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Founded August 14, 1800 DERSON, S. C. BANKS Business Tinger 08 100 Intered According to the Postofilce at Ander m. 8. 4. ing Aixoont

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The In berevileb. 21 2001 by carriers in the city. If you fail to set your pupper regularity please notify us. Opposito your mame on inbal (1 your paper is printed date to which your maper is printed date to which your maper is paid. All chests and drafts should be drawn to The Anderimprovements have come because of

Washington, May 18 -- Forecast; buth Carolina -- Partly cloudy Tues-ay and Weinesday.

Janues are but fish hooks. Suckers, Washington to New Orleans. If the mind the links

Have you been within speaking dis-Lince of a real spring chicken?

Commetaniant cotton is not out of the ground. Those who start trouble may look for a come back in the same manner

Old Port Dias no doubt thinks he

in entitled to a rest and, faith, he is toking it.

Have you notified the committee how many old soldiers you would take into your homer. According to a Philadelphia, news Brogner Transon Shows a pow-

ernal sight of things that are not so. Bromp is the name of a postoffice

it Kentucky and we presume it is located nomewhere near the mint bed.

Also speaking of knowledge, the house fly never appears to know any-thing for certain-but generally 'specs

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

Mary Garden says "art has been lost Coker, who has made the town of lost for the most part," but chances are Mary shinks it was lost by the other "fellow."

Hall a million dollars in a lump Ligon and other prominent men of in offered for one wild pigeon, but one the city. can buy a pretty chicken for Laur than that

a clumsy attempt at badinage the New York exporters of merchandise gal afternoon publication seeks to to Mexico, estimate that this country's amias in jest our calm resentment of imbrogilo with the Huerta government what at first we considered mastdon- is causing a loss of, trade to Mexiie impertinence, but now we know it can gulf ports of close to \$200,000 : to have been merely an elephantine day. The import business is also attempt at wit. practically at a standstill. The loss While we long since had observed of freights to the steamship com-

the fishingss of certain statements, panies is mounting up and the situr at we did not really look for a confes- ution has reached an acute stage. sion. Our genial but combustible con- Water route trade is demoralized, and temporary says it has gone a fishin'. some of the exporters are freely criti-And upon its return-more fish tales, claing the Washington policy as re- THEY sponsible for their troubles, "No-We wish to apologize to our readers body," said one exporter, "dares to for ever having digressed for a mo- ship anything to the gulf ports. The ment to pay attention to the piscato- warehouses at those ports are not safe emanations of a contemporary receptacles for merchandise under exthat is suffering from hydrocephalus, isting conditions, while railroad comand we will say-never again. The munication with the interior cities is public may believe all the fish tales uncertain, or at all intents and pursome of the time, and some of the fish

poses closed." tales all the time, but some day they will find that the public itself is be-That Orangeburg contemporary

THE "WAE" COSTS

ing halted for suckers. We admit to which contends that there are foura feeling of disgust, rather than of disteen candidates in the field for govermay, for as friend Euripides said some norship of South Carolina neglects to state whether it is counting Brother "For puny wit can work but puny Manning as seven and Brother Mc-Laurin as three.

## \* \* \* \* \* \* \* \* THE DAY IN CONGRESS 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 Washington, May 18,-Day in conwe now have, and most of our recent

Senate: Met at 11 o'clock. Debate resumed on tolls exemption. Considered agricultural appropriathe G. S. & A. putting "ginger" into

the railroad business, yet we have ion bill. heard that the Blue Ridge contem-In committee of the whole agreed to appropriation for grading and stand-ardization of cotton. Confirmed nomination of Charles plates putting on a Pullman from here to Seneca on the midnight train, to connect there with the trains from

Warren, of Boston to be assistant at-torney general, succeeding Jesse C. Atkins. G. S. & A. can do no better than this Received from reserve bank organiwe regret it. Anderson is tired of zation committee arguments and briefs considered in the selection of federal the frayed out call "Change cars for reserve districts and cities. Adjourned at 5:50 p. m. to noon

Of course the people of Anderson inavel over the road that does House: Met, at noon. the night for the town and gives the

