

Thrift and Hard Work Built Hardy Fortune

(Continued from page 1)

Hardy, on the family farm near Maury. Eventually, Hardy had to stop school. By dint of hard work and saving, he gradually bought his brother's and two sisters' interest in the family farm and finally became sole owner. Then, in the early 1900's he began buying cotton, cotton seed, tobacco and various agricultural crops for resale—a business which proved markedly successful. He paid cash for his purchases (a practice he has always strictly adhered to) because he could buy at better prices.

He discovered that by paying cash more and more people came to him to sell and his business expanded steadily and profitably. In 1911, he added a cotton gin to his growing business and, that, too, proved to be a suc-

cessful commercial venture. About this time he began acquiring farms. The real basis for Hardy's fortune was laid in the cotton market. He started trading in cotton futures in 1910 and quickly built a reputation as a shrewd, observant trader, with uncanny foresight. Somehow, he always knew when to buy and when to sell, and his fortune pyramided.

For many years he maintained direct telephone communication with the New York Cotton Exchange, although most of his trading was done through Norfolk. In a single day he has made between \$25,000 and \$30,000 on the market. About 10 years ago, however, he stopped trading in cotton futures.

Demonstrating his business acumen with the real article, Hardy bought 3,000 or 4,000 bales of cotton when the price hit four or five cents a pound at one period in World War I. These, he stored in Norfolk ware-

houses, and, on a price rise to 29 cents, he sold out to the tune of a profit approximating \$100,000.

By 1921, he had stopped buying crops for resale, and in that year opened his big general store at Maury (practically everybody hereabouts calls it "Murray"). Financially, all was well with Hardy. . . . Although he was an affluent bachelor (and still is) and although his mother had died the previous year, Hardy did not pause on the road to financial success to marry. . . . He was now absorbed in his financial career and had no time to consider marriage. Moreover, he had assumed the responsibility of rearing his brother's five children.

Neglecting no opportunity, Hardy built a power line in 1928, principally for the purpose of bringing electricity to his tenants. His line, more than 50 miles long, serves approximately 700 customers, including the citizens of Maury. He purchases the current from the Greenville Municipal Power Plant.

As the depression grew on, Hardy bought more and more farm land, until he acquired his present 10,000 acres. They're individual farms scattered over a wide area. Some 150 tenant families, comprising approximately 1,000 people, work his land, land whose value has increased sharply since Hardy bought it.

Perhaps his Superior Oil Curer has more competition than any of his other enterprises. The company was formed in 1939 after Hardy purchased the rights from the Davis Brothers of Farmville.

Meanwhile, Ruben Mayo, a talented and progressive young citizen, had invented a curer and had begun manufacturing them with the aid of his partner, J. B. Fyzielle. Subsequently, Fyzielle sold his interest in the business to the Florence Stove Company for \$100,000.

Although he's 70 now (his birthday on September 7 was featured by a clan gathering) and in ill-health, Hardy still adheres to his youthful habit of rising with the light and going to bed at 9 at night. Most of his waking hours now are spent at his store, with the exception of time out in the early afternoon for naps ordered by his doctor. As a youth, he was especially fond of hunting and baseball, but his chief pleasure now is talking to his friends. He has a soft, pleasant voice and is an easy, voluble conversationalist.

Maury is a small place, but Hardy has never wanted to leave it. "Once a salesman told me," he related, "I'll bet there's not another man in the United States as rich as you living in as small a place." But I never wanted to go to a big place. You can make more money right here because there's not so much competition."

He is well known for his thrift and economy; his tastes are simple and he has never wanted luxury. "Anything I wanted, I bought," he said. "I like a good car (he has a Packard) and I like to dress nicely but not fine."

"I don't believe in wasting money but, as the saying goes, I've always tried to 'take my end of the stick.' In 1931-32 we helped a lot of people by giving them a lot of time. As county commissioner for 10 years, I worked hard for good roads. I've always believed in progress."

