

LAURINBURG HARDWARE COMPANY

Popular Concern Scotland County With Hardware, Farm Implements, Cutlery, Etc.

Completing one year of operations March 1, 1924, the Laurinburg Hardware Company has every reason to be gratified with the success of its undertaking. It has been of decided service to many patrons from all portions of the county, and has succeeded in selling large quantities of high-class goods. Profiting by the experience of the year, as well as by the experience of previous service in the hardware business, the management of this progressive and growing concern is better prepared than ever to meet the needs of farmers and others who are in the market this year for tools, hardware, cutlery, wagons, plows, and similar articles of farm equipment.

The problem of maintaining adequate stocks of goods in these lines is a serious one. Sales are necessarily low in some of the lines, such as harness, saddles, wagons, and the like, and yet to make any sales it is necessary to keep on hand a reasonably adequate stock. This costs a great deal of money, and means that the business must be prepared financially as well as otherwise to take care of the trade in its line. This service the Laurinburg Hardware Company seeks to render to the people of the city and county, and its efforts in this direction are fully appreciated, if one may judge from the patronage its goods have attracted since opening a year ago.

Among the exclusive lines handled by this concern in this territory may be mentioned the well known Lynchburg plow, the Nissan wagon, Beach sporting goods, DuPont paints and oils, Mason ranges, Keystone wire fencing, and Southern tires, and the Eterna Heaters. The company handles large quantities of sporting goods and ammunition.

Occupying a large store, containing nearly 1,000 square feet of floor space, the company also maintains a large warehouse in the rear, where a considerable portion of its large stock is kept. The concern has extended its business into every portion of Scotland county, and is preparing for heavier sales this year by at least fifty per cent than were handled during its first year's operations.

J. L. Caldwell, proprietor, is widely experienced in the hardware line, and is known throughout this section of the state. Mr. Caldwell is active in the affairs of the Chamber of Commerce, a member of the board of town commissioners, and is a member of the Presbyterian church and of the local Masonic lodge. He is keenly interested in the growth of Laurinburg and the development of Scotland county, especially in the improvement of farming conditions and methods, and is always ready to assist in the promotion of new and useful ideas of farming.

J. E. PHILLIPS & CO.

Operating under its present management for the past six years, the building material firm of J. E. Phillips & Company has been an important factor in connection with a large proportion of the building that has been done in this and adjoining counties during that period. The company carries a complete stock of materials of all kinds, and is the exclusive representative in this territory for many of the best known lines of standard and ornamental building materials and supplies.

Even the enumeration of a few of the articles handled by this company would occupy more space than is available in this article. Their stock includes lumber of all kinds, lime, cement, roofing, shingles, pipeless furnace builders' hardware, brick, tile, paints, oils, sheathing paper, and dozens of other articles, all well known brands and popular with the trade. Among the companies exclusively represented in this territory by the company may be mentioned the Moore Lime Company, the General Fireproofing Company, the Clinchfield Cement Corporation, the Atlas Portland Cement Company, the Monitor Stove Company, and the Morgan Millwork Company, makers of "the dor' beautiful." These lines are merely typical of the quality of goods handled by the Phillips Company, which occupies a prominent location in Laurinburg, covering more than one and one-half acres of ground, upon which are two large warehouses for the accommodation of the extensive stocks of goods carried. Additional warehouse space is being constructed to take care of the increased stocks that are necessary to handle in the normal growth of the business. The company's office and warehouse is located at the old Seaboard Air Line depot, while its lumber yard is on the L. & S. Railway. These locations are convenient for the shipping purposes of the company, as it ships by rail a large amount of building materials and supplies throughout this section of North Carolina and into the adjoining counties of South Carolina. Twelve employees are connected with the establishment, and additional help is soon to be employed in order to take care of the increasing business. The company operates a modern woodworking plant, turning out high-grade work in large quantities. This plant is capable of turning out any kind of work. A show room 40 x 80 is to be built at the plant which will be one of the best in the state.

J. E. Phillips, member of the firm, is active in the undertakings of the Chamber of Commerce, and is a member of the Presbyterian church. W. B. Shepherd, Jr., his partner, is also connected with the same organizations. Both of these gentlemen are loyal citizens, fully interested in the building of the town and in the development of the country surrounding.

P. & S. ICE AND COAL CO.

Render Efficient and Prompt Service to Citizens of This Community All Seasons of the Year

Ice and coal are among the necessities of life in these latter days, and since each is used chiefly through only a short season, it is perhaps natural that practically every ice company also handles coal and wood.

Laurinburg and Scotland county are well served in this connection by the P. & S. Ice and Coal Company, which has been in operation for about five years. The machinery for making ice which is operated by this concern is of the latest and most improved design. In addition to its other features, it purifies the water that is used, so that the ice produced is even purer than the water that is used in its manufacture, which is the purest that can be had in Laurinburg. By this process the product of the plant is fully purified, and the ice delivered is of the very finest quality. The capacity of the plant is at present 16 tons per day, but additional facilities are being installed for the coming season which will increase the output to 21 tons daily capacity. This increased output is necessary in order to take care of the demand that has been made upon the company during the past few seasons, which is still growing. Several towns in various sections of the county have learned the quality of the P. & S. ice, and are depending upon this plant to furnish their supply. Two motor trucks and two large wagons are utilized in the delivery of the product throughout the city and to nearby points, while rail shipments are made to some of the neighboring towns. Eight persons are required to operate this busy plant.

The coal handled by the P. & S. Company includes several of the leading Virginia and West Virginia products, well known for their high-grade qualities. Among these may be mentioned West Virginia Splint coal and Darby-Old Virginia coal. No types of fuel have been discovered more suitable for general needs in this section of country than these well known brands, and the P. & S. Company does an extensive business in both.

Prompt, efficient, and courteous service is one of the notable policies of this concern. It has made it a point to keep everything in its service line up to the highest pitch, and its success has been due in large measure to this fact. The company is the joint enterprise of Messrs. J. E. Phillips and W. B. Shepherd, Jr., from whose names comes the firm of the P. & S. Ice and Coal Company. Both of these gentlemen are active in the Chamber of Commerce, and both are members of the Presbyterian church. Mr. Shepherd is in charge as manager. He is a shrewd, and energetic and enterprising in his operation of this concern.

The Bank of Robeson

Maxton, North Carolina

is happy to congratulate the Fine People of Scotland County upon their Progressive Spirit, Their Staunch Citizenship, and the unexampled progress they are achieving along Material and and Moral lines.

We are happy also that it is our privilege to be a Factor in the development of your "Good County for Good People," and our sincerest best wishes go out to Our Good Friends and Patrons in Scotland County.

Always at Your Service

The Bank of Robeson

J. P. WIGGINS, President

F. W. CARTER, Vice-President

J. LACY McLEAN, Cashier

KATIE B. McQUEEN, Ass't Cashier

J. B. McCALLUM, JR., Teller

Dixie Guano Company, Inc.

Quick Service

High Quality

Manufacturers of High Grade

Acid Phosphates and Fertilizers

LAURINBURG, NORTH CAROLINA