

## Don't Shiver



Just scratch a match—light the Perfection Oil Heater—and stop shivering. Wherever you have a room that's hard to heat—that the furnace doesn't reach—there you'll need a

### PERFECTION Oil Heater

Equipped with Smokeless Device

Just the thing for blizzard time or between seasons. Its genial glowing heat makes any room cheerful and cozy. No smoke—no smell—smokeless device prevents. Brass feet holds 4 quarts of oil burning 9 hours. Finished in japan and nickel. Every heater warranted.

The **Rayo Lamp** Gives a restful, steady, soft light which is so much appreciated by workers and students. Made of brass, nickel plated with the latest improved central draft burner. Every lamp warranted. Write our nearest agency for descriptive circular or the Perfection Oil Heater or Rayo Lamp.

Standard Oil Company (Incorporated)

### When Times are Hard Trade Where You Can Save Most Money

We claim that our store is the place. Our stock is fresh and up-to-date in every way and we will sell anything you want in our line almost at your own price. You shall have a bargain if you will come to see us. Our stock of Shoes is the best and cheapest to be found anywhere.

We will buy your produce—anything you have to sell—and pay the highest market price. Do not fail to see us before you buy or sell. If you have seed cotton or cotton seed we will pay you the highest price for them.

If you want hulls or cotton seed meal we have them and will sell them as cheap as you can buy them anywhere in Monroe.

If you can't come to our place, phone us and we will deliver anything you wish without extra cost.

P. S. Bugging and Ties and Seed Wheat on hand.

Yours for business,

## T. C. Lee & Co.

Near Monroe Oil Mill.

## The Bank of Union

MONROE, N. C.

Progressive people everywhere regard Banks as business necessities. Those who fail to patronize them incur unnecessary danger and do themselves positive injustice.

Deposit Your Money in the Bank of Union.

It was expensive, but the Bank has a Corliss safe and prospective depositors would do well to remember this. Everything possible has been done to earn the confidence of the people and make their money safe. Call and confer on any financial matter. You may learn something to your advantage. You are always welcome.

## The Season's Sensation!

That's what Flow's Great Cash sale is proving. Far and wide our customers come to take advantage of the rare bargains. We have heretofore explained why this sale is on, but we repeat:

This store is the recognized leader in Union county for stylish, first rate goods for men and boys, and we have no old stuff to work off on you. Our stock is abreast of the times. And while we have too many goods and are going to get rid of them, we simply bought more than the depressed condition of business warrants. Now we are going to turn them loose at actual cost at a time when general hard times will make such a sale highly appreciated by our customers. Terms of sale strictly cash.

SEEING THE POINT many customers are laying in a two season's supply. But this stock runs at the bottom as good as the top. No specked apples in the bottom to be worked off!

Parents, now is the great chance to get a suit for the boys. As we have decided to quit selling boys' suits after this season, we will give you the pick of 500 suits regardless of cost. We guarantee satisfaction in all particulars and the goods that you buy from us at real cost during this sale are just as stylish, as up-to-date and fitting as you can buy anywhere at large profit prices to dealers. Sale continues to Christmas. . . . Come for bargains!

D. WILL FLOW, The Leading Clothier.

### Hobo Had Money.

Policeman Siscoff plucked a Croesus in disguise from southbound passenger train No. 29 last night. The plucked one was huddled up on the first blind and was taking the first nap when the officer invited him to an interview. He made no protest, but walked along with out comment to the city hall. After entering the cell corridor Mr. Siscoff explained to his prisoner that if he had any money and wished to keep it over night the city assumed no responsibility. If he cared to entrust it to the officer, he was further advised, the latter would be responsible for its return. This explanation is always made to prisoners and as a rule they choose a custodian for their funds, coming across with sums varying from ten cents to twenty dollars. It was after putting his prisoner wise on this score that Officer Siscoff had an attack of big eyes.

"The fellow reached down in his pocket," says the officer, "and pulled out a wallet, remarking, 'Well, I guess you may keep it for me.' I opened the wallet to count the money in my presence and the first thing my eyes fell upon was a \$100 note. Under this were two fifties and in the next layer twenties as thick as leaves on a tree in springtime. All told the fellow must have fifty \$500."

