

**THE QUITTER**

Fate handed the quitter a bump and he dropped—  
The road seemed too rough to go, so he stopped;  
He thought of his hurt, and there came to his mind  
The easier path he was leaving behind;  
"Oh, it's all much too hard," said the quitter then;  
"I'll stop where I am and not try it again."  
He sat by the road and he made up his tale,  
To tell when men asked why he happened to fall.  
A thousand excuses flew up to his tongue  
And those on the thread of his story he strung,  
But the truth of the matter he didn't admit—  
He never once said, "I was frightened and quit."  
Whenever the quitter sits down by the road  
And drops from the struggle to lighten his load,  
He can always recall to his own peace of mind  
A string of excuses for falling behind;  
But somehow or other, he can't think of one  
Good reason for battling and going right on.  
Oh, when the bump comes and fate hands you a jar,  
Don't baby yourself, boy, whoever you are,  
Don't pily yourself and talk over your woes,  
Don't think up excuses for dodging the blows,  
But stick to the battle and see the thing through,  
And don't be a quitter, whatever you do.

**DOES THE COLLEGE MAKE THE MAN?**

Thomas A. Edison has remarked, substantially, that a college education does not always fit a man for success in life, and that a larger proportion of college men's failures was because they were too proud to work; they had regarded education as a means of lifting them beyond the necessity for work; they had educated themselves beyond their intelligence.

**NO MAN IS INDISPENSABLE**

I care not what your place may be—  
A job that's most laborious,  
With mighty little salary  
Or one that's fat and glorious.  
But, be your labor great or small,  
Of this you must be sensible—  
Some other guy can do it all:  
No man is indispensable!

When you begin to swell with pride  
And cater to the gallery  
And put on lots of "dog" and "side"  
Because they've raised your salary;  
When then's the time you'll tumble quick,  
Such ways are indefensible;  
Some other guy can do your trick:  
No man is indispensable!

It's well enough to know your worth  
And know just what to do with it,  
But don't imagine that the carth will quit when you are through with it;  
No, it will roll upon its way,  
And—what seems reprehensible—  
Some other guy will draw your pay:  
No man is indispensable!  
—The Kodak Salesman.

and had acquired equipment for professions for which they had no natural equipment.  
Mr. Edison's position has been felt by others' looking for competent assistance. The characteristics of efficiency are absent in too many cases. Willingness to begin at the bottom and climb through merit is lacking. In too many cases the experienced man is expected to step aside for the college graduate.  
All of which is preliminary to the introduction of a criticism of Mr. Edison by the Associate Reformed Presbyterian, which insists that a college education has proved the chief factor in carrying men to the front. Of course, the criticism has no bearing on what Mr. Edison really holds, but the logic is so poor it may as well be controverted. Accepting the figures compiled by "Who's Who in America," it says that while but one per cent of the American people are college bred, that one per cent furnishes 75 per cent of those who, because of ability, notriety, riches, supremacy in the fields of sport and the arts, or what not, have been accorded mention in that book of reference.  
Is a man an educator, an author, an artist, a scholar, a lawyer? Naturally he is prominent enough to be admitted to the roll of prominence maintained for reference by delvers into life. Even of the 27 per cent not included among the college-bred, one may find the lineage of any stage or screen celebrity.

The question is, not the proportion of college men to non-college men who succeed, but what proportion of college men are failures, and why. That a college education is a great advantage is very true, but it is also true that the man himself must have the mental equipment essential to success, the absence of which no college education can replace. College can, and sometimes does, discipline brains, but cannot create them.  
The Dearborn Independent.

