

MISSION OF SOUTH TO CLOTHE WORLD (Continued from Page Three.)

out of the money monopoly that has existed under the national banking act since 1863 except the privilege of paying high interest rates? What has he got except high freight rates from the railroads built out of the profits of selling the public lands, really costing the original builders nothing? The products of the farm must pay dividends on the watered stock and over-capitalization. Certainly legislation conferring special privileges is the foundation of every great swollen fortune in this country. The farmer has contributed every time he bought a plow, hoe or trace chain. These great trusts fix the price of every single thing that is bought on the farm.

Is the farmer to have no voice in pricing what he sells? Our monopoly, however, does not depend on special legislation. God gave it to us. He safeguarded its possession by climate and by soil. Let the legislature of every cotton state follow the lead of South Carolina and say to the balance of the world that from now henceforth and forever we, too, intend to have a monopoly price for monopoly product. Place ourselves in a position to make this no idle threat, and the victory is won.

What chance have unorganized millions, scattered over thirteen states, in a contest with expert financial capital? What the people cannot do for themselves individually is within the province and the duty of the government to do for them. The government helps the citizen to help himself. This is not socialism; it is patriotism. Care not whether you call it paternalism or not; better paternalism than agricultural impoverishment. Better that cotton should wear the crown of a king than the shackles of a slave.

Shall we have the courage to strike one brave blow for a righteous system of political economy, or shall the South continue to cringe and cower to an ever-invading money tyrant? Our lands are an unwieldy, impossible sort of security; but the product of our land, cotton, is always convertible into gold at a moment's notice. The remedy is to transform cotton into a negotiable security. The state warehouse certificates are an ideal form of credit, and when they come into general use they will impart an artificial value to every acre of cotton land and make the South rich in the next twenty-five years beyond our wildest dream.

CONTRACTION OF CREDITS, NOT OVERPRODUCTION.

We ask no favor of the government except a free field and a fair fight. We expect nothing except what we earn by honest toil; but we do deny the right of any class to use the credits which we create to destroy our market and to deliver us over to antagonistic interests. They talk to us about the law of supply and demand. Cotton sold in my town on the streets in October at five cents. It is now bringing twice as much; and this difference of 100 per cent lies in the extension of credit, not in the demand for cotton.

It is not so often overproduction of cotton as contraction of credits and faulty distribution that make for lower prices. Statistics prove that the production of cotton has not kept pace with the consumption. New uses are found for it each year. It has almost supplanted wool and silk. It leads in the great industrial advance, and it can be made to bring a fair return to those who produce it. From the socks on our feet to the hats on our heads, from undershirt to overcoat, it is cotton. There are one hundred million people in the United States today, and if they were able it is not extravagant to say that they would each use ten dollars' worth of cotton every year. This would consume the entire crop of the United States and leave nothing for the balance of the world. The farmers of the South hold the key to the situation. Wall street can sell all the future cotton they please, but the mills can not spin the kind of cotton that Wall street sells. You can't clothe the people with paper contracts. We have the actual cotton; and it is spot cotton, not paper cotton, which is king. All that the South has to do is to put herself in a situation to hold the crop and demand a fair price for it. Sooner or later these millions of future contracts that are now being sold in the cotton exchanges of New York will fall due, and then speculators must come to us for the spot cotton.

SOUTH CAROLINA ALWAYS A LEADER.

The population of the world is estimated at about 1,500,000,000 people. About 500,000,000 regularly wear clothes; 750,000,000 are partially

