



# WELCOME

## To Concord, N. C. October 16th to 20th

### The Coming "Fair" City of the South

We Extend to Each and Every One in Cabarrus and Neighboring Counties a Hearty Welcome to Visit Our Livestock Sales Stables During Fair Week

### Sales Stables

Good Work Animals are necessary for successful farming. Our Horses and Mules can be depended upon to be sound and young, well broken and dependable.

All Kinds of Livestock Bought, Sold and Traded.

SATISFACTION GUARANTEED. Any Horse or Mule purchased of us must be as represented or money refunded.

### Contracting

Heavy Hauling of all kinds, Grading and Excavating. We are equipped for Anything calling for Heavy Work of this Kind.

CONTRACTING For Furnishing and hauling the best brick and concrete sands. Let us estimate: Satisfaction Guaranteed.

# BROWN CONTRACTING CO.

16-30 W. Depot Street

W. A. BROWN, President and General Manager

CONCORD, N. C.

Telephone 14

E. F. BROWN, Secretary and Treasurer

#### W. L. Widenhouse Has Successful Career

After a long and successful merchandising career, W. L. Widenhouse, dry goods merchant, 208 West Depot Street, is able to look back on a career which from the day he first entered a store as a boy, has been a record of accomplishment. Born and reared at Georgeville, in Cabarrus county, after he left school he worked in a store at Concord owned by H. L. Parks & Company. Af-

ter some years learning the business he started for himself at Georgeville handling dry goods, shoes and groceries in a general store under the name of Widenhouse and Barrier, where he stayed for eight years and built up a large circle of patrons. He then sold out and came to Concord in 1905, locating at the site of his present store but in an older building, the present fine new store being made necessary by the growth of business. W. L. Widenhouse sells on a strictly cash basis, using the reason that he is out of the high rent district to

make a special appeal as offering economies to cash shoppers. He deals in piece goods, notions and shoes, handling the nationally known Peters Diamond brand shoes, with which goes a standing offer of a free pair to anyone who can discover a free pair in any part of the shoe. Mr. Widenhouse is a leading member of the Epworth Methodist Church, being the recording steward. He is married with six children.

#### Hoovers, Inc. Has a Quality Trade

When the Cannon & Fetzler Company, one of the oldest established stores in Concord gave up business in 1912, Hoovers at once began, with the policy of continuing under that name the high standards of trading so long and successfully associated with the Cannon & Fetzler company's store. A. R. Hoover established the present business, which deals in men's wear of high grades, handling some of the lines carried for many years by the Cannon & Fetzler company. A notable example is the Schloss Bros. clothing for men, which has been sold in Cabarrus county for over 45 years. The present owners of Hoovers' Inc., are W. F. Agree, president; T. M. Alexander, vice president, and J. F. Fisher, secretary-treasurer. Mr. Fisher has been with the store since 1916. He was born and reared in Cabarrus county and has been in the men's wear business all his life. He is a Knight of Pythias, and a member of the Manufacturers club. He attends the First Presbyterian Church, is married with one child. T. M. Alexander was with the Cannon & Fetzler Company for ten or twelve years and when that firm gave up business immediately became associated with Hoovers' which succeeded it. He is a Knight of Pythias and attends the Associate Reformed Presbyterian Church.

#### Cabarrus Union Supply Co. Owned by Farmers

Established in 1914 by the farmers of Cabarrus county for the purpose of buying and selling their produce, the Cabarrus Union Supply Company, under the management of W. F. Moose has made steady progress and is patronized by many farmers who are not actually shareholders in the company. The Cabarrus Union Supply company deals in feed and heavy groceries, farm supplies and produce, with a large trade in fertilizers. They are exclusive agents for basic lime phosphate, and agents for Walkers spray and mop machine, which has been so successfully used in Georgia in combatting the boll weevil. Grass and clover seeds are also handled together with all kinds of grains. A stock of about \$3,000 is carried. Shipments amount to 300 to 500 bushels of wheat a year; 1,000 bushels of seed oats; 250 bushels of rye, and 200 tons of cotton seed. The business is located at South Church street in a brick building 50x75 feet and is patronized by a large circle of farmers. W. F. Moose, the manager was born and reared in Cabarrus county and owns two farms. He is a member of the Reformed Church and the Junior Order of American Mechanics. He is married with four children.

