

# Western Carolina Democrat

and French Broad Hustler

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## SOUTHERN NURSERYMEN TO MEET IN HENDERSONVILLE.

Leading Nurserymen of the South to Meet in This City in August; Headquarters at St. John Hotel.

The Southern Nurserymen's association will meet in Hendersonville with the St. John hotel as headquarters during the last week in August.

Forty or fifty nurserymen of the South are expected to attend this annual meeting, which ordinarily lasts for three days.

While the management of the St. John hotel has been in correspondence with the nurserymen for the past month with reference to making headquarters at this hostelry, news of the decision to meet there had not been received until last week, when American Fruits, an international nursery journal published at Rochester, N. Y., requested a cut of the hotel to run in connection with the advance announcement of the convention.

Hendersonville people will welcome the news of this convention and will regard it as quite a compliment that this association should select this city as its meeting place especially when it is constructed that there is no nursery in this immediate section.

## MERCHANTS SHOULD USE WEAPON OF THE MAIL ORDER HOUSE

Survey of County Was Made to Show That Each Farmer Spent \$28.85 Annually by Mail.

(Raleigh Times.)

The merchant who grumbles about the amount of business the mail order houses do in his community is generally the one who quietly reposes behind his counter while his competitor across the street nails the mail-order firm with its own weapon—advertising.

An attractive catalog which goes into a home naturally gets some attention even though the home merchant can sell the same goods for the same price. It is the newspaper which can replace the catalog. When the somnolent merchant wakes up to the possibilities of the newspaper as an advertising medium he stops grumbling about the mail-order house and tells about the good points of his own merchandise. Through the newspaper local merchants in Kansas last year had a profitable mood.

The following clipping will probably interest several Raleigh merchants:

Lack of publicity on the part of the merchant who grumbles about the amount of business the mail order houses do in his community is generally the one who quietly reposes behind his counter while his competitor across the street nails the mail-order firm with its own weapon—advertising.

The survey was made under the direction of the state board of health, and shows that 73 per cent of the farmers are patrons of the mail order houses and send on an average of \$28.85 a year to foreign concerns. This makes a total for the county of \$200,000 spent on mail orders.

Based on conditions in Sumner county there are 177,841 farm heads in Kansas who do not spend their money with the home merchant and who contribute to the near \$4,000,000 fund that goes to the mail-order houses.

It was explained by the agriculturalists when the Sumner county survey was made that they received the bulky mail-order catalogues regularly; that the local merchants in many instances do not advertise and those that did often failed to quote prices; that the mail-order houses brought their wares to the farmers through publicity and the better bought.

The Sumner county survey was made primarily for health and sanitation purposes. Each farmer in the county however, was requested to state the amount of his annual business with itinerant tradesmen and mail-order houses.

## A TIMELY REBUKE.

(Charlotte Observer.)

A suggestion from a lieutenant in the New York Volunteer Militia that the president call for an army of 500,000 unmarried men and appropriate \$2,000,000 a day for the support of the volunteer army, brought forth a well-merited rebuke from The Sun. That paper makes reply that "The Commander in Chief has already called for 100,000,000 and more volunteers, male, female, adult and infant; he has ordered them to mobilize and undergo drill; and they have responded with an obedience as commendable as it is reassuring." "His proclamation to this unprecedented army," says The Sun, "called upon its organization and individuals in them to keep their tempers, to restrain their tongues, to free their minds from prepossessions and prejudices, to refrain from violent and irritating speculations, and to devote themselves loyally and unsparringly to the difficult task of abstaining from provocative conversation and argument that can lead nowhere." It is properly suggested that the lieutenant, as a trained soldier, knows his duty to his superior officer, and that the best thing he could do would be to obey the orders of the day.

The Democrat gives more county news and boosts the community more than all other publications and costs no more.

## MERCHANTS MEET AND TACKLE SOME IMPORTANT PROBLEMS.

Incomplete Freight Bills, Rest Room, Bad Accounts and Industries Claim Attention.

The new officers and the recently appointed committees of the Merchants Association of Hendersonville met Friday night for the purpose of discussing a number of matters needing the attention of the city's commercial organization.

Freight bills, rest room, collection of bad accounts and a proposed hostelry mill were among the subjects claiming attention.

