

The Watchman and Southron.

THE SUMTER WATCHMAN, Established April, 1850.

'Be Just and Fear not—Let all the ends Thou Aims't at be thy Country's, Thy God's and Truth's.'

THE TRUE SOUTHRON, Established June, 1899

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SMALL MANUFACTORIES.

UPON THEM FUTURE PROSPERITY OF SUMTER IS DEPENDENT.

An Argument in Favor of Encouraging and Extending a Helping Hand to the Small Establishments That We Have and Encouraging Others to Locate in the City—A Word About License Taxes.

Editor Daily Item:

Upon reading in the Item tonight about the license ordinance the following thought came to me, how out of line the action of council seems to be with the desires of the people as expressed by the Chamber of Commerce in its meetings and efforts to do something to build the prosperity of the city upon a more substantial basis than exists at present, so that the town would continue to grow and grow until Sumter would become what all her loyal citizens would like to see—the leading city in the State. Sumter has always and is now, with the exception of the few manufacturing industries, entirely dependent for other markets will grow in ability and size, and unless the population of the farming section increases far more rapidly in the future than it has in the past, the proportion of the people of the city to that of the country will be larger than it is now, and that means that there will be more people to live upon the profits in supplying the farmers' wants.

Sumter has made a good showing in the increase of population, and this increase has been properly credited to her fine public schools, but this increase has been made (a large part of it) at the expense of the country, in that it takes from the farms the intelligence and muscle that is needed upon them; which means that even if they still own their farms their enterprise and thrift are lost as producers and they become consumers—not consumers for the merchant to supply, but those with whom he will have to divide the business of the farmer, as they either start in business or else get jobs from the merchant.

Its life upon the profits yielded from supplying the wants of the farmers of the surrounding country, as the main benefit from the marketing of the farmers' products here, is derived from his purchasing the goods to supply his wants here. Now, the territory which Sumter is supplying has not been increased in any way, but, in fact, has been diminished by the opening up of new markets to divide the trade with her. The cutting off of part of the county has taken a considerable trade away from her and the growing towns and villages along the railroads are taking still more and that this loss has not been felt very heavily, I think, is due to the increased prosperity of the farmers, whose wants and desires for better things have kept pace with their success, and also to the enterprise and watchfulness of our merchants in making their stores not only the equal but the superior of those in neighboring towns in variety, quality and price, so that they have been able to get some of the trade from adjoining counties. But these merchants and the Chamber of Commerce have the foresight to see that this will not always be so, as the

The wealth of our county is not what it consumes, but in what it produces. Consumption is a loss and production a profit, so that every one that ceases to be a producer and becomes a consumer, instead of being a profit is a loss to the country. The business men both in and out of the Chamber of Commerce, recognizing these facts and not wishing to be satisfied with the present and let the future take care of itself, have turned their attention to the next best thing and have discussed how to obtain it. Every one recognizes that this is manufacturing and also the benefits to be derived from it by every individual in the county, the farmers in the country as well as the man in the city. The only difference of opinion has been how to get it. Some

think we should have one hundred thousand dollar plants with the whole country for a market, and others would be satisfied with a start with \$1,000, \$5,000 or \$10,000 plants, so long as we got a start, feeling that there is just so many more chances of our getting them and that if properly managed they would grow into \$100,000 plants long before we are ever likely to get one started at \$100,000. Some think that the only plant of any benefit to the city is one that sells its products away from home, while others think that any plant that produces what we need and which we now send of for is equally as good, if not better for us. I, myself, am of the last opinion for several reasons.

