

AN ADDRESS TO FARMERS
PEER FOR CLOSER RELATIONS

Mr. D. A. Tompkins, in an Address to the North Carolina Cotton Association, Sets Forth the Facts That the Interests of the Farmer, the Spinner and the Banker are Mutual—

A Glimpse into the Past—Live Topics of Real Interest That Are Making History.
Following is an address delivered by Mr. D. A. Tompkins, of Charlotte, before the recent convention of the North Carolina Cotton Association, in this city. Mr. Tompkins' subject was "The Farm, the Factory and the Bank."

Nothing could possibly be of greater importance than that the interests of the farmer, the spinner and the banker are not antagonistic but are always one and the same and are as dependent upon each other as the different members of the body are inter-dependent. Cripple the banks and both the spinner and farmer feel the injury. It is the same in every other case. Cripple any one of the three and each of the others feel it.

One hundred years ago this was one of the richest sections of the United States. There was a diversified manufacturing interest in the South Atlantic States which surpassed that of any of the Northern States. Mr. Harry Hammond, of Beecan Island, S. C., one of the leading farmers in the country, has pointed out that according to the census of 1810 the manufactured products of Virginia, the Carolinas and Georgia, exceeded in value and variety, those of all the New England States put together. Many of the factories of to-day are built over the factory sites of that time. The Henrietta Cotton Mill is over the site of a rolling mill. The High Shoals Mill stands where the early stood one of the biggest iron works in the United States in its day. There was made iron and a great variety of products in iron such as plows, nails, very fine metal for rifle barrels and many other things. There are many other similar cases as at Cherokee Falls and Clifton in South Carolina. Iron was not the only product. There were manufactures of shoes, wool, cotton, wagnons, carriage hats, shoes. Some of these products were not what we now call factory products. The shoe maker was in the land and made all the shoes the people wore and that's all the factories do to-day.

COTTON IN 1820.
In this condition diversified interests cotton commanded a good price. For the first ten years of its production on a commercial scale it ranged in price from 20 to 40 cents. As late as 1820 the price had not fallen below 15 cents and the world took it willingly at those good prices. With well developed and correlated farms, factories and banks the condition of any other section of the United States was better than that of any other section of the United States. But alas, our prosperous forefathers tied up the fortunes of the South with the institution of slavery. Laws became more and more favorable to the slave labor and agriculture and less and less favorable to manufacture and free white labor. This brought about a constant decline of our factory interests. It developed a tide of white emigration to the then North western Territories of Ohio, Indiana and Illinois. From 1820 to 1850 the State of North Carolina practically stood still in population and wealth. The development of agriculture on a plan that dried up the factories and retarded commerce to the sale of the few staple crops also brought a general condition that culminated in war succeeded by a disastrous period of reconstruction.

Since the abolition of slavery and the recent government the people of the South turn at once to the varied pursuits of its ancestors. The old system of having the entire population producing cotton reduced the price to 5 cents a pound and impoverished. The new system of diversified industry has drawn labor to the factory in relief of excess competition on the farm and has at the same time created a consuming population for perishable farm products that has brought a powerful impetus to the farmer's condition. Some appreciate more than I do the value of the work of your organization in your own interests and in the general interests. But it would be a delusion for you to think that you have succeeded or had any important influence in raising the price of cotton from 5 to 12 cents, excepting as you have contributed and supported factory construction. The development of factories has drawn enough labor from the cotton fields to reduce the rapid increase of cotton production. It has also made markets for perishable farm products like fruit, vegetables, chickens, eggs, butter, milk and other products. The time of the farmer which was formerly used in the production of cotton.

THE FOURTH DECADE.
In the fourth decade the production remained the same and the price doubled. What made this change in the fourth decade. It was not the farmers' organizations which did it. It was the development of factories, not only the cotton factories but all new diversified pursuits and the factory wage lists and factory regulations. In the first three decades the cotton farmer was making a single handed fight against countries having diverse manufactures. His burdens were doubled each ten years without getting a cent more for his extra work. Let none misinterpret what I say as being derogatory of your organization or its work, for it has been in the highest esteem. But I do want to emphasize the statement that you should depend upon fostering and helping along natural conditions which alone can advance prices and permanently maintain them and not depend upon resolutions to stimulate or maintain prices.

