

MR. HAMER TO PLANTERS.

Spinner and Grower of Cotton Gives Sound Advice.

The letter below appears in the Dillon Herald, its author being a prominent planter and president of a cotton mill. It is full of sound and practical advice to South Carolina planters:

To Manning Township Planters and Business Men: At our Township Cotton Growers' association I was very kindly asked to submit for publication my views as regards marketing cotton. This I will do later on, but I am going to unload a portion of my thoughts for your perusal on a rainy day or when your day's work is ended. I want to preface my remarks though, by saying first: I am glad to be a member of the Southern Cotton Growers' association, because I believe it to be the most important organization that has ever been undertaken for the future of the south and her people. If we don't organize and perpetuate same our unknown riches will pass into the hands of the far-seeing investors just as the timbered lands of the south have gone. I hope and expect to see good cotton lands sell for \$100 per acre and the world won't be compelled to have more than 20,000,000 bales of cotton in less than 10 years time.

It may seem strange and even paradoxical to many of you for a buyer and consumer of raw material, but when you recall my dual position of planter and manufacturer you must realize my opportunity to greater appreciate the interdependence of the farmers and the mills. Without the mills your cotton would be worthless and without your cotton the mills would be so much scrap irons, brick and mortar. For that reason I heartily commend the most friendly co-operation of the two, and believe we should work together for a stable price of cotton and relieve the speculator of so much opportunity for investment in paper contracts and profits. I see little need for so many middle men to share the profits in cotton and can but predict a Southern growth of mind that will exclude all such, just as the former commission man has been eliminated and is now almost extinct.

The South's Attractions.

With the increase of years and experience I appreciate more fully the blessings of the south, and grow not only exultant, but buoyant, when I count and recount her attractions in climate, oil, minerals, cereals, and last but far from least, her fleecy staple

Give Your Stomach Rest.

\*Nothing will cure indigestion that doesn't digest the food, itself, and give the stomach rest. You can't expect that a weak stomach will regain its strength and get well when it is compelled to do the full work that a sound stomach should do. You wouldn't expect a sick horse to get well when it is compelled to do a full day's work every day in the week. Kodol Dyspepsia Cure is a perfect digestant and digests the food regardless of the condition of your stomach. Believes indigestion, belching, sour stomach, and all stomach disorders. Sold by all druggists.

that will, in due course of time, make her mistress of the financial world with New Orleans as her Liverpool. Talk about boycotting the United States and her cotton? You might as well talk about boycotting the Chicago market or the Standard oil product. Cotton ranks now second only to food products in man's necessity, and first in the commercial product of the world.

Let us see what homage statistics pay the cotton crop from 1885 to 1905 yielded to the south in round numbers \$1,801,000,000. The crop from 1900 to 1905 gave to the south in round numbers \$2,677,000,000, \$875,000,000 more cash for the last five years of the decade than the first five. The crop of 1895 of about seven million bales, brought in round numbers \$292,000,000, while the crop of 1905 of 14,000,000 bales, brought \$623,000,000 or a surplus of \$334,000,000 more than the crop of ten years ago, which is \$50,000,000 more than the total crop of ten years ago brought.

Now we take up the textile statistics and find that the world has about 116,000,000 spindles with annual consumption of more than 15,000,000 bales of cotton. Of this amount the south only owns 8,000,000 spindles and the whole United States only about 24,000,000, with the entire consumptive capacity of the United States limited to about 4,250,000 bales per annum. She produces 14,000,000 bales out of the entire production of 17,000,000 bales for the whole world. The European Continent owns 83,000,000 spindles and raises a very limited amount of the cotton they consume, while we annually export more than 8,000,000 bales. This would indicate consumption by the world of one and a quarter million bales per month, and out of this more than 1,000,000 bales per month is taken from Southern cotton. You can readily see when you recall that in seven years an increase in the spindles of the South from three to eight million, with about one million spindles now being added in the United States and forty-six new mills now being erected in England, with an aggregate of four million spindles, that the balance of trade must come our way and that very rapidly. We are in a line of progress and the investing eye is fixed upon the South, where the guiding star has shifted from the East and from the West, and the wise men are on their way to Bethlehem. It is imperative for us to be alert to the occasion and be ready with means and might lest the money changers engage our patronies.