"Why in the world do you want to spend the night in the lockup with all this money on you? I asked him," continued Mr. Siscoff.

"Well, what can I do?" he replied.

"Put up a \$5 bond."

"Of course I will. Here's your five dollars, now will you be kind enough to direct me to a good hotel?"

Mr. Siscoff named the various hostels and ten minutes later there was registered at Hotel Vanderford in legible handwriting the name of Adolph A. Linder, Charlottesville, Va. He spent the night at this hotel, checked out this morning and resumed his journey southward.

To Officer Siscoff the only state member Linder, if that is really his name, would make was that he was on his way from Charlottesville, Va., to Charlotte, and desired to save car fare. He is a young man of perhaps thirty, was fairly well dressed and talked intelligently.

Hoarse coughs and stuffy colds that may develop into pneumonia, even night are quickly cured by Foley's Honey and Tar, as it soothes inflamed membranes, heals the lungs, and expels the cold from the system. English Drug Company.

The reason why men who mind their own business succeed is because they have so little competition.

**Guilty of Counterfeiting.** Passing counterfeit money is no worse than substituting some unknown and worthless remedy for Foley's Haze and Tar, the great cough and cold remedy that cures the most obstinate coughs and heals the lungs. English Drug Company.

Some people spend money just as if they had earned it, but those who have earned it do not.

**It is a Wonder.** Chamberlain's Liniment is one of the most remarkable preparations yet produced for the relief of rheumatic pains, and for lame back, sprains and bruises. The quick relief from pain which it affords in case of rheumatism is alone worth many times its cost. Price 25 cents; large size 50 cents. For sale by Dr. S. J. Welsh.

### \$500.00 More A Year for Average Southern Farmer.

#### A Practicable Program Of Progress And What It Would Mean To Every Southern Industry And Interest.

(From an address by Clarence H. Fox, Editor of the Progressive Farmer and Southern Farm Gazette of Raleigh, N. C., and Starbuck, Miss., delivered before Southern Commercial Congress, Washington, D. C., Tuesday afternoon, December 8, 1908.)

"Till, captains and the kings depart": our bankers, our manufacturers, our merchants, our lawyers, all these have brought their reports, worthy, inspiring, notable, and all of these men I honor; but here at the last I bring to you my forgotten man, the man who, of all men, is rebuilding and must rebuild the South—the man behind the plow. Thirty years ago and more that great hearted and far seeing Southern poet, Sidney Lanier, gave us the keynote of Southern development and the burden of my address in a paragraph that every Southern schoolboy ought to learn by heart:

"A vital revolution in the farming economy of the South, if it is actually occurring, is necessarily carrying with it all future politics, and Southern relations, and Southern art, and such an agricultural change is the one substantial fact upon which any really New South can be predicted."

It is Lanier's old message that I would bring to you today—and yet I bring a new message too: that at last we have definitely set about the fulfillment of his dream. To tell you what this means to you and to the South and to ask you for your support in carrying it to its end, is the object of my coming.

#### Average Southern Farmer Should Make \$500 More a Year.

As a background of my story and in order that we may see its large meaning in the right perspective, I must first of all call your attention to the coverleting, predominant, nature of rural industry in the South, the census showing that more than 80 per cent. of our population is rural and that the South is today the one section of America of which it is true that there are more people engaged in agriculture than in all other occupations combined. Second, as to the efficiency and earning power of these people here before, the last census showing the average annual value of products per farm in the North Atlantic States as \$984, in the South Atlantic as \$484, or exactly \$500 per year less; in the North Central States as \$1,074, in the South Central, \$536—or \$538 per year less. And with this as my basis, I am ready to lay down three or four propositions which I wish to hammer home to your minds:

1. To bring up its earning power \$500 more a year for each Southern farm is the supreme task and opportunity of our generation.
2. It is not only our supreme task and ambition, but it is a realizable ideal, a workable, practical program of progress.
3. It is not only our supreme task, and a realizable one, but it is one upon whose success depends the prosperity not only of the South as a section and Southerners as a whole, but also (and more important) the prosperity of you yourself as an individual, and of every individual Southerner—the farmer no more than the banker, the merchant, the railroad man, the lawyer, the preacher, the teacher, the statesman. The prosperity of every trade, art, and craft in a community and the prosperity of every individual in the community, from the boy on the street who blacks your shoes to the master mind who organizes your railway systems or governs your State—the prosperity of every man, I say, depends upon the prosperity of the average man, this average man in the South being a farmer—and this is the greatest truth that I hope to bring you to see with me this afternoon.
4. And then the hopeful fact—the fact that already earnest men and women, working here and there in different lines of endeavor, have developed almost unconsciously the several component parts of a fairly comprehensive and well rounded scheme of rural development, a primary and essential part of which is this getting \$500 more a year farming in the Southern States—a scheme of education which embraces young and old, not only the farm boy in the school, but the adult farmer and the farmer's wife as well.

