

WHITE HOUSE CHINA.

Dishes Used By All Presidents Are Now on Exhibition.

Washington, D. C.—China used by the presidents—from a Canton porcelain plate belonging to George Washington down to pieces of the Wilson state dining set—is now on exhibition in the white house.

A room in the executive mansion off the ground floor corridor has been set aside as a collection room and fitted with colonial cabinets. Here, on shelves lined with ivory colored velvet, are 236 pieces of historic glass, silverware, and china—souvenirs of every president up to Mr. Harding, with the one exception of Andrew Johnson. As President Johnson is known to have duplicated the Lincoln china for his use, he may be said in a way to be represented by some of the Lincoln souvenirs.

It is too soon for the present executive and his wife to add their contribution to the porcelain hall of fame. Mrs. Harding has not yet selected any china for the white house. Every president's wife buys small sets of china or odd pieces for family use, but it is not likely that a new state set will be needed for several years anyway, as the Wilson state set was bought only in 1918. The set used before that was bought in 1903 by Mrs. Roosevelt and contained about 1,200 pieces. It stood fifteen years hard service, but white house china, like any other, gets shipped and sets are broken.

Mrs. Wilson had seen an exhibit of American-made china and determined to order from a New Jersey pottery. Several president's wives before this had thought it would be a democratic thing to buy homemade china, but nothing comparable to the well-known foreign makes could be found. That America has finally been able to produce china that is at no disadvantage beside Haviland, Wedgwood, Sevres, and Canton is shown by the Wilson set which was made by Lenox at Trenton, N. J., a number of samples of which stand near the foreign makes in the white house collection room.

The Wilson set replaced the Roosevelt china in wartime, when little formal entertaining was being done. Later, Mr. Wilson's illness made big white house dinners impossible; so that the set is still practically new.

Collecting the Old China.

Finding authentic souvenirs from the table of every president has been no easy task. It was not even easy to identify the china in the white house. The work was begun in 1903, when Mrs. Abby Gunn Baker, who has for some years been interested in historic Washington, began to catalogue the white house ware.

Up to that time, the old punch bowls, platters, and other antiques in the white house closets were but vaguely associated with the past presidents. In some instances, the history of a valuable piece was not remembered or recorded at all. When stock was taken it was found that a number of the administrations had left no souvenirs of their tableware. Mrs. Baker found china of only seven dining sets—those of Lincoln and later presidents. Apparently old white house china had not been regarded with an eye to its historic importance.

President Washington set a precedent in this connection when he held a sale on moving from the executive mansion in New York to Philadelphia. All the furniture and china that in his estimation were "decayed" were sold at auction. After that, white house sales of broken lots of china and of damaged ware were customary. Second-hand dealers were the chief attendants at these sales. That things sold cheap is attested to by such stories as the one that a cracked Lincoln pitcher sold for \$2.50.

Gradually, antique dealers saw possibilities in white house china, and in the copying of it. So many stores in Washington were selling "authentic" white house plates by Mrs. Roosevelt's time, that she put a stop to the white house china sales.

The design of the Roosevelt state dining set was patented, so that it could not, like other historic sets, be copied in cheap ware for general sale. The copying became a nuisance in the time of President Hayes, when the most elaborate dinner set ever made for the white house was designed. This was a pictorial set, each piece bearing a scene, or some animal, bird or fish. The idea was to represent the flora and fauna of every state. The china was of a beautiful quality and the designs were artistic, but when they were copied in cheap china and sold, the Hayes dishes lost the individuality which was their main charm.

With white house china designs so much copied that many people owned articles they thought genuine, with the historic white house scattered at the ends of the country by sales; and with no systematic records kept of the articles left in the executive

COOPER REPLIES TO GA. GOV.

Offers to Honor Requisition for Members of the Mob.

Columbia, Sept. 3.—Governor Cooper has replied to the letter from Gov. Hardwick, of Georgia, in which the Georgia Executive forwarded the demand of Judge Hammond, of Augusta, for an apology from the state of South Carolina to the state of Georgia, for the acts of the mob which recently raided the Augusta jail in search of Jessie Gappins and C. O. Fox, wanted in Columbia, in connection with the killing of a taxi-driver.