Bills considered under requirement best service, which in this particular unanimons consent. Judiciary sub committee continued hearing of impeachment of Justice Wright, of District of Columbia suwould be the Blue Ridge if it In this connection we wish to state

reme court. Agreed to joint resolution appointthat we have repeatedly called atten-tion to the fact that the so-called pasing George Frederick Kunz as a mem-ber of the North American Indian Mesenger station of the G. S. & A. here is inadequate and in the summer months morial Commission is almost unbearable. At the request Passed bills to authorize a bridge across Missouri river near Kansas City: to permit sales by supply departof this paper the railroad commissio of the state looked into the matter and

schools and colleges; and to open pub-lic, roads on Winnebago, Omaha and Sautes Sloux Indian, reservations in condemned the "station" in no uncerain terms. We think it is about time that something was being done to-Nehraska. wards putting a passenger station ed at 5:52 p. m. until noon Adjour Fuesday,



tance of Proper Valuation of Cotton Crop

Washington. May 15-Speaking on the agricultural bill in the Senate, Senator E. D. Smith of South Caro-

fact that in this bill we are spending several million dollars for the purpose several million dollars for the purpose of demonstrating to the farmer the best method by which he can berease his output. It seems to me it comes with ill grace for any mem<sup>n</sup>er on this floor to vote for an appropriation to teach the farmer how to make a larger crop and then make an effort to sive him any knowledge of the value of what he dress.

what he dres: "I am the author of this amend-ment. I proposed it for the reason that we have before us a demonstra-tion of these yarms made under un approprition secured by me to the last agricultural appropriation bill, show-ing that the trade on account of the grades which it had arbitrarily fixed is making a difference of anywher-from \$15 to \$20 per bale, whereas by this test of his relative value of the different grades the department of ag riculture has demonstrated that no such actual difference exists.

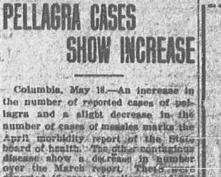
"You and I are dependent for the textfless of this country upon the Southern cotton growers. The only to make his work profitable. I do not see now any member on this floor can vote millions of dollars for the purpose of increasing the output, and then make no appropriation whitever, to teach to those who produce the raw material what it is worth. Reduced the Frides. "The transformer would get a cer-tain kind of colton and on account of its superstance they would dethere it

its supearance they would declare it was gin-our estion, that it was not in good form, and therefore that the far-mer should loss from 1 to 2, cents mer should lose from 1 to 2 cents a pound or from 10 g. 15 a hale. The department has proven that the speed of the gin has nothing to do with the

TRONY OF FATE

Atlanta, May 10.

ind," is the path V. C. Culver



number of cases of measles marin the April morbidity report of the Stear board of husith. The diagram and the disease show a decrease in number over the March report. These some reported 46 cases of peliagram and The cases of measules. Smallpox, which numbered 49 cases, was distributed as follows. Abbeville 3, Anderson 4, Deautort 7, Chester 2, Darlington 3, Fairfield 1, Greenville 5, Horry 3, Kershaw 1, Lancaster 1, Laurans 2, Malboro 2, Newberry 3, Orangeburg 2, Sparan-burg 1, Union 1 and York 19, There was a marked decrease in Washington, May 15-Speaking on the agricultural bill in the Senate, Senator E. D. Smith of South Caro-lina recently made a forceful plea for the consideration of the farmers need for education in the valuation of his erer. Senator, Smith contended that it was illogical to appropriate money to teach farmers bow to ha-crease their output and nor to give money to ceable them to get the real worth of their erops in the market "I wish to call the attention of the senate," Seantor Smith sold, "the the fact that in this bill we are spending

as to the Reorganization of the Back

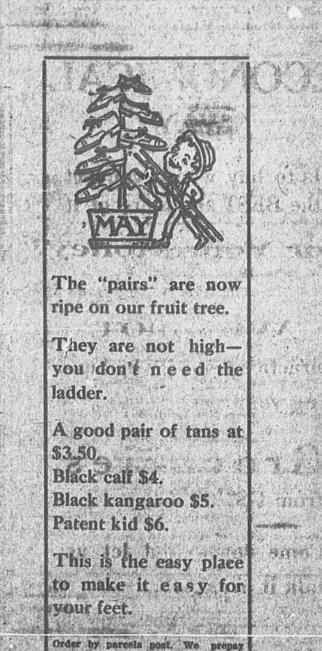
Mr. J. L. O. Shaw of Rock Mills, was in the city yesterday and handed The Intelligencer the following state-ment with reference to the reorgan-ization of the Rock Mills democratic clab.

