

**The Fayetteville Index**

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J. A. FARHAM, Editor and Manager

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**LETTER TO A FARMER BOY**

Last week we had something to say of Clarence H. Poe and his remarkable career. Recently he had the following very sensible editorial in his paper, The Progressive Farmer, under the caption, "Editor's Letter to a Farmer Boy."

No man ever makes a big success in anything by accident. If somebody has stuffed your head with the idea that men succeed in this world by luck, you may just put it down that somebody doesn't know what he is talking about. Whether you are going to be a farmer or a college president, you must fit yourself for whatever you are going to be.

No matter what kind of work you are doing, try to do it a little better than the other fellow. Emerson says somewhere that if a man can do anything supremely well, no matter if he lives in a wilderness, the world will make a beaten path to his door. And this is very true. I rode the other day to see a farmer not many miles from where I am writing, and found that the Governor of the State had just been there to see his corn crop, and a great number of other men had come miles and miles to see this man's farm. And why? Simply because he had done more with an acre than any other man in the county.

If your brother wants to go to town to clerk in a store and measure calico as somebody else's hired man, let him go. You stay on the farm, where you can be independent, living under your own vine and fig tree, and where you can take part in all these great movements that are going to count for so much in human progress and in the world's development these next fifty years.

We have had too many farmer boys already who have made second-rate merchants and clerks who might have made prominent farmers and men of influence in their counties.

It is a great deal better and more useful to be a leader in showing how to make more cotton per acre than it is to merely measure off a certain number of yards of cotton goods when a buyer wants it.

Don't give up the independence of farm life. In the city shops and stores only a small proportion of the workers own their own homes or have any chance to do work that counts for much in these great progressive movements we have been discussing.

The boy who is shut up in a factory in the South has only one chance for usefulness and independence for twenty that you and other farmer boys have.

To which THE INDEX says Amen!

We are for greater Fayetteville. Are you?

But if you put 'em on several weeks ago, you have wished you hadn't.

The home-seeker and prospective investor wants a welcome for his family as well as for himself and his business and his money.

Six hundred and seventy-nine acres of Cumberland dirt in one tract sold the other day at auction for cash at \$48.00 an acre. That will give to outsiders some idea of what land is worth in this county. There is plenty more like it.

We never had occasion to investigate the figures, but we venture that more cotton is shipped first hand from Rowland, in southern Robeson, than from any other town in North Carolina. Maxton may possibly lead, but we doubt it.

If the winter should be as mild as the past few weeks have indicated, the fact will be attributed to the approach of Halley's comet. On the other hand, if the winter should turn out to be an unusually severe one, Halley's comet will get credit for that.

Fayetteville is one of the best towns anywhere. In no respect are her advantages surpassed by those of other towns in the State. Yes, in some respects her advantages are unequalled. Our need now is to tell the world about it, and that in such a manner that people away from here will believe we believe it and therefore believe it themselves.

The recent industrial edition of the State Dispatch, Burlington, was one of the best we ever saw published by a North Carolina weekly. It certainly was a credit to that hustling city. The "write ups" of the various commercial, industrial and other enterprises in and around Burlington were far better than is usually seen in such publications.

If we were asked to point out the line of railroad in North Carolina that traverses 50 miles of the richest farming territory, we would refer to the Bennettsville branch of the Atlantic Coast Line, from Parkton to Bennettsville. There is a scope of country that has grown rich farming. There may be another section like it in South Carolina, but we know of none in this state that is altogether its equal.

But however attractive a city's location and natural advantages may appear to the home-seeker and investor, and however bright the city's opportunity, he is not going to break his neck to go there until he feels that he is wanted and will be welcomed. Let Fayetteville make a noise like she is ready and anxious to welcome the man and his business. Such a noise attracts men and money, and that is what Fayetteville is after.

It would be a blessing to the South if cotton would now begin a slow and gradual decline and go steadily to eight cents and remain there until next fall. If high prices continue it means that the cotton acreage will be greatly increased, fertilizer bills will be much larger than heretofore, more stock will be bought from the West, and that will call for more feed stuff at higher prices. Less corn and other feed stuffs will be grown, and next fall the farmers will "get it in the neck"—big bills to pay, with probably low cotton. A gradual decline would hurt but few, if anybody, and would help millions.

The News and Observer used the Associated Press report of Taft's visit to Wilmington as its leader, instead of the report of a staff correspondent, though it had a member of its able staff "on the job." That is exactly what we had hoped some state paper would do. On such occasions we prefer to read the account as written by an impartial and able man who has witnessed such events in scores of other states, rather than any report that can be made by the most efficient local man. The correspondent who has accompanied the President throughout the tour and reported his receptions and speeches day after day from every city visited, and written an impartial report to be furnished exactly alike to papers of both political parties, is able to get a perspective of any one occasion that no local man can get.

