

The Largest Paid Subscription of Any Daily Paper Published in Eastern North Carolina

COLONEL H. C. HUDGINS TO RETIRE FROM NORFOLK-SOUTHERN ROAD

Has Been Actively Connected With the Road for More Than Thirty Years—Has Made a Faithful and Efficient Officer

Norfolk, Va., Jan. 24.—After a career of more than thirty years with the Norfolk Southern railway and its predecessors, Col. H. C. Hudgins, assistant to the president of that system, will, on February 1st, retire from active service. Col. Hudgins entered railway service on June 1, 1881, as agent at Norfolk of the Elizabeth City and Norfolk Railroad Company and on December 19 of the same year he was appointed general freight and passenger agent of the company, which grew finally into what is now the Norfolk Southern Railroad system. He had been assistant to the president of the Norfolk Southern since September 1st, 1911.

President A. T. Lamb, of the Norfolk Southern, has issued the following circular on the subject of Col. Hudgins' retirement: It is with deep regret that an announcement is made of the retirement from the active service of this company, effective February 1st, of Col. H. C. Hudgins, Assistant to the President. Col. Hudgins entered railway serv-

A PARABLE TO BUSINESS MEN OF WASHINGTON

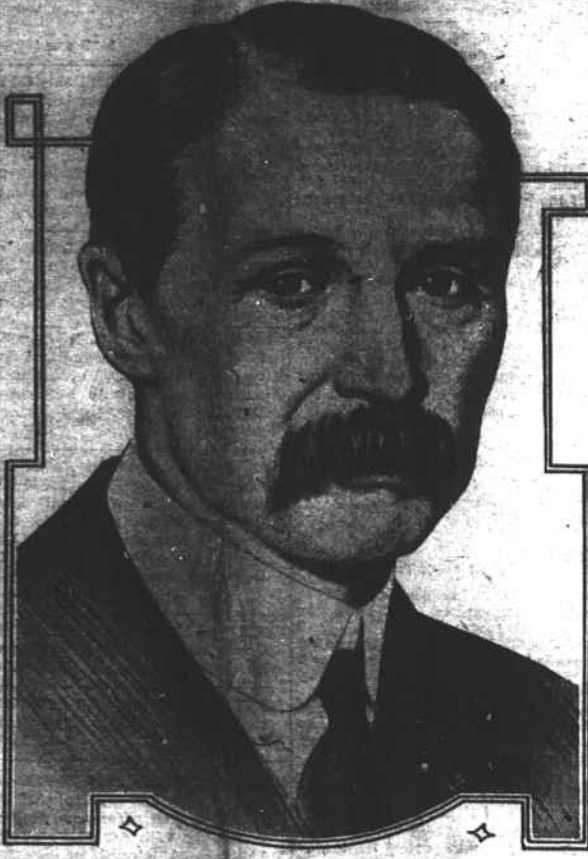
FACTS DISCLOSED AT AUTOPSY OF A DEAD TOWN—HOW IT WAS POSSIBLE TO

THE MAIL ORDER HOUSES

GO AFTER THE BUSINESS WITH PRINTERS INK—PATRONIZE YOUR HOME MARKET. EDUCATE YOUR CLIENTS.

Texarkana, Texas. A busy week in Texarkana. From November 18th to the 19th, we entertained the Arkansas Hotel Men's Association and their guests. The Rocky Mountain Men's Association, The Tri-State Medical Society, also the Northeast Texas Medical Society, the Kings Daughters of Texas Assembly held their convention here during that week. Puffed off one of the most successful Poultry and Pet Stock Fairs under the auspices of the Texarkana Poultry and Pet Stock Association; have also pulled off an agricultural fair during that week; something out of the ordinary transpired during that week and that was Judge Youmans of the federal court of the Western district of Arkansas, and Judge Gordon Russell of the federal court of the Eastern district of Texas held their sessions on their respective sides of the state line; ground was broken for the \$15,000 Negro Industrial school.

NEW BRITISH UNIONIST LEADER



Arthur J. Balfour, who succeeded Arthur J. Balfour as the leader of the Unionist party in the British house of commons, seems to be the right man for the place, having restored confidence and united the factions. He was born in New Brunswick in 1833. His father was a clergyman. He was educated in Scotland and engaged in the iron business in Glasgow until he entered politics in 1860. From 1893 to 1906 he was parliamentary secretary of the board of trade. He is a strong protectionist.

