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

We believe it was in the early eighties that the Manufacturers Record began its work of calling the Nation's attention to the South as "the Nation's Greatest Asset." The Observer was one of the Record's earliest exchanges, and its articles on the achievements and possibilities of its section were often quoted by the Record along with similar articles by other Southern journals. The Record, however, long since outgrew dependence upon literature of that kind, at second hand, and has since maintained an army of experts in every part of the South and in every field of endeavor, bringing out the marvelous truths which have restored the South to its former relative position in our confederated union.

We are reminded of these things by an extraordinary publication which we have just received from the editor of the Record, entitled "Uncle Sam's Views of the South." In an interview with the editor, the mythical Uncle Sam "tells the story of the South in such a way that any school boy or girl can read it with fascinated 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 in full. Here are some extracts from it:

The South's Influence in Making This Country.

"Well," said Uncle Sam, as he shifted one leg over the other, "I have been thinking a good deal about the history of this country and the relation of the South to it, and, do you know, the more I study the matter the deeper the impression gets that the South is the greatest section on earth, and that its people, even if they do not always make as much fuss about it as some of the other people, 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 wholly 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 than the men from the South."

"I ought to have been proud to claim as my folks, people who had 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 white people in the South were slave owners in 1860. 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 be equally as energetic and equally as successful in putting up a good fight. When I think over these things I wonder 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 an 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 prices. 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 wholesale land purchases and the energy to put the deals through, this country never could have amounted to much."

"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 domination of this continent was made possible. Pretty nearly all that the United States is in extent of continental territory, in achievements made 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 the South beat the

East in making money. In 1860 it had nearly one-half of the total wealth 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 1850 and 1860 the increase of the wealth of these sections was less by over one billion dollars than the South's gain. For several years after 1865 this government, controlled by the prejudices and passion born of the war, did all in its power to impoverish the South by visiting upon its people misgovernment and corruption in political life. Every sensible man now sees our mistake. I am very penitent now as I think over how I helped the enemies of the South to bring about even greater wreck and ruin than had been left by war itself. This forced development to other sections. The rest of the country had the backing of all the strong financial interests of the world, as well as of this government. I gave away hundreds of millions of acres of land to subsidize the building of railroads through the West. I filled Europe with stories about the resources of the West, and bade all the people of the world to come and get their share of the things I was giving away. I encouraged the financial houses of Europe and America to bend their energies 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 so as to put many of the things the South produced—"raw materials," so-called—on the free list, while leaving a high rate on what the South had to buy.

"For a time I treated the South worse than a red-headed stepchild, but it kept on growing; it got rich fast, notwithstanding the way money was drained from it in order to pay pensions, to pay insurance and to do other things that advanced the prosperity of other sections at its expense. This drain has aggregated some billions of dollars since the war. Fortunately, the South is beginning to develop its own insurance, its own banking and other things which will add enormously to its wealth. "I let the cotton buyers do all in their power to beat down the price of its cotton for the benefit of the spinners of Europe. Then every time the 'bulls' came along and tried to put the price up a little, the land was flooded with stories from Washington about low cotton growing in other parts of the world so as to destroy the cotton interests of the South unless prices were kept so low that foreign spinners would not be tempted to try to raise cotton in Africa, where I knew they never could raise it to advantage, though it was a pretty good bluff for the foreigners to play against the people of the South."

"If the South had not had more natural advantages than any other country on earth, and if its people had not demonstrated that in business they had the same energy and ability, which enabled them, between 1861 and 1865, to live on almost nothing to march night and day and fight as few people in the world ever fought that country would have gone to the dogs long ago. For years all the power of the National Government and all the capital of the world interested in this country were united to develop the West and the Pacific coast to the exclusion of the South from such activities. When the Germans and Scandinavians began to emigrate so rapidly to this country, I knew they were the best people in the world to put into the South, and I knew the South was the best place for them, but few 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 country on which the South was printed in black to indicate that it was a land of negroes, or else in yellow, 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 I 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 richly endowed material asset of the world."

"Uncle Sam," said the Manufacturers Record, "we are glad to see you make 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 deal of 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 to be got only by the greatest asset of this nation, but the best and most richly endowed material asset of the world."

