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"THE SOUTH: THE NATION'S GREATEST ASSET."

ord began its work of calling the Na. a high rate on what the South had tion's attention to the South as "the to buy. ed an army of experts in every part enormously to its wealth. of the South and in every field of entheir power to beat down the price

We are reminded of these things ington about how cotton growing in well as morally wrong, and it never Pacific coast, such as Portland, Seath of the world would soon, would have been fastened around the less as Portland, seath of the world would soon, would have been fastened around the less as Persusisco and Tacoma as we have just received from the editor of the Record, entitled "Uncle that foreign spinners would not be this question. Many of the ablest men the cities on the Pacific coast comernment for themselves." Sam's Views of the South." In an tempted to try to raise cotton in Afri- of the South, including some of its bined. Last year these Pacific coast interview with the editor, the mythica, where I knew they never could greatest military leaders in the Civil ports shipped abroad \$127,000,000 of facturers Record, "the South has no cal Uncle Sam "tells the story of the raise it to advantage, though it was War, were opposed to slavery. South in such a way that any school to play against the people of the boy or girl can read it with fascin- South. ated interest" as well as the business man or student of history.

It is a pamphlet of 24 pages, which we wish we had the space to reprint ess they had the same energy and in full. Here are some extracts from ability which enabled them, between through emigration after the war. Be- vannah exports more than Boston or ong ago gave way to renewal of fam-

The South's Influence in Making This Country.

"Well," said Uncle Sam, as he shifted one leg over the other, "I have have been thinking a good deal about the history of this country and the you know, the more I study the matter the deeper the impression gets that more, all things considered, than any other people that ever lived in this country or anywhere else. "Between 1861 and 1865 I learned

by experience that the old ideas which prevailed for many years in the North and West that the South was wholly an agricultural country, and that its people were rather given to inactivity in business, or as some of their enemies said, to laziness, were wholty untrue

"At that time I learned to pray that if the soldiers from the South were samples of inactive or lazy people, would Providence keep us from running against any very active and hustling fellows, for I didn't want to meet any set of men who could march farther and faster, and fight harder richly endowed material asset of the

than the men from the South. "I ought to have been proud to claim as my folks, people who had ers Record, "we are glad to see you such moral and physical stamina that they were willing to sacrifice every dollar they had and life itself for a principle-not for slavery, as some people thought, but for the principle of self-government as they understood it. It should be remembered that not one-fifth of the wnite people in the South were slave owners in The men who could march all night and fight all day, or march all day and fight all night, though ragged and foot-sore and with only a crumb of bread for a meal, because they believed they were fighting for their country's honor, evidently had in them the kind of stuff which, when turned to material development, could as successful in putting up a good fight. When I think over these things I wender how in the world it ever got into my head that with any kind of a fair chance the people of the South would not at least equal the people of any other section of the United States in material activity. "There are some things to the

South's credit that ought to be told and retold for the country's good. "Everybody knows that it was due to Southern men that we added about three-fourths of the territory which now forms continental United States.

Those old Southern fellows were the best bargain hunters in the world when it came to making a land deal They bought the Louisiana purchase and likewise Florida for a few cents acre. No real estate speculator of today can quite equal those old Southern leaders in their real estate bargains for the government. They did things on a big scale. When they bought real estate like the Louisiana purchase and Florida they bought it by the wholesale at rock-bottom pric-This country is many billions of dollars richer because of their work. If they had not had the vision to see the business profit in making such who'esale land purchases and the energy to put the deals through, this

country never could have amounted to "Did you ever stop to think of the limited area we originally had and how circumscribed we would have been without the land deals made through Southern men for national expansion? Through them Anglo-Saxon mination of this continent was made possible. Pretty nearly all that the United States is in extent of conti-nental territory, in achievements made and in material resources, is due to

1850 and 1860 the increase of the had in 1880, though you have 16,000, wealth of these sections was less by 000 or 17,000,000 people less. That over one billion dollars than the is going some South's gain. For several years af-South's gain. For several years after 1865 this government, controlled pace for the world. Talk about agri-

