

KINSTON & CAROLINA R. R. HAS BEEN AN IMPORTANT FACTOR FOR GROWTH OF THE CITY OF KINSTON AND ENTIRE SECTION

Lines Penetrate Some of the Richest Territory In the State, and Revenues Are On Steady Incline—Has Developed From a Small Lumber Road to a Factor In Railroad Circles—Extensions Expected Within the Near Future

The Kinston-Carolina Railroad has been an important factor in the up-building of Kinston as well as the country through which its line is laid. It began operations as a narrow-gauge road, constructed by the Gay Lumber Company, which had its terminus 10 miles south of the city. It was a relatively unimportant undertaking then. A few years later it was extended to Pink Hill, where the "finest tobacco in the world" grows. It still remained a narrow gauge line, though, and it was not until some years later, in 1907, to be exact, that it was converted into a standard-gauge affair, by the Kinston Lumber Company.

The little railroad has had its ups and downs. It is having its "ups" now, almost to the entire exclusion of the "downs." In October, 1910, it was sold by receivers and bought in by the John L. Roper Lumber Company, since which time, under that great corporation's supervision, it has borne its present name—and been successful.

The Carolina Railroad Company's line from here to Snow Hill was built by the Hines Brothers, L. and W. T., and operated by them as the Kinston-Snow Hill Railroad from 1906 until 1913, when it was bought by the Carolina Railroad Company. Since the

time of the purchase it has been known as the Carolina Railroad. There is an agitation on foot to extend it from Snow Hill to a junction with the Norfolk Southern's Norfolk-Charlotte line at Stantonburg.

A movement to consolidate the Carolina and the Kinston-Carolina Railroads is a popular topic in railroad circles now. There is evidently something in the air. The merger would benefit both in all probability, and Kinston beyond the shadow of the doubt. The former traverses the very richest section of Greene county, the farming country with the greatest possibilities of any in all this wonderfully-endowed region, and the latter the splendid Southern part of Lenoir county, tapping as yet almost entirely undeveloped Duplin county. Its extension into Duplin is greatly desired by the people of that county and Kinston, and it is sure of being ultimately brought about. The two railroads together, shore lines through they are, have been of incalculable benefit to Kinston and the section and, incidentally, the Norfolk Southern and the Atlantic Coast Line systems.

The Kinston-Carolina's station, the terminal here, is at the foot of East Bright street. The Carolina enjoys the privileges of the Norfolk Southern's station.

BUSINESS RISING TO THE OPPORTUNITY

Sixteen Years of Successful Application and Determination Has Brought Marked Greatness to This Kinston Concern—The Future Is Bright—New Three-Story Building Contemplated

The business world is one vast laboratory. In this country alone there are more than one million experiment stations. These are stores, shops, factories and offices—where countless practical tests are being made under millions of watchful eyes.

Awaken your imagination and lean out of your window. Hear the mighty diapason of sound—the clang and clamor, the deafening roar and whiz of a nation's myriad industries. Every time the solemn clock ticks off a second, some momentous experiment has been concluded—some astounding business result is secured—some miracle of achievement is accomplished.

This has been a working day with Edison, the wizard. This has been a busy day with many a captain of industry. Giants of invention; creative geniuses of merchandising; wards of manufacturing; all have been concentrated upon the problems of success. Armies of lesser thinkers have been on the job since sun-up and they will continue until sundown.

Kinston men have attacked their problems with fighting blood. These Kinston men have understood that men with the minds of little fishes, by adopting the ideas of bigger men, could learn to swim in the business world like whales. These Kinston men have learned that mere hard work would not save them. They have worked—but. They also learned that faithfulness to daily routine, honesty, supreme endeavor, these all good—but—Kinston men have learned that there must be more—there must be more—there must be keen, creative mind behind the business idea.

When Saladin was a young man, he was given to self-indulgence, and was regarded by those who knew him as a trifle. So the story goes. The Calif of Egypt, desiring a counsellor and preferring one who would merely echo his own opinions, and who would be nothing more than a servant to execute his master's will, selected Saladin as his vizier.

But Saladin had in him that which was electrified by the touch of power. Responsibility compacted his energies as a weight compacted the muscles that dare to lift it; and he exclaimed, "Away now with all frivolity and dissipation." His alert self-mastery mastered the Moslem world.

Sometimes we speak of men as the creations of opportunity. Is it so? The strong man seizes the favoring

circumstances. The weak either lets it slip or is borne down by the weight of responsibility imposed by circumstances. Strong men rise to the opportunity. Only those who are weak fail to measure to the task.