C. G. Jones reported the action taken by the committee in reference to requesting the railroad authorities to comply with the requirements of the freight bills. He said that he was satisfied that Hendersonville was paying too much freight in many instances and that he had been benefitted by several dollars in having his freight bills audited. It was reported by two members present that on Friday for the first time freight bills had been filled out in accordance with the request of the association. On motion it was ordered that the committee meeting be held next Monday night that further request be made of local railway officials to fully comply with the requirements called for on the freight bill by filling in the names of the consignor and consignee; itemize the weights and freight rates.

## Will Open Rest Room.

Wm. Lott reported that the Woman's club had offered to furnish a rest room for the benefit of out-of-town shoppers, especially the country women coming to the city; that suitable quarters could be secured in the Hunter building at a rental of \$60 per year; that members of the city commission had expressed themselves as being in sympathy with the movement and that probably help would be given. The committee was continued until the next meeting of the merchants, when definite action will be taken.

## Will Collect Bad Accounts.

Secretary S. Nixon Rowe reported that the charter from the State Merchants Association had not been received. It was the sense of the meeting that as soon as the charter is received immediate action should be taken to sue in the name of the association and from it whom it has been impossible to make collections.

## C. G. Jones was named to serve on the transportation committee in the place of Columbus Morris, who had asked to be excused from service in this connection.

The movement on foot to secure another hostelry mill for Hendersonville was discussed an the committee on industries was instructed to co-operate in the efforts to secure the proposed mill. Sentiment was expressed strongly in favor of this or any other enterprise affording a payroll.

The next all-members meeting of the association will be held at the library next Monday night, when a good attendance is desired for the purpose of taking definite action on a number of important matters.

## "HOW WE GET THE NEWS."

The Barnwell (S. C.) People, a bright and breezy newspaper, has an article headed "How We Get the News," which hits off the situation to a nicety. It is strange how it is generally taken for granted that the newspaper man should know everything, whether or not he sees, hears or has things told to him. It is true that some seem to be born with "a nose for news," while others are a little slow in catching on, but we have never seen a reported who just naturally knew things, without having to see, hear or be told about them.

The People has this to say: Several days ago a perfectly nice lady called us up and with tears in her voice reproved us for not mentioning the fact that she had a friend visiting her last week. We told her that she had not let us know anything about it and that, therefore, we did not know that she had a visitor. Then she said, "Well, you should have known. I thought you were running a newspaper." Wouldn't that rattle your slats? Some think that an editor should be a cross between Argus and Anna Eva Fay. They seem to think that our five senses are augmented by a sixth that lets us know everything that happens, even if we see, hear, feel, taste or smell it not, or at least, almost human. If you have a friend visiting you, if you are going away or have returned from a visit of town, if Johnnie falls and breaks his arm, if your husband chops his toe instead of a stick of wood, if anything happens that makes you glad or sad, happy or made, call us up. Tell us about it. That's the way to get it in the paper.

## AT REESE'S SCHOOL HOUSE.

There will be an ice cream supper at Reese's school house on Wednesday night, Aug. 4. Everybody is cordially invited.

## The Styx.

The Styx, according to Homer, the principal river of hell. It encircled the infernal regions seven times.

## WE WANT A LIVE TOWN

LET'S all get together and help to make our community a live one. We all realize the consequences of poor business, stagnation in commercial affairs, depression of real estate values, low wages, etc. What we want is plenty of business, money in circulation, a live interest in the building of houses, the sale of lots and acre property and a genuine, healthy condition of business in our community.

HOW SHALL WE ACCOMPLISH IT? The easiest thing in the world. Just keep our money in circulation, right here among ourselves, and we will create our own prosperous conditions.

In other words, LET'S PATRONIZE OUR OWN BUSINESS MEN, INSTEAD OF SENDING OUR DOLLARS TO THE MAIL ORDER HOUSES. Let's be loyal to our own best interests instead of helping to bolster up the big monopolistic establishments that are draining our resources of all the ready money in sight.

It is the aim of the big city mail order houses to drive the small town merchants out of business, so that we will all be compelled to send to the cities for our merchandise. The big mail order houses are spending thousands of dollars every month to accomplish this object.

THEY WILL DO IT, TOO, UNLESS WE ARE SENSIBLE ENOUGH TO STOP IT.

It is up to us to prevent the big mail order houses from driving our storekeepers out of business, for several reasons, the greater of which are that our community will be rubbed off the map if we have no business concerns and that our ownership of property here will not amount to anything, in this event.

The local stores, to a very large extent, make this town. The taxes paid by our business men are the principal support of our schools and churches. It is the taxes paid by our storekeepers that pay for the local improvements, for the street lighting, for fire protection and for all other communistic privileges and protection.