The Association.

There can be no ifs and ands about the untold and inconceivable good that has come to the South from the influence and workings of the Southern Cotton Growers' association.

A Fearful Fate.

\*It is a fearful fate to have to endure the terrible torture of piles. "I can truthfully say," writes Harry Colson, of Masonville, Ia., "that for blind, bleeding, itching and protruding piles, Bucklen's Arnica Salve is the best cure made." Also best for cuts, burns and injuries. 25c at all druggists.

Cotton has been raised from 6 to 11 cents in less than 12 months, and now has promises of acceptance for all time with 10 cents as a minimum price. But for this organization millions would have been lost by the South and the salvation came in time not only to save the farmers, but the bankers, merchants and every other business enterprise. All wealth comes from the soil, and had the slump in the price of cotton come in September instead of December, 1904, the very foundations of business in the South would have tottered in ruins. This only evidences our building upon the sands rather than diversifying our crops and thus fortifying against calamities of every kind. We are going too fast and reaching out too far in the investment fields, which tends to make our growth in banks, mills, etc., top-turvey with bills payable accounts, and foundation too narrow for the superstructure. Thus we see some of our largest institutions yielding to the control and ownership of stronger moneyed concerns. Continuation will mean foreign ownership of our wealth-producing institutions, which our own people should control and receive the accruing profits. The seeming want of interest and contribution on the part of us all and especially the planters, have a tendency to discourage our official heads and for that reason we should put our shoulders to the wheel and perpetuate this organization to a man, as success of the one means success to the other in our varied industries. All business men should be solicited to join and end their money and influence to making the Southern Cotton Growing association the bed rock for the up-building of our entire people. We should have a central executive committee composed of one from each township, whose duty it should be, under penalty of \$1 fine for absence, to attend a county meeting under the call and supervision of the president of the county association at Marion each month on the day after the government report comes out. They should bring with them for information and comparison views procured in their respective sections, all forecasts of weather, conditions of crop, amount picked, ginned and marketed, as near as practicable, to be compiled in a book of record, not only for this crop, but for future reference in this way a more accurate statement can be sent to headquarters in Columbia.

Marketing.

I regard our mode of marketing the crop the most defective imaginable, and as a remedy beg to suggest the following: Require all cotton to be sold through warehouses, where same can be protected from weather and fire. At all depots where cotton is marketed erect warehouses in proportion to the amount of cotton sold. Where less fortunate than Dillon in having enterprising private citizens to lend investment to such, start subscriptions and own same through joint stock companies. Require all buyers to buy through these warehouses to prevent pinhooking, and in this way the weak and the strong, the rich and the poor will receive "equal rights to all and special privileges to none." All cotton brought to the warehouse should be graded, weighed and receipted for by a transferable receipt, showing the weight, grade, owner and amount of insurance carried per bale. The owner of this receipt could then use the same as collateral in any bank, in case the farmer should need money to meet obligation due. All cotton should be sold under the warehouse man's guarantee of weights and grades, due allowance being agreed upon for variation above or below the grades named in receipts, or the cotton could be arranged in rows according to grade, say, 100 bales of middling, 100 strict middling and 100 good middling, and each buyer could inspect the same and use his own judgment as to grades. When a certain number of bales are sold, say at 12-12 cents, the owner could name his pleasure of acceptance to the warehouse man, and if the price is not satisfactory, simply turn his storage tag and await the next regular selling day, which should be arranged so as to not compete with warehouses in adjacent towns. For instance, let Marion, Latta and Dillon have alternate days, and thus enable all the buyers to attend the sales at each place. Of course the owners of these warehouses are not "philanthropists," like old-line life insurance companies, and must be compensated for their investment and time.

Cotton Seed.

The question of cotton seed seems dormant and yet the ability of the

La Grippe and Pneumonia.

