

# 20 years without repairs



Which is the more expensive roof?

The one that costs least at the start or the one that lasts longest?

RU-BER-OID costs a trifle more than other prepared roofings. But RU-BER-OID lasts for years and years without repairs.

It outlives others because it contains nothing that can crack, warp, run, rot, rust or leak. We know it to be the best and most economical roofing you can buy.

Made in Slate Gray, Tile Red and Copper Green. The genuine has the "Rubberoid Men" on each roll.

**OTTIS GREEN HARDWARE CO.**  
ASHEVILLE, NORTH CAROLINA

Pronto "RU" as in RUBY

## RU-BER-OID

ROOFING

COSTS MORE WEARS LONGER

MADE BY THE STANDARD PAINT COMPANY, WASHINGTON, D. C.

# RAILWAY PROBLEMS ARE DIFFICULT

### Fairfax Harrison Shows How Traffic Has Increased Faster Than Transportation Facilities

Washington, D. C., Nov. 24.—Fairfax Harrison, chairman of the Railroads War board, authorizes the following:

The transportation situation is becoming the subject of growing public uneasiness and agitation. Those responsible for the operation of the railroads realize that transportation conditions unless more vigorously dealt with by all concerned will grow more acute. Therefore, the Railroads War board believes that it should make to the public a frank statement and explanation of the facts and indicate some of the means which it believes should be used in dealing with the situation.

Both the public and the management of the railroads must courageously face the fact that under the trying conditions which will develop this winter it probably will become impossible for the carriers to handle all the traffic which the shipping public can offer.

The number of unfilled requisitions for freight cars after having largely declined between May 1 and September 1 in spite of a vast augmentation of traffic showed an increase on October 1 and a further increase on November 1. The main reason, of course, why the railroads are having such great difficulty in handling all the traffic is that there has been an enormous increase in its volume and that this still continues.

Statistics which have just become available show that in the months of April-August, 1917, inclusive—those being the first five months after the entrance of the United States into the great war—our railroads handled 16 per cent more freight traffic than in the same months of 1916, which year broke all records up to that time.

The traffic handled in these five months of 1917 was 50 per cent greater than that moved in the same months in 1915 and in fact exceeded the total traffic moved in any entire year, prior to 1907. When the statistics for September are available they will show that in the six months ending with that month the railroads handled more freight traffic than in any entire year prior to 1907.

**Coal Movement.** Perhaps the most remarkable figures are those regarding the movement of coal. In the six months ending October, inclusive, there were moved 159,000 more carloads of anthracite than the same months of 1916; an increase of 18 per cent, and 751,000 more carloads of bituminous and lignite coal than in the same six months of 1916.

Also an increase of 18 per cent, a total of 116,000 carloads of freight have had to be hauled to the National army and National guard camps and up to the time of the latest report over 1,000 carloads of freight had been handled for the shipping board. The railroads are still moving a total freight traffic surpassing any ever known before and it should be borne in mind that they are doing this with almost no greater facilities than they had two years ago and under conditions which prevent them from materially increasing their facilities.

Another important phase of the situation to which attention should be called is that the railroads this year have had to handle the largest passenger business ever known. This has been a serious obstacle to needed reductions in train service. In addition, between August 1 and November 12 they transported 1,200,000 soldiers to training camps, cantonments and points of embarkation. This troop movement involved the use of approximately 2,750 special trains. Of course, this large passenger traffic and troop movement have complicated matters and increased the difficulty of moving the freight traffic. Large troop movements are still being made and the railroads are moving to the training camps and cantonments about 75,000 carloads of supplies a month.

These facts are sufficient to explain the situation. The railroads have secured more service from every track, every car, every locomotive that ever before and the fact that the unfilled requisitions for freight cars amounted on November 1 to only 149,000 in spite of the tremendous increase in traffic reflects great credit upon their performance.

Upon this record of actual achievement the railroads rely upon the support of the public opinion despite much of what Commissioner Clark of the Interstate Commerce commission, has characterized as "unfair criticism from people who are trying to direct attention to alleged faults of others in order to avoid having their own shortcomings and evil doings brought into the limelight." But the public naturally is not so much interested in what the railroads have done as it is in what they probably will be able to do during the coming months.