#### Negro Must Become More Efficient or Give Way to Immigration.

The ramifications are infinite, in ending. And the doctrine is true whatever the color of the man. The ignorant negro in the South is one of the greatest economic burdens with which any people has ever had to contend. From travel and observation in ten Southern States, I have almost worked it out as a principle of political economy that, other things being equal, States and communities are prospering in proportion to their white population. I do not know what we are going to do with the negro, I do know that we must either frame a scheme of education and training that will keep him from dragging down the whole level of life in the South, that will make him more efficient, a prosperity maker and not a poverty breeder, or else he will get out of the South and give way to the white immigrant. No acre of land will long own as its master the man or the race who mistreats it and makes it unfruitful. Either we must have the negro trained or we must not have him at all. Untrained, he is a burden on us all. Better a million acres of unfilled land than a million acres of mistilled land.

#### Some Great Fallacies and What They Have Cost Us.

The farmer, the common laborer of any sort, needs no training. Educate him and you spoil him. The poorer you keep him, the richer will be the upper class. These have been our pet fallacies. And a long time ago they have been preached. Hugging this vampire delusion, the Southern plantation owner

a large element of our people have cherished a different feeling. Too long, too long—ah, tragically too long—men have thought or said, "If I am a merchant, lawyer, manufacturer, preacher, railway man, banker, or teacher, it matters little to me (except, of course, and matter of altruism or benevolence) whether agriculture prospers or not, whether the man in the field is ignorant or educated, is progressing or retrograding, is prospering or suffering."

I come to you today to tell you that this is the feeling that has cost the South leadership. This is the sentiment that has kept our manufacturers, our congressmen, our literati, our education—that has kept one and all of these chained down to the unprofitable level of our unprofitable average man, our man behind the plow. Increase his earning capacity and you increase the earning capacity of every other worker in the South; free him from the chains of unprofitable, because misdirected, labor, and you cut the hindering shackles of every other worthy interest in the Southern States.

Ah, if our statesmen and public men in the South these last thirty years could only have realized the fundamental truth in Lanier's utterance—"A vital revolution in the farming economy of the South is necessarily carrying with it all future Southern politics and Southern relations and Southern art, and such an agricultural change is the one substantial fact upon which any really New South can be predicted!" Ah, if they could only have realized that the prosperity of every man depends upon the prosperity of the average man!

#### Prosperity of Every Man Dependent Upon Prosperity of the Average Man.

I do not know whether or not it has ever been worked out as a principle of political economy, but anyhow it is unquestionably true that wealth is by nature not aristocratic, but democratic. The poorer every other man is, the poorer you are. The richer every other man is, the richer you are. Every man whose earning power is below the normal, is a burden on the community; he drags down the whole level of life, and every other man in the community is poorer by reason of his presence, whether he be white man, or negro, or what not. Your untrained, inefficient man is not only a poverty breeder for himself, but the contagion of it curses every man in the community that is guilty of leaving him untrained. The law of chanceless justice decrees that you must rise or fall, decline or prosper, with your neighbor. You will be richer for his wealth, poorer for his poverty.

And so today every man who is killing an acre of land in the South so that it produces only half what intelligently directed labor would get out of it, is a burden on the community, is dragging down the level of life for every other man in the community. Suppose you are his fellow citizen; then because of his inefficiency, his poverty, because of his failure to contribute to public funds and public movements, you must have poorer roads, poorer schools, a meager school house and court house, a shabby church, lower priced lands; your teacher will be more poorly paid, your preacher's salary will be smaller, your newspaper will have a smaller circulation, your town will have a poorer market, your railroad smaller traffic, your merchant smaller trade, your bank smaller deposits, your manufacturer diminished patronage, and so on and so on.