New York office: No. 219 East 23rd the world to come and get their share good?" Street, where the Observer is kept on of the things I was giving away. I file, and information furnished free of encouraged the financial houses of charge to our patrons traveling Europe and America to bend their en-

ergies and their capital to the development of the West. Some of our tariff laws gave Eastern States advantages for manufacturing over the South. This was done by fixing it We believe it was in the early South produced-"raw materials," so of the South, developing the country, try who are millionaires simply be-

"For a time I treated the South Nation's Greatest Asset." The Obser- worse than a red-headed stepchild, but ver was one of the Record's earliest it kept on growing; it got rich fast, exchanges, and its articles on the notwithstanding the way money was achievements and possibilities of its sions, to pay insurance and to do othdrained from it in order to pay pensection were often quoted by the Rec- er things that advanced the prosperiord along with similar articles by ty of other sections at its expense.

This drain has aggregated some billions of delars since the war. Forhowever, long since outgrew dependent tunately, the South is beginning to dedence upon literature of that kind, at velop its own insurance, its own banksecond hand, and has since maintain ing and other things which will add

"I let the cotton buyers do all in put the price up a little, the land was flooded with stories from Washwe have just received from the edi destroy the cotton interests of the neck of the South if that section in thriving places; but Galveston alone 1865 in persuading your Southern peo-

"If the South had not had more natural advantages than any other 1861 and 1865, to live on almost nothas few people in the world ever fought which continued till 1876, the oppor- Francisco combined. Brunswick, Ga., ers Record regards as its highest Capital dogs long ago. For years all the pow- between 1865 and 1900 over 2,500,000 over \$8,000,000. er of the National Government and Southern-born whites went entirely be abroad more than twice as much as the history of this country and the in this country were united to develop so far as the Central South is con- are three times as great as the exthe West and the Pacific coast to the exclusion of the South from such acthe South is the greatest section on divities. When the Germans and Scanars, Missouri and Arkansas. The Cenars Portland, Maine, and Tampa, Fla., deepened the nation's life. But if you carth, and that its people, even if the country I knew that were they do not always make as much fuss about it as some others, accomplish more, all things considered than any into the South, and I knew the South white people. This is the greatest hands were raised in defense of that section, while the railroads and the immigration agents of the West flooded Northern Europe with maps of this with a story that it was full of yellow fever. Many of my consuls in Europe knew that every hamlet in Northern Europe was full of literature of this kind, but about that time was joined to the enemies of the South and made little or no effort to develop a section which I now know to be not only the greatest asset of this nation, but the best and most

world. "Uncle Sam," said the Manufacturmake this confession, for 'an honest confession is good for the soul,' and in this case it will be good for the South and the nation. You were a good deal of a sinner against the South. We know your repentance is genuine, that you have had a real change of heart and that you, like the rest of the people of this country, are beginning to understand the South and thus to appreciate its people and its advantages. We do not mind telling you, however, that you do not know it yet. You are just getting a little glimpse of it. It is 10 times as great a country as you think it is, even with all your change of heart. It is going to be 10 times be equally as energetic and equally as rich a country as you have ever imagined. It is really an undiscovered country, so great are the resources not yet even brought to life. You think of the United States as a pretty big country, and think that its wealh of \$140 000,000,000 is a very in the early days.

bandy balance to the credit of its 136 "The Northern or Western man who handy balance to the credit of its 136 years or so of operation as a busin-ess enterprise. But this country has only commenced to to business with the wor'd, only begun to accumulate money, only started its material development as compared with what the next quarter of a century will show. and the South is going to lead in this must be understood and the inherited

growth. From Bankruptcy to Vast Wealth. "All you ascert," said Uncle Sam, "as to the way I ignored the South is true, and I am sure that what you say about the wealth and power which that section is going to develop is true. When I think of the busted, bankrupt condition of the South after the war, and know how reconstruction days were a great deal worse than war, even though war days were. as one of my generals said, 'Hell let loose on earth,' I wonder that your section was ever able to get on its feet financially. But while thinking over that, I have been studying the statistics of what has been done. You have about 33,000,000 people in the South, but they are doing so much more than the 50,000,000 people which our country had in 1880 that I am setting a little ashamed of the others. Do you know, I think if the North and West and the Pacific coast, in proportion to their population and the government backing which they had, had accomplished as much as much wealth as it has.

