

# THE CAMDEN CHRONICLE

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## STICK TO THE FARM

### Advice Governor Manning Gives to Cherokee Farmer.

Governor Richard I. Manning is a great believer in farm life. Several days ago he received a letter from M. Turner Phillips, a Cherokee county farmer, asking for advice on the question of leaving the farm for the city. The letter of Mr. Phillips and the governor's reply follow:

**Mr. Phillips Letter.**  
"I take pleasure in writing you today, the object being as to whether or not it would be advisable for a man of my age, in the family, consisting of four boys and one girl, my wife and self, living in a nice location, on rented land, to resign position of farming and move to town."

"I ask you as a personal friend of mine to give this letter consideration. The ages of my children range from 17 to 7. By moving to the city I would have better educational advantages, and it is my whole desire to give my children a fair education. Please give me a few minutes of your time advising me as to what is best for my family and myself. Please give me an early reply on this important subject, and I will probably be able to help others by having your letter published in our local county newspaper."

"I am a poor man and have never accumulated much of this world's goods."

"Hoping you will give this letter your immediate consideration."

**The Governor's Reply**  
"I received your letter several days ago and have given the question which you proposed careful and thoughtful consideration. I appreciate your desire for the educational advancement of your children, but there are some matters which we must seriously consider before taking the step you propose. In the outset I must advise you to remain on the farm if possible."

"One of the big problems of our state at the present time is to make farm life so profitable and so attractive that it will hold the people in the country and stop the movement into our crowded cities. You say you are a small farmer and have not accumulated much of this world's goods. Years ago I as a young man was feeling practically the same problem that you are feeling today. My choice at that time was the farm. I believe that with the proper effort more money, more happiness, more contentment is to be found among the men of South Carolina who till the soil."

"The city has many advantages to offer and also many disadvantages. You must consider, among other things, the extra items of expense. In your farm home you have no electric light bills, no coal bills, no high monthly rentals, no extra expenditure for clothing, and many of the other extravagances that go to make up the life of our people in the cities; on the other hand, you have your firewood, you have your food crops, your hogs, cattle and live stock, and, above all, you have that atmosphere of freedom and independence that can not be found in the city."

"South Carolina is making a constant and wonderful stride in matters of education and in improvements in methods of farming. It has been my hope and my ambition to see the day when as good educational advantages are offered to the child of the rural and all communities as are given to the children of our cities. By this I mean good, sound, practical, horse sense education without any frills. In your own county educational progress has been remarkable. If you are not now living near a good country school, I would advise you to cast about, this fall, and find a piece of land which you will be able to cultivate successfully, that is located within a convenient distance of one of these schools. When you have found this piece of land my advice is to purchase same, if possible, on easy terms, paying a little each year. Then map out your plans to farm on a business basis; don't work your farm in a haphazard, happy-go-lucky way."

"I would advise you to consult Clemson college farm demonstrators and ask their advice in farming methods, especially winter cover crops so as to save expense in fertilizer. Write to the Clemson authorities and have them send you all of their bulletins. Study these bulletins; study your soil and try to plant and cultivate the crops that are best suited to the conditions. One of the main troubles with our people is that they have been slaves to what is popularly called the 'one-crop' idea. We all know that forever and a day cotton must be our major crop; but our soil is capable of producing the very best of every kind of food crop. You should not forsake cotton, but you should use it as your velvet crop—your extra money crop. Raise first your home supplies."

"You should consult your land and consult with the county farm demonstrator and find out just what food crops grow best on your land. Every dollar in South Carolina, millions of dollars are sent out of our State in exchange for little cans and packages from other states. These cans contain practically all of which can be raised at home. I would suggest that you plant your own molasses; you should plant your clover and cow peas; you should plant some vetch with your oats, and in this manner you would help to feed both your family and your live stock and at the same time im-

## WORK TO COMMENCE SOON

### On Three Story Office Building Corner of Broad and DeKalb.

Work will begin in a few days upon the new office and store building on the corner of Broad and DeKalb streets to be erected by Mr. Henry Savage, of Camden, and Mr. Joseph B. Crocker, of Boston, Massachusetts, a member of the tourist colony who has been coming to Camden for several winters. The present building will be torn down immediately, and in its stead will be erected a three-story office building and store rooms. On the first floor will be a bank building with a corner entrance. There will be two store rooms facing on Broad street which will probably be occupied by the two telegraph companies. Facing on DeKalb street will be three large store rooms running back nearly the entire depth of the lot. On the Western end of the building and entirely separate from the main building will be erected a standard automobile garage.