It has been said that the South is a vast waste, a vast waste abandoned to brownish and gullies, in spite of the fact that intelligent hand labor would have kept them productive a thousand years.

Preaching this fatal doctrine, the merchant has sold Western meat and sweaters and tobacco, when with progressive patrons he might easily have quadrupled his profits by selling silky plows and harvesters and carriages and pianos.

Believed by this fallacy, the statesman has struggled against fate, only to die and be forgotten by people the people educated to read his biography, and too poor in property to be an ornament to his memory, while smaller and meaner men in sections unshackled by these ancient errors, are tamed to song and story.

Writing editorials in support of the aristocratic instead of the democratic theory of industry, the editor has seen his patent outside weekly fail of support, when a people properly trained and educated people would have brought him wealth as the head of a prosperous daily.

Fighting public taxation for better schools and other methods of training and enriching the average man, your manufacturer has struggled along with a small business when a prosperous average man would have given us great industries like those in the North and West.

Still arguing that education and training would spoil the working man, and that "cheap labor" is what we need, your banker has complained that the South offers no opportunities for the great financier, forgetting that cheap, unprosperous labor means small, unprosperous banks.

Opposing taxation for better schools, the railroad builder has built in the fall and low grade fertile bays in the spring, have fought passenger rate reduction as a life and death matter when a well trained people would supply the various traffic and the heavy dividends of the other sections.

Your lawyer, doctor, preacher, teacher—each falling in line with the ancient heresy, has paid the penalty in diminished salaries, diminished influence.

Victims of the vicious teaching I am pointing out, your men of talent—artists, sculptors, poets, orators, have forsaken their native sections, or else have died with vision unfulfilled among a people untrained to appreciate their genius—when but for these you might see statues of Southern leaders in every Southern city, the work of Southern artists in the world's greatest galleries, the thought of the Southern poet the common heritage of mankind. It is not that we have had no mighty dreams; it is that they sleep in neglected graves trampled under foot by war, and waste, and error.

#### The South's Greatest Errors.

Of all our errors our greatest has been the failure to recognize the fact that the prosperity of every man depends upon the prosperity of the average man—and in many cases the actual acceptance of the doctrine that the State is benefited by having cheap, untrained labor. We have seen on the contrary that such labor is a curse.

And our second great error has been like unto it—the belief that even if the prosperity of every man does depend upon the prosperity of the average man, we are too poor to train him. The truth is, that we are too poor not to do so. The fullest and freest training of the average man is the one and only positive guarantee of Southern prosperity, and by this I mean the prosperity not only of our section and of our institutions and of society as a whole, but the prosperity of every individual—every farmer, every laborer, every merchant, every manufacturer, every professional man, every inhabitant as I have said, from the boy who blacks shoes to the master-mind that builds your railroad systems or governs your state. And having once accepted this doctrine concerning the average man—and the average man in the South being a farmer—we shall not be slow to put into effect that large and comprehensive program of rural development which earnest men and women, working in many different lines have gradually brought into shape—a program which looks to the ultimate doubling of the output and the more than quadrupling of the profits of that occupation which engages the attention of more people of the South than all other occupations combined.

#### The Great Revolution That Has Now Begun and What It Will Do.

Then indeed will the South blossom as the rose; then indeed will the long ambitions of our fathers come at last into glorious fruition. Not only will the common farm homes in the South be supplied with all the conveniences our city brethren now enjoy, good roads and telephones and fine stock and fat acres greeting the glad eyes of an awakened people; but every industry known to our Southland will throng with new vigor as if fresh blood had been poured into its veins. Great mercantile houses will grow up among us rivaling those of the North and West, and Southern merchants will make the big profits that come with big sales instead of the small profits inevitable with small sales. (Merchants

in the West are selling automobiles to farmers; compare, if you will, the profits on automobiles and ox carts. Manufacturers of a thousand things for which there is now no profitable Southern market, we shall have; and our laboring men, finding room for greater skill and higher wages, will walk with quicker step and lighter hearts. Bankers will no longer owe allegiance to other sections, but our own financial institutions will become the equals of any in America. Our newspapers will grow greater with stronger subscription and advertising patronage, and Northern men and women will begin to read Southern magazines and Southern dailies. Our railroads will double track old lines to supply the new demands, and new lines will be built to quicken dead sections into life. Able lawyers will no longer go North to find big fees; foreign pulpits will no longer be able to take our strong religious leaders from us, our poet souls and artists will find here at last the atmosphere in which they best can flourish, our statesmen will speak with potent voices in the councils of the nation, and the eye of every Southern schoolboy will sparkle with a keener pride as he learns the story of a generation that has wrought as well in peace as the fathers fought in war. These are the things we have now set out to win; these are the things which are to come about with that agricultural revolution upon which alone can any really New South be predicted.

