.

In committee of the whole agreed to appropriation for grading and standardization of cotton.

Confirmed nomination of Charles Warren, of Boston to be assistant attorney general, succeeding Jesse C. Atkins.

Received from reserve bank organization committee arguments and briefs considered in the selection of federal reserve districts and cities.

Adjourned at 5:50 p. m. to noon tomorrow.

House: Met at noon.

Bills considered under requirement of unanimous consent.

Judiciary sub committee continued hearing of impeachment of Justice Wright, of District of Columbia supreme court.

Agreed to joint resolution appointing George Frederick Kunz as a member of the North American Indian Memorial Commission.

Passed bills to authorize a bridge across Missouri river near Kansas City; to permit sales by supply department of the army to certain military schools and colleges; and to open public roads on Winnebago, Omaha and Santee Sioux Indian reservations in Nebraska.

Adjourned at 5:52 p. m. until noon Tuesday.

PROPER CULTIVATION

Young Corn and Cotton Should Be Harrowed Thoroughly.

Washington, D. C., May 18.—The beneficial effects of a well prepared seed bed and the use of good seed may be wholly or partially offset by improper or insufficient cultivation, is the advice of the crop specialist of the department of agriculture.

Proper cultivation is an important factor in crop production. Cultivation should begin immediately after planting by running once or twice across the rows with a weeder or section harrow. After the plants come up at least two additional cultivations should be given with either the weeder or the harrow in the case of either corn or cotton before the regular cultivators are used. Run diagonally across the rows with either of these implements, using the section harrow with the teeth slanted backwards with an angle of 45 degrees and repeat a week later at right angles with the first cultivation.

The use of the weeder or section harrow is strongly advised for early cultivation of corn, cotton and many other crops. It is best to use the weeder on very loose or sandy soils. This early cultivation with the weeder or harrow destroys all young grass or weeds and leaves the soil in fine condition and the cotton ready for chopping or thinning. The use of the section harrow for the early cultivation of corn and cotton in the South is comparatively recent but it is rapidly becoming general. One of the great advantages in its use in addition to the excellent work done, is the extra amount of land that can be cultivated in a given time.

THE GEORGIA WAY

Candidates in the Primary in That State May be Prosecuted.

Atlanta, May 18.—Because they have failed to file sworn statements of their campaign expenses, thirteen candidates in the recent Fulton County primary are liable for indictment and prosecution in the criminal court.

They have been given a few days grace on the assumption that nothing but negligence is responsible for the silence, but unless they make their returns at once the process of the law will be put in motion.

OTT'S HOT SHOTS

Maintain the community life of America. Let the big cities rear their own workers and pay for their education.

SENATOR SMITH FOR STANDARDS

URGES THAT FARMERS BE PROTECTED

THEY NOW LOSE

South Carolinian Explains Importance of Proper Valuation of Cotton Crop

Washington, May 18.—Speaking on the agricultural bill in the Senate, Senator E. D. Smith of South Carolina recently made a forceful plea for the consideration of the farmers' need for education in the valuation of his crop. Senator Smith contended that it was illogical to appropriate money to teach farmers how to increase their output and not to give money to enable them to get the real worth of their crops in the market.

"I wish to call the attention of the senate," Seantor Smith said, "the fact that in this bill we are spending several million dollars for the purpose of demonstrating to the farmer the best method by which he can increase his output. It seems to me it comes with ill grace for any member on this floor to vote for an appropriation to teach the farmer how to make a larger crop and then make no effort to give him any knowledge of the value of what he does.

"I am the author of this amendment. I proposed it for the reason that we have before us a demonstration of these yarns made under an appropriation secured by me to the last agricultural appropriation bill, showing that the trade on account of the grades which it had arbitrarily fixed, is making a difference of anywhere from $15 to $20 per bale, whereas by this test of the relative value of the different grades the department of agriculture has demonstrated that no such actual difference exists.

"You and I are dependent for the textiles of this country upon the Southern cotton growers. The only way you can make him prosperous is to make his work profitable. I do not see how any member on this floor can vote millions of dollars for the purpose of increasing the output, and then make no appropriation whatever to teach to those who produce the raw material what it is worth.

Reduced the Price.

"The manufacturer would get a certain kind of cotton and on account of its appearance they would declare it was gin-cut cotton, that it was not in good form, and therefore that the farmer should lose from 1 to 2 cents a pound or from $10 a $15 a bale. The department has proven that the speed of the gin has nothing to do with the quality of the output. The department standardized the grades of cotton, from good ordinary to middling fair—half grades. The department took half grades. THhe department took samples from the exchanges of the country and out of the whole made an average that represented the uniform grades of upland cotton produced in the South. I then sent some of each grade of this cotton to the mills at Danville, Va., and some of it to the textile department at Clemson college and elsewhere, I believe. It was spun at those places with the same speed, with the same humidity, and with the same mechanical conditions surrounding it. As a result it was found that good ordinary bleached and good ordinary nonbleached, as represented on this card, were practically the same as the other grades, so far as tensile strength and bleaching qualities were concerned.