If we permit the big mail order houses to drive our business men out of competition, what will we have left? A place of empty store buildings, an undesirable place in which to live.

If the mail order houses accomplish their purpose it is possible that railroad interests will decide there is not sufficient business to warrant the stopping of trains here—because there will be no reason, then, for traveling men to stay over in our town, no freight to be delivered to our stores.

In such cases we will be trying to sell our property, but will find no buyers, for who will think it a good investment to buy property in a dead town?

But this is just what we must expect if we keep sending our dollars to the mail order houses, for it is only the business of the town that makes the town possible.

When we send practically all of our business to the mail order houses in the cities there will no longer be a necessity for, or a reason for, a town here. It all resolves itself into the question: SHALL WE HAVE A PROSPEROUS TOWN, WITH GOOD LOCAL BUSINESS, GOOD REAL ESTATE VALUES, GOOD WAGES AND GOOD MUNICIPAL DEVELOPMENT, OR SHALL WE HAVE A DEAD TOWN, WITH PIGS ROOTING IN THE PRINCIPAL STREETS, STORE BUILDINGS EMPTY AND WITH "FOR SALE" SIGNS HUNG UP, NO LIGHTS AND NO FIRE PROTECTION.

IT ALL RESTS WITH US. WE ARE THE ONES TO DECIDE. Common sense and good judgment tell us to protect our own interests.

If we don't, who will? What can we expect from the mail order houses after they shall have received our money and the local storekeepers have been put out of the running? Shall we expect help and assistance from the mail order monopoly?

We all know that the mail order houses do not pay any of our local taxes. They do not support our schools, or churches or help to pay for our lighting the streets or for our fire department.

Every dollar spent at home means added wealth, added prosperity, added real estate values and added facilities of all kinds.

Every dollar sent to the mail order houses means more unfair competition for our storekeepers and less taxes toward the support of our community.

Which do we prefer? We must make the decision. Are we for or against our community?

LET'S MAKE IT A LIVE TOWN BY KEEPING OUR MONEY IN CIRCULATION AMONG OUR OWN BUSINESS MEN.

## Merchants Association of Hendersonville

### CAPT. MILLS, HENDERSONVILLE MAN, DIES IN GREENVILLE.

Prominent Business Man of Greenville; Spent Youth in Henderson County; Clerked in City.

Greenville, S. C., July 25.—Capt. Otis P. Mills, organizer and president and treasurer of the Mills Cotton Manufacturing company, and a citizen held in the highest esteem and affection, died suddenly Friday night at 9 o'clock at his summer home at Cedar Mountain, N. C. Captain Mills had been in poor health for several years, though his demise was sudden and unexpected. He was in the 75th year of his age. The news of his death brought sincere sorrow to thousands. He was of general disposition, even tempered and of unchallenged integrity and his public spirited activity in the business and social life of Greenville won for him commendation from the public at large.

Representative and influential citizens expressed today deep sorrow which they felt over the loss of their loyal friend, for Captain Mills held friendship a priceless possession.

Captain Mills was born at Mills River, N. C. He enlisted for service in the Confederate army in the civil war and was soon afterwards captain of Company G. As a soldier he did valiant service for the Confederacy.

He moved to Greenville and opened a mercantile business which was very successful. He later conducted a dairy farm, and afterwards organized and was elected president an treasurer of the Greenville Fertilizer company. He became interested in cotton manufacturing and promoted the Mills Manufacturing company, Greenville, and was elected president and treasurer.

By his integrity and judicious management of his enterprises Captain Mills accumulated wealth. He was liberal and generous toward any deserving cause, and took personal interest in institutions. The city has lost a great citizen, the church a beloved member.

Captain Mills married Miss Cordelia

Gower of prominent family in Greenville. Besides his wife and a large family connection he is survived by four children, Mrs. C. P. Hammond, of Birmingham, Mrs. W. B. Moore and Arthur L. and Otis P., Jr., of Greenville. They have the deep sympathy of a host of sorrowing friends.

In volume 1 of "Cyclopedia of Eminent and Representative of the Carolinas" with reference to Captain O. P. Mills. He was born in Rutherford county, N. C., February 22, 1840. He was a son of John and Eliza C. (Graham) Mills, the former a native of Rutherford county, the latter of Cleveland county, N. C. On the paternal side Captain Mills was of English descent, while maternally he was of Irish descent. John Mills was a merchant by occupation, and died in 1844, his wife surviving him until 1889. Captain Otis P. Mills was the fourth of a family of five children. When yet a child his parents moved to Henderson county, N. C., where his father died and where his boyhood and youth were spent on a farm. He received a knowledge of the ordinary branches of learning and at 15 years of age engaged as clerk in Hendersonville, continuing in that capacity for four years.