To begin with we are not familiar with manufacturing and the handling of large enterprises and the failure or non-success of one, should we be fortunate in getting it started, would be hurtful and prevent the starting of any others, as we all know from experience by referring to our lone orphan, the cotton mill. If you ask the first man you meet on the street why Sumter, which is the largest inland cotton market in the State, has not one large cotton mill at least, if not more, he will say that the present mill has killed all desire for that kind of enterprise on the part of the citizens of Sumter owing to the losses they sustained, not only once, but the second time after it failed and it was reorganized; and he will tell you further, that it not only killed all interest in cotton factories, but also in all other kind of factories, and it was only when after long years of patient effort on the part of Mr. C. T. Mason, who alone proved that telephones could be successfully built in Sumter, that the mired men of Sumter scrambled over each other to get its stock, and they only did it then when differences with his partner whom he had taken in and who wished to remove the plant away from Sumter, revealed to them the soundness of the investment. Do you suppose for an instant that had Mr. Mason at the time he took in a partner and made a stock company of the old telephone plant, offered stock to the citizens of Sumter he would have had his offer accepted? I think not. Why? Because of their experiences with the cotton mill. Now the manager of the cotton mill was just as desirous of making a success as Mr. Mason was. And put in, as I understand, a large amount of money and the failure was not due to any act on his part, except that he was not familiar with the business, nor was any one of the directors and before any of them got the necessary experience to handle and direct it with the proper intelligence it had failed and was reorganized and practically failed again.

Now, the facts of the cotton mill failing I am not stating from my own knowledge, as I was not here at the time, but I have heard it so often from so many that I have no doubt of its truth, but the facts about its killing the desire to invest in other manufacturing I know, because I have been here and have heard parties when approached to start something in the way of a factory reply, No, that they had enough with their experience in the cotton mill. Now, on the other hand, Mr. Mason plodded along in a quiet way by himself until he mastered each and every detail, both in construction and cost and an error of judgment occurred it was discovered before the loss was great, as he was not making any one thing in quantities, before it was tried, nor had he a large pay roll, for the mis-making of any piece or part to add to the cost of the material wasted by such error and the result was that when the citizens of Sumter put in their money he gave them that which their money could not purchase—a thorough experience and knowledge of what he was to manufacture, and also that which was equally as important, a ready made reputation for their product and a market for the same. Now the experience of the telephone factory is a good argument for the starting of any enterprise on a small scale and let it grow with its success and also it is a good argument for the starting of factories with the whole country for a market, unless we consider the Mason telephones were among the first, if not the first, to be put upon the market after the patent rights of the Bell people had expired and in competition with others that were offered by other manufacturers, solely for the profit that was in them, he won out by the excellency of his product, as a telephone that will not talk cannot be sold at any price. Now name, if you can, any one thing that Sumter can manufacture and offer to the country at large under similar conditions. I cannot. Anything that I can think of that we could make to be sold throughout the country we would have to compete against other

manufacturers who have had long years of experience along with perfect organization, both in making and selling their products, as well as an established reputation; and you know from experience how hard it is to introduce anything made by a new concern against that of an established concern. It means not only that you have to sell at a lower price, but also that your product must be equally as good or better, and equally as important to be considered, is the lower freight rate they will have against you, so that aside from having to learn to handle these big enterprises ourselves, we will also have the task of educating the railroads up to the point where they will appreciate the increased traffic manufactures originate and give us rates so that we can meet competition half way on an equal footing instead of competition being able as at present to meet us almost at our nearest market upon equal or better rates than we can obtain.

I have heard it said that we could hire the necessary men of ability from abroad to manage these enterprises for us. I'll admit that we can hire the men to manage them all right, but can we hire, or I should say employ them and be sure that we are getting what we want. Men who will successfully manage them? I think not for how often have you heard parties remark, "That man came with the very best recommendations, but I find that while he is a good, steady man, he is not able to fill the bill, and I wish I knew where I could get one." If that is true in filling a mere clerical position, what must be said of the difficulties in filling the position of manager of a large enterprise, who will have the entire responsibility of making it a success, as the directors, owing to their lack of experience in the matter, would be unable to advise him how to make a cut here and a change there to get the lowest cost of production, while they would be the very best kind to discover if the enterprise was losing money, but utterly incompetent to suggest a remedy.