One of the larger retail establishments of Kinston is now sixteen years old and steadily reaching to greater things. With fourteen people employed in the Kinston establishment and doing a business of over \$1000,000 a year the firm of Quinn & Miller is one of the most enterprising and progressive of the community.

This store, ideally located, with commodious display floors carries a full line of house furnishing goods and furniture. As the exclusive distributing agents in Kinston territory for a number of the leading factories the firm has established a reputation for handling the very best quality. In addition to the store in Kinston, Quinn & Miller have stores at Snow Hill and Greenville and do a large business in the entire section tributary to Kinston. With their own factory manufacturing kitchen safes and tables and in addition, a mattress factory the firm is prepared to furnish their customers at close prices.

Here in Kinston the firm carries a \$20,000 stock and the assortment is full at all times. In addition to the exclusive lines of furniture and specialties, the store proposes to be always ready to furnish a home from the ground to the roof and in every case give absolute satisfaction to every customer.

Messrs. Quinn and Miller are planning to erect a three story brick building on the present site and it is probable that the work will begin in the early spring. It is planned to make the structure modern and commodious, extending the upper two stories several feet at the rear, thus allowing a convenient passage way to the stable through the arch way.

DRAWING THE WORLD TO A BETTER EFFORT.

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the trying experiences of the months since the outbreak of the European war, the business of the cotton mills had been very satisfactory. The report of the general manager and treasurer, Mr. J. F. Taylor, was very encouraging. Notwithstanding the fact that at times during the year

HABERDASHERY OF QUALITY AND PRICE

Mark Cummings Carries Lines of World Renown, and Particular Dressers Go There for What's New and Nobby.

Mark Cummings' Queen street haberdashery has been established four years. It is one of the most popular establishments of its kind in the city. It is a busy "beauty" shop, with elegant fixtures and a handsome front. It is a store for young men and men who stay young. The exterior is ornate. Splendid windows of prism glass have recently been installed and the front decorated.

Mr. Cummings has the agency for strong lines in gents' furnishings, tailor-made clothes, shoes, etc. He handles, for instance, the famous Edwin Clapp shoes, Kneeland and the Florsheim shoes. Metropolitan styles in everything are met upon display in his place. Every shape and shade in the newest Knox and Cluett-Peabody hats are always to be found here. Neckwear, underwear and hosiery are all of reputable brands.

The tailoring business is one of the features of Cummings' trade. It amounts to hundreds of suits each season.

Mark Cummings was raised in Kinston. He was an experienced salesman before embarking in his present successful enterprise. His business has grown from the very start until now a \$10,000 stock is carried. Courtesy is one of the strong assets of this clever and successful outfitter.

The mill was forced to run at a loss, the net earnings for the year enabled the semi-annual dividend of 2 per cent.—a splendid showing and suggestive of the splendid management. After the adoption of resolutions of appreciation to the management for their efficient service the stockholders elected Joseph Rosenthal as a director to fill the vacancy caused by the death of Henry Weil, of Goldsboro.

The old officers were all re-elected. They are: N. J. Rouse, president; S. H. Abbott, vice-president; T. V. Moseley, secretary, and J. F. Taylor, treasurer-manager. The board of directors as now constituted are Dr. H. Tull, D. F. Wooten, S. H. Abbott, N. J. Rouse, E. B. Marston, H. E. Moseley, D. Oettinger, E. R. Rouse, Joseph Rosenthal, J. F. Taylor and T. V. Moseley.

The Kinston Cotton Mills are equipped to make a wide variety of numbers so that a cloth manufacturer will be able to procure almost any kind of yarn he may need. The reason for this is obvious, this mill selling the larger part of its output directly to the manufacturers, many of them located in North Carolina. In addition, the mill is equipped to supply two-ply yarns, some of which are now being used for the manufacture of goods for export.

The original equipment was only 3,200 spindles, but from time to time additions have been made until at the present time the mill operates 17,000 spinning spindles and 2,000 twisting spindles, with machines for putting up the product in all approved methods for handling.

This mill began operation with 50 operatives and using 125, now employs 300 operatives and uses 600 horse-power. In order to fill the demand for their yarns this mill uses right at 4,000 bales of cotton bought on the local market, and in addition about 1,200 bales of long staple cotton shipped in from States further South.

The Kinston Cotton Mills have been a great sustaining force in the local cotton market, as the mill practically makes the price for the better grades of the staple and the lower grades are always sold on the basis of the higher grades.