#### Dermott Heating Co. Has Many Contracts

One of the most successful firms of heating engineers and contractors is the Dermott Heating Company, with offices at Durham, N. C., and a branch office at Raleigh, N. C. Established in 1910 by John V. Dermott under the firm name of the Dermott Heating Company, the business has made steady and substantial progress under the same ownership and management. In 1911 the volume of business done was about \$8,000. Last year the business aggregated \$300,000 and this year is expected to see even that large sum exceeded. In 1922 heating systems were installed in 27 school buildings in North Carolina, and the number will be greater this year. The range of operations of the firm is all over the state. Installation of heating plants is being made as far south as Craven county and as far east as Edgecombe county, as far west as Watanga county. The Dermott Company was awarded the contract for the new schools being erected in Concord.

#### A. F. Hartsell Has Gone Ahead Fast

Head of the largest wholesale grocery firm in Concord, the career of A. F. Hartsell, owner and active manager of A. F. Hartsell Company, is a striking demonstration of what determination and hard work will accomplish. Born and brought up near Mount Pleasant, Cabarrus county, Mr. Hartsell had few opportunities as a boy to go to school, and early in life had to hustle for himself. He left home at 21 and came to Concord, where he worked in a drug store for a year, leaving to enter the employ of the Cannon & Fetzler store where he remained for two years. His next field of activity was New York, where he worked

for the American Tobacco Company for four years. With a training in retail and wholesale trading methods Mr. Hartsell returned to Concord and started in business for himself in 1904 on the same corner where he is now found.

With a small capital, he made up for lack of financial strength by an abundance of energy and a personality which made friends for his business, and has made steady progress until today he has the largest stock and the largest turnover of any wholesale grocery firm in the city, doing a volume of business which would probably surprise even his close friends. He is an active Rotarian, in a club where all the members are active; a member of the Merchants and Manufacturers club; a K. P. and a D. K. K. since 1900. He is a trustee of the Pythian home at Cleveland and one of the most popular members of the Knights of Pythias. He is active in the Central Methodist Church, being a steward, a lay leader and chairman of several committees. In 1912 and '13 Concord honored him by electing him Mayor. During his term of office the Concord White Way was built and the first permanent street paving done. He is married with two children.

Concord citizens owe it to the persistence of Mr. Hartsell that they have long distance telephone communication from their home and office telephones by means of operating arrangements between the local company and the Southern Bell Telephone Company. For years the two companies were at cross purposes with the result that long distance communication could only be obtained by going to the booth which the Southern Bell maintained for that purpose. After two years of persuasion and negotiation Mr. Hartsell brought the companies to seeing eye to eye and as a result arrangements were made which gave every lessee of a telephone in Concord, long distance service.

Mr. Hartsell was the prime mover in the organization of the new hotel company, which bought the St. Cloud Hotel

building. It is the intention of the company to erect a modern hotel costing \$250,000 work to begin within a few months, on the site of the present hotel.

#### Dayvault & Brother Stress High Quality

For thirty years the name Dayvault has been associated with the highest quality and service in the products of a meat market. The business was established by J. F. Dayvault, the present head, with whom is associated his brother A. J. Dayvault, who came here from Southern Texas six years ago to assist him in a business which was rapidly growing. J. F. Dayvault was born in Davie county and came to Concord after leaving school, where he worked for an older brother for a while before starting in the meat market business for himself. He is a Rotarian, a member of the Retail Merchants Association and a Shriner. A. J. Dayvault, before coming to Concord, was growing rice in Southern Texas. Since he came into the business his brother has been leaving the details to him and while J. F. Dayvault is the head of the firm he has been absent from the store a good deal in the last three years on account of sickness and the active management is being carried on by his brother. A. J. Dayvault is a K. P. and a D. K. K.; a member of the Retail Merchants Association. He attends the Central Methodist Church.

