

forms the listener that he may discount, as he sees fit, the statement which it qualifies, and at the same time it saves the speaker from an accusation of wilful indulgence in terminological inexactitudes. But it is dangerous to acquire the habit of relying on salvation by adverb. The golfer who always keeps his score, and keeps it incorrectly, is laying up for himself a heavy store of future tribulation. He is encouraging the internal growth which Plato called the Lie in the Soul. Many a one believes himself when he has failed in an attempt to deceive his fellows. Therefore he is liable to get frightened of himself when he has started a round really well, and the end of it is that a good score which might have been actual remains approximate."

It probably is true that luck in the long run equalizes its favors shown contending parties, though this is denied by many. But it does not follow that everybody makes the same use of those favors of fortune. The possessor of the ideal temperament seems to take a piece of bad luck with no perturbation and to dismiss the matter from his mind at once. Something of this man's virtue may be acquired if a resolution be made, and, what is more important, kept, never to say a word either of immediate comment or subsequent reminiscence about an adverse rub of the green.

ROGER DERBY OF HARVARD

Boston Herald Pays Fine Tribute to One of Pinehurst's Pioneers

From wealthy Harvard undergraduate to North Carolina farmer; from husky football star to still huskier stump puller; from Porcelian Club member to leader of pretty nearly all the agriculturists in his section is the record of Roger A. Derby of Salem, well known among collegians of two generations ago, better known throughout the State he has adopted as his own, and all the South, in fact. ¶ After a brief though unquestionably exciting career as treasure trove hunter and shipwrecked mariner, during which he found the trove but not the treasure, and all but lost his own life, Derby hit upon farming in the comparatively sandy wastes of North Carolina as the ideal outlet for energies that more than one football opponent had come to fear.

With the same doggedness that he used to plunge into a line he tackled a 2000 acre tract of felled timber land and began rooting out stumps, entirely oblivious to the taunts of friends and the pessimism of neighboring farmers. ¶ Less than one short decade has brought his reward, for the tract has been converted into a fruitful area on which cotton, peaches, apples, persimons, peanuts, dewberries, melons and grapes grow plentifully. More important—he has brought some measure of prosperity to the neighbors, has organized them into one of the first rural boards of trade in this country, and has interested capital in the formerly run-down and unproductive lands of the State.

Derby was graduated from Harvard in 1905, and after he had satisfied in some degree his love of adventure, settled near Pinehurst. The land he bought was but part of a vast wilderness that once had

been grown over with timber, but was no longer apparently of use to anyone because the trees were gone and their remaining stumps prevented agriculture. ¶ His first move was to build for himself a little shack—a shack in appearance but a home so far as he was concerned. He had resolved not to become a dilettante at farming, or to go at it half-heartedly, and so stayed right on the job, week after week and month after month. ¶ He invested in machinery that didn't work, and in hired labor that did, and bit by bit cleared up his land. As fast as one acre was free from stumps he put it under cultivation, and begun to prove to the doubting Thomasses of both North and South that North Carolina sand, if used rightly, can produce things that are rightly, can produce things good to eat. ¶ One by one he learned the agricultural tricks necessary for success in his location, and one by one he converted neighboring farmers who, if they had not openly sneered, had at least prophesied failure for him. With his help they began to copy him. ¶ Having demonstrated the possibilities of the soil Derby decided to branch out, and over night became a cattle breeder, through the agency of a herd of cattle he purchased. He was just as successful at this as at the other branch of farming, and was rewarded, not only by monetary return, but by being chosen president of the North Carolina Breeders' and Feeders' Association.

Derby's success, however, did not come wholly by his energy, for he showed early in the game an unusual business ability that enabled him to keep accurate track of costs. This has enabled him to estimate to a cent how much each one of his products and each one of his cattle have cost him, and consequently how much he should get for them. ¶ He has almost instinctively assumed leadership in his section. It was he who forced the railroads to give efficient service for shipping products, and it was he who, appreciating the value of organization, whipped together the "Sand Hill Board of Trade" and put it in working order. ¶ Few looked upon farming as the outlet of the Derby energies that were so well known when he was in college. His first post-graduate step was more in line, in the estimation of his friends, with the exuberant nature.