On the second floor there will be fifteen office rooms with lavatories and toilet rooms. Every other office room will be connecting rooms. Entrance to these offices will be by two stairways—one from Broad and the other from DeKalb.

The entire third floor will be built for a Masonic temple. The building will be steam heated from the basement, with hot and cold water throughout the building. The entire building will have a frontage of fifty feet on Broad, running back a depth of one hundred and forty feet on DeKalb.

Mr. R. W. Mitcham is the architect and it is the purpose of the owners to have the work done by home contractors and wherever possible use material made at home—they having already placed the order for brick through the Camden Brick Co. As stated above work will begin within a week and it is expected the new building will be ready for occupancy by February 1, 1916. Mr. L. C. Shaw who has the renting of the offices and store rooms in charge tells us that already two-thirds of the offices have been spoken for.

Located on the most important corners in the city, facing the postoffice building it will be a great addition to that section, and will remove an unsightly old building that has stood there for many years.

## Some Fine Flour

The Chronicle force is indebted to Mr. G. H. Lenor, of the Lakewood Mill, near Hagood, for a sack of the finest home ground flour we have ever used. This flour was put up in a neatly printed sack with the brand of "Perfection" and it is well named. Since opening his roller mill Mr. Lenor has been running it to its full capacity, and it has proved a great convenience to the grain growers of this and adjoining counties.

## To Open Store in Chester.

Mr. and Mrs. A. J. Hellman, of Atlanta, who have been visiting their parents, Mr. and Mrs. A. Karesh, in this city, left this week for Chester, S. C., where Mr. Hellman goes to take charge of a dry goods store in that city, recently opened up there by Mr. H. L. Schlosburg, of Camden. With his Camden and Kershaw store and the one at Chester, now makes three mercantile establishments being operated by Mr. Schlosburg.

## Taking Part in Rifle Shoot.

Capt. E. C. von Treschow, Second Lieutenant L. T. Mills and private T. K. Trotter will return today from St. X's rifle range in Lexington county where they have been taking part in the preliminary contests for national rifle shoot to be held at Jacksonville from October 15 to 22 inclusive. The officers and men making the highest 15 scores at this competition will be selected as the State team for the national matches at Jacksonville. One half of this team must be composed of enlisted men. If more than seven officers qualify for this team, only the highest seven will be selected.

## To Be Used at York.

The postoffice fixtures formerly used by the Camden office before the erection of a government building at Camden, have been procured for the office here.—Yorkville Enquirer.

prove your land. The farm offers greater opportunity to a man than any profession or trade that I know of in the state, and I would urge you, Mr. Phillips, to remain on the farm where you can be contented and happy. Find that country school and keep your children there just as long as possible. It is a fact that our rural districts during the past 10 years have been depleted of a large majority of a sturdy people which has caused a serious setback to the people of the entire state. Our people must come to learn that the basis of all prosperity for all the people is a successful farming class. Until we get most out of the soil in this state and make more comfortable homes for our wives and daughters, we can not hope to have the better things of this life and to keep our boys and girls on the farm.

"I want to see more of our white tenants own their own homes; this is the most important problem before us. I trust that as our attention and interest are centered in the solution of this question, we will be able soon to have a practicable working plan by which the desired result can be accomplished."

"I would like for you to write me from time to time as to just what progress you are making; write me about any problem that may come up. I am intensely interested in these questions and you may command my services at any time to give you the best possible information that I am able to."

## THE NEWS AT BETHUNE.

### Happenings of Interest In and Around Our Neighbor Town.

Bethune, Sept. 23.—The Bethune high school opened on Monday morning, the 20th. The faculty, which is composed of six teachers, four of whom are new ones, come highly recommended and the outlook for a successful session is bright indeed.

Miss Sallie Graham, of the Catarrh section of Chesterfield county, and Mr. Sing, Hilton, of route 2, were married last Sunday. James West, notary public officiating.

Miss Ella Horton, of route 3, has accepted a position with Mr. D. Hyden as saleslady.

Miss Katie Mays is now clerking in the postoffice here.

Rev. J. M. Forbis left Tuesday morning for Eastover, where he will attend Presbytery this week.

Mrs. L. A. McDowell and baby returned on Monday from Camden, where they spent two weeks.

