

SOUTH AND WEST DEVELOP INDUSTRIES

The Competition Great Between Cities for New Industries and Trade Expansion

RIVALRY YET IN INFANCY

Needs of Municipal Publicity—General Home of Requirements in Upbuilding Communities—By C. H. Dickey, Chairman of the Greater Baltimore Committee

(By Charles H. Dickey)

There is a reason for the fierce competition between cities for the acquisition of new industries and expansion of trade territory. There is a growing consciousness that it means a struggle for survival; that those communities only will survive and remain prosperous which furnish employment to enable their inhabitants to live comfortably.

No social institution exists except in response to a well-defined need. The competition for industries and trade has its tap-root in the demands and the limitations of those demands, of the social organization as a whole for producing and distributing the necessities and luxuries of life in a manner to best promote the physical and moral well-being of all the people. The last two or three decades have witnessed a revolution, growing out of the increasing intelligence of the populace which demands as necessities what were erstwhile luxuries; and this demand has had its reflex in the stimulation of invention and of productive industries.

The farmer living in the country is a barker wigmam is content with a few acres of land, and the quarry of the chase satisfies his inner wants and provides him with simple habitation; the barbarian lives in a tent of skins, and his needs are supplied by the fruits of the field and the products yielded by his flocks and herds; a pastoral people demand houses as homes, with heating equipment and better food.

The common school system, which includes high schools in the country, has educated the present generation in this country to demand the comforts and conveniences of advanced civilization. Industry has responded to the demand, and has drawn many of the people from the country to make up the urban population. The cities have filled up with country people, converted into artisans and workers in the matrix of trade. The cities, in consequence, are over-full, and the army of the unemployed demands work and wages to live. Large numbers of these workers are not a little way ahead of what, if not actually in need, and each city has its struggle to keep employed those at work at living wages.

Society has grown in complexity, and while the city has filled with the people from the farms, the country districts themselves are rapidly increasing in population; and all demand the products of handicraft and modern machinery.

The South and West are developing their heretofore neglected lands, and a steady tide of immigration pours into both city and country. Science has reduced the death-rate by finding the antidotes for disease, which assists in augmenting the population.

Notwithstanding the rapid increase of population, the growth of industrial development has more than kept pace. There is a limit to the purchasing power of the people, and this limit functions in limiting the number of industrial establishments. The competition between cities, therefore, is to secure for themselves as many of the productive establishments as they possibly can, and cultivate the trade territory for business to keep them going, and to constitute themselves the market centers for their products. To fail in the accomplishment of this means a city's retrogression; and retrogression means not only lack of prosperity,

but also of civic development. So keenly are these facts realized that today even the small towns have organized their commercial clubs, chambers of commerce, boards of trade and similar organizations intended to secure and promote industries. Fifty or more cities have enlisted the assistance of the community builders' promotion secretaries who have made a profound study of economic conditions and municipal needs. And they are a dynamic lot. The community promotion aspect must be a dozen kinds of genius rolled into one. He must have an intimate knowledge of men and affairs, and of industrial and commercial conditions over a country as vast as a score of European kingdoms, and most of all, he must know his own city and its trade territory existent and potential. In addition, he must be a doctor of publicity. He must not only know news when he sees it, but must be able to create news that papers everywhere will print; and he must know how to handle the news so that the papers will want to print it. In addition to all this, and more, he must be an organizer, and, in short, he must know "the game" and love it for the game's sake.

Keen as the competition between cities is the era of rivalry for industrial expansion is yet in its infancy, stand still; it must either go forward or backward. The siren song of self-sufficiency no longer lures, or if it does, it lures to the song of a Lancelot.

The fight of the western cities is not to increase their population, but to build up the country constituting their territory with people who will develop the land and be producers of what the people in the city consume, while the latter become consumers of the products of the cities industries. They realize that in the reconstruction of our social fabric we must recognize our interdependence.