**JOHNSTON COUNTY: ECONOMIC AND SOCIAL**

Two sons of Johnston county William Sanders and George Ragsdale, who were students at the State University last year, have done a notable piece of work in their survey of "Johnston county: Economic and Social," which was distributed last week. The work was a laboratory study in the Rural Social Science department of the University, and is a worth while publication. It is gotten out in a neat, attractive style, and the subject matter is full of interest to every citizen of the county. These young men have made an intensive study of their native county and have set forth facts concerning the history, natural resources, industries, wealth and taxation, about the schools, and numerous other facts that every Johnstonian should be familiar with. We congratulate Messrs. Ragsdale and Sanders upon their booklet.—Smithfield Herald.

**MRS. MATTIE BELL KENNEDY OF FAYETTEVILLE, DIED MONDAY**

Fayetteville, Jan. 30.—Mrs. Mattie Bell Kennedy, wife of J. R. Kennedy, of Clinton, and daughter of R. M. Jackson, secretary of the Cape Fear fair, died at her home in Clinton at 5:30 o'clock Monday morning, Mrs. Kennedy's death was unusually sad, as she leaves an infant daughter, 10 days old. She was 24 years of age.

**Mrs. Kennedy was born and reared in this city, where her lovable nature had won her many friends. Her mother who before her marriage was Miss Mattie Davis, died 25 years ago, like her daughter, on the altar of motherhood. In addition to her husband and her father she leaves two children. Alice Hardy, 21 months old and Gwendolyn, born 10 days ago. She is also survived by an aunt, Miss Alice Davis, who had been a second mother to her, and three uncles, John A. Davis, William Davis and Walter Davis.**

The funeral services were held here today from the residence of her uncle, J. A. Davis, 649 Arsenal avenue, where she had made her home throughout her girlhood.  
Just like a long letter from home to the folks who have left the community—that's what the home town paper is.

**TO DISCUSS LEGISLATIVE AFFAIRS AT SMITHFIELD**  
Smithfield, Jan. 31.—A call has been issued by Representative Sanders and Thurston for all men interested in the road law of Johnston county and other probable questions to attend a meeting to be held here on the first Monday in February.

**FERTILIZERS**

For all kinds of fertilizers and fertilizer materials see me. I can sell you any analysis desired at the lowest prices.

**R. A. McQueen**  
Office in Purdie Bros. Building  
Dunn, North Carolina

**JUST ARRIVED**

Car Load of  
**AMERICAN FIELD FENCE**  
Any Style you Want

**The Barnes & Holliday Co.**  
Dunn, North Carolina

**Fertilizers and Seed!**

For lowest cash price on Fertilizers and highest quality seed.

We will also handle Calcium Arsenate this Spring which is recommended by the government to be the most effective preparation with which to fight the boll weevil.  
Let's talk the matter over before you place your order.

**N. B. Lee and Fred Baggett**  
agents for  
**Lee County Cotton Oil Company**

**WE SERVE**

The record of this institution since its inception has been one of service to its community, its state. Upon that solid foundation has been built a structure that is a matter of pride to our citizens and to those who have had a part in its making.

Every officer, every employe is filled with that spirit of service that makes it agreeable to transact ones financial affairs here.

**The First National Bank**  
DUNN, N. C.

P. S. COOPER, President  
J. W. DRAUGHON, Vice-President  
H. B. TAYLOR, Cashier  
J. O. WARREN, Assistant Cashier

**Business, Residential and Farm Properties of J. L. Wade**

**\$100.00 IN GOLD TO BE GIVEN AWAY IN AND NEAR DUNN, N. C. \$100.00 IN GOLD TO BE GIVEN AWAY**

**AT AUCTION**  
**FRIDAY, FEBRUARY 9TH.**  
Commencing 10:30 A. M.

Read carefully below the order of sale and description of the business, residential and farm properties of J. L. Wade, which will be held on **FRIDAY, FEBRUARY 9th**, commencing at 10:30 A. M.

The sale will commence at 10:30 A. M. by offering the Marvin Wade Store, located on W. Broad Street in Dunn, about 150 feet from the depot. This building covers the entire lot with a frontage of 26 feet and a depth of 120 feet. This is a new 2-story pressed brick front building, located in one of the best business sections of Dunn. This building carries the lowest insurance rate of any brick building in the town of Dunn. It is convenient to railroad siding facilities, it is a splendid purchase for an investment, an ideal place for the business man who is renting at this time. This building is now renting for \$100.00 per month.