Now if we start small enterprises of one thousand dollars, five thousand dollars or ten thousand dollars capital, as little as is necessary, to supply what we consume at home and for which we have to send elsewhere, we would have many advantages. First, we would save the freight, and, second, if the enterprise was not a success financially the loss would not be so great and most likely if some were not able to pay dividends direct on the stock, they would pay indirect dividends by keeping the money we now send off, circulating at home and giving employment to those who would need groceries, clothing, houses, etc. While on the other hand, if they are successful more capital could be added as experience is gained and it can then reach out to supply the wants of nearby towns and keep on expanding until it meets a competition that it cannot overcome; and if these small enterprises are given the same care and attention by our business men that they would devote to a large enterprise the growth would be strong, healthy, and rapid, while if neglected and left to struggle along without their advice and assistance they would most likely dry up and die. One fault Sumter has, in common with the rest of the middle and lower part of the State, is a desire to do something about which they know nothing on a big scale and anything that is started on a small scale is too insignificant to merit their attention and help. I would rather see \$50,000 invested in various small healthy enterprises than to have double the amount invested in one large concern even if it be successful, as the indirect returns would be greater from the smaller ones than from the larger ones, as aside from being less seriously affected by dull times we would get a better class of citizens to whom more money would be paid, which would mean more money spent for the necessities and luxuries as well as a demand for more and better homes. If we look at the few factories we have we will find I might say that every one has been started by individuals and with one exception these individuals had little or no means, but by patient effort and continuous struggling they have gradually grown stronger and I hope will continue to grow until they not only acquire the good will of those abroad but also the good will of those at home.

This is true not only of our home factories, but the same can be said of nearly every enterprise in the whole country, except those of latter day organization and even these have sprung from them, as in nearly every case they were originated by men who got their training in the factory that grew from the individual enterprise of one man. If you doubt this statement, send for a catalogue of any

large manufacturing concern you wish and nine times out of ten, you will find on its first page the picture of the original starter of that concern followed up with a history of its growth illustrated by pictures showing what they are pleased to call their first home, followed by pictures of the new homes that were built and which the success of the modest effort of some individual had attained.

At the Jamestown exposition, I was particularly struck with the exhibit of the Studebaker wagon and carriage factory. There was the picture of the place of the original start of Mr. Studebaker and that reminded me of the old blacksmith shop of Stephen Bradford just beyond Shot Pouch on the road to Providence, except that the odds were greatly in favor of the latter. This was followed up by the various homes that its growth required down to the mammoth establishment of today, and it is a safe bet to make that Mr. Studebaker's early efforts were as little appreciated by his neighbors then as perhaps are those of some Mr. Studebaker who may be struggling alone in our midst utterly unknown to us, and who I hope will be as successful in his efforts in overcoming the difficulties that beset his progress as the Western man was. I have wandered a long way apparently from the subject of licenses and my only excuse for it is that perhaps the thoughts expressed above may have the effect of creating a better feeling not only in the City Council, but among the substantial business men to appreciate individual efforts even if on a small scale and if they cannot help, that they will at least not hurt it. This the business men can do by at least speaking of these efforts kindly as whether the efforts are successful or not they get the benefit of the wages paid out while it lasts and sometimes a very small thing will either make or kill an honest effort.

Council can do the same by refraining from placing additional burdens in the way of exorbitant licenses upon these efforts and adding to the numerous burdens under which they are now struggling.

In looking over the changes in the licenses, I note that council has placed a tax of \$25 on door, sash and blind factories. This seems to be taking the back track upon the course heretofore taken by council and the desire of our people to encourage manufactures.