Applying the principles alluded to locally, many of the people of Baltimore are waking to the facts. They are studying the conditions, and have started a movement to discount the future. Baltimore has many factories, and is a great trade center; but it needs more industries to keep employed its growing population. It must take care of its market and expand it. To accomplish this requires wise legislation, active co-operation of its citizens in an organized way, and a lot of trade evangelizing.

The South is, primarily, Baltimore's trade territory. But in the Southern states are cities that are building factories and establishing jobbing houses, while other Northern cities are sending their emissaries to seduce trade away from Baltimore to themselves.

Business is largely built upon mutual confidence growing out of acquaintance. A new generation and new people who have but a hazy knowledge of Baltimore are filling her claimed trade territory—the Southern States—and her own cities are anxiously cultivating acquaintance in that territory.

If Baltimore would not be over in a trade-way in her accredited territory she must get busy. She must cultivate the acquaintance of the business men of the South. She must treat the communities of the South in the same way that a successful mercantile establishment treats its potential customers at home to build up patronage. Baltimore's business men must visit the people in her trade territory and get acquainted and establish confidence between seller and patron.

While doing this, the country at home must not be neglected. Measures must be taken for establishing a better mutual understanding between the people of the counties and of the city. In this connection, the Associated Boards of Trade of Maryland is doing an invaluable work; and Maryland Week will accomplish wonders. We can make our own community prosperous by team-work. The Greater Baltimore Committee has been organized for the promotion of this kind of work.

Attractive Fence.

The concrete fence just completed by Mr. E. W. Ayers, in front of his home on Market street has been much admired by all pedestrians. The blocks were manufactured by Mr. Ayers at his works on Washington Heights and is not only a credit to him but the entire city. The fence must be seen to be properly appreciated.

THREE MEN WERE SHOT OVER WOMAN

Happened in a Saloon in Brown Palace Hotel at Denver, Colorado, Yesterday

ONE MAN SHOT 3 TIMES

Barroom Brawl May End in Tragedy—Two of the Injured Were Drunkards—One Man Dies—Shooter Fleeing—Shot Three Times Following Quarrel.

Denver, Colo., May 26.—S. L. (Tony) Von Paul, of St. Louis, who was shot three times by F. Harold Henwood at the Brown Palace hotel last night following a quarrel, died at St. Luke's hospital shortly before noon today. A charge of murder will now be placed against Henwood, who is in jail.

A quarrel, presumably starting over a woman, and continuing on the merits of different brands of champagne resulted in a triple shooting shortly before midnight last night in the barroom of the Brown Palace hotel.

Frank H. Henwood, an agent of the Globe Blow Gas Company, did the shooting. S. L. "Tony" Von Paul of St. Louis, a wine agent and well known as a ballplayer, was the object of the shooting and received three bullets one in the shoulder, one in right wrist and one in the abdomen.

J. W. Atkinson, of Colorado Springs, a wealthy contractor, was shot in the left leg, and G. E. Campbell, a traveling man of Victor, Colo., received two of the bullets, one in the left leg and one in the abdomen. Atkinson and Campbell were bystanders and had no part in the quarrel.

According to Henwood, he and Von Paul met only yesterday. A quarrel in which the name of an actress was used, started later and finally resulted in Henwood calling Von Paul a liar.

Von Paul's instant reply was a blow in Henwood's face, which sent him reeling. The latter then drew a revolver and emptied its five chambers before bystanders could disarm him.

Friends of both men state that the quarrel really started over a Denver society woman.

Von Paul has been in Denver several days endeavoring to arrange for a balloon fight, the crossing of the Rockies being the object. He held a number of records, including the record for the longest flight, having made the distance from St. Louis to Charleston, S. C., 500 miles, in fifteen hours.

MRS. FERRELL AT HOME LAST EVENING

Entertains the Bridge Club and Guests of Honor.