clad, and 250,000,000 go naked, and it has been estimated that to clothe the entire population of the entire world at the present rate of pounds per capita would require 50,000,000 bales of cotton of 500 pounds each. It is therefore plain that the production of cotton will go on extending until the inhabited earth is clothed with the product of our fields, for cotton at 25 cents is the cheapest clothing known to man. It is the mission of the South to clothe the world, but if she is to do so there must be a reasonable profit for the land owner and the laborer. South Carolina, true to her traditions in the past, is leading this great industrial movement for stabilizing the price of cotton. Mr. W. P. G. Harding, of the federal reserve board, in an address last February to the American Bankers' Institute, said that out of the agitation which we had last fall "the only thing worth while was the excellent warehouse system in this state." Later he gave me letters to the leading financiers of New York city, in which he stated that South Carolina was far in advance of anything which had been attempted, and her state warehouse system was a model for the other states to follow. I feel that I can assure him that South Carolina will do her full duty. Our little state has a glorious history, and has played her part well in every great national crisis. In 1787 John Rutledge delivered his ultimatum to the convention which framed the constitution and from that time to the day when her civilization was overturned by war her voice has been potent in the councils of this nation. God speed the day when, forgetting petty jealousies and small politics, her statesmanship will again shape national policies. She once led the South, not only politically but industrially. In 1835 she had the longest line of railroad in the world, and when the war came was preparing for the Blue Ridge railroad to the West. In 1765, when the colonies were considering what course to pursue, South Carolina led the way by declaring for continental unity. This was the real beginning of the Revolution and the foundation of the federal constitution under which we are today living. She was the first to take this bold step, and the first of the thirteen colonies to form a constitutional government. Bancroft, the great historian, declares that South Carolina formed the Union. The last blood of the Revolution was shed upon South Carolina soil; and after the British had captured Boston, New York and Philadelphia, from Camden to Cowpens and King's Mountain was the real bloody battle ground that ended in the surrender of Cornwallis at Yorktown. When the war ended, South Carolina was the largest creditor state, because she had furnished more actual money to the cause of independence than any other state in the Union.

STATE SYSTEM A SUCCESS.

When the South Carolina legislature, in its extra session, passed the state warehouse bill, and I was selected to put it in operation, I was appalled at the magnitude of the task and the small means at my command. I feel that I can today say that it will be a success, because, through the aid rendered me by Mr. Harding, I have been able to command the attention of the great financiers of this country, who have expressed themselves as being satisfied that the state warehouse receipt puts cotton into negotiable form. There is no difficulty whatever in obtaining money at the lowest rate of interest on a state warehouse receipt.

I am encouraging the farmers in each community to build warehouses on their own farms, and then, during the fall months, when the price of cotton does not show a fair profit, to use these receipts to borrow money and pay their debts. If the system can be extended, as now seems likely, into the other states of the South, an inter-state board can be formed and a minimum price agreed upon, so that it will not be necessary ever to sell another bale of cotton below the cost of production.

If the state warehouse bill had never done anything else except reduce insurance rates in South Carolina it would be worth millions of dollars to all the people of this state. I have had more trouble with the insurance rates than anything else connected with the operation of the system. There was a distinction made between a warehouse in the country and in a fourth-class town. On the country warehouse the rate would be \$3.50, while in a fourth-class town, where there were no waterworks and no more protection against the fire than in the country, the rate would be \$1.75 per hundred dollars. Without going into the details, the insurance companies were all quick to realize the superiority in the moral risk of a state warehouse, and they were prompt to offer us a reduction of 10 per cent per hundred on cotton in a state warehouse over that stored in a private or corporate-owned ware-

house. But it was only after great difficulty that I secured a reduction of about 100 per cent on the country risk, and also from 25 to 33 1-3 per cent on all cotton in state warehouses; and I have no doubt that in the future the rates on cotton stored in state warehouses will be further reduced.

COTTON MUST BE SOLD FROM FARM TO MILL.

One of the most important features connected with the state warehouse system—and it is this that has attracted me more than anything else—were the additional powers conferred by the last general assembly authorizing the commissioner to negotiate loans and make sales of cotton direct. Fortunately, with the assistance of Mr. Harding, I have made satisfactory arrangements so far as negotiating loans is concerned; but the great burden that rests upon the cotton planter is the many middlemen who net a profit between the farmer and the mill. There is a cotton ship now tied up in the French prize court whose owners recently stated under oath that they bought the vessel for \$165,000 and that the freight on this one cargo would pay for the vessel. The cotton was contracted for delivery in Germany at twenty-two cents a pound. The insurance was about two cents a pound. I do not know what was paid the farmer for the cotton, but as it was bought early I guess around six and a half cents. This would leave a net profit of about eight cents, or forty dollars a bale, to the speculators—more than the farmer who grew it received.