During a conversation with Mr. J. A. Stone, cashier of the Bank of Bethune on Tuesday, he informed the writer that the bank here has plenty of money on hand now to loan farmers on cotton. From present indications it seems to us that it would pay our farmers to store their cotton in the warehouse here for a higher price and borrow what money they need from the bank.

Mr. F. G. Carter, of Lamar, spent a couple of days the past week with the family of his son-in-law, Mr. J. E. Severance near town.

Mr. H. J. McManus, of route 2 was in town last Saturday and was showing three stalks of cotton taken from his field, which had some kind of blight, at least three-fourths of the bolls on the stalks being shriveled and immature. Mr. McManus said that this cotton a month ago was considered the best in his section. Since this blight struck it at least three-fourths or more of the bolls will not open, which will be a heavy loss on Mr. McManus. He has 27 acres in this condition.

Miss Birdie Belle Yarbrough has accepted a position with Messrs. Clyburn and Davis as saleslady for the fall season.

The Florence Daily Times says that the cotton seed market is getting to be pretty lively there and predicts that cotton seed will be selling at \$80 per ton within a few weeks, that seed is already selling at that place at \$24 a ton. Hub, that's nothing. Bethune buyers paid \$29.00 a ton last week.

With the price of cotton soaring towards 12 cents a pound, cotton seed at \$30 a ton, sweet potatoes, sorghum, home made flour and other good things plentiful, our farmers should indeed feel fine this fall.

A movement is on foot to put up a flour mill at Bethune soon, to be ready for business next summer when the wheat crop is harvested.

Mr. L. M. Waters and family expect to move to Bethune some time soon. They will occupy the Morgan residence in the lower part of town.

Miss Eva West left on Tuesday for Hartsville, where she will attend Coker College. Miss Addie Mae Kelly and her brother, Mr. Flynn Kelly, left Tuesday for Columbia, the former to attend the Columbia Female College and the latter the University of South Carolina.

Mr. W. E. Davis of the firm of Clyburn and Davis, has bought the handsome residence formerly occupied by Mr. and Mrs. C. O. Terry on Main street, and he and family will move in about Nov. 15th or Dec. 1st.

Mr. A. Rozier, one of the popular young men of the Gates' Hill section left last Saturday evening for Darlington to spend three or four days.

We heard a man say the other day that if farmers could get 10 cents a pound for their cotton they could raise it at a profit. Less than 10 cents a pound they would lose. We agree with our friend that it would pay to make cotton at 10 cents a pound, provided all who raise the staple will pay cash for fertilizers, provisions, etc., otherwise the farmers lose. Time prices and 10 cents cotton will not come out even. Raise all the wheat, corn, oats, peas, potatoes, hay and meat you need, pay cash for your fertilizers, then it pays to make cotton at 10 cents a pound.

Willis Cabbagestalk and Arley Pate colored, were married Sunday afternoon, S. T. Gardner, notary public, tying the knot. Cabbagestalk, who was a widower, says he has been doing his own cooking for some time, therefore he believes "it is not good for man to live alone."

Two fellows were here Saturday afternoon and told the writer that they went squirrel hunting early that morning and killed seven squirrels each. Of course this is a small matter to mention in the newspaper, but as we are from Missouri, we like to be shown the game, especially as we are particularly fond of squirrels ourselves.

As South Carolina will be a prohibition state after Jan. 1st, it seems to us that a few energetic fruit tree agents might do a fine business taking orders for apple trees in this territory—good elder apple trees, for instance.

Bill White, a well known colored character around town, tells us that he will have a barbecue here on the first Saturday in October that will be the "best ever." A baseball game will be staged at the ball park, a brass band will be on hand and the "eats" will be first class.

Early Parham, a young colored buck who lived about three miles above town, was up before trial Justice Copeland on Tuesday, on a warrant sworn out by Hinson Perkins, also colored. Early was "scused" according to his mother, one of the witnesses who testified against him, with breaking a lock on a barn, stealing from the field, swiping a shirt and a pair of cuff but

## SPIRIT OF OPTIMISM.

### Camden Merchants All See Prospects For Good Business This Fall.

Camden has passed the stage of fore-dread pleasantries. Business men no longer are greeting one another with that smile which signifies that they are bearing up as best they can under the conditions. There is relaxation in the glad hand they give one another nowadays, and a spirit of genuine optimism relative to business conditions is everywhere distinctly prevalent.