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

Now Mr. Editor by the request of many of my friends I ask you to pub-lish through your paper the facts in the case. On the 25th day of April Messrs

Skelton, McCarley and myself met at textilies of this country upon the Southern cotton growers. The only way yoa can make him prosperous it to make his work profitable. I do not see now any make him for the form can vote millions of dollars for the purpose of increasing the output, and then make he sprespriation whatever to teach to those who produce the raw material what it is worth. Beduced the Pittes. The manufacturer would get a cer-tain kind of cotton and on account of the club as delogates. I do in the club as delogates, I then nomi-tato would come and contains members to the club as delogates. I then nomi-nated S. A Burns, J. A. Conter, Charof the club as delogates, I then nom nated S. A. Burns, J. A. Coaker, Chai lie Skelton and asked him how man the club was writtled to. He answere six. He (Burns) and as there at five of us present just to lat the present he delegates and and nom nate one more, which we did and J. Wright was the man named. Then a low find was the man named. and control is a parameter of the set of t





Tuesday Morning; May 191 1914 out watern I

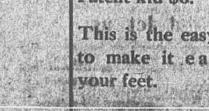


Conce 1

"The Store with a Count

BUSINESS BUILDING (Continued from Sunday) The next subject is interest, roust he able not only to errore it est, but to sustain if. The when interest stops, there is no forms. You no doubt realize browneds in more doubt realize toing. You no doubt realize the trowledge is power, not only in gates-manships but in many other walks of life. Right at this point, that is overlaps and maintaining interest

nis \$1.00 he sector in the internation of the \$1.00 he could nave a night optimize the sector internation of the \$1.00 he could nave it was his own. Now the salesman tries to sell him this article for \$1.00, so we will let this amail circle represent the will let this small clacle represent the prospect's domant desire for this ar-ticle. There is now perhaps very lit-tle desire if any. When the salesman approaches him the prospect's indi-ment and reason are watching the will, saying "Look out for the \$1.00" Now we see that se long as the bis circle (the desire for the \$1.00) pre-dominates the prospect will hang on to the \$1.00. Now the only way the salesman can sell the prospect that particle is by putting, such theorem. of file. Hight at this point that in will, saying "Look out for the \$1.00"." In creating and maintaining interest in the aroosid are watching the sine of the sin desire for the article mentioned) to grow. As the small one grows, the large one shrinks and as soon as the civits of desire for the article sets outside of the circle of desire for the



all charges.

in other words Brother Huerta apthe bet that brandy diplomacy will heat the grope juice article to a fruz-

Chambles Mexically, we are more thrmly convinced time than ever that they will vote, the question will be the correct way to pronounce it is Will-ya."

The reason why a cortain branch of leaders may be that the repeat will the human race in referred to as carry, has not ceased its efforts. A chicken is because under the new ters of the democratic national con-the wishhone and iram atick exposed, mittee declaring that in response, to o

as inquiry by Senator Gore, 702 dele- o Princose," a mean horrer of the Fig. of the 507 buard from have registered of

when it is able to take care of Miss the democratic platform. Princross since Prother Tatt has an The statement may the 127 dele-ter statement may the 127 delebig dick while elighant unusden on and that littlers from 25 others are o non-committal.

Two years ago Mr. Coker came to many children for the second of the second of

The senators probably know how they will rote, the question will be taken not. Mosday. The saministration confident as fit in the transmistion to consol its efforts at the rote may be that the ropent will outry, has not consol its efforts at ministration confident as fit in a concretie patients cont

OTT'S HOT SHOTS

Maintain the community life of America. Let the big citics rear their own workers and pay for a the big citics rear their o o own workers and pay for o has lost a walled cash. The walled bothet strange to parming a thief wh o a similar sub. o their education.