Back in 1927, when the local high school needed a gym, Hardy paid 50 per cent of the cost. He's been on the Maury school board for some 20 years. Hardy also holds directorships in the Wachovia Bank and Trust Company; the Branch Bank and Trust Company at Wilson; the Bank of Farmville; and he is a member of the board of trustees of Atlantic Christian College at Wilson.

Asked if, looking back over his life, he would change anything, he replied: "No, I don't guess I would change my way of living or doing. After all, I would be the same person and if the same things happened, I'd probably do the same way."

He is, of course, proud of his success and he has enjoyed the planning, execution, and watching of wits that his success entailed. There is one thing he wishes he might have had, more formal education. Lack of it, he thinks, can make an individual feel a little bad at times. "I've always wished for a good education," he said. "If it could have been bought, I would have paid an unreasonable price for it. But when I was a youngster, not so much stress was put on school."

ADMINISTRATOR'S NOTICE TO CREDITORS

Having qualified as administrators of the Estate of Mrs. Mattie J. Tugwell, late of Pitt County, North Carolina, this is to notify all persons having claims against the estate of the deceased to exhibit them to the undersigned or to R. R. Lee, Attorney, on or before the 11th day of September, 1948, or this notice will be pleaded in bar of their recovery. All persons indebted to said estate will please make immediate settlement.

This the 11th day of September, 1947.
CARRIE PHILLIPS and J. R. TUGWELL, Administrators of the Estate of Mrs. Mattie J. Tugwell, deceased.
R. R. Lee, Atty. 19-6c


ADMINISTRATOR'S NOTICE TO CREDITORS

Having qualified as Administrator, C. T. A., of the Estate of Celia Ward, late of Pitt County, North Carolina, this is to notify all persons having claims against the Estate of the deceased to exhibit them to the undersigned at Farmville, North Carolina, on or before the 11th day of September, 1948, or this notice will be pleaded in bar of their recovery. All persons indebted to said Estate will please make immediate settlement.

This the 11th day of September, 1947.
J. HERBERT JOYNER, Administrator, C. T. A., of the estate of Celia Ward, deceased.
John B. Lewis, Atty. 12-6c

DR. KENNETH L. QUIGGINS
OPTOMETRIST
Bank of Farmville Building
EACH WEDNESDAY—9:00 to 5:00
Eyes Examined — Glasses Fitted