"In your letter to Judge Hammond you correctly expressed my attitude," writes Gov. Cooper, "and I wish to assure you that if any person either in the state of Georgia or South Carolina can identify anyone who was a member of the party which made an attack upon the jail at Augusta, and requisition is made for his extradition to the state of Georgia, it would be promptly honored."

Regarding the position of Judge Hammond, Governor Cooper says: "If I thought for a moment that the state of Georgia entertains the same views expressed by Judge Hammond, I would feel that the State of South Carolina would have cause for offense. His position, it seems to me, is so utterly absurd on its face as to make a reply or comment unnecessary."

"Two or three months ago we had a lynching in the county of McCormick, which borders on the Savannah, and it was reported that a great many people who composed the mob in that instance were citizens of Georgia. It never occurred to me that the sovereign state of Georgia had invaded the jurisdiction of South Carolina and violated its law.

"I mention this incident to show the utter absurdity of Judge Hammond's position. It is to my mind somewhat remarkable that a person who holds the high office of judge of the superior court of the state of Georgia does not apparently understand the meaning of the law which refers to an armed invasion of one sovereign state by another."

Again Demands Apology.

Augusta, Sept. 4.—Judge Henry C. Hammond, of the Augusta circuit of superior court, today jointly addressed to Gov. R. A. Cooper, of South Carolina, and Gov. Hardwick, of Georgia, a letter in which he reiterated his stand on the matter of the alleged invasion of Georgia by a South Carolina mob on August 11 last. The Augustan again declares that the South Carolina executive should formally apologize to Georgia.

The letter ridiculed a suggestion made by Governor Hardwick that Judge Hammond identify one or more members of the mob before South Carolina be asked to deliver mob members up for Georgia justice. "Why not ask me to identify the angels in heaven above or the demons down under the sea?" the jurist asked.

The letter was written in response to a statement from Governor Cooper, made public several days ago, which declared Judge Hammond's demand "was absurd."

The mob in question came to Augusta in the early morning of August 11 in the effort to procure C. O. Fox and Jesse Gappins, confessed murders of William C. Brazell, 19 year old youth of Columbia.

GUILTY OF MANSLAUGHTER.

Jury Deliberates 18 1/2 Hours in Harrison Case.

Greenville, Aug. 31.—Tom Harrison, who went on trial in the court of general sessions here Monday for the murder of his wife, Mrs. Gertrude Harrison, was found guilty of manslaughter by a jury that deliberated 18 hours and 30 minutes before reaching a verdict.

Harrison's attorney's immediately gave notice of a motion for a new trial. No time was set for a hearing by Judge Memminger, but it will be heard some time this week. The penalty provided in the verdict is imprisonment in the state penitentiary or on chain gang for a period of two to 30 years. If Harrison receives a sentence of more than ten years under the law he will be held without bond and will have to await the hearing of his appeal to the supreme court behind the bars of the county jail.

Harrison received the verdict with abated breath and turned pale when it was read to the court. He later regained his composure and seemed calm. He had spent most of the night in the court room awaiting the verdict and did not retire to the county jail until 4 o'clock this morning after every evidence was given that the case would result in a mistrial.

mansion, you can see how making a collection of china used by the presidents could easily take eighteen years.

MACON SNAKES TERRIFIC.

Bridges Smith Tells One Eclipsing Augusta Reptile Yarn.

Former Mayor Bridges Smith, of Macon, has gone Augusta scribes one better in point of snakes, says the Augusta Chronicle. Writing his column "Just Twixt Us" in the Macon Telegraph, he recognizes, with just the correct number of shivers, the undoubted terror young George E. Paul, ex-soldier of 1216 Hickman road, must have experienced when he awoke to the crawl of a clammy reptile on his body; but Macon's ex-mayor says he has something better.

He describes the sensation of a scene in a cell watching a snake swallow a rat—the booze working Old Limerick up to a fine frenzy until he sees snakes of all colors. Here is Mr. Smith's:

"The experience of that Augusta young man who was awakened in his sleep by feeling something cold and clammy crawling over his body, and discovered a red snake three and a half feet long as his disturber, and his throwing the snake under his bed and finally finding it coiled about his shoes is not a circumstance to what happened some years ago at the city hall in Macon.