The company owns many of the homes in the section of the city in which many of the operatives live. Low rents are charged for the homes of the operatives and substantial aid and encouragement is given the betterment of sanitary, social and moral, as well as the financial condition of the employees. Taking the conditions as a whole, wonderful development along all of these lines has been noted, and there will be still further progress.

The general manager and treasurer, J. F. Taylor, is also the organ-
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PROSPEROUS IS THE ROUSE BANKING CO.

Has Withstood Obstacles and Made Splendid Progress Since Organization

The Rouse Banking Company of LaGrange is a long-established institution. Mr. N. J. Rouse of this city is its president and Thos. R. Rouse of LaGrange cashier. The company is the successor to Rouse Bros., Bankers, who commenced business in 1900. The Rouse Banking Company was incorporated in 1905.

The late R. Roland Hodges was the vice-president of the company. He was one of the noblest and most charitable men of the county, and prominent in all circles. His place has not yet been filled.

The capital of the bank is \$25,000. The institution is installed in its own two-story brick building. The bank's building and nearly every other business building in the town was burned two years ago. It was robbed in 1905. Insurance covered the losses in both instances, and not for a minute was there any loss of confidence on the part of the depositors. In fact, there was over \$3,000 taken when the bank was robbed. It was quite a bit of cash for the then small concern to lose had it not been prepared against the loss. The Rouse Banking Company has a reserve fund of several thousand dollars. The fixtures are modern and handsome. The bank is equipped with a burglar proof vault and safe. The support of the institution has at all times since it was organized been good. John T. Joyner is the assistant cashier and Miss Ruby Tull is the bookkeeper.

Hon. N. J. Rouse, the president, is affiliated with too many other enterprises and too well-known in public life to need any separate mention here. It is enough to say that LaGrange regards him and his brother as among its benefactors.

The Rouse plantation is near LaGrange. It is a beautiful old country place, of the kind typical of Moseley Hall township. On it annually there is a family reunion in which every member who can possibly get there participates.

The Rouse Bank is nearly as much endeared to Messrs. Rouse as their old home place. They are interested in its progress for other reasons than mere recompense for the money invested, and the principal of these reasons is that LaGrange is growing and that they are adding their mite—it is not an inconsiderable mite, either—to the growing. Nearly everybody in LaGrange does business under the Rouse bank's wickets, and every patron is immediately anxious when the subject is broached to testify that courtesy is one of the big assets of the concern. That and best methods spell its success.

It is twice as easy to fool yourself as it is to fool other people. The Lord freezes the water, but we are expected to cut our own ice.

MODERN DRUG STORE AND ART SHOP

Marston's Is a Magnetic Place for Discriminating Customers—Elaborate Fixtures—Careful Attention to Detail

The E. B. Marston Drug Company occupy new quarters on the west side of Queen street just South of Gordon. They have fixtures as handsome as any drug concern in the State, and a stock as choice and complete as any. The Marston store is a veritable art shop. The cases of cut glass and fancy china are features. Thousands of dollars' worth of beautiful goods are carried; in fact, it is doubtful if the display can be equalled anywhere in North Carolina.

The soda fountain supplies the elite of Kinston. The service is extraordinary. Never anywhere before was there a place at which such pains are taken with a five cent drink. The cigar and tobacco trade is large and with these goods the same thorough methods of displaying and keeping them fit are pursued as are in evidence in the other departments in the store. The stationery handled is of the finest. The best manufacturers in the country supply the elegant stuff that is sold to the discerning patrons of the Marston establishment.

The drug stock is one of the largest in the city. Prescriptions are filled quickly and carefully. The best patent medicines are sold. It never takes long to get what one wants at this popular place.

Manager Marston is a representative Kinstonian, one of the city's live wire men, liked by everybody who knows him and known by nearly everybody. His clerks are all likable young fellows, equipped with very good manners, salesmanship qualifications, and—a very rare quality in a drug store clerk—they are condescending, really seem to take your word for what you want. They are in no small way responsible for the shop's popularity.

WELL REPRESENTED WELL REPRESENTED

The people of Lenoir County as well as Kinston have been exceedingly fortunate in having represented in this section the best made automobiles. The Buick Automobile is without doubt one of the best cars on the market for the money. The Buick Garage Company of Kinston have the name that spells Buick and will gladly give their co-operation in selecting a car that will suit the family. At all times one can find at their garage one of the latest models used for demonstration without cost. In selecting a car it is essential to have the heartfelt co-operation of the demonstrator. This will be found here. Both Mr. Ashford and Mr. Laws make time worth while. Up-to-date equipment goes with their garage too.