Next, will be offered some excellent warehouse property with a frontage of 86 feet on Railroad Alley and a depth of 55 feet. This property will be subdivided into several lots and offered at the sale in this manner. On account of the accessible railroad facilities, these lots are ideal for warehouse purposes. On a part of this property is now located the Busy Bee Cafe which is a galvanized building covering about 16 feet frontage on the property.

At 11:30 A. M. will be offered a house and lot at No. 111 N. Layton Avenue on the corner of Layton Avenue and W. Edgerton Street. This home is on a lot 70x150 feet which is in a good residential section of Dunn. This is a modern 2-story house, containing 7 rooms with bath and large hall. Hardwood floors. Concrete sidewalks in front of the property. This dwelling carries a rental value of \$40.00 per month.

Next, will be offered one lot 70x150 feet on Layton Avenue adjoining the house at 111 N. Layton Avenue. This is an excellent building site, conveniently located to the heart of Dunn, with all city conveniences available.

At 12:00 noon, we will offer a house and lot at No. 404 W. Edgerton Street. This dwelling of 6 rooms with bath and all modern improvements, including lights, sewerage and water. This is a nice home in fair condition within easy reach of the heart of the City and carries a rental value of \$30.00 per month.

At 12:30 P. M. we will offer a number of beautiful residential lots and a 5-room cottage known as the Wade property on Orange and Harnett Streets, just across from the City school and part of the lots opposite the proposed site for the City Park. Most of these lots lie in the City limits and convenient connections can be made to all of Dunn's city conveniences, including water, electric lights, sewerage, etc. An opportunity for you to secure a nice bungalow or some of Dunn's choicest residential lots, located in the heart of the best residential section.

Next, will be offered a lot of 150 feet frontage located at the end of W. Broad Street. This property has been subdivided into several lots and will be offered at the sale in this manner.

At 2:30 P. M. will be offered the Lloyd Wade Farm located near Rhodes Pond, on the Highway from Dunn to Fayetteville, 5 miles from Dunn. Stores, schools and churches within one mile of the property, all other conveniences furnished by Dunn. This farm contains about 214 acres of which about 190 acres are cleared and the balance in woods. No timber on the property but ample cord wood for farming purposes. The farm lies splendidly, is gently rolling and well drained and watered by Black River and Horse Pen Branch. This is one of the finest farms in the vicinity of Dunn and it has been subdivided into a number of smaller farms and will be offered at the sale in this manner. The buildings on the property consist of 5 tenant houses which are in a fair condition, all supplied with necessary outbuildings.

**READ CAREFULLY BELOW**

This sale will take place on the properties themselves as advertised on Friday, February 9th, regardless of weather conditions.

The terms of the sale on the city properties, will be one-third cash, the balance on or before January 1st, 1924, and January 1st, 1925. Or if the purchaser desires, he may pay one-third cash, and the balance of the two-thirds purchase price in four payments, these payments falling due on July 1st, 1923, January 1st, 1924, July 1st, 1924, and January 1st, 1925. The terms on the farm will be one-third cash, the balance in 2 equal annual installments falling due on January 1st, 1924 and January 1st, 1925. All deferred payment notes will bear interest at the rate of 6 per cent per annum. A discount of 5 per cent for cash on the deferred payments will be allowed. For further information concerning these sales, or for an inspection of any of the properties, please get in touch with our representative at Young's Hotel, Dunn, N. C.

Sale Conducted For Mr. J. L. Wade, By  
**Atlantic Coast Realty Co., Agents**

"The Name That Justifies Your Confidence"  
Offices: Petersburg, Va. Winston-Salem, N. C. Greenville, N. C.  
Members of North Carolina Real Estate Association