East in making money. In 1860 it on debts, while we started up here and nearly one-half of the total wealth after the war so rich that we hardly of the country, or, to be exact, 41.9 per cent., and was getting rich faster than the New England and Middle States combined. Why, between your factories than the whole country

by the prejudices and passion born of culture in the West and on the Pathe war, did all in its power to im- cific coast, and then look at what the poverish the South by visiting upon South has been doing and any Westpoverish the South by visiting upon its people misgovernment and corruption in political life. Every sensible ashamed of himself. Why, you are man now sees our mistake. I am very penitent now as I think over how I helped the enemies of the South to \$840,000,000 than the total value of helped the enemies of the South to \$840,000,000 than the total value of the south was rather weak of the world's commerce and industrial in the streets of Europe and mistake in mail \$4.00 per annum, payable in ad- bring about even greater wreck and all the farm crops, not including ani- because there was lack of knowledge. vance; delivered in the City of Fayruin than had been left by war itself.
mal products, in the United States as Moreover, many people North and
steville by our own carriers, at \$5.00 This forced development to other seclate as 1890. And some of us once South did not understand that only tions. The rest of the country had had an idea that you were a little through the development of the South the backing of all the strong financial slow and non-progressive, and that could there come a well-rounded nather the Weekly \$1.00 per annum, paya interests of the world, as well as of your soil was not very good, and that this government. I gave away hun-you could not raise anything but cot- in grasping the meaning of your motdreds of millions of acres of land to ton. Jehoshaphat! If you are slow, to. Millions of people in the South subsidize the building of railroads or if your soil is poor, what in the and in the North and West as well, through the West. I filled Europe world would have been left for the would today be richer than they are with stories about the resources of rest of the country if you had been if their knowledge of the South's re-

> Anglo-Saxon Love of Achievement. "That is all true," said the Manu-facturers Record, "but we are not "F

We are just betting ready to work. Ages, said that the pioneers in the were absurdly low. mountain regions of the South 'seem- The South the Nation's Main Reliance ed to have been born with a genius for iron-making.' As a matter of fact. lar; many of its foremost men and rush of wealth that will amaze you. women regarded it as uneconomic, as

to Other Sections Than It Has Received in Return.

not the destruction of property by the white people. This is the greatest was the best place for them, but few drain upon the vital life of a country that has been seen in modern times. We sometimes hear that the development of the South has been due to the nergy and capital of peocountry on which the South was print- ple from other sections, while but ed in b'ack to indicate that it was a little attention has been given to the land of negroes, or else in yellow, fact that the South has freely given to other regions many times as much as it has received in numbers and energy. Of immigration from other sections it has had comparatively little until recently, while emigration drained much of its life blood to the and the Pacific coast. With this lessened vitality the people who were left at home had to meet many problems greater than Anglo-Saxon civilization had ever before faced; problems of reorganizing State governments, of the reconstruction of their labor system, of their agricultural and business interests, as well as problems of law and education. To the men who 'staid by the stuff' and who hore these burdens, increased many fold as they were by emigration of so many of the strongest and ablest men of the South, eternal credit should be given."

