

# TELLS STORY OF GREAT FERTILIZER PLANT

## Purposes, Organization and Properties of International Concern Set Forth for Information of Public.

Unusual, almost unique, in the current history of corporations is a pamphlet just issued by the International Agricultural Corporation, setting forth the purposes and organization of the company and describing its plants and properties. The aim of the publication is not to exploit the Corporation's products, but to tell what it is, why and how it was organized, and what it is doing. Following are some quotations from the booklet:

Profit—money making—is the obvious reason for the organization of every commercial undertaking. But this belief in, and desire to develop the opportunity for profit in a given business must—if the belief is sound and the desire is honest—be founded on the service it is proposed to render in exchange for the expected gains of the enterprise.

Any new development in an old industry must, in order to be successful, do something different, do something better, supply some actual need.

The International Agricultural Corporation organized on July 1909, was founded on the basis of—

That the chemical fertilizer industry in the United States, upon somewhat revised lines, accorded the greatest of commercial opportunities.

That the fertilizer business to be continuously successful must be based upon ownership of the sources of the crude materials required.

That the present was the time to undertake such a work, because the vast increase in the consumption of commercial fertilizers, year by year, clearly demonstrated that the farming community was awakening to the necessity of its increased use, renewing the fertility of depleted soils and doubling the yields of lands yet fertile.

That the company which gave the customer better condition of the goods furnished, better shipment of goods, better freight rates on goods shipped, would not be long in securing recognition.

With these definite purposes in mind, the International Agricultural Corporation has invested \$18,000,000 of its authorized capital of \$36,000,000 and for every dollar of stock issued (both common and preferred) has obtained tangible assets in the form of plants and properties, necessary in carrying out its plan to realize for its stockholders and the consuming public the benefits of an organization equipped with ample resources of raw materials and adequate manufacturing facilities so placed over the country as to secure the most economical distribution of its products.

### Gathering the Raw Materials.

The organizers of the International Agricultural Corporation fully realized that they must secure adequate sources of crude material supply, namely—Phosphate Rock, Sulphuric Acid, Potash, and Ammoniates—in order to produce at lowest cost complete fertilizer, containing in well balanced proportions the nitrogen (ammonia) phosphoric acid and potash necessary to plant life.

Carrying out its plan of operation, the International Agricultural Corporation purchased 42,000 acres of phosphate lands in Florida, and also secured the largest portion of the brown rock deposits of Tennessee.

The present yearly output of the mines owned by the Corporation is fully one-half of the total of land pebble product from all the mines in the state of Florida. Electrical energy for pumps, washers and transportation, oil burning dryers, concrete construction for dry bins, thirty-six miles of railway, conservation of water supply and "scientific management" in every detail of its operations are among the factors that enable the International Agricultural Corporation's properties to produce land pebble phosphate of all grades economically.

### Sulphuric Acid Supply.

Instead of manufacturing its sulphuric acid from pyrites, as is customary, the International secured a ten-year contract with the Tennessee Copper Co., of Copperhill, Tennessee, and with the Ducktown Sulphur, Copper & Iron Co., Ltd., of Ducktown, Tennessee, for their total output of sulphuric acid, which it has been stated by the producers will exceed 260,000 tons of 66 per cent acid annually.

By means of tank cars (190 are in service at the present time this acid is transported to the various works of the Corporation, and employed in manufacture.

### Could Supply America's Potash for 250 Years.

At the time of the organization of the International Agricultural Corporation an opportunity was presented to buy on favorable terms one of the most valuable of the German Potash Mines—the Kaliwerke Solledt Gewerkschaft. This purchase was affected by the outlay of \$4,000,000, for which the Corporation obtained a property estimated by experts to contain about

140,000,000 tons of potash salts, of which (making allowance for waste, etc.) about 70,000,000 tons—equal to 11,000,000 tons of pure potash should be available for mining. On the basis of last year's consumption of 200,000 tons the entire United States market could be supplied from the Solledt mine for a period of 350 years. The mine has a strictly modern plant, which alone cost more than \$2,500,000. It has a present capacity of about one-third the annual consumption of the United States, and is being enlarged.

The benefits anticipated from the International's purchase of Solledt were to some extent minimized by the action of the German government, aimed to deprive Solledt's American customers of the benefits of increased production and much lower prices than the Potash Syndicate maintained. But under all circumstances the possession of the Solledt mine has proved to be a most profitable investment. The indirect advantages of this independent investment in the potash industry have been maintained throughout the shifting phases of the "potash controversy," in which the International has sought to protect the interests of the American market as a whole, as well as to conserve its own interests.

By the term ammoniates is meant all those materials from which nitrogen is derived in the form most available for plant food. Many of these materials, such as nitrate of soda and sulphate of ammonia, are produced abroad and imported to the United States. Other forms are produced in this country—cotton-seed meal, dried fish scrap, and the by-products of slaughter houses—dried blood, animal tankage, etc., etc. The Corporation either owns outright or has close working arrangements with companies producing these materials, so as to be positively assured of its supply for future years, and by reason of the size of its purchases of other ingredients not produced by its interests is thus placed in the most advantageous position.

