

THE STATE BANK

One of Southern's Most Successful Financial Institutions Doing Big Business

In addition to the desired service rendered to a community by its banking institutions, these concerns furnish a very accurate index of the prosperity and thrift of the people of the locality in which they operate.

The State Bank of Laurinburg is perhaps the best evidence of the condition of business and farming in this section of the state. On its books are to be found the names of hundreds of business men and farmers, who have substantial sums of money on deposit, representing their earnings and profits.

Beginning operations in 1907, the State Bank of Laurinburg was capitalized at \$40,000, with a surplus of \$10,000. At the present time its capital is \$100,000, and its surplus is \$150,000. In the meantime it has paid to its stockholders cash dividends aggregating \$25,000, and stock dividends to the amount of 150 per cent. The amount of money on deposit at the present time is considerably in excess of \$1,000,000, and the million-and-a-half mark will probably be reached and passed in the near future.

The secret of the success of the State Bank of Laurinburg is to be found in its conservative but aggressive management. The man who organized the institution believed fully in the possibilities offered by the local situation, and their vision has been amply justified by the success of their undertaking. The bank is in charge of some of the most prominent and successful business men of the county. At its head is John M. McNair, who is identified with many interests in the city and county, including cotton, mills, oil mills, fertilizer operations, general mercantile business, and farming. He is active in the affairs of the Chamber of Commerce and the Presbyterian church. James L. McNair, vice president, is interested in automobile business, and is president of four cotton mills in this and nearby towns. He is general manager of the Laurinburg & Southern Railroad.

In active charge of the operation of the bank is W. H. Cooper, vice president and cashier. Mr. Cooper is one of the best known bankers in this section, and is regarded as a conservative and sane financier. He is a Mason, a Methodist, and a member of the Chamber of Commerce. Mr. Cooper has farming interests in the county. He is ably assisted by J. T. Myers, assistant cashier, who is also a Mason and a member of the Chamber of Commerce. Mr. Myers is engaged in the insurance business.

Team work for the State Bank and for Laurinburg is the underlying policy that actuates the operations of this progressive institution.

E. ESSEY

One of Laurinburg's Progressive Merchants Has Met With Dazzling Success

Recognizing the advantages possessed by the town of Laurinburg as the center of a prosperous and growing section of the state, E. Essy opened a mercantile business here about fifteen years ago. He believed that the town would grow to much larger proportions, and that his business would increase along with the development and expansion of the city.

Both of these beliefs have been fully justified. Laurinburg is undoubtedly larger now than it was fifteen years ago, and in addition to its natural growth, the automobile during that period has brought the surrounding country appreciably nearer, for all practical purposes, to the city. The present of business done in Laurinburg is therefore much larger than it was when the Essy store was opened.

That the business of this particular store has also grown to much larger proportions is shown by the fact that in 1915 it was forced to remove a larger building. Since moving into this structure, the business has continued to increase, and the problem of still larger quarters is one that is gradually becoming more serious with this progressive concern.

Carrying a full line of dry goods, notions, ladies' and men's furnishings, shoes, hats, and the like, Essy is prepared to take care of the needs of practically all members of the family in every detail of their wearing apparel. The large stock carried here to expedite the store, which contains more than 2000 square feet of floor space. These employees are constant to handle the growing trade, and they are kept busy throughout the year. Among the nationally famous lines carried may be mentioned a few, which are rarely typical of the entire stock of goods handled by the concern. These include the J. B. shirt, the Mr. Fudge shirt, the Gerver shoe, Kirksbourn clothing, Stahl bond garments, and many others. One of the strong points in the Essy plan of merchandising is the fact that the prices are based upon a policy of small profits and quick turnover, so that the bargains to be had at this establishment are amply to be equaled anywhere else in town.

Mr. Essy is one of the most enthusiastic and spirited business men in Laurinburg. He is progressive in the extreme, and looks the town in every legitimate way. He has been here for fifteen years, and believes that Laurinburg can't be beaten in many respects. He is an enthusiastic member of the Chamber of Commerce.

Farmers of Lincoln County are now marketing their spring chickens for which they prepared during winter. Two hundred and fifty recently took on the market, bringing from one and one-half to two points, and the price is still in good shape. About 1000 more are expected to come on the market, reports County Agent J. A. Williams.