"It was during a long drouth, when the farmers were not only praying for rain but employing every known method to produce it, going so far as to import a wizard rainmaker with his battery of mortars and firing blank cartridges at the clouds that the concussion might make some rain fall.

"The late Mayor 'Daisy' Price had heard of the old saying that to kill a snake and hang it over a limb of a tree would cause rain before the sun went down. He wanted to try out the experiment and to that end he advertised for snakes. They were to be delivered dead or alive at the city hall. This was before the auditorium was built as an annex.

"Out of his pocket he offered to pay for the snakes and soon the woods and the swamp below the city was dragnetted for snakes by boys as well as men, and hundreds of the squirming reptiles were brought in to be killed by the street force and hung on the shade trees about the city. There was hardly a tree in the business part of town that was not festooned with all kinds of snakes, from the harmless little garter snakes to the deadly rattlers. For the truth of rain some history followed, but the down pour was not satisfactory as was wished, still the old saying proved to have some gum in it. The explanation given at the time for the failure to produce a flood that might have done the farmers good was that the snakes were improperly hung, but nobody could be found to say what the proper way was, some saying that they should have been suspended by the head, and some that they should have been suspended by the tail.

"In the collection brought to the mayor was a large handsome black snake, said to be harmless but was a terrible enemy to rats. At that time a great many rats infested the basement of the old city hall, a part of which was used as is now, for a prison for the drunks and disorderlies and others who made a habit of transgressing the city ordinances. The rats thrived on the leavings of the meals furnished the prisoners, and had accumulated in large numbers.

"While admiring the beauty of the black snake, it occurred to Mayor Price that he had on hand a sufficient number of snakes to flood the whole country with rain he would spare the life of this one and turn it loose in the unused part of the basement for the extermination of the rodents, and this is what he did.

"Early one morning the watchman (they call him station sergeant now) heard the most heartrending yells from cell No. 10. He was accustomed to hearing yells from the drunks, and at first paid no attention, but the yells increased in volume and even denoting terror. He didn't even know whether a murder was being committed or a riot was in progress. He gathered a club and hastened to cell No. 10. In it he saw Old Limerick, then a remarkable tramp printer, whose life had been spent in all the hoosegows of the country for getting soused. He presented a most horrible sight, his long matted gray hair stood on end, his eyes were like coals of fire and were distended to their full capacity, he was trembling in every limb and he had exercised his lungs to that extent he could only hoarsely whisper to the watchman to look.

"What the watchman was amazed to see was the snake in a corner in the act of swallowing a big rat, which had been coaxed down a few inches and was struggling to back out. Old Limerick was gesticulating wildly, scampering about the cell and in his hoarse whisper swearing that the cell was overflowing with snakes of all colors. That was the last of Old Limerick in Macon. The snake was

THE MODERN SALESMAN.

Advertising Accomplishes Gigantic Tasks.

Advertising is the great modern salesman, accomplishing titanic tasks for legitimate business, doing an infinite number of important things which would be impossible by any other method—such was the inspiring picture drawn in an address before the world convention of advertising in Atlanta, Ga., last week, by Richard H. Lee, of New York City, director of the National Vigilance Committee of the Associated Advertising Clubs. Mr. Lee's address was one of the outstanding features of the entire convention.

"Markets are in the minds of people, and can be created through truthful advertising," he declared. "Legitimate business thus can control its own demand, and therefore, it can be master of its own destinies, in proportion to the degree in which advertising is used legitimately and is believed and acted upon by the public.

"The old methods of doing business are gone. They are never coming back. There was a day when each business man might consider himself a unit unto himself. That day has departed. Today, he is but a unit in an industry.

"Once, he sent traveling salesmen, floating down streams in skiffs and they drove into the back woods by horse and buggy.

Advertising, the Common Salesman.