We have two such factories in our midst. When they were started they felt so insignificant that they were ashamed to ask council for the usual five year exemption from taxes and licenses. A little later when one of them felt that it was growing and had somewhat overcome its modesty, it asked council to grant it exemption from taxes, council took the position that as it had not asked for exemption before starting they could not grant it. It may be claimed that these factories are not much good to the town, as they sell their products in the town. This to me is a wrong view to take because it is not true that they sell all their products in the town, but ship a great deal more than would be supposed to adjoining towns in competition with Augusta, Columbia, Charleston, Cheraw and Hartsville in which places are located plants far stronger financially than our local ones are and if it were not for this out of town trade the local trade would not keep them going. But suppose it to be true that they only sell their products in town, is it not a fact that wages paid to make the goods are paid in Sumter and spent in Sumter, and does not this benefit Sumter in saving that much at least to the town out of the thousands of dollars that before they were established was sent out to other places and that is not all that is saved to the people of Sumter. They are also saved the freight that they formerly paid on the goods bought and this goes to the consumer and not to the factories as the competition between them is sharp and the local consumer gets his goods delivered at his building at the same price he would pay for it f. o. b. at any place where there is a factory and sometimes cheaper. If these benefits are of any advantage to the town, why hurt the enterprises that are the cause of them because as they grow stronger they will confer more benefits on the town, far more than they get themselves.

I also noticed that they have placed a license on the newspapers, and it seems to me that if there is anything in a town that should by unanimous consent be exempt from all taxes that can legally be taken off them, that thing is the newspapers, whose only excuse for being permitted to exist at all seems to be that we wish to use them without cost to us to boom our town, our business, our social affairs, etc., in fact anything that is for

the benefit of any one else except the owner's and it is also very useful to us in venting our anger upon it for everything that goes wrong, both public and private, because it did not prevent it. If the newspapers were only to receive half pay at advertising rates for all the work they have done for others in which the papers have no interest whatever except the general welfare, they could very readily pay double the license asked of them and have a nice income besides, but it is only human to think little of what is given us without any effort or cost to us, just as the reverse is true, that the more we pay for a thing, the more we prize it without any consideration for its real worth or intrinsic value, and as newspapers and small individual enterprises come to our town without any effort or cost to the people, I suppose they have to take whatever is given them like all uninvited guests and be thankful that they are not kicked out. Citizen.
Sumter, S. C., Oct. 4, 1907.

STANDARD OIL INQUIRY.

Inquisitor Kellogg Brings Out More Startling Testimony to Show Guilt of the Great Oil Octopus.

New York, Oct. 9.—In the Standard Oil case today, Clarence G. Fay, assistant controller of the Standard Oil Company of New Jersey, was questioned regarding the profits of the organization. It was shown that over half a billion dollars in dividends have been paid by the Standard during various phases in its existence. Chief Inquisitor Kellogg brought out the fact that the total assets of the Galena Signal Oil Company, a lubricating branch of the Standard, are over eleven millions. Its "good will" is listed at over seven and a half millions, which enabled the Standard to get the African field from the New York Lubricating Company, and, also many railroad contracts at advanced figures.

ASHEVILLE GOES DRY.

Prohibitionists Carry Liquor Election There.

Asheville, N. C., Oct. 8.—After a brief but strenuous campaign the Prohibitionists carried the liquor election in this city today by a majority of 849.

A material factor in the result was the presence at the polls of women and children, who sang and prayed and served lunches. Asheville will be dry after January 1 next.—News and Courier.

RUSSIAN CONVICTS REVOLT.

St. Petersburg, Oct. 7.—A gang of convicts en route to Bolosk revolted today and in the fight following, the guards killed twenty-two prisoners. Eleven convicts escaped and six guards were injured.

ROOSEVELT'S OUTING.

Rain Kept Teddy Indoors Yesterday But He Was Ready Early Today for His Hunt.

Stamboul, La., Oct. 9.—President Roosevelt was ready to take the train early today. Rain kept him from hunting yesterday until it had ceased. The president is enjoying his outing immensely. Venison and trout form the principal features of his menu and the keen air has given him an excellent appetite. Several reports of bears in the vicinity have been received.

LEARN TO EAT.

Few People in Sumter Really Know How.

*Slow eating will solve one-half the problem of ill health. Those who suffer already with indigestion and weak stomach can with care and the use of Miona stomach tablets restore their digestion to a healthy condition, so that they can eat what they want at any time without fear of distress or suffering.