PENDER
QUALITY FOOD STORES

	The CAKE CHAMP! 5 lb. plain 51¢	Condensed Soups HEINZ Tomato 3 11-oz cans... 38¢ Vegetable 11-oz can... 15¢																																																																		
<table border="0"> <tr><td>TENDER KERNEL</td><td>12 oz. can</td><td>12¢</td></tr> <tr><td>NIBLET'S CORN</td><td></td><td>19¢</td></tr> <tr><td>New Pack's in—Large Tender Peas</td><td>No. 303 can</td><td>20¢</td></tr> <tr><td>GREEN GIANT</td><td></td><td>20¢</td></tr> <tr><td>Standard Yellow Chng</td><td>No. 2 1/2 can</td><td>25¢</td></tr> <tr><td>SLICED PEACHES</td><td></td><td>25¢</td></tr> <tr><td>STOKELY'S</td><td>46-oz. can</td><td>29¢</td></tr> <tr><td>TOMATO JUICE</td><td></td><td>29¢</td></tr> <tr><td>CORNED BEEF HASH</td><td>16-oz. can</td><td>24¢</td></tr> <tr><td>OLD VIRGINIA</td><td></td><td>24¢</td></tr> <tr><td>From Sunny Hawaii—DOLE</td><td>No. 2 can</td><td>18¢</td></tr> <tr><td>PINEAPPLE JUICE</td><td></td><td>18¢</td></tr> <tr><td>Plain or Iodized</td><td>26-oz. pkg</td><td>9¢</td></tr> <tr><td>MORTON'S SALT</td><td></td><td>9¢</td></tr> <tr><td>O & C Ready to Serve</td><td>2 No. 2 cans</td><td>25¢</td></tr> <tr><td>POTATO STICKS</td><td></td><td>25¢</td></tr> <tr><td>Full Bodied COFFEE</td><td>2 lb. pkgs</td><td>85¢</td></tr> <tr><td>GOLD LABEL</td><td></td><td>85¢</td></tr> <tr><td>Waxtex</td><td>125 ft. roll</td><td>24¢</td></tr> <tr><td>WAXED PAPER</td><td></td><td>24¢</td></tr> <tr><td>Get's Clothes Whiter</td><td>qt. bottle</td><td>21¢</td></tr> <tr><td>Clorex Laundry Bleach</td><td></td><td>21¢</td></tr> </table>			TENDER KERNEL	12 oz. can	12¢	NIBLET'S CORN		19¢	New Pack's in—Large Tender Peas	No. 303 can	20¢	GREEN GIANT		20¢	Standard Yellow Chng	No. 2 1/2 can	25¢	SLICED PEACHES		25¢	STOKELY'S	46-oz. can	29¢	TOMATO JUICE		29¢	CORNED BEEF HASH	16-oz. can	24¢	OLD VIRGINIA		24¢	From Sunny Hawaii—DOLE	No. 2 can	18¢	PINEAPPLE JUICE		18¢	Plain or Iodized	26-oz. pkg	9¢	MORTON'S SALT		9¢	O & C Ready to Serve	2 No. 2 cans	25¢	POTATO STICKS		25¢	Full Bodied COFFEE	2 lb. pkgs	85¢	GOLD LABEL		85¢	Waxtex	125 ft. roll	24¢	WAXED PAPER		24¢	Get's Clothes Whiter	qt. bottle	21¢	Clorex Laundry Bleach		21¢
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Armour's TREET 12-oz. can 43c	Armour's Vienna Sausage 2 4-oz. cans 33c	Armour's Star Shortening lb., 32c																																																																		
FLAGSHIP COOKIES NABISCO pkg 9c 99-44/100% Pure IVORY, large cake 18c Makes Dishes Sparkle DREFT, large pkg. 34c Cleans Dirty Hands LAVA, cake, 10c SPIC and SPAN CLEANER, pkg. 23c All Purpose IVORY, med. cake 11c	Quaker Honey GRITS, 1 1/2 lb. pkg 18c Mather's Salad Dressing or RELISH, qt. 55c Assorted Puddings ROYAL, 2 pkgs 15c Fancy Apple Sauce MOTT'S, 2 cans 35c Sweet, Whole Pickles LANG'S, qt. jar 49c 15 to 60-watt Lamps MAZDA 11c																																																																			

MEATS THAT SATISFY
YOUR BUDGET — YOUR FAMILY — YOUR APPETITE
GUARANTEED FOR SATISFACTION

FRYERS, dressed and drawn, lb.	65¢
—Tender Baby Beef—	
CHUCK ROAST, bone in, lb.	49c
ROUND STEAK, boneless, lb.	71c
SIRLOIN STEAK, lb.	71c
Fresh economical PICNICS lb., 55¢	
Colonial Pride ROUND STEAK lb., 87c	

GARDEN FRESH PRODUCE

U. S. No. 1 White—	10 lbs., Mesh Bag, 46c
POTATOES, 10 lbs.	41c
Crisp, California	U. S. No. 1—Yellow
LETTUCE, 2 1/2 lb. heads 29c	ONIONS, 3 lbs. 35c
Home Grown TURNIP SALAD, 2 lbs.	25c
Virginia Delicious APPLES, 2 lbs.	29c
Honey Dew MELONS, lb.	11c

Whites Stores, Inc.
Greenville, N. C.

Buy Your Fall Needs For the Entire Family at Whites Stores and Save!