You plan of spreading the sale of cotton throughout the year and not in three months in an excellent means for getting a better average price.
From 1790 to 1820 cotton was at no time lower than 15 cents a pound. In that time we had the most important manufacturing development in the United States. When we have restored the same proportions of factory to farm co-ordinated them, cotton will again command 16 cents and perhaps a higher price.
On the other hand, if by the re-establishment of slave labor, or had or unwise government or otherwise we reduce the factories to what they were from 1850 to 1880 in slavery time, or from 1885 to 1895 in reconstruction times we will then see cotton go to 5 cents a pound as it did in slavery reconstruction times by bad and unwise government.

It is natural conditions which will permanently affect the price of cot-

ton. I find no fault with you for setting 13 cents as a desirable price to hold for, by way of having it come upon the market slower, but the price you will actually get will be determined by the correlation of its production with its manufacture. Other conditions can be made or allowed to come about that would tend to depress prices unnaturally. The sale of it all in three months is one of these depressive influences and your association is doing most excellent work in breaking up this old way of doing.

THE BANKS.
In what I have said I have attempted to show the importance of correlating the farm and factory. For the proper production and handling of all crops the farm and bank must also be correlated with farm and factory. We have already brought the farm and factory into a very good extent of correlation and we have seen the advantage of it. Prices are better, we have better roads or are getting them. We have a thousand betterments that we didn't have 15 years ago. But we are troubled about money. The greater the prosperity the more we are troubled about money. One of the first and most important functions of a banking system should be to facilitate the handling of the crops. If you want to hold your cotton the banks should always stand ready to furnish you the money. If the banking system was correlated with agriculture, as it should be, the banks could always meet your wants to make the crops and market them. Then we have better banking system which is neither correlated to agriculture nor manufactures nor commerce.

It is only correlated to bonds, bondholders and panics. No other country in the world has such a system. No other country in the world has such panics as we do. It promotes inflation at one time and disastrous contraction at another. The old Grange idea of sub-treasury notes based upon cotton and wheat in warehouses was wrong because it brought the government into the banking business and would have surely led to disaster. But the same results intended to be gained can be gained by abolishing all bonds and the bank note issue and let the banks issue money on its assets. One of the most important assets in the banks in this section are cotton farmers' notes secured by cotton in the warehouses, manufacturers' notes secured by cloth on hand and other current commercial paper. It is upon these that a guaranteed money should be issued.

TAX TO SECURE NOTES.
There should be a tax of about one per cent. to build up a guarantee fund to secure the notes.
With such a system the banks could always issue more money as it took in more farmers' notes covering more cotton or more manufacturers' notes covering more cloth or other safe paper. (3) A merchant's marine upon the deep seas sufficient to handle our own export trade.
Mr. President Moore and gentlemen, I thank you for your courteous and patient hearing.

TO THE MEMORY OF W. P. FIFE.
On this, the Anniversary of the Death of the Noted Evangelist, a Friend Brings a Wreath of Love and Admiration to Lay His Tomb—In Many Respects He Was a Wonderful Man, and a Hero.
Written for The Observer.
Just one year ago to-day William P. Fife was ushered into the presence of his King and yielded up his franchised soul to the God who gave it. For ten or twelve years he went up and down North Carolina carrying glad tidings to many sin-fettered souls. How nobly he wrought in his Master's vineyard eternally alone can tell. He was in many respects a remarkable man. Of meagre education, his earlier life spent in the world and to things of the world, never a student or a man of reading, with a limited knowledge of the precepts of the Bible and ignorant of any system of theology, yet he proved a wonderful power in reforming men. At his best never a student of the world, yet he was the brainiest lawyer, the most learned divines, thrilled with the force of his logic, the aptness of his Bible quotation, the persuasiveness of his appeal. With all this he had a rich undercurrent of humor, which often pleased his hearers.

I have often been puzzled to know the secret of his power, and as I disagreed with him about many things, a knowing never of his inner thoughts, I am inclined to extend that it lay not alone in the sincerity of his conviction, but in his sublime belief that he had been instructed and accredited by his Savior to deliver a message of hope and love to his fellow men. A few men have attempted to preach the Gospel with greater handicap than he. The chords of financial embarrassment, of reckless living, would have proven fetters too strong for most men, but with him, under the redeeming light of love, they became as ropes of sand. He broke, as with an iron mace, the fetters of old habits and association; in time paid his obligations and preached the Gospel with force and effectiveness. Hundreds flocked to hear this new-risen star in the evangelist's heaven and heard him gladly. There are many men in the State, today who bear testimony to the truth that he was instrumental in making them free, and there are those who, having passed over the river, will bear testimony in the great day of reckoning that, under his preaching, they were signed and sealed with the invisible inscription of the Most High.