It is understood that very little cotton is being stored in this section at present, and that most of the farmers are availing themselves of the good prices. This money is being put into immediate circulation and many of the merchants of Camden state that old debts are already being attended to. About 2,500 bales have been bought here since September 1. This estimate is given out by the cotton buyers and is considered most encouraging.

When asked his opinion of the business outlook for Camden and Kershaw county, C. J. Shannon, of Springs & Shannon, general merchants, and president of the First National Bank, expressed himself very optimistically. "Prospects are unquestionably bright," Mr. Shannon said, with emphasis. It is his opinion that the debt on the present crop is the smallest in years. This of course means, he says, that there is an unusually large net profit and already farmers are either paying their old debts or are arranging for them satisfactorily since they see their way clear in the near future. Mr. Shannon thinks that things are rapidly becoming normal.

L. L. Block, a prominent merchant of Camden, feels most encouraged over the outlook, because, he says, the people at last are going to be spending their own money. Last year, he said, many farmers were not able to buy at all. This has necessitated their living at home and as a result they now have their own flour, potatoes, molasses and many other products, which heretofore they have been buying. Naturally this means that they will have more money with which to pay old debts and buy things more necessary.

John S. Lindsay, of the Loan and Savings Bank, of Camden, sees a great advantage in the increased size of the grain crop in this section of the state. This he considers the biggest thing favoring a good business year. He says that there is more corn and more small grain than there usually is and that the farmers are better prepared this year than they have been in years. Mr. Lindsay thinks that the high price of cotton warrants the belief that farmers will be able to take care of this year's obligations and pay a large part of last year's.

John T. Mackey, of the First National Bank, and one of the leading business men, also sees reasons to feel encouraged. He thinks that with the cheapness with which the crop has been made this year and the advance in the price of cotton, there should be little trouble among the people in meeting their obligations. Mr. Mackey considers, however, that the farmer should continue the course of economy which he has pursued during the last year. In this economy Mr. Mackey sees in time not only a return of normal conditions but a general betterment in affairs of this section of the country.

George T. Little sees ahead of Camden a successful year not only on account of the improved condition of the farmer but also on account of the prospects for one of the best tourist seasons in the history of Camden. He says that the Mid-Western Polo circuit has already arranged to take over the Country club polo grounds. This circuit is composed of four polo teams, and it is Mr. Little's opinion that this alone gives promise of an unusually good tourist season.

Mayor C. H. Yates, cashier of the Bank of Camden, also expressed himself optimistically over the business outlook. Mr. Yates has been mayor of Camden during the hard times from which she is just now emerging along with her sister cities. In spite of the times however, there have been many substantial improvements during his administration.

Not only has the real estate market been fairly active during the past few months but many buildings have been erected, about 25 residences having gone up in the last year. This is considered by no means bad in the face of existing conditions during that time.

Very soon now an office building valued at about \$60,000 is to be erected on the corner of DeKalb and Broad streets. This will replace an old frame building which has been standing on that site for many years. The new library is nearing completion, and the handsome postoffice has only been completed comparatively recently. That Camden has done so well in the face of distressed times is taken as a sure sign that she will certainly bloom now that conditions are so much better in the surrounding country.

Perkins, and "wid' rai'n' de debil in general." Early's sentence was \$25 or 30 days on the gang. Not being able to raise the 25 bucks and, Capt. Munn happening along just after sentence was pronounced, he was taken to the chain gang camp, where for the next 30 days he will assist in improving the public roads of the county.

Born to Mr. and Mrs. Willie Ratcliffe, of the Sandy Grove section on Sunday, the 19th, a daughter.

Mr. J. E. Gardner has been appointed agent at Bethune and vicinity for the Progressive Farmer, the leading and best farm papers in the South. Every farmer should subscribe for the Progressive Farmer and those desiring it should see Mr. Gardner.

The youngest child of Mr. and Mrs. W. A. Outlaw, just below town, is very ill with pneumonia.

## WESTERN CATTLE MAN HERE.

### Mr. Gulon Tells of His Trip to The Great Western Cattle Sections.

As stated in The Chronicle last week Mr. Louis I. Gulon has recently returned from the great cattle producing sections of the West and Northwest, where he visited many of the farms and cattle farms. While there he purchased thirty young bulls to be sold at his farm for breeding purposes. They arrived here Friday and were unloaded at Camden and were driven to the Camden Beef Cattle Farms near LaGruff, and attracted quite a lot of attention as they passed through the city.