The Truth of History Needed to Be

Known by All. "That's all true," said Uncle Sam. might resent your rubbing these hat the truth of his ory justifies your tatements, and because the South and its people, past, present and future, cannot be understood without a knowl edge of these facts, and because it is this into the finished product. rital for the country's good that each section should understand the other. if all sections had known each other

does not know the true story of the ous coal in 1893. South will not be able to forecast its try and on world affairs. Its resourcthe delay in their big development trait of Southern men in engineering work, in manufactures and in man steel made in the country. agerial ability must be realized or else the important part the South is to p'ay in world affairs will not be etables from its trucking farms and You know, when I wanted its orchards to the North and West rasped. to build the Panama anal, I got most and this business has grown at a rate cago's great drainage canal, one of years its voume will be doubled. the biggest pieces of engineering work many as the most advanced sewerage under way and projected will require work in the world, has been engineer- an expenditure of over \$200,000,000 ed by a Southern man. It was left of actual cash. for a Southern man to finance and day, after English and American engineers and great promoters had re-peatedly falled. My weather bureau ted States in 1890. things that make for human progress "After the war you started with can hardly be counted. The McCorm-

have been a billionaire, for he could see a bargain about as far ahead as any of the big fellows ofthis genera-

the West, and bade all the people of energetic and your soil had been sources and its future had been full enough to give them the faith which the Manufactures Record has always

"Had the South itself realized the "Way back in 1860 we had 950,000 and its coal lands, its oil and its gas f our people living in the West and lands, for a few dollars an acre. There so as to put many of the things the in other sections beyond the borders are a lot of millionaires in this couneighties that the Manufacturers Rec called on the free list, while leaving They were Anglo-Saxons, and hence cause they believed what you were they were pioneers who loved to take preaching, and they staked every dol-Swank, in his 'History of Iron in All buy Southern properties at prices that

in Foreign Trade. "You are beginning your city the pioneers in the whole South were growth period. You are just getting born with a genius for doing things. a little touch of what city activities They loved to achieve, whether in will be. Birmingham, and Atlanta, statesmanship, in war, in engineering Houston, Tampa and Jacksonville, and or in agriculture. Some of the fellows who went West did not like homa, and a lot of other places are lows who went West did not like homa, and a lot of other places are and not indigestion. I am glad to see tural Department, experts from the Agriculture were the diggest thing on earth, and the world seemed to take you at your conscience work to take the South, experts from the Agriculture. Some of the fellows who went West did not like homa, and a lot of other places are and not indigestion. I am glad to see mountains and opened up the Western throughout all the great region from prairie regions to get far away from Maryland to Texas in the next 10 or ed of my mistakes, and now I want it, or led the 1849 movement to Call- 20 years. Even now you are grow- to do what I can through the Manufornia and laid the foundation of the ing faster than your own people can facturers Record to proclaim to the for development enterprises, for home deavor, bringing out the marvelous of its cotton for the benefit of the wealth of that State. You know that understand. Pretty soon the world world the real truth about the South, making, for every imaginable kind of truths which have restored the South spinners of Europe. Then every time to its former relative position in our the bulls' came along and tried to in the South slavery was never popular to its former relative position in our the bulls' came along and tried to in the South slavery was never popular to its former relative position in our the bulls' came along and tried to in the South slavery was never popular to its former relative position in our the bulls' came along and tried to in the South slavery was never popular to its former relative position in our the bulls' came along and tried to in the South slavery was never popular to its former relative position in our the bulls' came along and tried to in the South slavery was never popular to its former relative position in our the bulls' came along and tried to in the South slavery was never popular to its former relative position in our the bulls' came along and tried to in the South slavery was never popular to its former relative position in our the bulls' came along and tried to in the South slavery was never popular to its former relative position in our the bulls' came along and tried to in the South slavery was never popular to its former relative position in our the bulls' came along and tried to in the South slavery was never popular to its former relative position in our the bulls' came along and tried to in the South slavery was never popular to its former relative position in our the bull of the bulls' came along and tried to in the South slavery was never popular to its former relative position in our the bull of the bull