One of the most pleasant social functions of the season was given at the residence of Mrs. J. E. Ferrell on West Main street last Tuesday from eleven to three. The charming hostess was at home to Bridge Club and also in honor of Mrs. W. H. Dall, Jr., and Mrs. J. R. Moyer. The color scheme was pink and the decorations were carnations. The place cards were pink hand painted and were much admired by the thirty guests present. Delightful refreshments were served.

The occasion was a most enjoyable one and all voted Mrs. Ferrell a popular and entertaining hostess.

Is in the City.

Mr. J. M. Waters was in the city yesterday from the Atlantic Christian College, Wilson, N. C., where he is studying for the ministry in that church. Mr. Waters was formerly manager of the Panilio Grocery Co., and has many friends throughout this section who wish him every success.

A FINE RECORD BY THE CITIZENS

E. W. Ayers Celebrating His Forty-First Anniversary in Business

Mr. E. W. Ayers is today celebrating his forty-first anniversary in the mercantile business. Mr. Ayers states that he has been away from his business during the past week longer than ever before. He was out of his store from last Saturday until today. This is a record to be proud of and this well-known citizen is receiving the congratulations of his many friends. Mr. Ayers came to this city about thirty years ago from Plymouth and since that time has made great strides in the business world to such extent he enjoys the confidence and esteem of the citizens throughout the county. He is chairman of the County Board of education.

THE MEETING FOR TUESDAY NIGHT

Mass Meeting to be Held at Court-house on Next Tuesday Evening—All Citizens of the County Should Be Present and Discuss the Matter

On next Tuesday evening at the courthouse, this city, there will be held a mass meeting of the citizens for the purpose of considering the importance of locating the institution for feeble minded in this county.

This meeting was to have been held on Thursday evening last, but on account of other things happening in the city, the same time it was decided by the committee to postpone the meeting until next Tuesday, thereby giving more publicity to the meeting.

The establishment of this institution in this county will mark an epoch and it behooves every citizen not only residing within Washington but in any section of the county of Beaufort to be present and discuss it both pro and con. If this school is located here, the proper place, it will mean much indeed for the citizenship and go a long way towards aiding in the progress of a county long since famed in the state of North Carolina.

The necessity of such a school was years ago decided on and our people are arousing themselves to this point. The board of trustees are to meet in Raleigh on June 5, to decide the location, etc., and if the people of Beaufort county desire its location here they must not put the matter off longer. Let us do something and do something at once and without delay. The meeting of the citizens should be attended on next Tuesday evening by representatives not only from Washington but every section of the county.

If we lose the school the fault will be ours not someone else's. Let's get together and see to it that Beaufort county wins.

THE NEW CARPET HAS ARRIVED

Will be Laid as Soon as Possible

The new carpet for the First Baptist church, provided by the Ladies Aid Society has been received and will be laid as soon as possible. Owing to the fact that the church will have to be vacant for several days, and the pews removed, it will not be laid until after the revival meetings close. Many expressions of admiration of the quality and design have been heard.

RESULTS YESTERDAY

National League.
Philadelphia 3; New York 5.
Brooklyn 5; Boston 7.
Cincinnati 4; Pittsburgh 2.
American League.
Carolina League.
Greenville 7; Charlotte 2.
Greensboro 5; Anderson 7.
Winston-Salem 12; Spartanburg 2.
Every man expects to strike it rich some day.

DE LA BARRA NEW MEXICAN PRESIDENT

Took the Oath of Office as the Provisional President on Yesterday Morning

QUIET REIGNS IN CAPITAL

Mexican Minister and Former Ambassador to the United States Takes Temporary Charge of the Mexican Chief Executive Office.

Mexico, May 26.—Francisco Leon De La Barra, Mexican ambassador at Washington, took the oath of office as provisional president today. He will act as chief executive, in succession to Porfirio Diaz, who resigned yesterday, until the general election is held. Order prevailed throughout the capital last night.