At the beginning of the war he resigned his clerkship for the purpose of entering the service of the Confederate army. He served throughout the war in North Carolina regiments. Entering the army as a private he was twice promoted, first to the rank of first lieutenant and second to that of captain. His was company G of the 56th North Carolina regiment. He participated in all the battles in which his command was engaged. Shortly after the close of the war he located in Greenville, S. C., and engaged in the mercantile business for more than 20 years. In 1887 he retired, one of the principal merchants in Greenville, as well as one of the oldest. In 1890 he helped organize the Greenville Fertilizer company and became its president. It was an important manufacturing industry, the third largest of the kind in the state, its annual capacity being 30,000 tons and its capital paid in \$100,000. Captain Mills

While delivering his sermon he was perfectly contained and showed originality. "When I was small," the seven-year-old in his knee trousers started to illustrate with a personal experience, but he had to pause at the ripple of laughter and then asked "What are you laughing about?" His father explained, "you are little now." "But I used to be smaller," he continued with his message, exhorting his hearers to accept Christ without delay.

In relating the story of the conversion and his life, Rev. Mr. Turner said that while he was holding an evangelistic service his son at four years old was converted and baptized and announced that he was called to preach and immediately began his first sermon on "God is Love," when he didn't know a letter of the alphabet.

(Continued on last Page.)

## A CANARY BIRD IN A COAL MINE; A CHAUTAUQUA IN THIS CITY.

Reasons Given by Press Agent as to Why Hendersonville Should Have a Live Chautauqua.

Canary birds are placed in coal mines to protect the lives of the miners. If the atmosphere becomes foul, the canary stops singing and begins to show unmistakable signs of distress. Then the miners know that atmosphere must be changed quickly or they must get out.

## Chautauqua Versus Canary.

A Chautauqua is to a town what a canary is to a coal mine. If the intellectual and moral atmosphere of this town is such that a Chautauqua can't live in it, then we must change the atmosphere or get out. To get out is not convenient and we might find the same conditions elsewhere. No corporation is going to abandon a rich mine because the atmosphere is bad. They will change the atmosphere. Cowards may "pull up stakes" and leave a town because of unfavorable conditions, but real men and women will simply stiffen up their backbones and change the conditions.

## 1500 Southern Towns Like Ours.

Between the Potomac and the Gulf of Mexico there are fifteen hundred towns like ours. Some larger some smaller. They include a larger percentage of English speaking, native born Americans than any other similar area of the entire United States. There is a larger percentage of Church membership and Church attendance, and there is a higher moral tone pervading in the homes of these towns than in any other section of this great country. Whenever a young man or young woman leaves one of these towns to seek his or her fortune in one of the great cities, they leave behind them a better home and better influences than they will ever find elsewhere.

## We Need Our Boys and Girls to Help Our Towns.

We must hold our boys and girls, by making the "old home town" the most attractive spot on earth. A "dead town" will never hold them. We have got to give them clean, decent amusement and entertainment, and we have got to give them a chance for as great a career at home as they think they can find elsewhere.

## The Big Thing Right Here at Home.

There is an abundant opportunity right here in this town and in the surrounding country for every one of our young women to achieve the very greatest success. We need them in developing our natural resources, in promoting more scientific farming, in making better schools, in strengthening our churches in building better roads, in promoting manufacturing enterprise, in bringing in up-to-date methods of merchandising, in improving sanitary conditions, in beautifying our homes.

## We Are Going to Keep Our Canaries Singing.

This town needs an annual Chautauqua and is going to have one. It is one of the things that helps to make a town a better place to live in. It is a creator of ideals and a source of inspiration. If you are a good citizen, you are going to help in bringing it and when it is over you are going to be happy because you did your part.

## 7-YEAR-OLD PREACHER DRAWS UNUSUALLY LARGE GATHERINGS.

Little Preacher in Knee Trousers Impresses Congregations and Brings Spiritual Results.

Charles Turner, the seven-year-old ordained minister, attracted large crowds in Hendersonville during the early part of this week and as a result of his strong message on "hell" at the First Baptist church Sunday night there were fourteen conversions.

