

Is a Paper Devoted to the Upbuilding of the Sandhill Territory of North Carolina

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Merrel P. Calloway, Vice-President  
Guaranty Trust Company, New York.

## HOTELS MAKING GOOD PROGRESS

Both Soon Ready for the Main  
Structure of the Buildings  
to Start.

The new hotels at Pine Needles and at Pinehurst have the foundations well on the way, and will soon commence work on the main structure. At the Satterfield house at Pinehurst the Virginia Carolina Construction Company has the foundation walls almost completed, and a force of about 40 men is hustling things along. I. L. Corde, superintendent of construction, who has recently come up from Miami where the company has been finishing a job, says he expects to increase his force soon to about 60 men, and that it is the intention to be able to turn the house over to Mr. Satterfield in September to get it in readiness to open early in the fall.

The building as it begins to show on the ground will be roomy and attractive, and with its four stories rising on the summit of the hill there south of the polo fields it gives a view of the entire horizon in all directions. It is doubtful if a more complete panorama of the four points of the compass can be found in any part of the Sandhill country.

Over at Pine Needles the foundations are pretty well along, and will be ready for the construction company as soon as it has its material on the ground and its forces assembled. Brick and steel frame will be the type of construction. The big house is well outlined now on the ground, and shows a highly attractive plan. It has a site also that commands a wide range of country, and from its upper floors Southern Pines especially will be presented in an interesting picture. The roads are now in excellent condition all over the Pine Needles property, the new road to the Carthage road being accepted as the main drive.

The Pinecrest Inn at Pinehurst is putting in a sprinkling system, which will make this house, rebuilt and en-

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Paul P. Brown, Raleigh, Secretary  
North Carolina Banks' Association.

## TRANSITION OF THE SANDHILLS

Interesting Changes In The Sand Barrens of Moore

It is not so long ago that the sandy ridges of Moore county were looked on as the hopeless, helpless, deserted regions of the South, and any word of reproach that happened handy to the tongue was regarded as suitable in description of the country about Pinehurst. When lands here sold for a dollar an acre the man who made the sale was regarded as a fortunate fellow, while the man who bought had the sympathy of those who knew of the bunco game. When the present members of the Page Trust company sold to James Tufts at a dollar an acre the 5,000 acres on which Pinehurst was built there was more or less of disturbance in the region where consciences are said to be located as to whether that sale was excusable at the price.

Fortunately the man who sold the property at that high figure have lived long enough in the territory to be able to justify themselves before their neighbors as not working a bunco game. The fact is that lands have sold in Pinehurst since then that brought more money for an

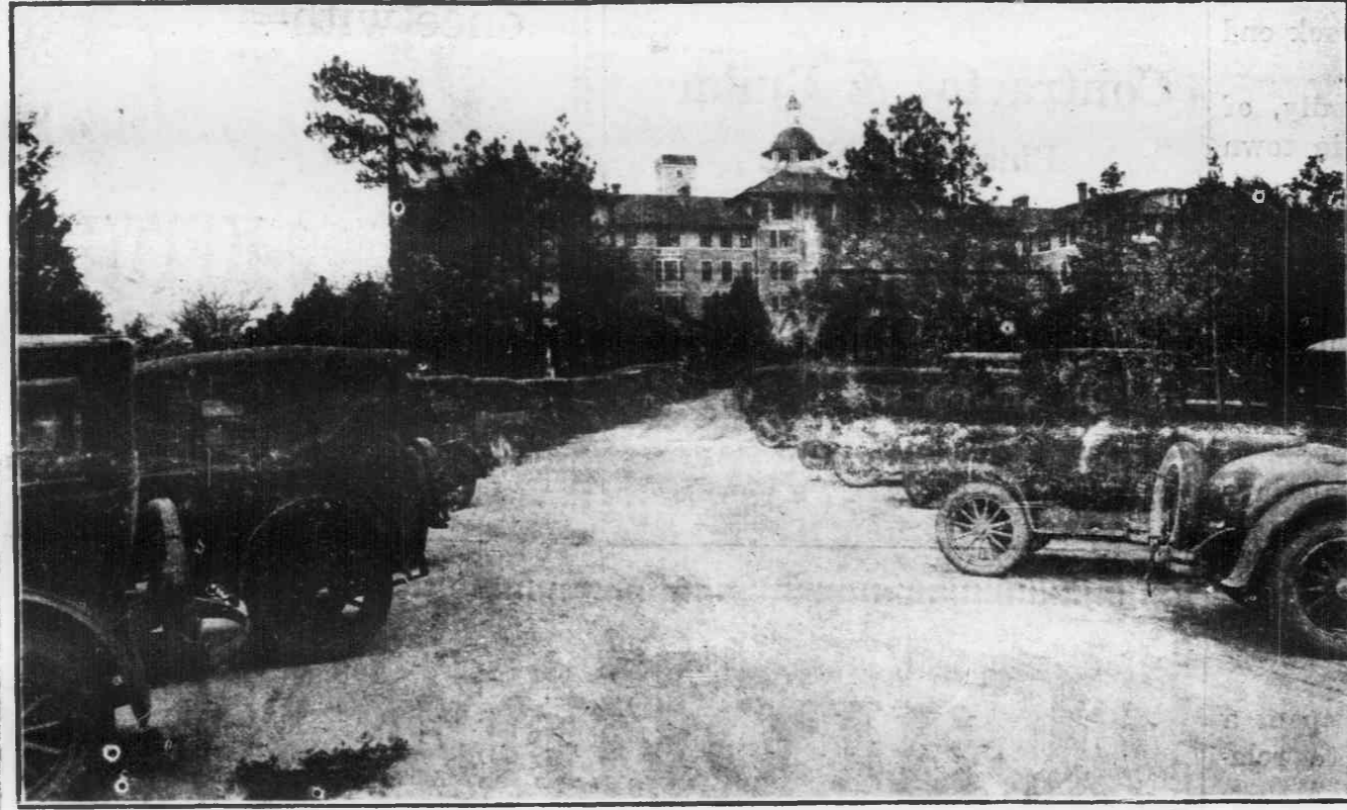
acre than Mr. Tufts paid for the whole 5,000. That clears the deck of that question. Folks know the worth of Sandhill location better now than they did thirty-five years ago.