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**MIKE FOLB**  
Fayetteville, N. C. The King Clothier

At Greenville the other day an automobile collided with a tree with horrible results. Fayetteville promises to go one better one of these days and have an automobile collide with an automobile or other carriage right on the main thoroughfare of the city and kill perhaps four instead of two. Then there will be public meetings and big damage suits and the city authorities will get busy and put into effect some very stringent speed ordinances—after somebody has been killed. Far better would it be to regulate the speed of horses and automobiles on the main streets beforehand. This is a city, not a country cross road, for racing tournaments. We shall see what we shall see.

Members of the Farmers' Union, of Raft Swamp, Robeson county, have formed a company and subscribed capital to establish a flour mill, which will probably be located at Pembroke. We are assured that the mill is a certainty. We want to see the farmers of this section grow wheat and make their flour at home. Many say they would if flour mills were located at convenient distances. They may rest assured that the mills will come if enough wheat is grown to justify their establishment. Few flour mills will be established before the wheat is sown. Mills will follow wheat growing; they need not be expected to lead.

**THE WHISTLING SALESMAN**

He Reminded His Customer of His First Call Down and Its Value—When One May Whistle.

Printer's Ink.

Had an experience the other day that took me back about 20 years or more in about 20 seconds. An other of those little things, in the aggregate, make such a big one. Went into a photo supplies store on Fulton street for souvenir post-cards again—have to buy them—some are so pretty and others so funny. The clerk who waited on me, or rather allowed me to wait on myself, whistled away the time and showed how utterly bored he was by people who insist on buying things, by whistling a melody that started with ragtime and reached the stage of grand opera as I was leaving. He wore good clothes and an air of importance which would have done ample justice to the proprietor—and all the time whistled.

The cards I wanted to see were on a shelf behind the counter. He was very careful to show me only those that I asked to see, and to replace each package on the shelf before showing me another which, of course, gave me no chance to compare the different pictures. And then as he struck a new key with redoubled vigor there came to me through the long years of varied experiences, the words of my first "call down."

"Arthur, so long as you work in this store, never whistle again while you are waiting on a customer; it is indicative of an empty

mind and little short of an insult to your customer. When you are waiting on a customer wait on him—do it as though your whole future depended upon how you do it. Then after your customer has gone, go out in the back yard and get that whistle out of your system before another customer claims your attention."

I thought he was unnecessarily severe; I know now that he wasn't. I never forgot it, and it taught me, more than anything else, to give undivided attention to any customer—to show him that I was wholly at his service and anxious to help him get what he wanted. And it was there, I believe, that I first learned that it is the ultimate advantage of the store and salesman to sell what the customer wants.

**TO CONQUER NEW DISEASE**

National Association for the Study of Pellagra Organized.

The National Association for the Study and Prevention of Pellagra was formerly organized as Columbia, S. C., November 5th, at the conclusion of a two-days' conference on pellagra, attended by more than 300 physicians, the first meeting of national scope held in this country for the study of this disease. Dr. J. W. Babcock, superintendent of the South Carolina State Hospital for the Insane, Columbia, was elected president.

An official pellagra congress, to be held under the auspices of the association, is scheduled for June, 1910, in Peoria, Ill., which city was chosen without a contest.

The following resolutions, presented by Dr. J. Howell Way, of the North Carolina Board of Health, were adopted:

"Resolved, That this conference recognize the wide spread existence of pellagra in the United States and urges upon the national government the necessity of bringing its powerful resources to bear upon the vital questions of its cause, prevention and control.

"Resolved, That while sound corn is in no way connected with pellagra, evidences of the relations between the use of spoiled corn and the prevalence of pellagra seem so apparent that we advise continued and systematic study of the subject, and, in the meantime, we commend to corn growers the great importance of fully maturing corn upon the stalk before putting the same

"Resolved That the work of this conference be brought to the attention of the various States and Territorial boards of health and that they severally be urged to specially investigate the disease, particularly as regards its prevalence, and that they also see that the proper inspection of corn products sold in the various States be had."

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**Chas. Haigh**

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	July 1898	20,000.00
	September 1904	50,000.00
	July 1909	100,000.00
Assets	April 1, 1909	\$202,000.00
	May 1, 1909	212,000.00
	June 1, 1909	207,300.00
	July 1, 1909	317,400.00
	August 1, 1909	356,200.00
	September 1, 1909	380,001.00
	Oct. 1 1909	439,600.00
	Nov. 1 1909	460,000.00

ASSETS AND RESPONSIBILITIES OVER \$560,000.00

Capital	\$100,000.00
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