> domestic merchandise, while Galves- ill feeling because of the family as City, a sub-port of Galveston, a we were right. The other folks place built up in the last few years, thought they were right, and as they "The heaviest loss to the South was handles more export trade, although outnumbered us, naturally you were in government records it is credited to controlled by the majority. There is ountry on earth, and if its people war nor the cost of maintaining its Galveston, than San Francisco; and no hatred, so it is said, so bitter as had not demonstrated that in busin armies for four years, but the loss more than Portland, Puget Sound, that of near relations when they get of men through death in battle and Seattle and Tacoma combined. Sa- into a squabble, but with us hatred 1861 and 1865, to live on almost noth-ing to march night and day and fight by war, and by reconstruction days that country would have gone to the tunities for work were so limited that outranks Portland, Ore., in exports by Savannah ships all the capital of the world interested youd the borders of this section; and San Francisco. Wilmington's exports cerned, another million left and went ports of Portland, Ore. Mobile, Ala., cut into the Southwest, mainly to Tex- exports more than four times as much quaintanceship, and broadened and tivities. When the Germans and Scan- as, Missouri and Arkansas. The Cen- as Portland, Maine, and Tampa, Fla., deepened the nation's life. But if you

> > Uncle Sam Sums Up the South's Advantages. "Briefly," added Uncle Sam in conclu-

> > sion, "I may say! Your sections combines "First, the advantages of limitless

> > agricultural potentialities. 'Second, unequalled natural advantages for manufacturing and facilities for assembling and distributing by water or rail to the West on one side out to the Orient, and to the East and

Europe on the other side. To these points in your favor you add health conditions, due to climatic enrichment of the North and the West advantages ranging from the cold of the high mountains of Western Carolina and Texas to the soft and balmy air of the Gulf coast, meeting every requirement of those who want a strong, bracing, cold climate, or those who prefer the balminess of the semitropics, giving to this section a com-manding situation for health and pleasure seekers not to be found in any other part of the United States. 'Summing up a few things I find

> "The South is now producing three times as much cotton as the rest of the world.

"It is mining more than half of the sulphur produced in the world, and by reason of the cost of production is dominating the world's su phur trade. "It is supplying a very large proportion of the phosphate rock which hings in so bard now, were it not makes possible the fertilizer industry in Europe as well as of this country. "It is producing one-half of the timber annually cut in the United States

"It is mining 1__,000,000 tons of coal a year, which is 80 per cent, more Maybe we could have avoided the war than the United States produced of bituminous and anthracite coal combined in 1880, and as much as the entire country produced of bitumin-

and it is beginning to turn much of

"It is making almost as much pi development, and thus cannot measure iron as was produced by the whole in advance its influence on this councountry in 1880, and it is beginning to the word's sulphur trade. It came turn a large part of this into steel es must be known, the reasons for rai's, pipe, machinery and other finished products.

"It is making steel which is not surpassed as to quality by any other "It is shipping largely over \$100, 000,000 worth ofearly fruits and veg-

of the engineers from the South. Chi- which guarantees that within a few "It is now developing its water powin the country, came from the brain ers at an actual outlay of about \$150,of a Virginian. Baltimore's \$20,000, 000,000, and it is probably safe to say 000 sewerage system, accounted by that the waterpower enterprises now

"It is producing \$3,300,000,000 in agengineer to success the tunnel under riculture, which is two and a half the Hudson river, the greatest finish times as much as its agricultural out-ed engineering achievement of the put in 1900, and \$840,000,000 more than the value of the farm crops, not

and all my hydrographic work harks "It has more than \$700,000,000 greatback to Maury, the Virginian upon er manufacturing capital than the whom Europe heaped more honors for United States had in 1880, and is adduce rice and other crops. The lowar scientific attainments than it ever ding to its industrial development at gave to any other American. The list a rate which insures far more rapid to Louisiana, and then he worried the

and in material resources, is due to
the old fellows of the South who proved their abilities in business as well
as in statesmanship and in war.

Despite Heavy Handicaps in the Past,
the South Led the Nation.