The course of developments in forcing those responsible for their operation to anticipate that probably they will become unable to provide transportation for all the classes of commodities which they have been moving. The situation is similar to that in other industries. The steel manufacturers cannot produce all the steel needed, the coal mines cannot produce all the coal needed and the farmers have not produced all the wheat needed. Other industries are faced by similar conditions, under the sanction and direction of the government, are reducing the amount of fuel and materials furnished to business concerns producing things not essential to carrying on the war.

**Plan That Would Help.** The time may be almost here when it will be necessary to distinguish in railway transportation between things that are essential and things that are not essential. The Railroads War board has, therefore, furnished Judge Lovett, the government director of priority, and Dr. Garfield, the government fuel administrator, at their request, a compiled by a committee of railway traffic officers showing commodities the transportation of which is regarded as non-essential under present conditions. One part of this list is made up of about 15 commodities whose transportation without any considerable inconvenience to the public. Another part contains about 75 commodities which it is believed the public could dispense with, but not with inconvenience. It is the duty of the government to determine how many of these commodities shall be denied transportation.

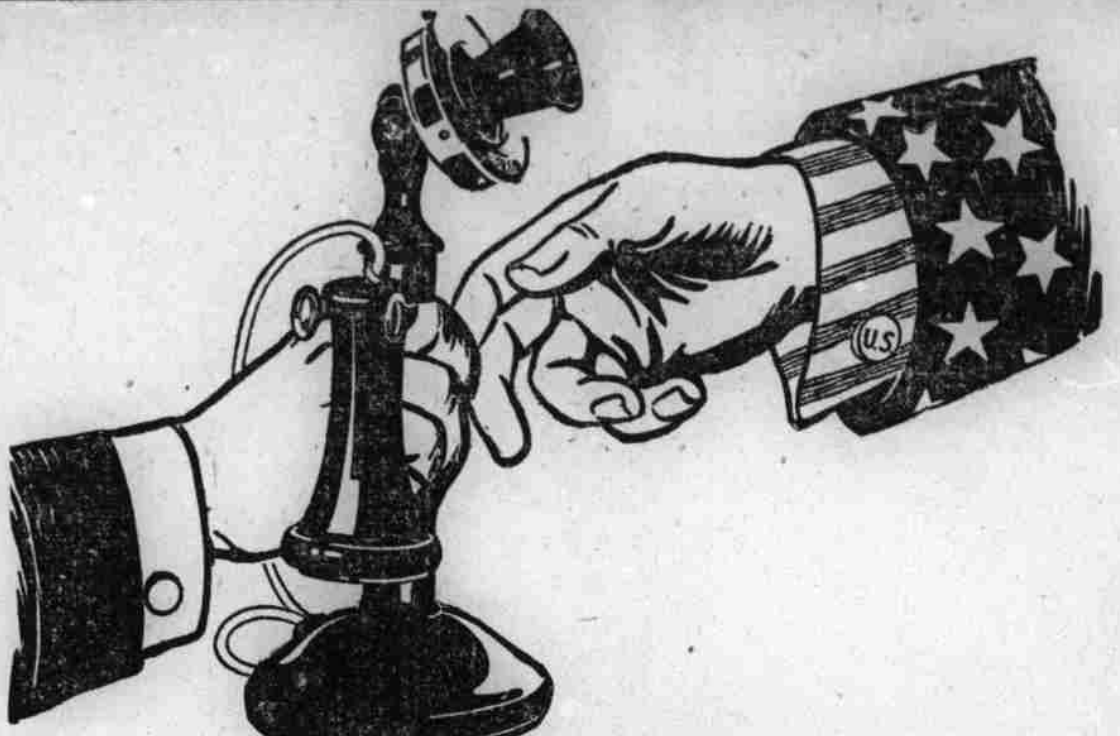
We have no doubt that if non-essential commodities are eliminated, the railroads can transport all commodities required by the government in carrying on the war and by the people for their subsistence and comfort. Furthermore, those responsible for the operation of the railroads do not wish to be understood as conceding that the transportation lines have reached the limit of their capacity. They are still increasing the amount of traffic they are handling and with greater exercise of skill and energy by railway officers and employees and increased co-operation from the shipping public and government officials, the freight service rendered can still be largely augmented.

The Railroads War board is issuing to railway officials and employees and to the public detailed suggestions in a method to those already made as to method by which this result can be accomplished and we have no doubt that these will be received and acted upon as similar suggestions heretofore made have been.