The cattle were purchased from Mr. George J. Anstey, one of the largest breeders of Herefords in the West. Mr. Anstey's farm is located at Mesquite, Iowa, and has it stocked with a herd of over three hundred and fifty pure bred cattle. Never having made a trip to the South, Mr. Anstey decided to accompany the cattle to Camden, and made a visit to Mr. Gulon's farm in West Waterlee. He also called at The Chronicle office and talked interestingly of his trip to the South. He said that he was pleasantly surprised at finding a section so favored for all kinds of crops, and that this section was especially adapted to stock raising. In his state the use of chemical fertilizer is practically unknown, and farmers depend upon cattle alone to fertilize the lands.

Dr. Walter Sorrell, of the Southern Railway veterinary service, was also a visitor along with Mr. Anstey, and spoke very highly of the progress being made in the way of cattle production in the South.

Believing that it would be of great interest to our readers The Chronicle asked Mr. Gulon for an account of his trip, and this is what he gives us: "I went primarily on an educational trip to learn something of conditions under which the world's greatest livestock are produced. I visited the greatest stock raisers of Kentucky, Illinois, Indiana, Missouri, Iowa and Kansas. It is in these states that our best highest bred live stock are produced. At the state fair of Iowa in Des Moines I witnessed the grand parade of live stock, consisting of the very best herds of cattle and the best horses in America. The live stock represented an investment of over \$1,250,000. These horses and cattle are produced through intelligent management and untiring care. As a rule they are produced on land valued at from \$150 to \$200 per acre."

"I met an old gentleman from Iowa who told me that forty years ago every farm in Iowa had been homesteaded on an average of four times—that farming in that country was one big gamble with Uncle Sam, with odds four to one in favor of Uncle Sam, until adversity and misfortune drove them to live stock and that after they went into live stock the odds turned to ten to one against Uncle Sam. Many, many thousands of acres of corn, wheat and barley I saw that had never been harvested—the wet weather prohibited the farmers gathering all their grain. The man with live stock simply opened the gate, drove in his hogs and cattle and got 50 per cent of the value of his crop, whereas (the man who would be an all cotton farmer with us) the all grain farmer with no live stock lost a large part of his years work."

"Already over this great Northwest they have had light frosts (about second) and much of their corn just coming in roasting ear stage. If the frost does come too soon for the corn to mature, what then? Will these farmers lose this crop? A few will, but not the stock raisers. Silos will be filled and some corn cut and put into shocks for winter feeding. Hogs will be turned in to 'hog off' thousands of acres."

"As one rides over this country the first thing you are convinced of is that the people are prosperous and contented. We soon learn that we are in a land of automobiles, painted farm houses and big barns. It would be a great mistake should we think that all people in this country are prosperous. On the other hand there are thousands leaving the farms every year. Some there are who still try to make their living by raising only grain by a one crop system. It takes but a few years for him to give up and his neighbor buys the farm. Thus in Iowa are the farms growing larger year by year and the rural population decreases year by year. As I turned homeward I tried hard to get some practical lessons from what I had seen and heard."

Of this I am sure: in the South we have been studying chemical fertilizers—in the West they have been mastering the live stock situation and studying agriculture. The sooner we can get our farms running on a live stock basis, the sooner we can become an agricultural country. Of one thing I am convinced beyond any question, and that is that our Southern lands are the cheapest on this continent today and that they can be made to produce with the best lands in Iowa. I learned that on the \$100 to \$150 acre land from 1 1/2 to 3 acres were required to graze a cow. In Kershaw County we have thousands of acres that can be made to graze two cows to the acre. Another thing, the South is latent with opportunities, cheap lands, long seasons and a mild climate. What we need is a few able stockmen to pave the way to show our people the road to prosperity lies not in the abundance of cotton we can raise but rather in the quantity and quality of live stock and then cotton enough to utilize the manure derived from the keep of cattle, etc. Then will our soils again become fertile. I believe the day is near at hand when we are to change our system of farming, and with this change will also come a change in our credit system, and a change in our labor conditions."

"Several years ago I started the breeding of pure bred Hereford cattle."