GREGG BROTHERS

Prominent Wholesale and Retail Dealers in Hardware, Farm Implements, Etc.

Beginning business in 1910 in a small way in Laurinburg, the firm of Gregg Brothers, hardware dealers, has grown to remarkable proportions, and now operates four large stores in as many thriving cities in North and South Carolina. The Laurinburg store is the original one, and is still regarded as headquarters of the concern. The other establishments are located at Florence, S. C., Hamlet and Hendersonville, N. C. The Hendersonville store has just been opened, and promises to be quite as successful as the other three, which have met with a pronounced degree of patronage on the part of the public in the communities in which they are located.

Dealing at wholesale and retail in hardware of all kinds, farm implements and machinery, canvas supplies, automobile accessories, electrical appliances, and the like, the firm has a large field. It is enabled, by reason of its vast output of goods, to buy in large quantities, thus securing the most favorable prices, which permit the closest kind of selling prices. This fact is not the least element in the success of the concern's mercantile operations. Its wholesale business covers quite thoroughly the entire eastern part of North and South Carolina.

The small establishment opened in Laurinburg in 1910 was superseded in 1912 by the present three-story and basement building, containing something like 12,000 square feet of floor space. The stocks of the company are carried chiefly in this building, though in each of the towns where stores are maintained a considerable amount of warehouse space is utilized. The Laurinburg store is attractively arranged, the windows lending themselves splendidly to display purposes.

In addition to the general lines mentioned, Gregg Brothers are exclusive distributors in this territory for the products of the Indian Refining Company, Russell & Erwin Manufacturing Company, Westinghouse Lamp Company and the Virginia Can Company. They carry a full line of builders' hardware, canvas supplies, paints, sporting goods, and the like. They also carry a complete line of radio supplies. Eighteen persons are employed by the company, and three large motor trucks are utilized in the delivery and drayage work of the company.

J. Alex Gregg and J. M. Gregg are the members of the firm. Both of these gentlemen are well known and widely experienced in the line of business carried on by the firm. The former is a Mason and active in the Presbyterian church, while the latter is an Episcopalian, and a Shriner. Both are members of the Chamber of Commerce, in which they take a deep interest. They are enthusiastic boosters for Laurinburg, as well as for the other towns in which they operate stores.

LAURINBURG ELECTRIC SERVICE COMPANY

Active in Placing Delco Lighting and Water Systems on Many Farms

Scarcely less important in the progress of efficient and comfortable living on the farm is the Delco lighting system than was the invention of the ordinary electric light to the dwellers in the towns and cities of the country. The conveniences of farm living have not been so rapidly developed, perhaps, since the general application of electricity to common operations, as have the facilities for saving labor and effort in the cities. But in later years the Delco system, put out by the Domestic Engineering Laboratories Company, from the initials of which the name is formed, has done wonders in the improvement of conditions of living in the rural districts. By the installation of one of these comparatively inexpensive plants, the farmer can have his own electric light and power for small machinery operations, under his own control, and operated at his own expense. In addition, he can have all the advantages of the waterworks of the city, including running water wherever needed. In addition to these facilities, the Delco people also produce one of the finest laundry machines on the market, and the housewife is enabled through Delco products to have practically all the mechanical facilities enjoyed by those who reside in cities. The Delco systems are a boon to the women who live on the farm, and have done more to ease in rural life than the automobile has done.

In Laurinburg the various articles put out by this concern are handled by the Laurinburg Electric Service Company, which has the exclusive agency for Hahn, Richmond, Robinson and Scotland counties. More than 200 Delco systems have been installed in the territory controlled by this company. The business was begun in a small way in January, 1915, and has grown more rapidly than was anticipated. A full line of Delco and other electrical goods are always carried in stock, and service for the systems is furnished by the force of seven expert electrical men employed by the company.

E. F. Smart, manager of the Laurinburg Electric Service Company, is one of the most successful representatives maintained by the Delco people. Last year Mr. Smart won a handsome prize, a car worth \$1000, by the Delco contest for the highest record in the sales department. Mr. Smart is prominent in many lines of activity in the community, including his work in the Chamber of Commerce and a member of the Episcopal church. He is a Knight of P. O. E., a Woodman, and a member of the E. F. A. He is active in the local church, and is well known and liked throughout the county.