The difficulties with which the railroads were confronted at the beginning of the war were very great. Some of these have been overcome. The increase during the first five months of the war of 16 per cent in freight traffic handled with practically no increase in locomotives or cars was equivalent to the addition of 5,000 locomotives and 140,000 cars to the number in service.

The difficulties now confronting the railroads are even greater than those they faced at the beginning of the war. They cannot get anywhere near all the men they need. They have lost many of their most efficient officers and employees because of their enlistment in the service of the government or for other reasons and the new men of course are not as efficient as those we have lost.

It is impossible for the carriers to get materials and new equipment they



# War Orders Rushed

The magnitude of the great war in which we are now engaged, has necessitated unusual preparation. Mighty forces are marshaling, great stores of food and munitions are being gathered, and the energies of the nation are focused on problems incident to the war.

At the very beginning of the war, the whole Bell System was placed at the disposal of the Government. No nation has entered the war with such a comprehensive and efficient telephone service.

As our military establishment grows, the demands of the Government upon the Bell System are bound to increase and always they must take precedence over all others.

Increased activity in commerce and industry as the result of larger demands for food and munitions from our allies and for our own use, means more need of telephone service by private business.

But private business must always be subordinated to the Government service.

Each individual American will co-operate in this patriotic service, and submit cheerfully to inconvenience or delay in his telephone service, when he understands how vital it is that Government service shall take precedence over all else.

## ASHEVILLE TELEPHONE AND TELEGRAPH COMPANY



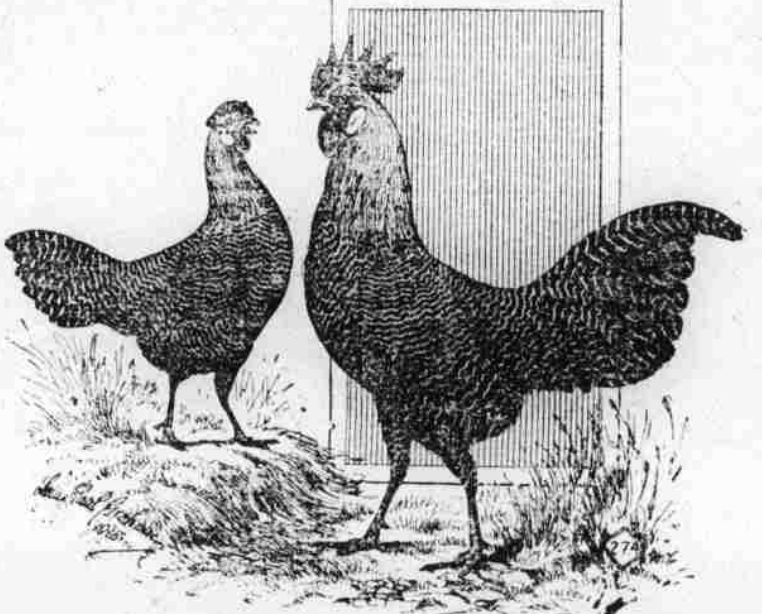
## TIMES ADS BUILD BUSINESS

# MARKETING STRICTLY FANCY EGGS TO A PARTICULAR TRADE

Freshness, Cleanliness, Careful Grading and Attractive Packing are Necessary

Avoid the One Small Egg, the Blood Clot or Other Irregularity

By J. Raymond Kessler, Practical Poultryman



GOLDEN CAMPINES

The paramount issue in developing a worthwhile market for eggs is to deliver the product clean and fresh, not moist of the time but all the time. One or two bad eggs now and then has wrecked many a promising trade, not only causing the loss of present customers, but also destroying the future trade possibilities of the producer. Some poultry raisers claim that a bad egg now and then cannot be helped, but in truth the only excuse for bad eggs is negligence on the part of the producer.

**THE** first step in developing a good market must be taken in the henhouse itself. This should mean a general clean up of the quarters, particularly the nests, and in supplying the latter with an abundance of clean straw or other nesting material. The next step is frequent gathering of the eggs and storing them in a clean, cool place until marketed. To be sure of freshness the eggs should be gathered at least twice a day and even oftener in extremely hot or cold weather. Most poultry raisers are careful to gather their eggs frequently in hot weather, but rather neglectful in cold weather, thinking that so long as the eggs are not frozen badly enough to crack, they are not so long as the eggs are not open that they are not harmed. This is a false idea, for even slight freezing will destroy an egg's freshness. An egg that has been slightly frozen will appear much like a stale egg when opened, being rather watery and it will have a flat taste. Frequent gathering is an important factor in winter as in summer.