It has been the results of a revolution of vision. In the old days land was regarded as having a value. Today it has merely position. Land in the Sandhills is not given a very high value, but the research men have discovered that other great asset, climate, and still others have found the worth of sunshine, and these are not jokes, either. Medical men have recognized climate as a factor in health, but later they have found that the chemical action of the sun's rays have much to do with that value, and now climate is based largely on the hours of sunshine influence, and the Sandhills are rated much by the character of the climate. To gain the advantage of Sandhill climate room to secure the climate is necessary, so people began to buy a bit of land on which to build houses in the climate, and Pinehurst and Southern Pines built golf courses, and tennis courts and various things

to interest and entertain folks who sought climate, and the great idea was born of making here in the climate a wholesome recreation and play ground.

Then with everybody lugging in an idea from time to time, and the mass discussion it was found that along with having climate it was a great notion to make the Sandhills the most pleasant place possible to live, and the little tricks that add to the comfort of life were provided. The villages were planned with the idea of interesting visitors, and then some chap who had tied himself in permanently conceived the notion of making the surroundings pleasant for all of the population, permanent and temporary. So grew up that proposition of making all the Sandhills delightful, and streets and lawns, and good water, and good milk and schools and churches, and good stores, and good roads, and good any old thing that could be thought of was suggested.

Other folks dropped in to get a bit of this climate and to play golf in Sunshine land, and to play and enjoy a bit of freedom of life away from the cares and anmpulsions of the strenuous days of business, and then commenced the purchase of this Sandhill land to make homes. When a man wanted a bit of acreage he did not get excited if some native raised the price to two dollars an acre, and by and by some "nervy" experimenter shoved it up to five dollars, and then when that worked the figure rose to ten and twenty, and gradually it blushingly crawled over a hundred. Natives were horrified, and the sellers were looked on as a "rascal gang, but by that



The Carolina Hotel, Pinehurst, where the State Bankers' Association is being held.

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### PLENTY OF WATER IN LAKEVIEW WELL.

The Lakeview well drilled by Dowdy & Butler has found an ample supply of water in the rock at a depth of about 125 feet. The hole is cased from the surface down to the solid rock, shutting off all surface water, which ensures a good quality and an abundant supply. Pump and necessary fittings will be installed at once, and Lakeview will no longer be perplexed over a water problem. Further talk continues to be heard about more satisfactory water supply at Vass while the big machine is in the vicinity.

### RESERVED SEATS FOR "RESURRECTION."

Owing to the unexpected demand for seats for the engagement of "Resurrection" at Southern Pines it has seemed wise to put reserved seats on sale for this attraction. This will be a great accommodation to the many who do not find it convenient to get to the theatre so early in order to get their favorite seats.

Seats are now on sale at the Broad Street Pharmacy.

For keeping down underbrush on pasture, sheep are preferable to cattle. Both can be used, however. Sheep prefer short grass and weeds, while cattle like the taller pasture.

### IMPORTANT SALE OF PINEHURST HOUSE.

Biddle's agency last week handled an important house sale when the J. L. Weller cottage, the "Edgelinks," near the Country Club, was sold to P. S. P. Randolph, of Hempstead, Long Island. Mr. Randolph is one of the most enthusiastic horsemen of the Pinehurst bunch, and has decided that he wants a permanent place of his own for the winter, as this section suits him and his horses, and fits in with his fondness for working the animals in this territory.



Frank F. Fagan, President North  
Carolina Bankers' Association.