He was one of the members of the expedition that set out, less than ten years ago, in the old Mayflower, on a hunt for a Spanish galleon supposedly wrecked off the coast of Jamaica. The Mayflower was wrecked in a hurricane, but that did not bother Derby. He merely secured a new vessel and went ahead, eventually finding the galleon, but not treasure. ¶ For a couple of years he settled down as an administrative officer at Harvard, but there was far too little excitement in that and so he decided upon the North Carolina proposition. The total capital invested probably has not been returned yet, but it is coming in fast, and bids fair to come in even faster in the years immediately ahead.

Walker Likes Their Looks

Baseball Manager Butler Walker looked candidates for the local nines over in work-outs during the week and says they "look good to him." ¶ The season's schedule of games will be announced soon.

SECOND SEASON—WAR CONDITIONS PERMITTING Hodgman's Golf-Automobile Tour De Luxe

THRU ENGLAND—SCOTLAND—WALES
Two Months—Sailing May and June, 1915

Individual Bookings, Limited to 16 Passengers in 4 Cars

Playing over thirty (30) of the most famous Golf Courses, including (East Coast)—Brancaster, Skegness, Scarborough, Redcar, Musselburg, Gullane, North Berwick, Aberlady, St. Andrews ("Old," "New" and "Jubilee"), Carnoustie, Aberdeen, Cruden Bay, Nairn; (West Coast)—Troon ("Municipal" and "Troon"), Prestwick, Lytham and St. Anne's, Formby, Wallasey, Hoylake, Harlech; (South Coast)—Westward Ho! Rye, Deal, Sandwich (Royal George and Prince's); (From London)—Walton Heath, Sunningdale. Matches arranged with members of some of the local clubs, if desired.

Motoring 2500 miles through the most beautiful and interesting sections of Great Britain. Luxurious Automobiles, only four persons to each car. Courteous Couriers and experienced Chauffeurs.

Sailing on the newest, fastest and largest ocean liners (your choice). Also very best hotels en route (your choice).

Arrangements made for families of members of this party either for exclusive use of car for this Golf-Automobile tour; or, if preferred, they can join our Annual De Luxe Automobile Tour (No. 2) leaving London at the same time and covering practically the same territory, but giving more time in the different Watering Places and to visiting Castles, Cathedrals, Museums, etc.

HOW TO BOOK RESERVATIONS

For rates, bookings, detailed itineraries, etc., send to Hodgman's European Golf-Automobile Tours, 286 Fifth Avenue, New York City, or

Ask Mr. Jillson of The Pinehurst Outlook



Poland Water

(Still)

The Purest Natural Medicinal and Table Water Known. Used Throughout the World.

Poland Water

(Aerated)

Contains No Added Salts or Flavors. Combines Perfectly with all Beverages.

Obtainable at Pinehurst and all Leading Resorts, Druggists, Grocers, Hotels, Clubs, Steamships, and Dining Cars.

Illustrated descriptive and historical booklet on request.

HIRAM RICKER & SONS, Inc.
SOUTH POLAND - - MAINE

NEW YORK, 1180 BROADWAY
BOSTON, 153 FRANKLIN STREET
PHILADELPHIA, 1711 CHESTNUT STREET



Hotel Puritan

390 Commonwealth Avenue
BOSTON

One Hundred Yards West of Massachusetts Avenue Car Lines

A Distinctive Boston House

Opened in November
1909 With Every Modern Resource

Write for literature on the hotel, Boston and New England to

O. P. COSTELLO
Manager

- Pinehurst Greenhouses - Cut Flowers

Pinehurst Violets

Phone your orders for Hotel Delivery.

Village Library

General Office Building

Hours: 3 to 6 P. M.

Household Cares are Reduced by using Perfection Oil Heaters. Are your floors hard to care for? Our Floor and Furniture Finishes will make the cares lighter. Try our O-Cedar Mops, Liquid Veneer, etc., etc. Our Hardware Line is of Quality and the prices are right. See us first!

EAGLE HARDWARE CO.

Phone 6

SOUTHERN PINES, N. C.