Arrested for Smoking Cigarettes. The first arrest for violating an ordinance prohibiting a boy under seventeen years of age smoking a cigarette in a public place was made when Dan Misher was spotted by a policeman with a "cuffin back" in his mouth.

The ordinance, it is understood, will hereafter be strictly enforced. It provides that anyone under seventeen years of age seen smoking on the streets or in any public place shall be arrested and fined. The board of aldermen passed the ordinance about six months ago in compliance with a strong public opinion against minors smoking on the streets. Its primary object is, of course, to stamp out the use of cigarettes and to prevent young boys from acquiring the habit.

More people are taking Foley's Kidney Remedy every year. It is considered to be the most effective remedy for kidney and bladder troubles that medical science can devise. Foley's Kidney Remedy corrects irregularities and builds up worn-out tissues and restores vitality. It will make you feel well and look well. English Drug Company.

Anything is literature if it expresses a heart throbs, and nothing is unless it does.

The man who knows just what to do can usually find some one to do it for him.

The pleasure of the feast does not depend upon how some of the guests got there.

## WE ARE STILL BUSY.

but, if you want one of our high class Life Insurance policies, one that increases each year, or the premium decreases—a Twenty pay life that, in case you leave your dividends with the company, is guaranteed to mature in Fifteen years, we will take time to write you the insurance. Our company is the largest in the South, has One Million Dollars assets, and is managed by experienced underwriters. Further, your money is left in North Carolina, your home State, and is always available in Monroe and Union county if you should need it.

We write our form of Endowment where, after you have paid Seven premiums you can get a paid up policy for the full amount, or pay Fifteen premiums and One Thousand Dollars is paid over to you, or pay Twenty years, the full term, and we pay you the full face of your policy, together with all the guaranteed accumulation—\$1,000.00 cash—all in your lifetime. Make a little investment with us and this secure protection for your family and for yourself as well. If you are going to buy insurance you might as well buy the best, for it is the cheapest in the long run.

We write all classes of Insurance; deal in Real Estate; negotiate Loans, and are always ready and willing to accommodate our patrons.

## GORDON Insurance and Investment Company.

The Best Equipped Agency in the South.

## Simpson's

Is the place to buy Drugs and all articles that go in an up-to-date and

## First Class Drug Store.

Our Prescription Department is unexcelled.

## C. N. Simpson, Jr.

## McRAE MERCANTILE CO.

THE LEADING GENERAL STORE

We are always ready to offer our customers the best goods at the right prices and guarantee to please. Our shelves are all the time running over with the best line of Shoes in town. We have the best line Ladies and Misses Cloaks in town at the price you all can wear one. Come and see. Our shelves are loaded with all kinds of Dress Goods. They are for you at prices that will tickle you. We invite you to make our store your headquarters when in the city.

Respectfully,

## McRAE MERCANTILE CO.

PHONE No. 45. LOAN & TRUST BUILDING.

## Fresh Fruits and Vegetables.

canned by the best and most reliable canners in this country, we are receiving now for our fall and winter trade. Picked fresh and put up by the best process, our canned fruits, vegetables, fish and meats are as delicious as when they are in season.

## DOSTER GROCERY CO.

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We write our form of Endowment where, after you have paid Seven premiums you can get a paid up policy for the full amount, or pay Fifteen premiums and One Thousand Dollars is paid over to you, or pay Twenty years, the full term, and we pay you the full face of your policy, together with all the guaranteed accumulation—\$1,000.00 cash—all in your lifetime. Make a little investment with us and this secure protection for your family and for yourself as well. If you are going to buy insurance you might as well buy the best, for it is the cheapest in the long run.

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