### Position as a Manufacturer.

In this regard the position of the International Agricultural Corporation is unique. Instead of purchasing the plants of competitors, as has been the custom of other large corporations in this industry, the International has caused to be built at the most advantageous points throughout the South, moderate sized factories with sufficient capacity to serve the trade located in that particular territory on a minimum freight rate for the manufactured product. Securing its sulphuric acid from a central producing point, it is able to transport to any other given point only such amount of sulphuric acid as may be required for manufacturing at that point, while competitors owning expensive sulphuric acid works must run to capacity, frequently much in excess of actual need for the sulphuric acid so produced.

Broadly speaking, the most important product of the International Agricultural Corporation is what is known as acid phosphate. This material is produced by grinding phosphate rock to a powder and adding approximately an equal amount of 50 per cent sulphuric acid. The resultant material, a dry friable slate-colored product (acid phosphate), is used by all fertilizer manufacturers, and aside from the larger manufacturers, the southern states contain hundreds of smaller producers—the "dry mixers." That the plan of the International Agricultural Corporation is sound is proven by the fact that not only are the small manufacturers ready customers, but every large producer (those owning and running their own sulphuric acid works) have, during the last year, bought very heavily of the International Agricultural Corporation's production of acid phosphate.

### Facilities for Distribution.

The period of construction for the International Agricultural Corporation has not, as yet, been passed. One factory is still in process of building and one more just starting, but all will be in operation by November 1st, 1911. The position of the International Agricultural Corporation is such that by means of factories its owns outright, or through factories where its raw material is used and its manufactured product is controlled for sale, the Corporation can offer its products at eight points in Georgia, four in South Carolina, at three Alabama centers, and in Tennessee, Mississippi, North Carolina, Pennsylvania, New York and Ohio.

Twenty acidulating works give to the International Agricultural Corporation the broadest possible base of operations and a capacity for manufacturing fully sufficient to care for the supply of sulphuric acid which it is under contract to receive. Its production of acid phosphate will exceed 600,000 tons per annum.

To enlarge the market for its pro-

ducts the International Agricultural Corporation has made contracts with a limited number of independent plants in whose profits it participates. These arrangements, while preserving the independence of successful industries and retaining the benefits of local contact with the consumer, are mutually advantageous to the supply corporation, the local manufacturer, and to his customers.

This is the story of the International Agricultural Corporation, with ample but not excessive capitalization, an economically sound organization, large resources of natural products, and adequate manufacturing capacity, to accomplish a useful service in the supply, manufacture and distribution of the materials necessary for the fertilization of American farm soils.—Ad.

### GIVES AID TO STRIKERS.

Sometimes liver, kidneys and bowels seem to go on a strike and refuse to work right. Then you need these pleasant little strike-breakers—Dr. King's New Life Pills—to give them natural aid and gently compel proper action. Excellent health soon follows. Try them. 25c at Laurens Drug Co. and Palmetto Drug Co.

Get a Blizzard Lantern, they give more light, and won't blow out. The price is only 65 cents if you buy it from S. M. & E. H. Wilkes & Co.

## NOTICE OF THE County Treasurer.

The Books of the County Treasurer will be opened for the collection of State, County and Commutation Road Taxes for fiscal year, 1911, at the Treasurer's Office from October 15th to December 31st, 1911. After December 31st, one per cent. will be added. After January 31st, two per cent. will be added, and after February 28th, seven per cent. will be added till the 15th day of March, 1912, when the books will be closed.

All persons owning property in more than one Township are requested to call for receipts in each of the several Townships in which the property is located. This is important, as additional cost and penalty may be attached. All able-bodied male citizens between the ages of 21 and 60 years of age are liable to pay a poll tax of \$1.00 except old soldiers, who are exempt at 50 years of age. Commutation Road Tax \$1.50, in lieu of road duty. The Tax levy is as follows:

For State purposes	5%	mills
For Constitutional School Tax	3	mills
For Ordinary County purposes	3	mills
For Interest on Railroad Bonds	1	mills
For Roads and Bridge Bonds	3	mills
For Court House Bonds	2	mills
<b>Total</b>	<b>17%</b>	<b>mills</b>

Special Schools—Laurens Township.

Laurens No. 11	7	mills
Trinity Ridge No. 1	4	mills
Maddens No. 2	2	mills
Nannie No. 3	2	mills
Balleys No. 4	2	mills
Mills No. 5	2	mills
Oak Grove No. 6	2	mills
Ora No. 12	2	mills

Special Schools—Youngs Township.

Youngs No. 3	2	mills
Youngs No. 2	3	mills
Youngs No. 4	3	mills
Youngs No. 5	3	mills
Fountain Inn No. 3B	5	mills
Lanord No. 10	4 1/2	mills
Ora No. 12	2	mills
Youngs No. 1	3	mills

Special Schools—Dials Township.