**Grading of Prime Importance** Next in importance comes grading, an absolutely necessary work if one would succeed in developing a worthwhile trade. Grading usually conveys the idea of color alone, whereas true grading includes three things—color, size and freshness.

In grading for color, the eggs should be separated into three lots, the absolutely white-shell eggs, those with "own shells," and then the speckled or "off-color" ones. The grower will come nearest to having a uniform color, of egg if he selects one breed of fowls instead of a mongrel flock. As an instance, we obtain the white-shell egg from the Leghorn, brown eggs from the Rocks and from the Wyandotte the speckled egg.

The matter of which is the best color depends entirely upon the particular market supplied. Some people favor the white egg, others believe the brown-shell egg is superior. However, whether white, brown or speckled, the price obtainable will always be better if all the eggs in a container or crate are of a uniform color. Where a container cannot be filled with eggs of one color in a reasonable time, it will pay the producer to use smaller carriers and have each one contain a uniform product.

### That One Small Egg

The next step in grading is size, which is fully as important as color. Nothing detracts more from price than to have one or two small eggs in a layer. One small egg in a package, or a few distributed through a crate will lower the price several cents a dozen in the wholesale market. In the case of the private customer the one small egg to the dozen is not a fair deal, and usually makes the customer feel that he has been cheated. Eggs of large size generally bring more than small ones, but the important thing in grading is not so much the size of the eggs as their uniformity.

The Campines have been bred in Belgium for centuries and have achieved wide popularity throughout Europe because of their heavy egg production. There are Silver and Golden Campines, and both varieties lay white eggs of good size, and like the Leghorns seldom become broody.

The Golden Campine is a handsome fowl, about the same size as our Leghorns. It is alert and active and its brilliant golden body and color contrasting sharply with its intense greenish black barring, is much admired. Its legs are white and combs single, falling over to one side on the forward.

The Campine male is hen-feathered; that is, he does not possess the long flowing, sharp-jointed hackle and saddle feathers usually seen on the male, and he is colored exactly like the hen.

Attractiveness can be added if heavy returnable egg crates, marked with the farm's name, are used instead of the easily broken free crates commonly used for all grades of eggs. For the small producer depending upon a parcel-post trade there are numerous reliable packages on the market made especially for such trade. Such packages topped off with an attractive seal and printed guarantee label far exceed any home-made contrivance, and are practically a guarantee of safe arrival to the customer.

All packages or crates should be sealed so the consumer feels assured the product has not been tampered with in transit.

The development of a hotel or store trade for large quantities of fine eggs must depend almost entirely upon personal solicitation. However, if one really has the goods to offer there will be little trouble experienced in finding a ready market.

A parcel-post trade can be developed in several ways: by personal solicitation or by the insertion of a small advertisement in the daily papers. A majority of poultry raisers supplying a parcel-post trade have started in a small way, supplying perhaps one or two families at first, and gradually increasing as opportunities were offered. Such a method is by far the best and most likely to succeed. A really good product will soon bring inquiries from others, which, to the wide-awake producer, constitutes opportunity.

A good plan followed by some producers supplying parcel-post trade is to inclose a small printed slip and an addressed postal card in their packages, say in one shipment a month, asking the customer, if pleased with the product to hand the postal to a neighbor and invite him to send for a dozen eggs.

The use of a coin card marked with the price of the eggs and inclosed in each shipment is the usual plan followed. With well-known customers other arrangements can be made for payment.

**Give Eggs a Trade-Mark** One of the greatest helps in marketing an extra fine grade of eggs at a premium is the practice of marking each egg with a small rubber stamp, giving the name of the farm or grade of eggs and the date laid. In fact, this custom has become so wide-spread with producers of twenty-four-hour eggs that patrons of our best hotels and restaurants will not accept an egg as a genuine twenty-four-hour article unless it is so marked.

For the big shipper there is no better package than the standard thirty-dozen crate, or the half crate of fifteen dozen.

High prices on feed, labor and other requirements due to war conditions have imposed a terrific burden on the poultry grower. He must watch for ways to economize as never before; he must get the very most from his flocks. Robert Armstrong will have a column of these timely topics in next week's article.