We list here just a few of the many money saving items to be found in this store

In our shoe department you will find good shoes for all members of the family at reasonable prices

Men's Retan, Oil-Treated, Seamless Back, Double Cord Sole—Goodyear Welt Work Shoes.	\$6.95 special at
\$5.95	
Men's Black Elk, Seamless Back, Double Cord Sole Goodyear Welt Work Shoes—	\$6.95 special at
\$5.95	
Men's Tan, Retan, Double Re-inforced Back—Rubber Sole	\$5.95 special at
\$4.95	
Men's Tan Elk—Rubber Sole—Grain Leather Inner Sole	\$4.49 Special
\$3.95	
BOYS' GOOD WORK SHOES	
\$2.95 \$3.98 \$4.95	
MEN'S 16-INCH HIGH TOP BOOTS—	\$9.95 Special at
\$8.95	
BOYS' 12-INCH HIGH TOP BOOTS—	Special at
\$4.95	
MEN'S DRESS OXFORDS—Leather Sole—Cap Toe—Moc Toe—Wing Tip—	\$6.95 special at
\$5.95	
BOYS' DRESS OXFORDS	
\$2.98 to \$4.95	
DR. LUTHER CHILDREN'S SHOES—	\$2.49 Special at
\$2.00	
CHILDREN'S OXFORDS—Leather Soles	
\$1.49 to \$2.98	
WOMEN'S OXFORDS	
\$2.98 to \$3.98	
It's WHITE'S STORES for Work Clothing	
Boys' Full Cut, 8-oz. Blue Denim Overalls Sanforized for Real Wear. All Sizes	\$1.80
Boys' Blue Denim Dungarees—Sanforized	\$1.75
Men's Full Cut—8-oz. Sanforized Blue Denim Overalls	\$2.80
Men's Blue Denim Dungarees—Sanforized	\$1.98
Specials from Whites Yard Goods Dept.	
Gingham and Chambrays—36 inch good quality, in a variety of patterns and colors in checks, plaids and stripes at	49c yard
Quadrige Prints—36 inch fast color—Needled finish—The Better Quality of 80 Sq. Prints	59c yard
36-Inch Brown Sheeting—Good heavy quality, smooth finish thread	35c yard
Birds Eye Baby DIAPERS—27x27—Soft finish—Absorbent	\$2.98 dozen
Heavy Quality 36-inch Outing Flannel	35c yard
Ladies' Rayon PANTIES—A variety of styles in briefs and Panties—Regular and extra sizes	59c value at
44c	
Household Mop Sticks—Copper Finish Metal Spring Top—Natural Wood Handle—Wore 49c—Special at	29c

Be sure to shop WHITE'S STORES for all your needs on every trip to Greenville. You'll find what you want at reasonable prices.





ALL NEXT WEEK
PITT COUNTY FAIR
(AMERICAN LEGION)
Starts Mon. Oct. 20 Thru Sat. Oct. 25
GREENVILLE
Farm & Home Displays
Educational & Group Booths
Arts & Crafts Exhibits
\$1,200 IN PREMIUMS
Cash — Cups — Ribbons — Special Prizes for Individual & Group Exhibits — Livestock — Poultry (Consult Premium List)

ON THE MIDWAY
MARKS SHOWS
"AMERICA'S LARGEST CARNIVAL"
Fireworks Nightly
Free Acts — Music
Entries and Exhibits accepted until 11 A. M., Tues., Oct. 21

CHILDREN'S DAY
Wednesday, Oct. 22
All Children Admitted Free 12 to 6 P. M.

IT'S YOUR FAIR—BE THERE!

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- Bring your Ford "back home" to your dealer NOW for service and take advantage of our Budget Plan which enables you to pay on easy terms. Whether your Ford needs special attention or just a routine checkup, you're bound to save money with Ford Dealer Service because of this big 4-way advantage.
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- FACTORY-APPROVED METHODS**

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Shown at "The Ford Dealer" on NBC station, Sunday afternoons from 5:00 to 6:00 p. m.