\*Pneumonia often follows la grippe but never follows the use of Foley's Honey and Tar. It cures la grippe coughs and prevents pneumonia and consumption. Ask for Foley's Honey and Tar and refuse any substitute offered. Mr. G. Vacher, of 157 Os-Good st., Chicago, writes "My wife had a severe case of la grippe three years ago, and it left her with a terrible cough. She tried a bottle of Foley's Honey and Tar and it gave immediate relief. A 50 cent bottle cured her cough entirely." Refuse substitutes. Durant's Pharmacy.

farmers to control the price of same is absolute. His lint cotton is useless to him save as a money crop, while his cotton seed can be used as fertilizers with great profit. Let him haul the seed of one-half of his crop as it is ginned out into his field, where the weather can make them unmarketable before January, and later rise in prices prove too strong a temptation for him to live up to his obligation. He can then sell the other half at 40 cents, deriving thereby the same amount of money, and having ammonia enough to produce another crop with the addition of a little kainit and acid. This will not work any hardship upon the cotton seed crusher, but will require him to do like the manufacturer of cotton, organize to force the other fellows to pay prices of his goods commensurate with the cost of raw material. If these lines can be carried out, untold wealth will be saved to the South, and our coffers will be made full and proportionate to our just reward.

Now there is one other point I want to touch upon, and that is the invisible leakage in weights. How different we find the scales of different buyers. If warehouses are established and run by good, honest men, with commissions sufficient to justify, they will put in up-to-date automatic scales where error could, and would be reduced to a minimum and thus the buyer and seller receive justice, while the pea manipulator and man of errors will not only be put out of commission, but relegated to oblivion.

We should remember the virtue of moderation when fixing prices, and advance same gradually, in order that the investing public may become educated up to paying a good price for a good thing like cotton. All good things come high, and with this maxim, "Live and let live," as violation of such means destruction of interdependents.

In Mad Chase.

\*Millions rush in mad chase after health, from one extreme of faddism to another, when, if they would only eat good food and keep their bowels regular with Dr. King's New Life Pills, their troubles would all pass away. Prompt relief and quick cure for liver and stomach trouble. 25c at all druggists; guaranteed.

Beck Brothers company will increase the capital stock to \$50,000 for the purpose of conducting a strictly wholesale dry goods and notion business. They will use one of their new store on Harvin street for an office and sample room and the old Monaghan warehouse for heavy goods temporarily until they can bet their main building completed, which they will commence erecting in January on the corner of Main and Bartlette streets.

Cure for Sore Nipples.

\*As soon as the child is done nursing apply Chamberlain's Salve. Wipe it off with a soft cloth before allowing the child to nurse. Many trained nurses use this with the best results. Price 25 cents per box. For sale by all druggists.

Rev. Will B. Oliver has withdrawn his resignation as pastor of the Florence Baptist church.

Failed.

\*All efforts have failed to find a better remedy for coughs, colds and lung troubles than Foley's Honey and Tar. It stops the cough, heals the lungs and prevents serious results from a cold. J. N. Patterson, Nashua, Io wa, writes: "Last winter I had a bad cold on my lungs and tried at least a dozen advertised cough medicines and had treatment from two physicians without getting any benefit. A friend recommended Foley's Honey and Tar and two-thirds of a bottle cured me. I consider it the greatest cough and lung medicine in the world." Durant's Pharmacy.

Downward Course

Fast Being Realized by Sumter People.

A little headache at first. Daily increasing till the back is lame and weak. Urinary disorders quickly follow; Diabetes and finally Bright's disease. This is the downward course of kidney ills.

Don't take this course. Follow the advice of a Sumter citizen.

George W. Hancock, keeper of the jail, 27 Canal St., says: "I have been down in bed on account of my back several times and suffered the most intense pain right across the small of my back which felt just as if a log of wood was laying on it and crushing the life out of me and I was unable to get from under it, could not turn over without taking both hands to pull myself. The kidney secretions were very dark, full of sediment and called me out of bed every little while. I think I contracted the disease during the war, away back in 1862 and 1863, laying out in all kinds of weather, exposed to heat and cold. Since then during later years I have suffered everything a man could suffer and live. I used everything I could get hold of, but nothing seemed to touch it. I finally saw Doan's Kidney Pills advertised and went to Dr. A. J. China's drug store and procured a box. They acted like a charm. I have used three boxes and all the pain in my back has left. The kidney secretions have been natural and I feel a No. 1. Doan's Kidney Pills are the best kidney remedy on earth." Price 50 cents. Foster-McClellan Co., Buffalo, N.Y., sole agents for the United States. Remember the name—Doan's—and take no other.