Green Pond No. 1	3	mills
Dials No. 2	3	mills
Shiloh No. 3	2	mills
Gray Court-Owings No. 5	4	mills
Barksdale No. 6	2	mills
Dial Church No. 7	2	mills
Fountain Inn No. 3B	5	mills

Special Schools—Sullivan Township.

Mt. Bethel No. 2	3	mills
Princeton No. 1	3	mills
Poplar Springs No. 3	2	mills
Rabun No. 4	4	mills
Hendersonville No. 5	4	mills
Friendship No. 6	2 1/2	mills
Brewerton No. 7	3	mills
Sullivan Township R R Bonds	4	mills

Special Schools—Waterloo Township.

Waterloo No. 14	3	mills
Mt. Gallagher No. 1	3	mills
Bethlehem No. 2	2	mills
Ekorn No. 3	4	mills
Centerpoint No. 4	2	mills
Oakville No. 5	3	mills
Mt. Pleasant No. 6	2	mills
Mt. Olive No. 7	2	mills

Special Schools—Cross Hill Township.

Cross Hill No. 13	6	mills
Cross Hill No. 1	2	mills
Cross Hill No. 2	2	mills
Cross Hill No. 4	2	mills
Cross Hill No. 5	2	mills
Cross Hill No. 6	2	mills

Special Schools—Hunter Township.

Mountville No. 16	4 1/2	mills
Hunter No. 2	2	mills
Hunter No. 3	2	mills
Clinton No. 5	6	mills
Hunter No. 8	3	mills

Special Schools—Jacks Township.

Hurricane No. 15	3	mills
Shady Grove No. 2	3	mills
Special Schools—Scuffletown Township		
Langston Church No. 3	3	mills
Scuffletown No. 1	2	mills
Lanford No. 10	4 1/2	mills
Ora No. 12	2	mills

Prompt attention will be given those who wish to pay their taxes through the mail by check, money order, etc. Persons sending in lists of names to be taken off are requested to send them early; and give the Township of each, as the Treasurer is very busy during the month of December.

ROSS D. YOUNG, County Treasurer. September 15, 1911.—td.

# COME TO THE BIG COUNTY FAIR

## Thursday, Oct. 19th, 1911

### A GOOD TIME FOR EVERYBODY

One of the Greatest Attractions will be a visit to the Department Store

OF

# J. E. MINTER & BROTHER

## Ladies' Booth!

Most Attractive Spot in Laurens  
Our Millinery Department.

Coat Suits	\$10.00 to \$25.00
Long Coats	\$5.00 to \$20.00
Shirts	\$3.50 to \$12.50
Silk Ready-to-wear	
Dresses	\$10.00, \$12.50, \$15.00
Sweaters	\$1.75 to \$5.00

Silks,  
Novelties,  
Stylish Dress Goods

## Men's Booth!

Tailor-made Suits

\$18.00, \$20.00, \$25.00

Young Men's Suits

\$10.00, 12.00, 15.00

"Smile" Hat

3.00

Jno. B. Stetson Hat

High grade Men's Furnishing

Neckwear 25 and 50cts

You will be a Prize Winner if You Get Your Outfit from

# J. E. MINTER & BRO.

DEPARTMENT STORE

## NOW IS THE TIME TO Invest in Real Estate

There is nothing as safe and nothing that will bring in larger dividends, as well located real estate, whether it be a farm, suburban property or city property,—for besides paying good interest you get much larger dividends in the increased value of the property. The man of property to-day is the man who invested in Real Estate.

We are offering some exceptional bargains. Come in to see us and let's talk over the matter.

197 acres, 4 1/2 miles from City of Laurens. \$20.00 per acre. Easy terms:

350 acres, 4 miles from Laurens. Can be brought to a high state of cultivation. \$20.00 per acre. One-fourth cash. Balance on easy terms.

197 acres, heavily timbered in one mile of Landrum, in Spartanburg county, dark chocolate soil, will produce bale of cotton per acre. A two-horse farm could be opened next year. Fine climate. On 3 public roads. One mile from Baptist High School. Price \$30.00 per acre. One-third cash. Balance on easy terms.

40 acres land. Three-fourths mile from city limits on Greenville road, part in cultivation, part in woods. See us for prices and terms.

52 acres, 1 mile from city limits, 40 acres in cultivation, well located, ideal for small suburban farm. See us for price and terms.

One acre lot on South Harper street, beautiful building lot, with good servant's house in rear.

One seven room dwelling on South side of Martin street. A bargain at \$1850.00. Easy terms.

167 acres joining and above Musgrove Mill on Enoree river, known as Newman land. One 3-room cottage recently remodeled. Price \$10.00 per acre. Easy terms.

If you want your land sold, list it with us at once. We have connection outside of county and can find a purchaser.

Messrs. B. A. Sullivan, E. P. Minter and Marion R. Wilkes will give their personal attention to all business entrusted to this Company.

Call to see us and let's us talk over your properties.

# Oakland Heights Realty Company

Office in J. E. Minter & Bro. Store.

Laurens, South Carolina