TRANSPORTATION.
The development of factories is wholly dependent upon markets for the goods. In normal conditions our domestic markets are the best in the world because we have the best transportation facilities in the world. The politicians are giving the railroads a bad day of it but the people will ultimately do the right thing. What I would speak of is the matter of ocean ships to carry our goods to foreign markets. England, Germany and France are willing enough to send our cotton to their mills, but as long as you depended upon their mills, you had cheap cotton and it was all the time growing cheaper. Those countries would not send their ships here to take our goods to foreign markets, we have shown how the development of factories helps you. Their further development will still further help you.
If cotton was above 15 cents a pound for the first 20 years of its production, when agriculture and manufactures were better balanced than now, why not even up the conditions as fully as they were then and have it so again? It is absolutely necessary

to have American ships upon the deep seas. In the former the support of our ocean shipping interests was one of the chief concerns of our statesmen and particularly of Southern statesmen. Madison is said to have done most for American deep sea shipping than any other President from the foundation of the American government down to the present time.
The development of a merchant marine would not only help our cotton growers but would help the nation.
In Madison's time we handled in American ships over 90 per cent. of our commerce on the seas and our ships did a big business for other nations. Now we handle less than 10 per cent. of our own deep sea commerce. We are building the Panama canal at a cost of \$300,000,000. Putting here a cotton crop in an enterprise to facilitate ocean shipping and yet we have not one merchant ship that under present conditions would ever pass through it. We are sending a naval fleet around the world accompanied by hired foreign tramp ships. In case of war we would not be allowed to use foreign ships.

England collects annually for shipping freights as much money as we get for our cotton crop. We pay annually to foreign ships more than \$200,000,000.

England pays annually \$12,000,000 to her ship owners to mail service, for the right to bring the ships in time of war and for straight subsidies. Pays twelve millions and collects six to eight hundred million. A farmer would have a poor dependence to make a crop by borrowing or hiring mules in spare time from his neighbor to plow. We have a poor dependence to develop export trade for our manufactured cotton goods in hiring spare spaces in foreign ships.

Germany and France pay ship subsidies similar to what England does. The subsidy proposed now in Congress is less than \$5,000,000. It is less than half what the three big shipping nations pay, each.

Factories have more than doubled the price of your cotton. A good banking system, divorced from bonds will still further stimulate and steady the price.
An American deep sea marine service, to handle the American manufactured cotton goods, will still further stimulate and steady the price of cotton. All three of these things operating together will purify the cotton and wheat in all the land above 15 cents and in all the land below 15 cents the price will never again come below 15 cents.

I think your association ought to champion three causes, (1) Extension of American factories, (2) The abandonment of the present bond-secured money system and the substitution of a system of asset money based ultimately upon farm and factory products and automatically proportionate to these and (3) A merchant's marine upon the deep seas sufficient to handle our own export trade.

From his own means, as I am reliably informed, he supported missionaries abroad and at home; gave to Christian and charitable purposes; and when the grim monster approached him, found him with the open Bible in act of prayer and praise to his Lord and Savior.
There was never a kinder, more indulgent father, a more devoted husband, a more devoted mother. "Who conquers self," he is a hero brave, his name may die, forgotten by his peers.
Yet he had a heart of love and tears. Shall bear his harvest through eternal years.

I beg to place this humble wreath on his tomb to-day.
MORGANTON, JAN. 27, 1908.

Senator Tillman Interested in John D. Rockefeller.
Atlanta Dispatch, 24th.
John D. Rockefeller and Senator Ilven Tillman were principals in a lively discussion at the time of the former's recent trip to this city.
Senator Tillman boarded the train in South Carolina and was introduced to Mr. Rockefeller by a railroad official. Hard times, the money situation, railroads and Roosevelt were discussed.
"I think," said Mr. Rockefeller to Tillman, "that Roosevelt made a grave mistake. If he knew abuses existed and he wanted to correct them, he could have gone about it without causing all this agitation and feeling of distrust."
"I hope the people will see after a while that this agitation only hurts them. I can get along all right."
Senator Tillman seemed deeply interested in Mr. Rockefeller's remarks, and when he reached his station bade him a warm good-bye.