President Porfirio Diaz in a letter read by the president of the chamber of deputies yesterday afternoon resigned the presidency of the republic of Mexico; and at 4:45 o'clock the acceptance of the resignation by the deputies was announced. Vice President Ramon Corral's resignation was also accepted and Minister of Foreign Affairs Francisco Leon De La Barra was chosen provisional president to serve until a general election can be held.

Every one had expected an uproar when the announcements should be made, but within the chamber of deputies the words announcing the event were followed by silence. The deputies seemed awed by what had taken place.

In the streets, black with people, the news that Diaz was no longer president was the signal for wild shouting and manifestation. There was no violence or destruction of property.

Commencement of East Carolina Teachers Training School.

The first commencement sending out a class of graduates from East Carolina Teachers Training School was a happy occasion.

The sermon was preached Sunday morning by Rev. C. E. Maddy of Statesville, N. C. His theme was the story of Joseph. The chief lesson was that a self centered life passes to a life of service by giving self to the common duties. The sermon was clear in the outline, rich in illustration and practical in application.

At the final Y. W. C. A. services of the year, Rev. J. H. Shore preached a strong, logical sermon, the main thought of which was that only through development of positive character can man achieve great things in a great age.

The class exercises in the campus grove at 6 p. m. on Monday were indeed picturesque and interesting. The entire school divided into two classes carrying its banner, marched from the administration building in a devious path through the grove giving the spectators a fine view of the school in line. When the seniors were reached the classes halted and formed an avenue down which the seniors bearing rose garlands, passed.

The classes grouped into an effective background. After the singing of the class song, composed by Miss Mattie Ruffin.

The following the presentation of diplomas and Bibles to the graduating class by Gov. T. J. Jarvis. He expressed his deep loyalty to the school, the one that is nearest to the people. He gave wise counsel and goodspeed to the class. The burden of his advice was "Teach People how to live."

Supt. Joyner in delivering the diplomas and Bibles in behalf of the board of trustees, stressed the idea of the school motto, "To serve." This all can best be done through the education of the children.

The following young ladies received diplomas: Misses Margaret Blow, Ida Bullock, Emma Ellington, Veda Highsmith, Nellie Pender, Lillie Tucker, Grace Bishop, Pattie Dow-

ell, Louise Fleming, Sallie Ruffin, Mattie Ruffin, Mary Woodburn, Jennie Williams.

Miss Pattie Dowell, the first young lady to register in the institution and the first to receive a diploma, in behalf of the class, presented to the school \$112.50 as a nucleus for a loan fund.

President Wright read joint resolutions from the two girls' literary societies in which they expressed their determination to have painted in token of their deep gratitude oil portraits of the founders of the institution, Prof. W. H. Raydale and Gov. T. J. Jarvis.

This closed the second commencement of the school an altogether successful occasion.

SOCIAL FUNCTION AT MRS. SMALL'S

Mrs. John H. Small Entertains at Her Beautiful Home.

On last Wednesday afternoon Mrs. John Humphrey Small entertained in honor of Mrs. W. H. Dall, Jr., Mrs. J. R. Moyer of Greenville. There were quite a number of guests present.

The color scheme was green and the decorations of the home were attractively arranged. No social function of the season carried with it more pleasure and enjoyment.

Mrs. Small is one of the city's popular entertainers and her at home are always anticipated with pleasure.

VERY ILL.

News of the Illness of Rev. R. W. Hines Heard With Regret.

Mr. Charles C. Thomas has received information from Clearwater, Fla., announcing the serious illness of Rev. R. W. Hines. Mr. Hines married Mrs. Thomas' daughter, Miss Fannie, and is well and favorably known in this section of the state. He was formerly pastor of the Presbyterian churches at Farmale and Mebane before going to Florida. It is to be hoped that he will soon be on the road towards recovery.

COURT MONDAY

Three Weeks Term Will Begin on Next Monday.

A three weeks term of Beaufort county superior court will begin in the courthouse, this city, beginning next Monday and will last for three weeks. His Honor Judge O. H. Allen of Kinston, N. C., will preside.