### This Year's Christmas Duty

By MARION HAILLAND of The Vigilantes

We women of America have had some fearfully "hard sayings"—which I take to mean tough problems, social, domestic and economic—forced upon us within the past three years. The effort to make one dollar do the work of three has taken precedence with the mighty middle class representing the bone and sinew of the country. Closely associated with this, in fact, inseparable from it, stands the duty, urged by prudence and the United States government, to deny one's self the pleasure of hospitable entertainment of those whom it is a delight to invite often and freely to our homes.

As a natural sequence we are requested to curtail the provision made for family fare. Measurably, when these days and sweetest days are enjoined as patriotic obligations the wise economist and patriotic housemother may not shrink.

The rapid approach of the Christmas holidays thrusts upon us what will be to some the most startling problem of all that has been born of the Great Tribulation convulsing the nations.

To put it directly and plainly: How many of us are willing, in the fear of God and in true love for our fellow-creatures to write such a letter as this to each of those, to whom we had hoped to send a love-token at the blessed Yule-tide?

"Dear Beloved: "Conscience and circumstances have forced upon me the painful duty of denying myself the pleasure of making Christmas gifts this year. Will you accept the card I shall send to you on Christmas day as a pledge of my steadfast affection and believe that with it go sincere wishes for your health and happiness during the holidays and the coming year?"

Regretfully and affectionately yours,

"A Hard Saying?" Yes, and seemingly ungracious to one who does not know for herself how you have treasured in heart and soul before you could bring yourself to "bear" it! Reproachesful memories of the dear and sacred associations of the season arise to forbid it. Because nations are at war through no fault of ours are our children to have no Christmas tree? Perhaps not to hang up their stockings on Christmas eve? Are their elders to forego the exchange of gifts that testify to abiding affection? In many households it is the pretty custom for each member to hoard spare coins for months before the holidays as an almost holy fund to be expended in love-gifts when the happy season draws. The hoard represents self-denials innumerable, and

long and severe calculations for the happiness of others. Is all this to be wasted?

No! thousand times no! It will soften the "hard saying" measurably and sanctify the offering if it be diverted into someone or several of the channels indicated by the government, the daily press, and personal appeals of the wives and children of the men who are fighting for the liberties and rights of mankind, of the poor we have always with us, even at our doors—starving children and helpless old age. Why attempt to enumerate the wants that cry to Heaven for aid?

May I specify as almost a sin the practice of what I have elsewhere stigmatized as "holiday blackmail"? We most of us are guilty of conformity to the custom to some extent. I mean making Christmas gifts to those from whom, in Scripture parlance, we "expect to receive again." More of us do not blush to confess to ourselves and sometimes to others that we give because such-and-such-an-one always sends us something at Christmas and that he or she has a right to expect reciprocation. If we would purge our lists of projected holiday gifts of the blackmailing order we would be surprised and shamed.

One word for the children and

Christmas eve stocking-hanging. I could not find it in my grandmotherly heart to discountenance for one season the immemorial ceremony and attendant rites. Let the darlings decorate the real or mock "chimney-piece" with the pendant hose and see to it that these are corpulent on Christmas morning with inexpensive tokens of your love. But make it clear to the children's minds why this year costly gifts would be robbery of God's poor and the brave "boys" who are offering their lives in defense of our rights, shedding their blood that for ages to come there may be peace on earth, good-will to men.

**Judging By Looks.** Lady (to tramp)—No, I shall not give you anything. You look strong and hearty, and well able to work. Tramp—Ah, ma'am, you shouldn't judge people by their looks. I thought you looked a kind-hearted lady, but I find you ain't—(Pearson's London Weekly.)

**The Cost Of It.** "Did you give your wife anything for her birthday, Pat?" "O! did that!" "And what did it cost?" "Tin dollars or tin days."—(Orange Peel.)

### Which costs most—painting or waiting?

After your house needs painting, every year you wait it will require more paint and more labor to put it in good condition. And every year you wait, your house is worth less. A little paint-money is good paint-insurance.

## DEVOE

THE GUARANTEED LEAD AND ZINC PAINT FEWER GALLONS - WEARS LONGER

Just as soon as your house needs painting, come in and let us show you how little it will cost you to use DEVOE. We say "DEVOE" because it's absolutely pure. That's why DEVOE takes fewer gallons, wears longer—and costs less by the job or by the year. And that's why we guarantee Devoe without reserve.

**DEVOE & RAYNOLDS CO., Inc.**  
NEW YORK CHICAGO

The oldest paint manufacturers in the United States. Founded in New York in 1784

### PAINT DEVOE PAINT