After a few days' use of Mi-o-na stomach tablets, the headache, dizzy feeling, drowsiness, bad taste in the mouth, coated tongue, nervousness, sleeplessness, distress after eating—all these symptoms of a weak stomach—will disappear, and perfect digestion and a good skin will show that the vital machinery is once more running smoothly.

Take a little Mi-o-na tablet before each meal so that it will stimulate the digestive juices and give strength to the stomach, and then it will take care of the food that is eaten, without indigestion and the unpleasant full feeling with which so many suffer after meals.

J. E. W. DeLorme has so much confidence in the power of Mi-o-na to cure indigestion and all stomach ills that he gives a guarantee with every 50-cent box to refund the money if the remedy fails to give satisfaction.

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FATAL WRECK SUNDAY.

COAST LINE'S LIMITED RUNS INTO AN OPEN SWITCH.

Engineer Boney, of Florence, Killed—Fireman Seriously Injured—Accident Occurred at South Rocky Mount, N. C., Early Sunday Morning.

Florence, Oc. 4.—Train No. 82, the northbound West Indian Limited fast mail over the Atlantic Coast Line, which left here at 9.20 o'clock last night for Richmond, was badly wrecked as it was passing into the yards at South Rocky Mount, N. C., at 2.15 this morning. Engineer George J. Boney, of this place, was killed, and his fireman, General Burnett, colored, also of Florence, was seriously injured.

As the train was passing through the freight yards at South Rocky Mount, pulling up to the union station, the monster locomotive of the fast mail entered an open switch and went head-on into a switch engine that was standing on the siding just at what is known as the "clear post."

The locomotive of the passenger train, when it struck the switches, became derailed and turned broadside on the ground, catching Engineer Boney and his fireman and crushing Boney's life out and seriously injuring Burnett, the fireman.

It is stated by the officials at Florence that beyond these two no one was seriously injured. The mail clerks, baggage master and a number of passengers aboard the train were badly shaken up.

Capt. Herbert McGhee, of Petersburg, was in charge of the wrecked train. The blame for the accident, it is thought, will be placed on the switcher, who should have seen that the switch was closed after No. 82 was due at South Rocky Mount.

Engineer Boney is a brother of Mr. E. Boney, the freight agent of the Coast Line at Florence. He is about 40 years old, and was one of the safest and best engineers on the system. He was on the run in the place of Engineer J. J. Jennings, who has been off from duty on account of sickness. The body of Engineer Boney will be carried to Wallace, N. C., his old home, for burial tomorrow. As soon as the train could be detached it was dispatched North.—News and Courier.

REPORT ON COTTON CROP.

New Orleans Times Democrat Says Crop Has Deteriorated.

New Orleans, Oct. 7.—The Times-Democrat says today:

The Times-Democrat herewith presents the reports of its correspondents on the progress of the cotton crop during the month of September:

The consensus of opinion is to the following effect:

The accounts vary greatly according to the section from which they come, but taking the belt as a whole, there has been a moderate deterioration.

Picking has made good headway as a whole, but farmers are more inclined to hold wherever they have no pressing debts to pay.

There is much complaint of shedding and premature opening of bolls.

The next report, which will be the last, will be printed in the issue of Monday, December 2, when the usual quantitative estimate of yield will be given.

FARMER MAKES REPLY.

As to Lynchburg Correspondent's Statement Concerning the Selling of Cotton by the Farmers.

Editor Watchman and Southron:

I notice in last week's Watchman and Southron an article by your Lynchburg correspondent, in which he says "The farmers are utterly disregarding the earnest appeals to hold for 13 and 15 cents. By this action 11 to 12 cents is altogether satisfactory."

Your correspondent is altogether mistaken in drawing that conclusion. They are selling not because they think they are getting a fair price, but because they have had the price dictated to them so long that they cannot be made to see that they can control the price themselves, and so they rush their cotton to market before Wall street pushes it down lower. A great many farmers, however, are holding their cotton and will get much better prices a little later.

One of the Farmers.

Marysville, Oct. 8, 1907.

Great Britain owns more land of North America than the United States.