CONTEST APAPHRASE PRIMARY CAMPAIGNS

Special Prize to Contestants—A Silk Parasol Will Be Given to the Worker Sending in the Most Money or Subscriptions Between Jan. 25th and 30th

Democrat elections to the rear! The News voting contest has reached an interesting state now, its been going on for quite a while, but its at a high speed and on a down hill run. So watch out. Do you want the prize—the special prize? Then hustle. The prize will be given to the contestant regardless of district, who sends in the most subscriptions—money—whether six months, one, two or five years subscriptions, between the dates mentioned. You remember well the story of the hare and the tortoise, no doubt, and it is safe to suggest that you don't find yourself napping on this offer—for the winner will doubtless be a close second or third to someone when the contest closes. Remember the votes and subscriptions secured on the parasol offer are good in the 35,000 Free Vote offer and on the Grand Prize also. Don't lose another minute moping about, but be a live fish and go up stream. For each twenty-five dollars (\$25.00) remitted for subscriptions between the 15th and 30th of January, a Bonus of thirty-five thousand votes will be given.

ASSOCIATED CHARITIES MEETING LAST NIGHT

Nineteen Present at Meeting of the Board of Directors—By-Laws Adopted—Committee Appointed—Miss Rachel Rumley Elected President. The Board of Directors of the Associated Charities met last night in the city hall, with Messrs. E. R. Mason, chairman; Collin Harding, secretary; and Norwood L. Simmons, Geo. T. Leach, A. B. Wells, F. C. Kugler and B. L. Suman, present. The committee appointed on a revision of the by-laws of the Raleigh United Charities to conform to the conditions here reported, and the by-laws as amended adopted. The dues of the Board of Directors was fixed at \$5 per annum. The ladies of the general committee, as recommended by the several churches of the city were elected as follows: First Presbyterian—Messrs. James S. R. Fowle, Norwood L. Simmons, John Smith and Miss Martha Wessell, with one more to be added. First Methodist—Messrs. Claude Waters, J. T. Lewis, J. F. Smith, C. E. Wahab and one to be supplied. St. Peter's Episcopal—Miss Rachel Rumley, Mesdames Leana, Hannah Bonner, F. J. Berry and W. A. Redman. Christian—Messdames W. D. Woodard, J. L. Randolph, G. G. Gilbert, F. P. Whitley and Miss Ellen Parker. First Baptist—Messdames A. L. Betts, E. H. Williams, John Bonner, J. H. Davenport and E. L. Dawson, making a board composed of twenty-five members.

MICHIGANER SEEKS OUR SUNNY SOUTH

Three Feet of Snow in the State of Michigan—Hopes His Son Will Proceed to Death First Night, Should He Ever Return.

Charlotte, N. C., Jan. 24.—Entered for the present at police headquarters mail work can be secured. A Michigan man, who is seeking a sunny south, there is a rugged North Michigan, and his equally rugged son, for whom the musical cadence of Whittier's "Snowbound" would have no appealing charm. It would be merely vivacity realistic in awakening memories from which they find would flee. "I never want to see any more snow as long as I live. I came here to get away from it," said James Clement, the father, as with Curles, his son, he sat about the police station last night. "When I left there three weeks ago there was three feet of snow on the ground. I was born and raised there, but too much cold weather got on my nerves. I have heard and read about the Sunny South and I concluded that it would be good enough for me and mine. And so we came, paying our way part of the time and the other times riding freight trains, sometimes by courtesy of kind-hearted conductors who knew a straight story when they heard it. "We came from northern Michigan, where I have lived all my life, on the shores of Lake Superior. The nearest city of size is Marquette. It is hot in summer in proportion to the cold in winter. But even when it is 100 degrees in summer, a thought of winter and the biting winds from off the chilly waters of Lake Superior sends shills up and down my spinal column. "I am a carpenter, a painter, in fact I am an all-round man. At Lynchburg where we stopped a few days ago they are going to spend a pile of money on street work next summer, but one has to live in winter as well as we decamped. We spent a few days in Cincinnati working on the hill park, but the cold weather forced a cessation of that work. "I tell this boy here that if he ever goes back to Michigan I hope he'll freeze to death the first night."

VESSELS IN PORT

The following are the arrivals: Schooner Lyons, Capt. Wm. Goodwin, from Lupton. Cargo oysters. Schooner Columbia, Capt. W. J. Wilson, from Davis. Cargo, lumber. Steamer Vancouver, Capt. Foster Jarvis, from Bladenville. Cargo, cotton seed. Left this morning for Swan Quarter. Following were the departures: Steamer Hilltop, Capt. Wm. Farlow, for Tarboro. Deck Deck, Capt. Silverthorn, for Wyalonia Bay. Schooner Shearwater, Capt. E. M. Nidwette, for Middleburg. Schooner Varata, Capt. E. A. Gibbs, for Swan Quarter.