"As a practical cotton grower, I want to call the senate's attention to the fact that here is the middle grade all below that grade brings a lower price. The trade made a difference of $15 per bale between middling and good ordinary. Under the impartial test of the department, made at Clemson college, as shown on this card, that there is practically no difference form the yarns made from the grades from middling to good ordinary. But the trade makes a difference of $15 a bale between middling and good ordinary, and $90 a bale between middling fair and good ordinary.

"The department has impartially spun this yarn under conditions that should characterize every well organized mill, using upland cotton, under the same mechanical conditions with the same humidity and the same speed of spindle, and has reached this result.

"When in a well regulated mill, running with the same speed, while an artificial condition, within the breaker-room and the picker room and the slasher room you can without any additional cost, produce the same condition in New England that you do in the South, and the same condition in the South that you do in New England, surely the Senator from Utah (Mr. Smoot) is not going to come here and say that because our mills have had a condition of speed and of climate that might not make the product as good in one as in the other he is going to penalize the grower and penalize the producer of raw material because some man wants to use an old worn out system and thereby enrich himself at the expense of those who produce cotton."

IRONY OF FATE

Atlanta, May 18.—"Finder will please return and save a miserable mind," is the pathetic form in which C. V. C. Culver of this city calls on the public to inform them that he has lost a wallet containing $2,500 in cash. The wallet dropped out of his pocket strange to say, while he was pursuing a thief who had robbed him of a smaller sum.

PELLAGRA CASES SHOW INCREASE

Columbia, May 18.—An increase in the number of reported cases of pellagra and a slight decrease in the number of cases of measles marks the April morbidity report of the State board of health. The other contagious disease show a decrease in number over the March report. There were reported 46 cases of pellagra and 786 cases of measules.

Smallpox, which numbered 49 cases, was distributed as follows: Abbeville 3, Anderson 4, Beaufort 1, Chester 2, Darlington 2, Fairfield 1, Greenville 5, Horry 3, Kershaw 1, Lancaster 1, Laurens 7, Malboro 2, Newberry 3, Orangeburg 2, Spartanburg 1, Union 1 and York 10.

There was a marked decrease in typhoid fever, only 19 cases being reported during the month from ten counties. Scarlet fever dropped to eight cases. Other diseases by number of cases for the entire State were as follows: Diphtheria 38, chickenpox 56, malaria 73, mumps 125, pneumonia 41, tuberculosis 30 and whooping cough 46.

CARD FROM MR. SHAW

As to the Reorganization of the Rock Mills Club.

Mr. J. L. O. Shaw of Rock Mills, was in the city yesterday and handed The Intelligencer the following statement with reference to the reorganization of the Rock Mills democratic club.

"My attention has been called to the little article which appeared in The Intelligencer of May 1, stating that the Democratic club of Rock Mills Township met and reorganized and elected J. L. O. Shaw, President, J. A. Campbell, Executive Committeeman; J. S. Shaw, Claude Shaw, Floyd Shaw, Traywick Harbin, E. W. Todd as delegates to the county convention.

Now Mr. Editor by the request of many of my friends I ask you to publish through your paper the facts in the case.

On the 25th day of April Messrs. [illegible] Skelton, McCarley and myself met at Williford's store, the voting precinct in the evening and waited, I shall say, one hour and a half, to see if any more would come, and we had no reorganization and Mr. Burns was president, and had been for sometime. I asked him if we could not elect delegates to the County convention. He said he had been appointing them himself, but that he would rather not do it now, but we could nominate members of the club as delegates, I then nominated S. A. Burns, J. A. Coaker, Charlie Skelton and asked him how many the club was entitled to. He answered six. He (Burns) said as there are five of us present, just to let those present be delegates and and nominate one more, which we did and J. P. Wright was the man named. Then after this was done, Mr. Burns said, the appointing of these men may not meet the approval of the club, so he thought it would be better to have a call meeting and let the club know what we had done and the call meeting was set for Wednesday night, April 29th at the same place and the hour was fixed at 7:30 P. M. And on the night appointed a few of us met and waited for Mr. Burns to come as he said he would, but he did not show up and it was understood at the meeting on Saturday before that if the night was so that the meeting could not be held, then the men chosen on Saturday night would be considered the delegates and on the night set for us to meet a few of us met and as the president was not there, we remembered that the agreement was if there was not a good turn out, the men chosen on Saturday would be the delegates. So Mr. J. A. Coaker was asked to give Mr. Burns the names, which he did and S. A. Burns said it was alright and said, "I am sorry I did not meet last night."—will Mr. Burns deny it?

Now, I want to ask Mr. Burns why he 'phoned The Intelligencer what he did, when he knew there had never been any reorganization of the club. And why did he single out my family to point the finger of scorn and derision at. If he had any sting for me, why did he bring those connected to me to get some of the sting? Now let us see when Mr. Burns has placed himself before the people.

He (Mr. Burns) telephoned The Intelligencer the club elected J. L. O. Shaw, president, J. A. Campbell, committeeman; J. S. Shaw, Claude Shaw, Floyd Shaw, Traywick Harbin, C. W. Todd, delegates. Now he, Mr. Burns goes over to another paper and says the Rock Mills Club has had two meetings and has failed to reorganize, and Mr. J. L. O. Shaw wants to capture the club, I will assist him in appointing the delegates. Now, Mr. Burns how are you going to harmonize your contradicting reports? You said in The Intelligencer the club organized and then in another paper you said it didn't. It looks queer to me.