"Today, the products of America are being marketed by a common salesman. Advertising. Each advertiser pays but a part of this salesman's salary, but no longer can any business man say to himself, 'When my competitor deals unfairly with the public, he hurts only himself,' for if his competitor misuses advertising, he impairs the standing and the usefulness of advertising—the common salesman for all American business.

"Confidence is the basis of all sales. If the customer does not believe what you tell him, certainly no sale is possible, but on the contrary if you could instill twice the amount of confidence in the buying public, your sales would be made in one-half the time and you could double the effectiveness of every sales person without any speeding up process or putting forth any additional effort. This would permit you to do your present amount of business with one-half your sales force or to double the amount of your business with your present force.

Reader Confidence in Everything.

"Reader confidence is all there is to advertising. As reader confidence goes up, so do sales and the value of advertising. As a reader confidence goes down, so does the value of advertising and so do sales.

"Advertising as we use it today is a comparatively new thing. Of course, we have always had advertising in some form or other, but its use as a point of contact between buyer and seller as now employed has been developed largely within the last twenty-five years. Like all new things, its future is apt to be overlooked in the desire to use its most powerful appeal, and while most merchants and manufacturers have sufficient vision to realize this fact, it has been overlooked by some and deliberately ignored by others. Fortunately, they are few in proportion to the total number who use advertising, but their activities have been so pernicious and their copy so outstanding that they have reflected on all advertising.

"The National Vigilance Committee was formed and is now operating to prevent this abuse; to protect reader confidence; to maintain a more careful watch on copy—in short, to make advertising more trustworthy.

Advertising is Simply Marketing.

"Advertising after all, is just marketing; but when you stop to reflect that we have put two arms to all industry in America—Production and Marketing—you get some conception of what it means to impair this powerful business force.

"The head of the house rarely ever has an opportunity for personal contact with his customers. They learn to know his insinuation through the point of contact which they have with it. If a salesman is a store is loud-mouthed and blatant, that sort of man, to the customer's mind, owns the place; and if he is untruthful, his statements are laid at the door of the house itself. The whole sales force, and especially the greater salesman, advertising, are a mirror in which the public sees the owners of the business."

The Chinese are not suspicious of electricity and become ready users of electric lights and power.

last seen some twenty years ago. It may be under the city hall yet. They say a snake never dies a natural death, but if this one is still alive he must be a whopper."

These Days.

Tingo—Laugh and the world laughs with you, as the old saying is. Bingo—There's a new one just as good—Quaff and you quaff alone.—Exchange.

When Eve Ate the Apple. At what season did Eve eat the apple? Just before the fall.

School supplies of all kinds at Herald Book Store.

CREDITOR'S NOTICE.

All persons or creditors having claims and accounts against M. A. Kinard, Ehrhardt, S. C., will present the same to the undersigned duly itemized and verified on or before the 3rd day of October, 1921. W. E. FREE, Receiver of M. A. Kinard.

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In these days of crowded hotels traveling men find the long distance telephone valuable in arranging for accommodations in advance. This insures rest and comfort and no wait for rooms to be vacated. A STATION TO STATION call costs little and there is always some one in the hotel office.

SOUTHERN BELL TELEPHONE AND TELEGRAPH COMPANY



RECEIVER'S SALE

Pursuant to a decree of His Honor, Hayne F. Rice, Circuit Judge, signed at Chambers, Aiken, S. C., on the 2nd day of September, 1921, now on file in the office of Clerk of Court for Bamberg County, I will offer for sale to the highest bidder the entire stock of Furniture and Fixtures, also the entire stock of Coffins and Caskets, now in the store formerly operated by M. A. Kinard; the said stock and fixtures will be offered for sale, first in blocks and then as a whole, and if the same brings more selling in blocks than the same will be knocked down in that manner, or vice versa. Said sale will be had at the said store in the Town of Ehrhardt, S. C., on the 3rd day of October, 1921, beginning at 11 o'clock a. m. and continue until the said stock of goods and fixtures are finally sold and disposed of. Terms of sale, cash. At the same time and place, I will offer for sale to the highest bidder, for cash, the books, book accounts, and all notes, and bills receivable belonging to the said M. A. Kinard.

W. E. FREE, Receiver of M. A. Kinard.



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