POPULAR YOUNG MEN HAVE POPULAR SHOP

J. C. Dail & Co. Are Always Right Up to the Minute on Things That Dad and the Boys Want in Way of Apparel and "Fixings"—Inside and Out

J. C. Dail & Company are popular with well-dressed Kinston men. For years they have been taking the measures of many of the best-groomed fellows in town, and probably have as many regular patrons in that line as any other haberdashery in the region. J. C. Dail, the senior partner, has been connected with the firm since its establishment. The other member, P. C. Hemby, has been with Mr. Dail in the business a few months, but formerly was in the tailoring business by himself and with Barrett & Hartsfield for four years. Everybody in town nearly, knows the pair of them—youth, lively, men; good natured business-getters.

Mr. Dail organized the business seven years ago. It has prospered since the first day the sign was hung out.

Exclusive? Not a bit of it. The only thing exclusive about the shop is the particular brand of quality that marks the place. Quality sticks out from every corner of every shelf and case. Some of the trademarks are Manhattan shirts, Interwoven hosiery, Walkover Shoes and Stetson hats. For these brands they have the exclusive agency in Kinston.

Their lines of samples are very complete. Many of the men they sell suits to are the kind who buy between seasons, who don't wait for the regular Spring and Fall visits of the merchant tailors' representatives. This is a "modern Kinston" concern, and if you go into their store a rank stranger, look around a bit and start out without buying you will be told to come again, and told that there's a very good bill on at one or the other of the theaters or something else said to make you feel very good indeed.

There can't be found a finer lot of neckwear, hosiery, shirts, hats, underwear and other gentlemen's furnishings in the State than these people carry in stock. Usually before the magazines begin to print advertisements with pictures of new brands of collars or a new kind of garter, the elite youth of Kinston are posted. The windows at J. C. Dail & Co.'s are filled with something "just out", and investigating those windows as he passes by is second nature to the average properly dressed Kinstonian. There isn't a more popular business in the city of any kind.

THANKFUL FOR IT.

Sergeant Inamay believed in handling his men firmly. Pausing before one recruit, he eyed him sternly.

"Now, then, pull yourself together," he barked, harshly: "You're standing all wrong! Your uniform's not put on right, your buttons are dirty and you're holding your rifle

TULL'S DAIRY AND SPLENDID COWS

Kinston's Milk Supply Is First Class—G. W. Tull Has Made Decided Success—Resourceful in Eco-1 Supply That Yields Bountiful Rich Milk

Tull's dairy, about two miles from the city on Tower Hill road, is one of the most up-to-date plants of its kind in this vicinity. G. W. Tull is the proprietor. Ten years ago he had seven cows; today about 50 are milked every day. He raises much of his own feed—hay, cut corn, ensilage corn and cowpeas—ideal feed for milk cows. The product is rich, healthy and nourishing, and the patrons know it, that accounts for their numerosity.

Dairy cows should be kept in condition, and one does not have to be a veterinarian nor a medical doctor to know it. A glance at the herd which supplies the patrons of Tull's dairy convinces one that the animals are in the pink of condition. They browse in clean green meadows, are watered from spotlessly clean troughs and are groomed as well as any consumer could wish.

Deliveries are prompt. Even in the worst of weather the driver has made his rounds before the earliest user is ready for his morning coffee. And so thorough are the business methods employed at this establishment that if a pint of cream is ordered and the wagon for the particular section from which the order comes has completed its rounds, somebody gets a hump on to get that pint of cream the whole two miles or farther in a jiffy. Eats up the profit, maybe; and maybe earns a regular customer. Mr. Tull is of good enough judgment to know that it's fine policy.

Four hundred quarts of milk are delivered in the city every day from Tull's. Three horses and wagons are employed in the deliveries. This is many times more than was sold when the dairy was first established in 1905.

On the Tull dairy farm there is a comfortable two-story dwelling, two cow sheds, a stable, wagon shed and a cowlot about two acres in size.

There are now under construction \$1,000 worth of improvements in cow sheds. They will contain cement floors and new style stalls.

Inspection of this dairy as well as all others in the business here is conducted regularly by the city meat and milk inspector. The herd is officially pronounced well-kept and hearty.

Mr. Geo. W. Tull is a member of the old Tull family which has been represented in high walks of life by many prominent men. He is one of the hardest workers of all the Tulls, too, and one of the best-known.

like a hay fork. Let's see if you can march. Rich about-face!"

The recruit stood stock still, and heaved a sigh of relief.

"Thank goodness," he said, with resignation. "I'm right about something, anyway!"—Exchange.

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