"Before the war you started with can hardly be counted. The mcCormbave impressed me with what the South is some and what it has done and what it is going to do. The more I have world's agriculture, was the invention of a Virginian. Without it the prairies of the West that one of them, so I am
South is going to do. The more I have impressed me with what the South is going to do. The more I am
bave impressed me with what the South is going to do. The more I am
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bave impressed me with what the South is going to do. The more I have to be rid of his perbave impressed me with what the South is going to do. The more I have it is going to do. The more I have to be rid of his perbave impressed me with what the South is going to do. The more I have it has done and what the start in the West that one of them, so I am
bave impressed me with what the south is some indicated the subject to be rid of his perbave impressed me with the done and I have to do it is going to do. The more I have to do it is going to do. The more I have indicated the subject to be rid of his perbave impressed the war that the south had been to do it have to do it have to do it is going to do. The more I have impressed the war in t

development will enrich the world which has changed a whole section of or into cotton growing. In all these Without its cotton, beggary would that State. on. Without its cotton, beggary would that State.
"A quarter of a century or more ago, stalk the streets of Europe and mil-

Uncle Sam's Views of the South. "By gum!" said Uncle Sam, as he

that the South Is the nation's greatest in Texas big English and American asset. I have been doing a good deal of thinking of late. I tried to digest the statistics of the South's upbuildbragging so much on what we have truth of what you were preaching, it ing, and for awhile thought they had done as on what we are going to do. would not have given away so many given me a bad case of colic, but pret. Who have been spying out the land millions of acres of its timber lands ty soon I found it was a bad case of tell me, without butting your head conscience at work. You know a against facts showing what has been good many people's consciences are done in great development schemes located in their stomachs, and you and without finding still greater poscan't always tell whether it is genuine repentance for sins or a bad ilv. things. er that sends a man to the mourner's hold of new and big propositions, lar they owned or could borrow to bench. As I thought of how long I made laws which enriched other sec-

Manufacturers Record.

South, I got ashamed of myself. And bewildered as the birds fly up in all yet, despite my shortcomings the directions, and you are liable to shoot South has grown rich and powerful, in the air because there are so many Thinking over these things caused my birds you hardly know which way to gave me a pretty hard jolt. It prov. South. I have had my agents all over 50,000,000 people, and thought you you. The fact is, I want to talk to Geological Survey and others hunting own valuation. Have you stopped to you about the South. I have repent over that region pretty actively during think of how much greater in achieveto do what I can through the Manu- ed that opportunities for investment, West had a very unfavorable opinion great that the investor is very much "We talk about the cities on the about your section. Maybe I got a would have been fastened around the tle, San Francisco and Tacoma as the trouble I had between 1861 and

"Now, Uncle Sam," said the Manupraise that which says that through its work for Southern upbuilding h has helped to break down sectional barriers, has brought the South, the North and the West into closer busin ess and thus into closer personal ac It may do great good to tell the peo pie of the whole world just why the South was halted in material upbuilding and why its advancement is nov to be the dominant factor in the nation's business life. You know that the war and reconstruction days held balance of the country was making will tell the story as you see it, you the South, good."

Limitless Southern Opportunities. "These things reminds me of

story told about that big sulphur deosit in Louisiana, the development of which raised such a hubbub in I'aly. Italy had for generations controll ed the sulphur trade of the world, but it doesn't now. Years ago someone discovered surphur in Louisiana, but was so far underground and so heavily covered with quicksand that every effort made to mine it proved unavailing. Finally a lot of rich New Yorkers after various experiments concluded, like others had done, to abandon the enterprise. A meeting was calld for the purpose of disband ng and pocketing the loss, but the story goes that Abram S. Hewitt sug. H. W. LILLY, rested that they make one more at tempt and lend the company enough money to test a new system propos ed by a man named Frasch. His plan was to pump superheated water into the mine under such pressure as to melt the sulphur, which would flow to nearby wells and be pumped out n its Lquid state. Hewitt's proposion was accepted, Frasch's plan test d, and it is whispered around Wall Street that the annual dividends are 10 or 12 times as great as the capital nvested. The property had been kicked around for years without buyers and was offered to a New Orleans nan for \$15,000. He didn't think it worth it. It is taxed now at \$10,000,000. That sulphur success start! ed the Italian Government and upset near bankfupting all the Sicilian sul-phur interests. Through this mine n Louisiana, the South dominates the u.phur trade of Europe and Ameri ca, producing more than one-half the sulphur of the world. Another sulphur deposit is being developed in exas, which experts claim to be simlar to the one in Louisiana. The "A thousand illustrations came to