Mart, Texas.

The members of the Mart Ad Club are not only studying the theory of advertising but are doing some very practical advertising. The purpose of this advertising is not to induce new families to move to Mart or to locate factories or new business firms to locate here, but to persuade the people already living in Mart to support the business firms we now have by giving them all their trade. For years the mail order houses of the United States have been poisoning the minds of the people against their local merchants. Through their catalogues and by advertisements in the magazines and especially through the farm journals, they have insinuated to the consumers that their local merchants were robbing them. The local merchants have made no feeble replies and allowed these insinuations to go unchallenged so long, that today a large per cent of the consumers of both the towns and from the farms believe that the local merchant makes an exorbitant profit and sells goods much higher than do the mail order houses and the city merchants. The fact that the local merchant knows these insinuations to be false does not affect the results. For as long as the consumer believes them true that long he is sure to spend much of his ready cash away from home, buying such things from the local merchant as he wants on credit or he must have at once. Mart is a small town—\$399 in the 1910 census. Her people have quick, easy access to nearby cities and of course the ever persistent mail order advertiser reaches every inhabitant of town and country. Her local retail trade amounts to about \$1,000,000 annually. How much this would be increased if all of her people did all their trading at home cannot be actually determined. But it is certain that this amount would be very greatly increased. To increase this volume of retail trade—to hold to Mart the trade rightfully belonging to her—is the task undertaken by the Mart Advertising Club. Last week the second home trade banquet was held. Sixty merchants and clerks were present. The firm of Vaughn & Gibson served the banquet, donating everything. It was a veritable feast and its donors were the good will of the merchants and clerks of the town. The following program was carried out: 1. The Advertising Club and What It Stands For—by President J. L. Spencer. 2. What Those Who "Trade Away from Home" Think About You. This was the reading of returned cards, in reply to letters sent out by the home trade committee asking for reasons why people traded away from Mart.

NUMEROUS REASONS WERE GIVEN IN THE REPLY.

The principal ones being: 1. "Open the High Country. Produce too Cheap." 2. "Bad Roads." 3. "Lack of Accommodations on the Part of the Merchants and Clerks." 4. "Merchants and Their Wives Do Not Practice Home Trade." Funds were raised to answer these reasons through another "Home Trade" letter to be mailed to every woman in Mart and every farmer in Mart. 5. The Absolute Importance of the Business Men of Mart and Their Families Doing All Their Trading in Mart. By E. E. Johnson. Though not a merchant, Mr. Johnson is president of the Commercial Club and he realizes that to build up the town we must build it up as a trading point. He admitted that he and his family had been guilty in the past, but he pointed out that it would be utter folly for the business men to preach "Home Trade" to the farmers unless they themselves practiced it. 6. The Importance of Courtesy and a Desire to Please on the Part of the Clerks. By Henry J. Cawfield. Mr. Cawfield is a clerk and spoke from experience when he said that after all it was up to the clerks to hold the trade for the store and for the town. All advertising can do is to bring the trade to town. To hold the trade for the town, the stores must have intelligent, painstaking, courteous clerks. 7. How Easy Credit and Resulting Hard Accounts. Causes Mart to Loose Trade. By T. H. Lumpkin. Mr. Lumpkin said: "I have been in business 30 years and I have almost invariably found that the fellow that owes you a past due account will never give me any of his cash trade. If you want a man to quit trading with you let him get behind with his account. The same rule will apply to the town. If a man is behind with several of the merchants of Mart he is sure to turn his cash trade to some other town. The way for us to get the cash trade of this class of people is to make them pay all their old accounts."

RICHESON DEATH WARRANT IS SERAED ON OFFICIALS

Pastor of Baptist Church Receives Consolation From Fellow Clergyman, of His Faith.

Boston, Jan. 23.—Death warrants for the execution during the week beginning May 19 of Rev. Clarence V. T. Richeson for murdering Miss Avis Linnell were issued and served upon Governor Foss and Warden Bridges, of the state prison and Sheriff Quinn, of Suffolk county. The warrants were made out by the superior court clerk in accordance with the death sentence imposed by Judge Sanderson two weeks ago and provide that Richeson shall be held in Charles street jail here until May 9 and then taken to the death chamber in the state prison and there electrocuted in the week beginning May 19. Since being informed of the unfavorable action of the executive council in the Phelps murder case, Richeson has been receiving consolation from his fellow Baptist clergyman. The petition for commutation is expected to be sent to the state house some time next month. Mr. and Mrs. James McMillin and small son, of Pittsburg, Pa., will arrive in the city today or tomorrow and will be the guests of Mrs. McMillin's brother, Mr. Byron Evans, trustee operator of the Daily News.