## BOYD'S NEW BOOK HAS GREAT SALE

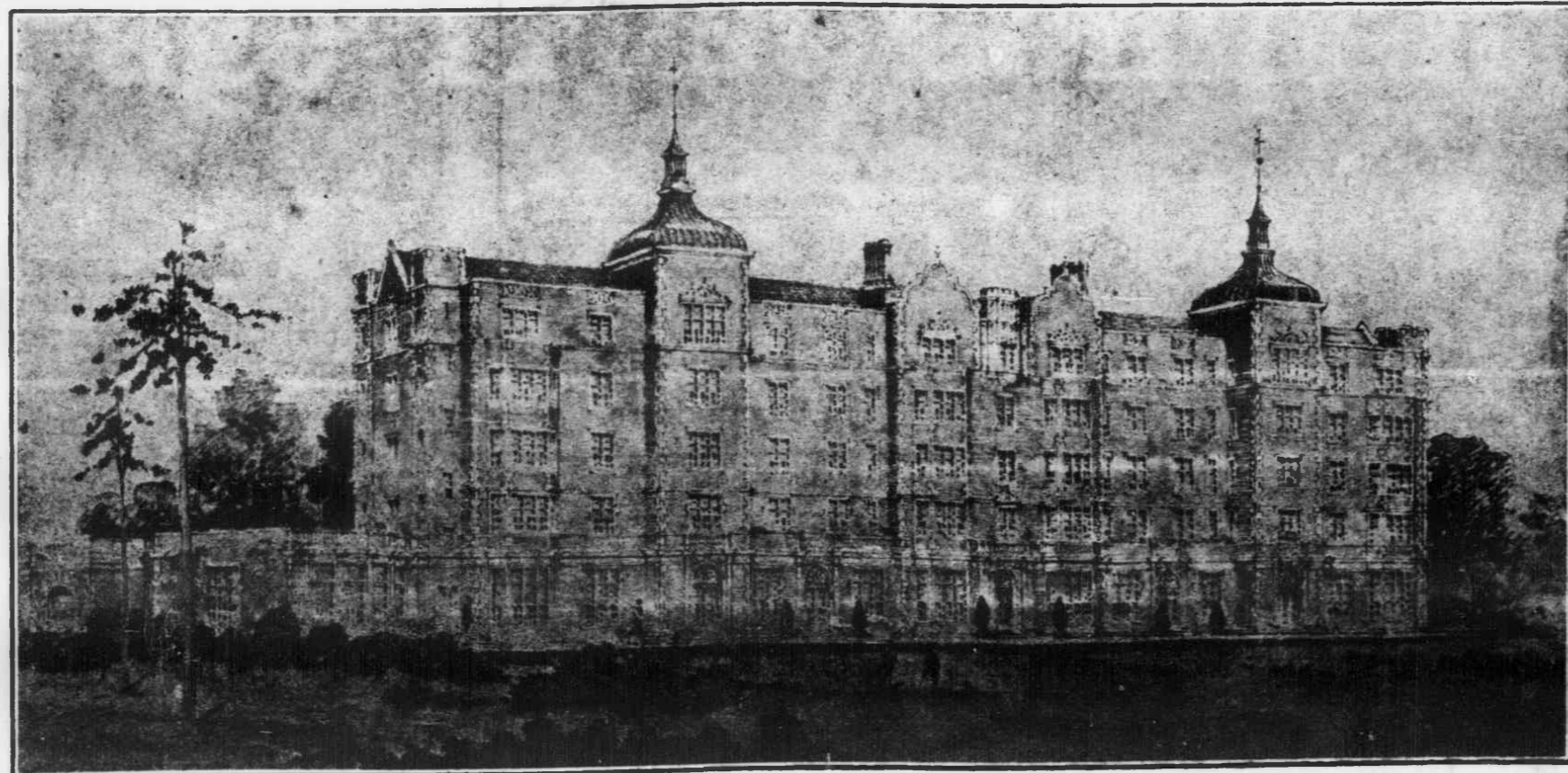
Advance Contracts Account for  
Over Sixty Thousand  
Copies.

James Boyd's new book, "Marching On," is a phenomenal surprise. It will go on sale at Hayes' Book Store in Southern Pines May 2, but already orders are booked there for about 50 copies, and the publishers have contracts in hand for about 60,000 copies of the book as fast as deliveries can be made. This is one of the biggest advance sales ever made by a work of this sort, and is attracting a lot of attention in New York, and wherever books are discussed. The new book will probably outsell the first work of the author, "Drums," which was one of the best sellers. Incidentally Struthers Burt's "Delectable Mountains," is this month one of the three best sellers in New York, which makes Southern Pines conspicuous in the remarkable prominence of the output of its authors.

Boyd's book is priced at \$2.50 at the Hayes Book Store. This sale of 60,000 copies before publication says that \$150,000 worth will be sold before a book is offered over the counters, and if the sale keeps on up to the time of delivery, May 2, this will be greatly exceeded.

### PEACHES WILL BE REASONABLE GOOD.

It looks now as if the peach crop of the Sandhills in general will be much better than was at first suspected, as in the Norfolk Southern section the crop is not harmed nearly as much as was supposed. Farther south in the county the damage was greater. It is possible that 1,500 cars will be loaded, and as the Georgia crop does not appear from latest accounts to be as big as was predicted there are those who look for a right good peach year. One organ of the fruit trade says Georgia this season shows signs of being not far from the normal of past years, which would mean not above 12,000 cars. If that be the case 1,500 cars from the Sandhills should bring a good price.



The New Pine Needles Hotel at Knollwood.



Stephen I. Miller, National Educational  
Director, American Institute  
of Banking, New York.