owners expect to make as much money as the crowd who own the Louisiana sulphur deposits aas gathered a. me about similar wealth-making "congs down South. A quarter of a century ago, so the railroad people tell me, the Southern Pacific Railroad officials did not believe that the prairie land in what is now the Crowley rice-growing section, through waich heir road passed on the way to Texas, would ever be worth anything, You could buy all you wanted at 25 cents an acre, and the seller would feel that he was cheating you when he took the money. But al. ; came two men, one from Iowa and one from Lou siana, who insisted that the land could be drained and made to proman had begged a pass to get down the people of the South have done, of men from the South who have advancement in the next 10 years Southern Pacific offificials so much this country would have twice as wrought marve ous achievements in than during the last 25. "These are a few of the things that and how he could bring settlers from bave impressed me with what the the West that one of them, so I am

promise fulfilled; the Eldorado of rigating the upland rice lands of Ar. floats. American activity; the focusing point kansas, think of the millions of acres Fruit Growing Potentialities Compar-To the intelligent people of this lands of the Valley of the Nile seem country and the law-abiding people too poor to cultivate—that can be of Europe I would say, 'Go South.' reclaimed down South. Already sev-"To the capital of the world I would eral hundred thousand acres are besay, 'Invest South.'" ing drained by men who had the sense to scent this money-making chance. It beats gold mining even in a real gold apples or in oragnes; and when it ooked up from a study of statistics mine. For \$50 an acre you buy and of the South's progress to greet the drain big tracts which will make an annual profit of over \$50 an acre. Do "I believe you are right in claiming you know anything better? And out companies are spending millions in

vast irrigation projects. "You cannot turn around down South, so people from other sectons sibilities for doing equally as big

"Did you ever hunt birds when the coveys were so big and numerous that almost ignored the South, and at times you never knew just where to shoot to get the best results" asked Uncle tions, often at the expense of the Sam. "Sometimes," said he, "you get conscience to stir itself and it soon aim. Well, that's the way down the last few years, and I have learn-

From the days of Washington all the way down, Southern men have had a gentus for engineering and for big, broad business operations. And, by the way, speaking of Washington, what a gentus he had, not only for pioneering engineering work, but for knowing how to pick out good lands. If he seeing men could even dream of, if he had lived in these days he would have been a billionaire, for he could be sense who will study the situation to put a settler in. I won't be guilty as to the particular bird at which to of being a party to it. That land is shoot. The investor who goes down now selling at \$100 an acre, and about \$200,000,000 of wealth has been creating the progress, to national solidity, to a greater extent than any but the most far-seeing men could even dream of.

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ed With the West.

"I know that the people on the Pacific coast are always hurrahing about fruit growing in Califronia, and apple raising in Oregon and Washington; but the South can beat them both 'to a frazzle,' whether it be in comes to grapefruit California, of course, simply draws out of the race, for Florida is the one supreme grapefruit section known to the world; and as to peaches and grapes and figs, pecans, peanuts and other things, the South is the real home of these things. It is, indeed, the Garden of Eden for fruits and nuts. Why one county in Virginia raises 1,000,000 barrels of apples a year, while Florida is raising 7,000,000 or 8,000,000 boxes of citrus fruit. Last year's apple crop in four contiguous counties of Virginia and West Virginia exceeded the whole apple yield of Oregon and Washington in 1910. If the rest of the world knews what a fruit land it is, more than one flaming sword would be needed even to keep in line the crowd rushing Southward."

Southern Energy and Initiative Turned to Marvellous Account.

"Uncle Sam," said the Manufacturers Record, "you felt pretty proud of your country in 1880, when you had ments is the South today with 23,-000,000 people than was the United States in 1880 with 50,000,000?" "Yes," said Uncle Sam, "I told you a little about that in the beginning. When I think over these facts I am

(Continued on Page 8)

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