Fine Rains

News reaches this city of fine rains in the Aurora and Hunters Bridge section last evening. This will be welcome news to the farmers in the county.

THE SERVICES WELL ATTENDED

Much Interest Is Being Manifested in the Meeting.

The revival meetings at the First Baptist church have been well attended during the past week. Especially noticeable has been the large number of Sunday school scholars to each service. The plan of the different Sunday School classes, having a class night, and working for the attendance for that particular night has succeeded well. The Home Department of the Sunday school will work for attendance for Sunday night.

This department has about 50 members and the effect of their work will no doubt be seen in the size of the congregation tomorrow night.

The services are short, rarely lasting later than 9 o'clock. The sermons by the pastor are short and to the point; the instrumental music is good, two violins, cornet and clarinet accompanying the organ. The old time gospel songs are used, those that everybody knows. During the warm night fans are provided in the congregation for the comfort of the people. Polite unharsh are always attendance to look after the convenience and comfort of the congregation.

THE CHURCH NOTICES FOR TOMORROW

Interesting Occasion Scheduled in Different Churches Both Morning and Evening

ALL CORDIALLY INVITED

The Sessions of Meetings in the Baptist, Methodist and Christian Churches Making Good Headway. Regular Service in Episcopal and Presbyterian Churches.

There was another good service at the Christian church last night notwithstanding the threatening weather. The sermon of Rev. Mr. Boblitt from the subject: "Is Hell a Played Out Doctrine" was heard with interest and profit by the congregation. This evening at eight o'clock there will be a short service and the general public is cordially invited. The topic to be discussed will be "Triumph of Certainties."

On Sunday morning at 11 o'clock the subject of Mr. Boblitt will be "The Unknown Girding of God." At three o'clock the subject is "Our Heavenly Home."

At the evening service which begins promptly at 8 o'clock the speaker will discuss "The Blood of Christ." This will be illustrated by chemical demonstration. So far this week there has been six additions to the church as a result of the meeting. The rite of baptism was administered to one candidate last night.

First Presbyterian Church. Rev. H. B. Bealight, pastor. Regular services Sunday morning and evening at the usual hours. The pastor will preach. Sunday school meets at 4 o'clock. Mr. Charles M. Brown, Jr., superintendent.

Good music at all services. Regular prayer meeting Wednesday evening at the usual hours. Seats free and polite ushers. All welcome.

St. Peter's Episcopal Church. Rev. N. Harding, rector. Morning prayer with sermon at 11 a. m., and 8 p. m., by the rector. Sunday school meets at 4 o'clock. Mr. E. K. Willis, superintendent. Bible class meets at 3 o'clock. Hon. H. S. Ward, teacher. Good music and seats free. All cordially invited to be present.

First Baptist Church. Rev. J. A. Sullivan, pastor. Sunday school, 9:45 a. m. S. P. Willis, superintendent. Morning worship, 11 a. m. Sermon subject, "Protecting our possibilities." Evening worship, 8 p. m. Sermon subject, "I Can't Give Up." The revival meetings will continue through the week.

First Methodist Church. There was another good service at the First Methodist church last evening. There was a decided increase of interest following a sermon on the "Marriage Feast" by the pastor Rev. H. H. Brown. Services may be expected this evening at the usual hour.

On Sunday there will be preaching at 11 a. m. and 8 p. m.; preaching by the pastor. Sunday school will meet at 3 o'clock. Mr. E. R. Morton, superintendent. A warm welcome is extended to all to be present.

Payne Memorial Church. Preaching Sunday morning and evening at the usual hours by Rev. H. F. Morton of the Union Theological Seminary, Richmond, Va. Mr. Morton is one of the coming young divines of his church and is a son of Rev. Dr. Morton of Rocky Mount. During the summer Mr. Morton will have charge of the Presbyterian churches at Bethaven, Williamston and Payne Memorial, this city. He has a warm welcome to our city. All are invited to hear him tomorrow morning and evening.

No Service. There will be no service at the First Baptist church tonight.