BIG RAILROAD SHOPS ARE CLOSED DOWN

Notices Posted at Spencer Shops of the Southern Cause Depression Among Merchants and Employees.

Salisbury, N. C., Jan. 23.—Much regret is expressed here by the Salisbury merchants and the hundreds of employes in this city of the Southern Railway in its Spencer shops over the posting of a notice in the shops stating that beginning today work in the big shops would be suspended indefinitely. The shops were closed down two weeks for the holidays and this second suspension will hit the men also the Salisbury merchants. It is expected to last only a few days there is an uncertainty aroused over the order. Of course the round-house crews will be on full force as usual.

BRIEF NOTES OF INTEREST GATHERED HERE AND THERE

Something over two tons of white perch and mullets came into this market yesterday afternoon, having been caught about three miles down the river. In our Saturday's issue we will publish the story of the world's most perfect ear of corn. It is the ear with which Mr. Fred C. Palm won the W. K. Kellogg \$1,000 trophy. We will also reproduce a photo of the ear and the trophy. Don't overlook this copy of the Daily News. Another feature of Saturday's paper will be the Sunday school lesson for next Sunday. We will inaugurate within a few days, health club lectures in the columns of the News. We have made arrangements to have questions relative to the preservation of health, and the application of home remedies answered by competent medical advisors. And they will be answered in terms that you will be able to understand. One of these lectures alone, will be worth more to you than the price of an entire year's subscription to the Daily News. A remnant of the Farmers Excursion passed through the city this morning, en route home, having spent a day or two looking around Pitt county. Recorder's Court had only a small meeting this morning to investigate the conduct of two belligerents, who were fined nominal amounts. Sheriff Lucas, custodian of the county jail, is celebrating his 60th birthday today. The prevalent goodness of the county is responsible for the doors of his charge being ajar, and the incidental quietude has resulted in the desertion of the house cat. Altogether the sheriff is having a lonesome celebration. A great deal of cotton is coming into the market here at the present time. MADE END TO FRAUDS THAT COST PUBLIC \$77,000,000. What Sleuths of Post-Office Department Accomplished in Last Year.—84,782 Cases Outstanding. Washington, Jan. 23.—The sleuths of the Post-Office Department in the last year have put out of business promoters of fraudulent schemes which have taken approximately \$77,000,000 from an unsuspecting public. Under the head of convictions the report lists the prison sentences given. George H. Munroe of New York, Christopher C. Wilson and his fellow officials of the United Wireless Telegraph Company, James F. Black, who conducted a fake land scheme under the name of the Imperial Development Company of New York, and Frank R. Aden, who conducted a commission merchant swindle. During the year the inspectors made 3,491 arrests, of which 439 were of post office burglars. The chief inspector's report shows that at the end of the year there were 84,782 cases of all classes outstanding in the 1910-1911 investigation.

PEOPLE YOU KNOW COMING AND GOING

Mr. C. N. Gibbs of Lake Landing, passed through the city yesterday on his way to Chapel Hill, where he will enter the university. Mrs. S. R. Fowle and Mrs. J. B. Sparrow, left yesterday to attend the funeral of their brother-in-law Dr. Beckwith, who died very suddenly at Plymouth, Lenoire county, Pa. Mr. C. A. Flynn of the Harris Hardware Co., is expected to return to the city this afternoon, after an absence of several days. Mrs. Collin Harding will entertain a number of her lady friends this afternoon in honor of her visiting guest. AT THE LYRIC. Forbes Orchestra and Excellent Photoplays Prove Great Drawing Cards. Unquestionably the attraction in the way of Photoplays at the Lyric last evening was a great feature. The class of films the manager is now exhibiting is certainly creditable to this place of amusement. Another feature that will be the attraction weekly is that the Forbes orchestra rendering some of the latest hits of the season, making it pleasant to spend an hour witnessing some of the most interesting pictures and excellent music. For tonight the manager offers a program that will prove very interesting, which appears on the fourth page of this paper daily. The main feature of the evening is "The Great. est of all engineering feats" consisting of an interesting story of New York's water supply. This picture is highly-endorsed to school children, teachers and professors, being a valuable story that is worth seeing.

PAYNE WESTON

The following card has been received at this office: Mr. and Mrs. R. B. Weston wishes to announce the marriage of their daughter Annie Gray to Mr. William Wallace Payne on the morning of Tuesday the thirtieth of January nineteen hundred and twelve at seven o'clock 117 East Main Street Washington, North Carolina.