The flar finance telephoned The In-teriligencer the club elected J. L. C. Shaw, president, J. A. Campbell, com-mitizeman J. S. Shew, Claude Shaw, Fitoyi Shaw, Traywick Harbin, C. W. Todd, delegates, Now In, Mr. Barrie goes over to another paper and say the Fock Mills Civic hes and say meetings and has failed to reorganto capture the club, I will assist an in appointing the delogates. Now, M Eurus how are you going to harmonic soom and the rintfut any ad-the same con-

the game con-that you co-same condition for in New En-tor from Utab g to come here your contradicting reports . You and in The Intelligencer the club sugarities and then in unother paper you cald didn't. It looks ereer to use

THE PRANE STAR milla have and of eits Judge Divisio the frand Fury to Pro-

Atlanta May 15 - Shage hen till of the superior court delivered a special charge to the new grand forg this morning, arging them to undertake a couplete pruhe of the Strank mass, and to hit to the bottom all of the crut-ges, and openies calrages or perjury, bribery both for the delimes and the state respectively. If half of what sliker side decempes not to the grand fury, there are a since out to the probability there are a since penitery and two eaches to be in the penitered are the same in the penitered are shown in the penitered are

Tinder will

smalling, fasting at Plott the so is talmin or offe the unpire, roundber the senses ar the unpire, roundber the senses ar the unpire, roundber the senses ar the prive round, which itsel to a sel Suppose we are noing to offer in prospect as article for a dense. We let the facility of desire in the se Sonce micha gerson has looked up 5 this paran record and discovered that the bride of a formight and were has then bride of a formight and were has then bride of a formight and were has out of his

are able to tell min in an interaction menner, something about the criticle which you propose to sell, you will be able to hold the interest of your prospact. oct. Desire follows interest logically.

Desire follows interest logically. It is simply interest and more of it. You irst kindle the five of interest and then fan it into simplific property by it will result in his destruction ontinue familing the (UESIRE) property by it will result in his destruction with result in his destruction in the making of a sale briefly: First-Your product. Motion of a sale briefly: First-Your and sale briefly. Motion of a sale briefly: First-Your and sale briefly. Third-You crosses in destruction with your product in the interest. Touch-You crosses in destruction to be a determination to buy now. These five stops are taken in every sale whitnes you are taken in every sale whitnes. \$1.00 the large will release the \$1.00 and the said is made. I want you in conclusion, to picture

Transfilier. Confidence must prepare the way, but it must not stop there, if We must be able to make it grow, to unitate confidence all the way through and scholation of you would desire hms.

tellactual, through h

of the meanality. foiled each of the

I wait you its conclusion, to nictors three circles in your mind. The first will be husiness building; define that as the power to make permanent and profitable patrons. Just inside that circle, draw another circle, which will represent allesmenship; define that as the power to persuado scopic ta mir-dines your product as a profit. And inside fint circle draw another inrole and take it. "subject" and de-dres it we noting the profits and the first matter and to be of around both to the bayer and the constance. The first and the profits analysis of business building is the science of service and that he profits most an serves best. (The End.) (The End.) BABBREN, The Ad. Man.

STALTARD HIS FEELINGS Som after Oliver P. Newman was appointed by the president test sum more as one of the communicationers of the District of Columbia, he and his fallow, commissioner Mr. Sidions, rems is inclusively shire remines, and incluse or near size light of the motion was ear splitting. Every time a sum nonreal terms bare to fire the motion was ear splitting. Every time a sum nonreal terms bare to fire the motion was ear splitting. Every time a sum nonreal terms bare to fire the motion of the terms blue to the set sum on y Finally the fass of the initial motion for time. Its start at the initial and for the terms of the set of the There is no according to take one ory as the weating tougon of a live things, sustance. I will give you a concrete idea, of a state. Of course, we want to state.

the for time the started at the arc of for time the started at the arc or toward as the officer and or the at the privates. Then need to Stodents and asker angri part in themdar is all that god him

Columbia held the rule

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