Horses & Mules! Horses & Mules!!

More Horses and Mules and Better Horses and Mules.

Two carefully selected carloads just in. They are right, the price is right and they need selling badly.

A full line of Buggies, Wagons and Harness always on hand.

I sell the celebrated MILBURN WAGON.

Respectfully,

A. D. HARBY.

TWO CAR LOADS...

Received Tuesday, October the 17th,

Two Car Loads

OF CHOICE

HORSES AND MULES.

Four Matched Pairs of Horses in the Lot.

Booth Live Stock Co.

A FAIR PROPOSITION.

If you have PROPERTY FOR SALE, it is my business to sell it for you. But in order to make the sale, I must have the matter in business shape.

Write me for Description Blank, sign the contract on the back of same, and return to me. If the price given is reasonable, I will advertise and sell the property for you.

The contract I wish you to sign is as follows:

The State of South Carolina, }  
County of Sumter.

I, \_\_\_\_\_ hereby list for sale the within described property, with R. B. Belsler for a period of \_\_\_\_\_ months from date and authorize him to negotiate a sale for same at the rate of \_\_\_\_\_ dollars per acre or \_\_\_\_\_ dollars for the whole property, on terms as follows:

And further agree that during the period herein above mentioned, I will not offer the said property to any one at a price lower than that above specified, nor on terms more favorable than above authorized, and that I will refer all applicants to R. B. Belsler: Provided it is understood and agreed, that I shall have the privilege of revoking the authority above conferred after having given thirty days written notice of such intention; but no attempted withdrawal will be effective under this agreement without such previous notice.

And further, in case of sale made by R. B. Belsler, or through any agency employed by him, whether through personal solicitations, by advertising or otherwise; or if he has in any way contributed to a sale of said property, even though concluded by myself, I agree to pay to said R. B. Belsler, as compensation for his services in effecting the sale, \_\_\_\_\_ per cent, commission on the purchase price for said property, to be paid to him immediately upon the receipt of the first installment paid in by the purchaser of the said property.

Witness my hand and seal this \_\_\_\_\_ day of \_\_\_\_\_ 190\_\_\_\_

In the presence of: \_\_\_\_\_ [Seal]

I HAVE DEMAND for several NICE FARMS, E. g. : A 10-horse farm in high state of cultivation in good community.

ATTORNEY-AT-LAW R. B. BELSER, REAL ESTATE BROKER, HARBY BLG COURT SQ. PHONE NO. 309.

DALZELL MERCANTILE CO.,

Dalzell, S. C.

Come to Dalzell and call on us for your Fancy Groceries, Dry Goods and Notions.

Just recived full line of Windsor and other fancy candies, put up in 1 and 1-2 lb. boxes. Prices 75c. per lb.

SPECIALTIES :

Fresh Cream Cheese, fresh Butter, Macaroni, Evaporated Apples, best Columbia River Salmon, Can Peaches and Oysters, and, also, Evaporated Cream.

Exclusively for Readers of This Paper

Sir Henry Morgan



We have secured the serial rights and will shortly begin the publication of the fascinating and romantic pirate story . . . .

Sir Henry Morgan, Buccaneer

By Cyrus Townsend Brady, author of The Southerners

Thrilling and Vivid Description of Sea Fighting on the Spanish Main—The Buried Treasure and Last Moments of the Most Accomplished Cut-throat and Freebooter of All Ages.

Interwoven with Love, Romance and Heroism

Illustrated from paintings.

Burying the treasure



The Boston Transcript says: "A thrilling pirate story, a lively romance sufficiently sensational yet not lacking in delicacy."

Don't Miss the Opening Chapters