THE FRANK CASE

Judge Direls the Grand Jury to Probe [illegible]

Atlanta, May 19.—Judge Ben Hill of the superior court delivered a special charge to the new grand jury this morning, urging them to undertake a complete probe of the Frank case, and to sift to the bottom all of the charges and counter-charges of perjury, bribery both for the defense and the state respectively.

If half of what either side declares along conflicting lines is true, it was pointed out to the grand jury, there are a number of people who ought to be in the penitentiary.

Some mean person has looked up the parish record and discovered that the bride of a fortnight ago was baptized Elea and not Eleanor.

The "pairs" are now ripe on our fruit tree.

They are not high—you don't need the ladder.

A good pair of tans at $3.50.
Black calf $4.
Black kangaroo $5.
Patent kid $6.

This is the easy place to make it easy for your feet.

Order by parcels post. We prepay all charges.

Bohanan F.Co
"The Store with a Conscience"

ADVERTISING TALK

By PHELPS SASSEEN

BUSINESS BUILDING

(Continued from Sunday)

The next subject is interest. We must be able not only to arouse interest, but to sustain it. You know when interest stops, there is nothing doing. You no doubt realize that knowledge is power, not only in salesmanships but in many other walks of life. Right at this point that is in creating and maintaining interest in the proposition which you possess, your knowledge of your particular line will be useful. If you know your subject thoroughly and can tell about your product in detail how the product is made and the different uses which it can be put to, in fact, are able to tell him in an interesting manner, something about the article which you propose to sell, you will be able to hold the interest of your prospect.

Desire follows interest logically. It is simply interest and more of it. You first kindle the fire of interest and then fan it into DESIRE. And if you continue fanning the DESIRE properly, it will result in his determining to buy your product.

Let us review these subjects in the making of a sale briefly:

First—Your approach.

Second—You gain [illegible] favorable attention.

Third—You arouse his interest.

Fourth—You create the desire in the prospect's mind for the article which you are selling.

Fifth—You crystalize the desire into a determination to buy now.

These five steps are taken in every sale whether you are selling a paper of pins, white elephants, pink paint, calico by the yard, or a street car franchise.

Confidence must prepare the way, but it must not stop there. We must be able to make it grow, to maintain confidence all the way through and [illegible] transaction if you would desire business.

There is no [illegible] satisfactory as the wagging tongue of a live satisfied customer.

I will give you a concrete idea of the sale. Of course, we cannot divide the human mind, but we can consider it under these activities. First, the intellectual, thinking, knowing power of the mentality, which is really the mind back of the five senses, seeing, smelling, feeling, hearing and tasting. Next the emotionities, or feeling mind, or the subconscious mind. Now the will power will be the umpire; remember the senses are the only roads which lead to a sale. Suppose we are going to offer the prospect an article for a dollar. Now [illegible] feeling of desire in the subconscious mind of the prospect for this $1.00 [illegible] by the large circle, because we should have a high opinion of the $1.00 because it was his own. Now the salesman tries to sell him this article for $1.00, so we will let this small circle represent the prospect's dormant desire for this article. There is now perhaps very little desire if any. When the salesman approaches him the prospect's judgment and reason are watching the will, saying "Look out for the $1.00."

Now we see that so long as the big circle (the desire for the $1.00) predominates the prospect will hang on to the $1.00. Now the only way the salesman can sell the prospect that article is by putting such thoughts now through the thinking mind as will cause the small circle (the desire for the article mentioned) to grow. As the small one grows, the large one shrinks and as soon as the circle of desire for the article gets outside of the circle of desire for the $1.00 the large will release the $1.00 and the sale is made.

I want you in conclusion, to picture three circles in your mind. The first will be business building; define that as the power to make permanent and profitable patrons. Just inside that circle, draw another circle, which will represent salesmanship; define that as the power to persuade people to purchase your product at a profit.

Just inside that circle draw another circle and label it "service", and define it as being the power to satisfy the customer and to be of profit both to the buyer and the consumer.

You must see now that the final analysis of business building is the science of service and that he profits most as serves best.

(The End.)

SASSEEN, The Ad. Man.

SPARRED HIS FEELINGS

Soon after Oliver P. Newman was appointed by the president last summer as one of the commissioners of the District of Columbia, he and his fellow commissioner Mr. Siddons, went to Gettysburg reunion. As the two men came into sight of the nothing cannon began to fire. The noise was ear-splitting. Every time a gun popped Newman jumped. He was unsteady. Finally the fuss was too much for him. He stared at the artillery, frowned at the officer, and he scowled at the privates. Then he turned to Siddons and asked angrily, "What in thunder is all that god damned noise about?"

Later, somebody explained to him that, as commissioner of the District of Columbia held the rank of the governor of a state, he was being given the governor's salute of 17 guns.

"Then," he said with great relief, "I was being honored, instead of insulted."—New Orleans States.