Dayvault and Brother conduct a business along conservative lines, stressing the importance of quality and satisfactory service. They are believed to have the largest meat business in the city.

#### Starnes-Miller-Parker Reliable Jewellers

Starnes-Miller-Parker Company, jewelers and optometrists, specializing in gifts that last, is composed of R. L. Mil-

ler, F. E. Starnes and Charles Parker, Mr. Miller being the manager of the Concord store, the others managing two other stores located in the state at Albemarle and Salisbury. Mr. Miller is a thoroughly experienced throughout Cabarrus county. He moved from Baden, N. C., where he was in business for four years. Located at 41 South Union street, the firm leases premises 15x60 feet and carry an up-to-date stock of about \$14,000 in which the Gee Esco silver tableware is strongly featured. Mr. B. F. Wagoner, a skilled repair man, is with the firm, which makes a specialty of watch, clock and other repairs. Cut glass, diamonds, watches, jewelry, clocks, silverware, china and French Ivory goods are carried.

Mr. Miller is a Mason, is married with three children and has made his home in Concord.

#### Browns-Cannon Co. Old Establishment

Browns-Cannon Company by now is an old established business in Concord having been started in 1902 by Earl H. Brown, G. F. Brown and D. F. Cannon. The present owners are Earl H. Brown, W. B. Brown and S. L. Brown. The firm occupies a two-story and basement building 25x60 feet on South Union street and enjoys a large trade from a wide circle of patrons who desire men's and boys' furnishings from the ground up, of known quality and backed by reliable service such as the Browns-Cannon Company is noted for. Mr. E. H. Brown is secretary-treasurer and general manager. He is a Mason, a member of the Rotary club, the Elks and the Junior Order of American Mechanics. He attends the Presbyterian Church. He was born and reared in Concord and is an enthusiastic supporter of any movement to advance the interests of the city and county.

## Appreciation

We could write this "a." about our unexcelled cuisine, our pleasant rooms, our location in the heart of the business district, or about any one of several other things important to guests of a hotel.

Instead we want to tell you about our service. The human element is the vital one in any business. Our employes have instructions to exhaust every means in their authority to satisfy a guest's legitimate wants, and to refer him to "those higher up" if necessary.

That our guests appreciate this is shown by the small number of complaints and the increasing number who come to us every time they are in town.

E. S. LEONARD, Proprietor.

MAKE YOUR HOME DURING THE FAIR AT

## The St. Cloud Hotel

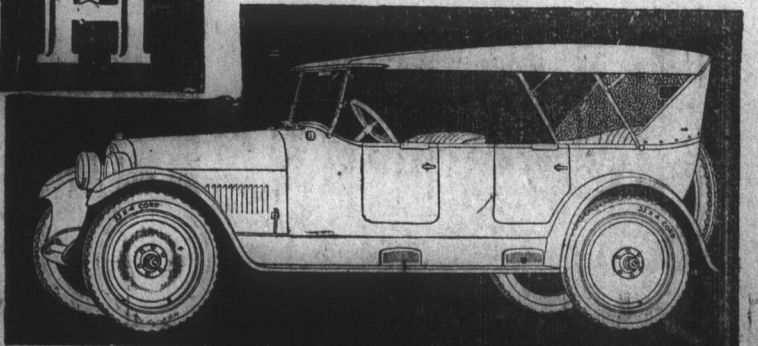
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# NASH

RIDE TO THE FAIR IN A NASH

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Nash Leads the World in Motor Car Value. Fours and Sixes. See the Beautiful Sport Models on Hand. We are ever Striving to Live up to Our Reputation as Accommodating Dealers.



## CORL MOTOR COMPANY

GEO. F. CORL, Manager

25-27 W. Depot Street