Three years ago I saw a Texas paper in which it was stated that a planter in Texas put a note in a bale of cotton, with an addressed envelope, and requested the manufacturer to write and tell him what he paid for the cotton at the mill, the kind of goods into which it was converted and the profits he expected to make on it. In a few months a reply came back from Germany, in which it was stated that the man had paid sixteen cents a pound for the cotton, and giving the class of goods into which it was converted, and saying that they expected to make a profit of about three hundred dollars on the manufacture of the cotton. The farmer received about nine cents—so he stated in the letter—for the cotton; so that there was seven cents a pound, thirty-five dollars a bale, that went in profits and expenses to six or eight middlemen standing between that farmer and the cotton mill in Germany. Now, there is no reason in the world why, with the proper facilities, I could not, as warehouse commissioner, sell cotton from a state warehouse on a plantation in South Carolina direct to a cotton mill anywhere in the world. We have daily reports that come into the office from every warehouse in the state, which are laid on my desk every morning, that disclose the number of bales of cotton, the grade of each bale and its weight. If there was a ship in Charleston, and we had a compress in Columbia, and warehouse facilities, I could sell cotton from every county in the state, and bring it at one rate of freight by the compress in Columbia, have it compressed and go direct on board of the ship from the cars, and from there to the cotton mill in Germany or England, and it would never be touched by any one else. All that I would have to do would be to see to it that the grades came fully up to the standard, and, in case they fell below, have a business system that would enable me to go back and make reclamation from the party for whom the cotton was sold. If that were done, I have the calculation that in time of peace it would add at least three cents a pound to the value of every bale of cotton, and that would amount in one year in the state of South Carolina to about \$15,000,000. Of course I realize the fact and expect that any system as far-reaching as that would meet with the most strenuous opposition, because every middle man who is either directly or indirectly concerned would fight bitterly a change of that sort. They don't realize that in the long run it is best for the entire public, themselves included, that we have some uniform system of handling and marketing our cotton crop.

GRADES MUST BE LICENSED.

There is another thing: The United States government has established standard grades for cotton, and yet every year the cotton exporters and buyers in every state in the South take millions out of the pockets of the people by systematically undergrading cotton. I myself have shipped cotton from South Carolina to New York to be delivered on contract there, and in one instance the grades given me by the New York cotton exchange were sixty-five points above that of the local buyers in the town of Bennettsville. There must be some law passed that will not only adopt the definite and fixed standards of the United States govern-

ment, but the grades must be licensed and required to grade that cotton accurately. Why, think of the system of grades upon which cotton is bought and sold in the open markets in the towns of South Carolina, and the way it is practiced in the exchanges of this country. If you buy 100 bales through the New Orleans or New York exchange, and that cotton is tendered to you, the man who tenders it is not permitted to grade it; you are not permitted to grade it; but they have sworn, disinterested graders and the graders do not know to whom that cotton belongs. It is carried to them on numbers, and they grade it without the slightest knowledge as to its ownership. Now, you take it in South Carolina, and every bit of the grading is done by the purchaser of the cotton. You have either got to let him have your cotton that way, or not sell it at all. When he goes to tender it on contract it is done disinterestedly and I doubt exceedingly if there is one bale of cotton out of 1,000 that is bought in South Carolina in the open market from the farm; that when the buyer comes to sell it to the mill he doesn't make a profit on the grading over and above the price that he pays you for the cotton.

The South has it in her power, by utilizing the vast commercial credit incident to handling this great monopoly crop, to make herself the dominant power in finance and civilization. I have been called a dreamer, and I wish that I were worthy to take my place among the great dreamers of this world. But the gift is not mine to pierce the veil of doubt and look into the face of unborn time. I only stumble and falter in darkness, see but dimly, and I feel that, so far as I am concerned, I have done about all that I can ever do in this great work, and that others must soon take it up and carry it forward to success. Herbert Kaufman says, "Dreams are architects of fact." If that be true then

"What matters sneers and cynicism? "This world is made up for the most part of those who take but never give, sharing in all, but sparing naught, who cheer a grudge but grudge a cheer.

"Wherefore the paths of progress have been sobs of blood dropped from the broken hearts of dreamers.

"Makers of empires, they have fought for higher things than empires and higher seats than thrones. "Grief has only streaked their heads with silver, but has never greyed their hopes.

"Dreamers are argonauts, the seekers of the priceless fleece of Truth—

"Through all the ages the voice of destiny calls them from the unbroken vast.

"They dare uncharted seas, because they are the makers of the chart.

"With only cloth of courage at the mast and no compass save their dreams, they sail away undaunted for the far blind shores.