It is a flagrant reflection on the culture and intelligence of the great audiences who often heard him gladly, and on the hundreds who, by his appeal, were helped to a nobler life, to suggest that he was moved by the sordid love of gold. If it be true that the light we give betrays the oil we use, then his oil was pure. If it be true that the deeds we perform have in them longer which betray their origin, then his deeds were founded on love for his fellowmen. The great battles of life are fought in the heart, and the world knows when shame and hypocrisy have pulled down the banner of honesty and manhood and raised their own flag there. Every thought we think, every motive we cherish, writes its autograph upon every fibre of our lives. Thought externalizes itself and we become and look what we think. A look into his face would at once convince one of his honesty of heart, his purity of purpose. That he often made mistakes, I freely admit; that he was without fault, I do not claim.
If it be a noble thing to magnify crowning virtues (and he had them), it is a noble thing to minimize the faults. For years before he quit preaching his threat was often in a terrible condition; a condition which grew worse and worse, and only those who knew him best knew how he suffered. Apparently in robust health he was for years a physical wreck. Though for the past few years he did not preach from the pulpit, yet he carried his religion into his business, into his family and among his associates.



What Quality Means
Among the best beers, the differences are not largely due to materials. 'T would be folly to skimp there.

Most differences in taste are due to the skill, or the lack of skill, in the brewing. And to the yeast.

But quality refers, above all, to the purity. Pure beer has no germs in it, and it does not cause biliousness. It is not only good, but good for you.

Purity is rare because it is costly. And because its lack is not easily noticed. But in Schlitz beer it is the first requirement. We spend more to attain it than on any other cost of our brewing.

Schlitz The Beer That Made Milwaukee Famous.
All orders sent to Whitlow and Perrow, Old Farm, 366, Middlesboro, Kentucky, will receive prompt attention.

The Value of Education.
Philadelphia Public Ledger.
The president of one of the minor colleges was sauntering down a shady lane one day in the early summer when he met a tall, handsome youth.
This youth had just been graduated. He was very poor and very intelligent. In all his courses he had taken honors, and in athletics also great honors had been his.
"Well, Allen," said the president, "through at last, eh?"
"Yes, sir," said the young man, smiling and blushing.
"And now what are you going to do?"
"I hardly know yet, sir. I have had two offers."
"Two? Wonderful!"
"Yes, sir. One is from a scientific society offering me a secretaryship at \$5 a week and the other is from a baseball magnate offering a five-years' contract to pitch at \$5,000 a season."
Winner Didn't Know He Had Won the Prize.
Mr. C. E. Smith, of Baltimore, Md., who has been spending some time in the city, was pleasantly surprised last night when on looking in to the show window of the jewelry store of Garibaldi, Bruns & Dixon, he saw that the winning coupon number for the \$50 prize was the one which he knew he held. This was \$248. He proceeded to go in and get the goods, which had been unclaimed some time.
The third prize of \$15 value belonged to the man with No. 7044. The goods are yet unclaimed.

AMUSEMENTS
"THE COUNTY CHAIRMAN."
A genuine American play, a comedy of human interest, set in four elaborately staged scenes, interpreted by an excellent company of clever people, which is a very reasonable attraction just at present, this being election year, there you have "The County Chairman." George Ade's great success, which will be offered at the Academy of Music to-night under the management of Mr. S. A. Schloss.
This beautiful offering to the stage is so unconventional and strikes so near the heart of the great American people that it can safely be said that the pictures placed before the audiences are not like stage scenes at all. You see "The County Chairman," and as each of the four acts progresses you see the people on the stage are not acting at all, they are just their every day natural selves and having fun out of it. Who has not seen these fellows hanging around the grocery store with a pump in front of it? The crabbed, cross, old fellow in black, Judge Rigby, is the mean old skin-flint, miserly to the extreme and his pretty daughter, Lucy, is as sweet as the roses she carries on her arm.
You have to laugh when the shirt-

ACT 2 THE COUNTY CHAIRMAN