H. A. PAGE, JR.

Representative in Laurinburg and Other Cities for Ford and Lincoln Automobiles

So generally used in all parts of the country is the Ford automobile that the Ford agency is almost as much a necessity as the corner drug store. Every town of consequence has its Ford agency, but while the institution is common, it is necessarily efficient and well managed. Because of the fact that the agency for the Detroit manufacturer is one of the most coveted prizes in the automobile world, it is possible for his organization to select the best in every community.

H. A. Page, Jr., one of the leading automobile men of the state, is in charge of the interests of the Ford and Lincoln cars in six important cities in this section of the state—Laurinburg, Rockingham, Hamlet, Lumberton, Raeford and Aberdeen. These agencies during 1923 sold 2100 Ford cars, establishing one of the highest records in the entire country. In Laurinburg, the concern sold 50 Fords during its first year of operations, and in 1922 it sold 125. In 1923 in Laurinburg the company sold 434 Fords.

Occupying perhaps the finest building of its kind in the state, the Laurinburg agency has handsome glass enclosed show rooms, where all models of Ford and Lincoln cars are to be seen at all times. The main show room contains 1800 square feet, and the floor is handsomely tiled, with paneled cream-colored walls. The building is the third occupied by the company since beginning business in Laurinburg, and was constructed three years ago. It is modern in every respect. A stock room containing 1200 square feet of floor space is thoroughly filled with every conceivable line of Ford and Lincoln parts and accessories. The repair department is one of the most completely equipped to be found anywhere, with the latest and most improved machinery for all operations. Nine men including the mechanics are employed, several of whom are men of factory experience. Facilities for the storage of cars are also to be had. The establishment has the agency in this territory for the famous Firestone tire, and does a large business in this line. Because of the extensive territory covered by the Page agencies, the promptest possible service is always to be had.

E. M. McLaurin has had charge of the Laurinburg agency since 1917. Mr. McLaurin is well equipped for this service, being one of the best known automobile men in this section of the state. He is a member of the Chamber of Commerce, and takes a leading part in the affairs of the Presbyterian church. He is well liked by all, and does a big business in every department of the Ford and Lincoln business in this territory.

COCA-COLA BOTTLING COMPANY

(Continued from page 5) for space, and four persons are employed in the operations, although most of the work is done by machinery. Two large motor trucks are used in the delivery of the goods to dealers all over Scotland County and to other nearby points.

C. W. Seymour, who has been in charge of the local plant ever since its organization ten years ago, is one of the best bottling men in the state. He has had a number of years' experience and knows every detail of the business. He is a member of the Chamber of Commerce and a Woodman, and takes an active part in the affairs of the Baptist church. Mr. Seymour is always alive to the progress and growth of his town, and is ready to assist in all forms of booming and boosting for Laurinburg and Scotland county.

F. J. BADDOUR

Dealer in

Clothing, Gents' Furnishings, Hats, Caps, Shoes and all kinds of Ladies' Ready-to-Wear

LAURINBURG, N. C.

"The Store of Satisfaction"

Z. ANTHONY

DRY GOODS, CLOTHING, SHOES AND NOTIONS

North Carolina Laurinburg.

JOSEPH ESSEY

DRY GOODS, CLOTHING, SHOES AND HATS LADIES' READY-TO-WEAR

"The Store of Reliable Merchandise"

LAURINBURG,

NORTH CAROLINA

GREGG BROS.

EVERYTHING IN

Hardware

PAINTS, AUTO ACCESSORIES, OLIVER PLOWS A COMPLETE LINE OF RADIO SUPPLIES

Laurinburg,

North Carolina

The Drug Store Your Grand-dad Patronized. Specialists in Prescription Efficiency

There is no other department of the service of this big store in which so great care and pride are evinced as that of correctly compounding your physician's prescription in the way he orders, from the purest and freshest drugs.

Entrust all your prescription work to us and you will get the results sought.

The Store of Complete Service

In drugs, chemicals, sick room and hospital supplies, toilet requisites, stationery, and the hundreds of other articles that are necessary for your health and happiness.

BLUE'S DRUG STORE

A. F. BLUE, Manager

LAURINBURG,

NORTH CAROLINA