"Their brains have wrought all human miracles; in face of stone their spires stab the skies and their golden crosses kiss the sun.

"A great ship a few months ago, stricken to death by an iceberg, shivers, trembles and groans. A cry for help, that mystery the wireless flashes hundreds of miles across the seas, because Marconi dreamed.

"Wings of canvas now beat the air and add the highways of the eagle to the human paths.

"One man drew lightning with a kite from the clouds; another sitting by the fire sees the steady escape of steam from the kettle. The dreams of Franklin, Watts, Morse and hundreds of others have girdled the globe with bands of steels and annihilated space.

"The phonograph, a disc of wax, a square box, a few springs, a needle and a throat of brass—a God-bewn voice swells out caught whole, clear, and sweet, to last for ages after the singer has returned to the dust whence he came, and all because Edison dreamed.

"What would this world be of fancy or of fact were hands all with which men had to build?

"Your very homes are set upon the land a dreamer found; the pictures on its walls are visions from a dreamer's soul.

"They are the blazers of the way, the men who never wear doubt's bandage on their eyes.

"Cowardice and lack of faith can alone keep us from the chosen goal.

"If our hearts be strong and if we dream enough, and dream hard enough we can tread the path whereon the foot of man hath never gone before.

"Walls crumble and empires fall; the tidal wave sweeps in and tears a fortress from the rocks. The rotting nations drop from off time's boughs and only things dreamers make live.

"They are the eternal conquerors; their vassals are the years."



To the Business Men of Lancaster

When a good salesman goes out after business, he first puts on a clean collar and gets his shoes shined. Then he looks like more business—and he's made a flying start toward getting it. Likewise, a community can go after more business—and get it. The "clean collar and shiny shoes" of this town are the well-painted stores, the bright, cheery homes, the fresh, clean-looking buildings. The part paint plays in building up local pride cannot be put in figures—but its good effects are recorded on the local merchants' sale sheets. Buy good paint. We recommend and sell

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and pure linseed oil. We know of nothing else so satisfactory, so lasting and cheap in the long run. We sell all other paint necessities as well. Get in touch with us today.

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These Hot Days Without Having to Worry About What to Cook.

HERE'S A TEMPTING LIST

- New Irish Potatoes, Cabbage and Beans. Mixed Pickles, Sweet and Sour. Sardines and Herring in Tomato Sauce. The Very Best Brands Welch's Grape Juice. Post Toasties and Other Cereals. National Biscuit Co.'s Full Line of Canned Goods.

If Your Appetite is Fickle Just Remember That We have the Foods that Will Tempt You.

EDWARDS & HORTON

Advertisement for stationery featuring a typewriter and the text: 'Use our stationery as an aid to social success and good friendship.'

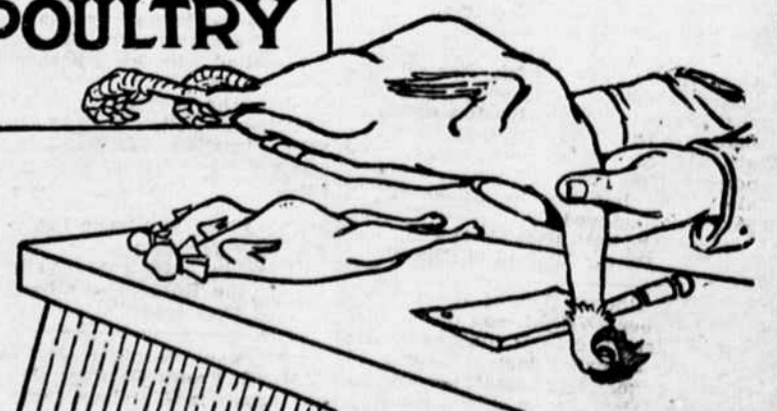
Our Stationery In Style

The proper use of writing materials is as important in social matters as correct deportment. For that reason, which you are fully cognizant of, is it not well for you to look at our stationery? You will find it probably just what you want—the latest things in paper and envelopes. We carry the old standbys too. Come to us for stationery.

LANCASTER DRUG CO.

Springs Block. Coolest Place in Town.

YOUNG POULTRY



WE are placed in an exceptionally fortunate position as regards poultry. We can supply you with the finest in the market. If you want a nice, tender chicken, for example, be sure you come to us for it. We are absolutely sure we will please you in everything.

City Meat Market

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