## DR. F. LESLIE ZEMP DEAD.

### Succumbed to Apoplexy After Lingered From Tuesday to Friday.

Dr. Francis Leslie Zemp died Friday evening at eleven o'clock at his home on Fair street after a stroke of apoplexy while at a theatre last Tuesday evening. He had been in poor health for several years and had retired from active business when he sold his drug interest to his son, W. Robin Zemp, a few years ago. For many years Dr. Zemp was one of Camden's leading druggists, continuing the business founded by his father—the late Dr. Francis L. Zemp.

Dr. Zemp was born in Camden December 1, 1850, and in 1872 was married to Miss Emily Hamilton, of Charleston, who together with the following children survive him: Miss Emily L. Zemp, Mrs. Robt. R. Team, and W. Robin Zemp, of Camden, and Frank L. Zemp, of Durham, N. C.

Dr. Zemp was a member of one of Camden's oldest and most highly respected families and was held in high esteem by all who knew him. He always took an active interest in everything pertaining to the welfare of Camden. He served the city as alderman, and from 1898 to 1900 served the city as mayor—declining to serve a third term.

Dr. Zemp was very prominent in Masonic circles, having served as worshipful master of the lodge here for fifteen years.

The funeral took place from the residence on Friday afternoon and the burial was at the Quaker cemetery, services being conducted by his pastor, the Rev. C. B. Smith, of the Methodist church, and the following gentlemen acted as pallbearers: R. B. DeLoache, W. R. DeLoache, Robert Team, J. B. Zemp, D. A. Boykin and J. J. Workman. As the funeral party proceeded to the cemetery the city bell was tolled as a mark of respect to one of Camden's best citizens.

## SAYS BANKS WILL AID

### Camden Bank President Comments On McLaurin's Statement.

"I am very much surprised at Mr. McLaurin's statement, and at a loss to understand upon what he bases it," said C. J. Shannon, Jr., president of the First National Bank of Camden, in commenting on the charges of John L. McLaurin, state warehouse commissioner, that certain bankers in this state were trying to hamper the financing of the cotton crop.

"He is probably aware," Mr. Shannon continued, "of the conference of Southern bankers in Galveston in August, in which resolutions were adopted declaring that 'it is the duty of the South to assist the producer in obtaining a fair value for the crop of 1915, by gradual sale of same.' Later at Birmingham, the president of the State Bankers' association, after a conference with Mr. Harding, reaffirmed these resolutions."

"The president of the South Carolina Bankers' association, Mr. J. W. Simpson, and several of the other State presidents sent out circular letters to their member banks urging them to assist in this movement in every way possible. I have yet to hear of a bank in South Carolina expressing its unwillingness to co-operate to the extent of its ability. If there are any who are disinclined to help, they have kept their opinions from the other members."

"Last year the banks of the state threw themselves between the farmers and the wave that threatened to swamp them, and saved the situation. The same spirit is in existence this season. So far as my own institution is concerned, it has always labored to better the agricultural interests of its county. I can say without fear of contradiction that there are no more patriotic or public spirited men in the State than the bankers."

## Big Fleet to Visit Charleston.

Washington, D. C., Sept. 16.—The visit of the Atlantic fleet to Charleston, S. C., on December 13th, during the annual meeting of the Southern Commercial Congress has been arranged. Mayor Grace and a Charleston delegation with Southern Senators induced Secretary Daniels to have the fleet stop. A detachment of troops probably will also be sent. Secretaries Daniels and Garrison are to address the congress.

## Delegates to National Congress.

Governor Manning has appointed the following named men from Kershaw county as delegates to the Farmers' National Congress to be held at Omaha, Neb., from September 28 to October 1 inclusive: Geo. T. Little, Camden; Eugene A. Brown, Camden; R. B. Elliott, Camden; W. U. Clyburn, Kershaw; and Chas. Sanders, Boykin.

## Big Piano Dealer.

We call your attention to the display advertisement in this issue of S. I. Till, of Sumter. He is conducting quite an extensive advertising campaign and is building up a large business in the piano line. Write him for a catalogue.

Many told me we would never sell the off spring at reasonable prices. On the contrary we need at least 200 head more of pure bred cows to supply the demand for pure bred bulls. We have sold most all of our own breeding and were forced to import from the West to supply our demand.

"At Des Moines the thing that was most convincing to me that the South is a cattle country was the fact that the most conspicuous, the most uniform and the best finished herd of cattle there was a herd of Southern Hereford cattle, owned and bred 'in the South.' This herd has invaded the so-called corn belt and had won high honors."