"The Truth of History Needed to Be Known by All. "That's all true," said Uncle Sam. "I might as well say, running these things in as they are now, that the truth of history justifies your statements and because the South and its people, past, present and future, cannot be understood without a knowledge of these facts, and because it is vital for the country's good that each section should understand the other. Maybe we could have avoided the war if all sections had known each other in the early days. "The Northern or Western man who does not know the true story of the South will not be able to forecast its development, and thus cannot measure in advance its influence on this country and on world affairs. Its resources must be known, the reasons for the delay in their big development must be understood and the inherited work of Southern men in engineering, in manufacturing and in managerial ability must be realized, or else the important part the South is to play in world affairs will not be grasped. You know, when I wanted to build the Panama canal, I got most of the engineers from the South. Chicago's great drainage canal, one of the biggest pieces of engineering work in the country, came from the brain of a Virginian. Baltimore's \$20,000,000 sewerage system, accounted by many as the most advanced sewerage work in the world, has been engineered by a Southern man. It was left for a Southern man to finance and engineer to success the tunnel under the Hudson river, the greatest finished engineering achievement of the past, after English and American engineers and great promoters had repeatedly failed. My resumer bureau and all my hydrographic work harks back to Maury, the Virginian upon whom Europe heaped more honors for scientific attainments than it ever gave to any other American. The list of men from the South who have wrought marvelous achievements in things that make for human progress can hardly be counted. The McCormick reaper, which revolutionized the world's agriculture, was the invention of a Virginian. Without it the prairies of the West could not have been turned into wheat fields to supply Europe and America with foodstuffs

on debt, while we started up here after the war so rich that we hardly knew how to spend the money and kept on piling it up year after year. And now you have more money in your pockets than the whole country had in 1850, though you have 16,000,000 or 17,000,000 people less. That is going some. "And as to agriculture, you set the pace for the world. Talk about agriculture in the West and on the Pacific coast, and then look at what the South has been doing and any Western or Pacific coast man ought to feel ashamed of himself. Why, you are producing greater agricultural output, including animal products, by \$840,000,000 than the total value of all the farm crops, not including animal products, in the United States as late as 1890. And some of us once had an idea that you were a little slow and non-progressive, and that your soil was not very good, and that you could not raise anything but cotton. Jehoshaphat! If you are slow, and if it takes you a long time to do what would have been left for the rest of the country if you had been energetic and your soil had been good."

Anglo-Saxon Love of Achievement. "That is all true," said the Manufacturers Record, "but we are not bragging so much on what we have done as on what we are going to do. We're just getting ready to work our way back to 1860, we had 650,000 of our people living in the West and in other sections beyond the borders of the South, developing the country. They were Anglo-Saxons, and hence they were pioneers who loved to take hold of new and big propositions. Swank, in his 'History of Iron in All Ages,' said that the pioneers in the mountain regions of the South 'seemed to have been born with a genius for iron-making.' As a matter of fact, the pioneers in the whole South were born with a genius for doing things. They loved to achieve, whether in statesmanship, in war, in engineering or in agriculture. Some of the fellows who went West did not like slavery, so they journeyed across the mountains and opened up the Western prairie regions to get far away from it, or led the 1849 movement to California and the foundation of the wealth of that State. You set the pace with a very large number of people in the South slavery was never popular; many of its foremost men and women regarded it as uneconomic, as well as morally wrong, and it never would have been fastened around the neck of the South if that section in early days had been left alone to solve this question. Many of the ablest men of the South, including some of its greatest military leaders in the Civil War, were opposed to slavery. The South Has Given More Energy to Other Sections Than It Has Received in Return. "The heaviest loss to the South was not the destruction of property by the war nor the cost of maintaining its armies for four years, but the loss of men through death in battle and through emigration after the war. Because the South was almost destroyed by war, and by reconstruction, which continued till 1875, the opportunities for work were so limited that between 1865 and 1900 over 2,500,000 Southern-born whites went entirely beyond the borders of this section; and so far as the Central South is concerned, another million left and went out into the Southwest, mainly to Texas, Missouri and Arkansas. The Central South from Virginia to the Mississippi river thus had to stand the drain by emigration of 3,500,000 of its white people. This is the greatest 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 energy and capital of people from other sections, while but little attention has been given to the fact that the South has freely given to other sections the things which 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 enrichment of the North and West 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 bore 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."

From the days of Washington all the way down, Southern men have had a genius for engineering and for big, broad business operations. And, by the way, speaking of Washington, what a genius he had, not only for engineering engineering work, but for knowing how to pick out good land and if he had lived in these days he would have been a billionaire, for he could see a bargain about as far ahead as any of the big fellows of this generation. "A quarter of a century or more ago, when you took as your motto, 'The development of the South means the enrichment of the nation,' you did not have many believers. Faith in the truth of the motto was rather weak because there was lack of knowledge. Moreover, many people North and South did not understand that only through the development of the South could there come a well-rounded national life. Hence, they were slow in grasping the meaning of your motto. Millions of people in the South, and the North and West as well, would today be rich, and they are if their knowledge of the South's resources and its future had been full enough to give them the faith which the Manufacturers Record has always had."