Charles Turner is the son of Rev. and Mrs. F. M. Turner, of Orlando, Fla., the father having been a Baptist evangelist for a number of years. Probably the largest gathering to be a preacher or speaker since W. J. Bryan visited Hendersonville two years ago, packed the church building Sunday night until all standing room was occupied in an effort to see and hear the marvelous preacher, who treated his hearers to the story of the rich man and Lazarus. The seven-year old boy showed a wonderful familiarity with the Bible and its teachings and his every-day illustrations would lead one to think that he is old and rich in experiences.

While delivering his sermon he was perfectly contained and showed originality. "When I was small," the seven-year-old in his knee trousers started to illustrate with a personal experience, but he had to pause at the ripple of laughter and then asked "What are you laughing about?" His father explained, "you are little now." "But I used to be smaller," he continued with his message, exhorting his hearers to accept Christ without delay.

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## PROSPECTS BRIGHT FOR NEW HOSEIERY MILL IN THIS CITY.

Mr. Grey of Johnston City Working on Plan for Establishment of Mill With 20 Operatives.

James Grey of Johnston City, Tenn., is working on a plan to establish a hoseiery mill in Hendersonville. He asks for a number of concessions in the way of taxes, contributions, lot, etc.

Recently subscriptions were made to the extent of \$500 by Hendersonville people for a flour mill, but as the promoter failed to carry out his plan the subscribers have agreed to let their subscriptions apply to the hoseiery mill project. Nothing of a definite nature has been done in the way of purchasing a site although one has been tentatively selected.

About twenty operators would be employed to run the plant.

## GENTLE SOOTHING DOSES FOR BOTH BOOSTERS AND KNOCKERS.

(From Asheville Board of Trade Energy.)

Do you know a man who tracks the path from his home to his business wrapped in the solitude of his own concerns and shrunken to the limit of short sighted interest in the general welfare of his community?

Do you know a man who has no time for the general welfare of the problems of his community? The schools, the hospitals, the libraries, they are not his business? Conservation of health; moral reforms; good government; parks and playgrounds; public improvements. Each of these and all of them affect every man as a citizen, every man in his business, every man in his profession, every man in his home. Let those who like prominence attend to these things, says the man wrapped in his own affairs. Yet this selfsame man "wrapped up in his own affairs" would not live in a community where such matters did not have the serious concern of those self-same aggressive citizens. Such aggressive citizens are a necessary factor in the growth of a community. They not only give liberally of their money, but what is more and better, they give liberally of themselves and their time. It is this combination that makes a community a better place in which to live; makes business better for all citizens; establishes a higher plane of citizenship; elevates the standard of morals, religion, education. Those who cannot give of time can give of money, with which to help on the work of development and publicity. It is the broad-gauged, progressive men in any city that build up a prosperous city.

The growth of Asheville is the result of the work of her wide-awake aggressive and progressive citizens. As a citizen, are you just living and doing business in Asheville without thought of the welfare of common humanity?

Men Who Harm a Town.

1. Those who oppose improvements
2. Those who "knock" strangers and who "knock" the town to strangers.
3. Those who show hospitality to no one.
4. Those who hate to see others succeed.
5. Those who distrust public spirited men.
6. Those who oppose every movement which does not originate with themselves.
7. Those who oppose every enterprise that does not appear to benefit themselves.
8. Those who enjoy the benefits that come from the work of public spirited, broad-minded men, but who give nothing but criticisms in return. Do you belong? Why not return.

M'ADOO AT GREENSBORO AUG. 4.

Greensboro, July 24.—Hon. W. G. McAdoo, secretary of the treasury, a man who stands among the highest in constructive ability of President Wilson's cabinet, will visit North Carolina on August 4 to deliver an address in furtherance of the work so auspiciously begun by the Pan-American Financial conference at Washington on May 24. The address will be delivered at the State Normal and Industrial college at Greensboro, a dinner to be given on this occasion by the Normal College and the Greensboro Chamber of Commerce. Over 1,500 of North Carolina's leading citizens have been extended invitations to be present on this occasion.

He entered school and in ten months made six grades. For about three months he has missed preaching one sermon a day for only ten days and on many days he has preached as high as four sermons and as many as two on every Sunday. He makes a profound impression upon his hearers as evidenced by the number of conversions. There is said to have been more than 2,000 baptisms resulting from his preaching.

Master Turner was heard by large congregations at the East Baptist church Sunday morning and Tuesday night and at the Methodist church Monday night. He preached to people who had not entered a church for years. He will be heard at the Methodist church again Friday night at 8:30.

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