The South the Nation's Main Reliance in Foreign Trade. "You are beginning your city growth period. You are just getting a little touch of what city activities will be. Birmingham, and Atlanta, Houston, Tampa and Jacksonville, and Chattanooga, and Memphis, and Oklahoma, and a lot of other places are only faint types of what will be seen throughout all the great region from Maryland to Texas in the next 10 or 20 years. Even now you are growing faster than your own people can handle. Pretty soon the world will begin to capitalize Southern growth, and then there will come a rush of wealth that will amaze you."

"We talk about the cities on the Pacific coast, such as Portland, Seattle, San Francisco and Tacoma as thriving places; but Galveston alone exports nearly twice as much as all the cities on the Pacific coast combined. Last year these Pacific coast ports shipped abroad \$127,000,000 of domestic merchandise, while Galveston shipped \$218,000,000. Even Texas City, a sub-port of Galveston, a place built up in the last few years, handles more export trade, although in government records it is credited to Galveston, than San Francisco; and more than Portland, Puget Sound, Seattle and Tacoma combined. Savannah exports more than Boston or Philadelphia; New Orleans about as much as Boston, Philadelphia and San Francisco combined. Brunswick, Ga., outranks Portland, Ore. in exports by over \$8,000,000. Savannah ships abroad more than twice as much as San Francisco. Wilmington's exports are three times as great as the exports of Portland, Ore. Mobile, Ala., exports more than four times as much as Portland, Maine, and Tampa, Fla., more than four times as much as San Diego, Cal."

Uncle Sam Sums Up the South's Advantages. "Briefly," added Uncle Sam in conclusion, "I may say: Your sections combine— "First, the advantages of limitless agricultural possibilities. "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 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 commanding 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 that: "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 sulphur trade. "It is supplying a very large proportion of the phosphate rock which 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, and it is beginning to turn much of this into the finished product. "It is mining 1,000,000 tons of coal a year, which is 80 per cent. more than the United States produced of bituminous and anthracite coal combined in 1880, and as much as the entire country produced of bituminous coal in 1893. "It is making almost as much pig iron as was produced by the whole country in 1880, and it is beginning to turn a large part of this into steel rails, pipe, machinery and other finished products. "It is making steel which is not surpassed as to quality by any other steel made in the country. "It is shipping largely over \$100,000,000 worth of dry fruits and vegetables from its trucking farms and its orchards to the North and West and this business has grown at a rate which guarantees that within a few years its volume will be doubled. "It is now developing its water powers at an actual outlay of about \$150,000,000, and it is probably safe to say that the waterpower enterprises now under way and projected will require an expenditure of over \$200,000,000 of actual cash. "It is producing \$3,200,000,000 in agriculture, which is two and a half times as much as its agricultural output in 1900, and \$840,000,000 more than the value of the farm crops, not including entire products, of the United States in 1890. "It has more than \$700,000,000 of great manufacturing capital than the United States had in 1880, and is adding to its industrial development at a rate which insures far more rapid advancement in the next 10 years than during the last 25. "These are a few of the things that have impressed me with what the South is doing, and what it is going to do. The more I have studied the matter, the more I am impressed with the fact that the South is indeed the nation's greatest asset. Any man of ordinary common

sense who will study the situation as I have done will come to the same conclusion. "The development of the South will add to national wealth, to national progress, to national solidarity, to a greater extent than any but the most far-sighted statesmen dream of. "Indeed, the South is not only the nation's greatest material asset; it is the world's greatest asset, and its development will enrich the world. Without its cotton, beggary would stalk the streets of Europe and millions would starve. "The South is to be the land of promise fulfilled; the Eldorado of energetic activity; the focusing point of the world's commerce and industries. "To the intelligent people of this country and the law-abiding people of Europe I would say, 'Go South.' "To the capital of the world I would say, 'Invest South.'"

Uncle Sam's Views of the South. "By gum!" said Uncle Sam, as he looked up from a study of statistics of the South's progress to greet the Manufacturers Record, "I believe you are right in claiming that the South is the nation's greatest asset. I have been doing a good deal of thinking of late. I tried to digest the statistics of the South's upbuilding, and for awhile thought they had given me a bad case of colic, but pretty soon I found it was a bad case of conscience at work. You know a good many people's consciences are located in their stomachs, and you can't always tell whether it is genuine repentance for sins or a bad conscience that sends a man to the mortuary bench. As I thought of how long I almost ignored the South, and at times made laws which enriched other sections, often at the expense of the South, I got ashamed of myself. And yet, despite my shortcomings the South has grown rich and powerful. 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