

M R. FARMER;

as specialists in the Fertilizer line, we ask you to put it up to us, we will advise you right, our Fertilizer is entirely different from any other makes on the market, and if you will put it along side of any other make [we don't care which make] you will see the difference,

We want you to be the Judge

we don't to blow our own horn all the time, the testimonials in last weeks issue of this paper is evidence enough that our goods are all right as they represent the most prominent people of this county;

Tell us what you want to raise and we will give the fertilizer to do it;

Beta, N. C., Nov. 26th, 1912
Beta Fertilizer Co.
Beta, N. C.

Gentlemen,—I feel that I am due you some tribute of gratitude concerning the value with which I consider your high grade fertilizer, permit me to say, that I used 550 pounds on one acre cultivated in corn, and increased my yield from 50 bushels, to 173 bushels per acre, being an increase of 246 per cent. I have used other fertilizers but received only about 25 per cent increase, so it can readily be seen that your fertilizer cannot be too highly recommended. By the use of your fertilizer I won the first prize in my county, for being the largest producer of corn per acre, and also receiving second in the state. So taking into consideration the large number of others who entered the contest and used different brands of fertilizer it is obvious that yours is superior to all, therefore I heartily recommend your product to all who wish the best results.

Respectfully,
FRED L. BRYSON,

Webster, N. C., Dec. 16th, 1912
Beta Fertilizer Co.
Beta, N. C.

Dear Sirs,—For some six years I have used several brands of fertilizers, among which were some of the highest priced on the market, last year I purchased my fertilizer from the BETA FERTILIZER CO., of BETA, N. C., the results were the best I have ever obtained, particularly on my corn crop, with a considerable reduced acreage. I produced more corn with the use of this fertilizer than I did the preceding year with the use of a fertilizer that cost \$36.00 a ton and the freights making it cost over \$40.00 a ton.

COLE C. COWAN,
Webster, N. C.

Beta, N. C., Nov. 25th, 1912
Beta Fertilizer Co.
Beta, N. C.

Dear Sirs,—I made 1000 to 1200 bu. of corn on my farm this year, and contribute the increase yield to the use of beta fertilizer. I only used it on a part of my crop this year, and the difference was so great I expect to use it all over my farm next year, I think I made an increase of one third on what land I used it on. I would recommend it to any farmer who uses fertilizer, ahead of any fertilizer I have ever used. I would be glad to answer any letters in regard to the beta fertilizer,

I beg to remain as ever,
Yours truly,
D. G. BRISON
Beta, N. C.

Sylva, N. C., Dec. 21st, 1912
A. J. Dills,
Sylva, N. C.

Dear Sir,—The potato and truck fertilizer I bought of you, made by the Beta Fertilizer Co. is the best fertilizer ever used and I have used several different kinds of fertilizer.

I used the fertilizer on my garden which was an old worn out and did not use any manure and am confident that it can't be beat for cabbage, beans, potatoes, onions and other garden vegetables, as I had the best garden I ever had and have always planted my garden on better ground than I planted this year very truly yours,

JOHN SUTTON

BETA FERTILIZER COMPANY

Patent high grade fertilizers for all crops,

EATONTOWN, N. J.

BETA, NORTH CAROLINA

F. G. HOFFMAN, General Mgr.

All persons desiring plants of the famous
TEXAS WHITE SWEET POTATOES
can procure them at
20c. per hundred
by placing order with me by May 1st.
M. Y. JARRETT, Dillsboro, N. C.

OLD NORTH STATE FINLEY'S THEME

RELATION OF SOUTHERN RAILWAY COMPANY TO NORTH CAROLINA.

FREIGHT RATES DISCUSSED

President of Southern Railway Company Guest of Goldsboro Chamber of Commerce at First Annual Banquet.

Goldsboro, N. C.—President Finley, of the Southern Railway Company, who was one of the speakers at a banquet given Friday evening by the Goldsboro Chamber of Commerce, spoke on "The State of North Carolina," with special reference to the relations of the Southern Railway Company to the State and what the

at Company is in the State. He proposed to and conviction that interests of the State will best be served by policies that are best for interests of the people and for interests of the railways: He said:

"A great deal has recently been said on the subject of the Virginia Cities rates from the West. It is most important to have a clear understanding regarding the conditions that have led to the establishment of the Virginia Cities rates. I shall refer to this matter only so far as may be necessary to make clear the responsibility for the establishment of those rates."

Mr. Finley pointed out that, prior to the time when the roads operating through North Carolina began to compete for Virginia Cities business, the rates on that business had been established by lines which did not touch North Carolina. He showed that the roads making these rates traversed more densely populated regions and have a greater density of traffic than the lines in the South, and said:

"The fact that some of the lines operating through North Carolina have competed for the Virginia Cities business at the rates established by these other companies, but at a margin of profit at which they could not afford to carry all of their business, does not, in any way, make them responsible for the Virginia Cities rates."

"It is now well known, however, that conferences have been in progress between representatives of the State of North Carolina and the railways in an effort to reach an understanding on questions as to the effect of the Virginia Cities rates on points in North Carolina. The railways, in deference to the sentiment of the people of the State on the subject and not because they consider the carrying of such business at present tariff rates economically unsound, have offered, in connection with a proposed adjustment, now in process of being worked out between the State and the railways, to withdraw from the business from the West to the Virginia Cities through North Carolina. It is also proposed that the effect of the Virginia Cities rates on points in North Carolina shall be considered in conference in an effort to reach an agreement as to reasonable adjustments which may be put into effect through an order of the Interstate Commerce Commission. I will not burden you this evening with other features of the conferences between the State and the railways. It is my most earnest hope that the negotiations, thus entered upon, may result in removing every ground of controversy between the people of North Carolina and the railways on this subject."

"It would, I believe, be most unfortunate if the people of any State and the railways, which are so important to their progress and development, should become involved in controversy on questions of railway charges. Much the better plan, in my opinion, is that of meeting in conference. In such a conference all matters at issue should, in a spirit of fairness on both sides, be discussed in all their economic relations and every effort should be made to arrive at an amicable agreement that will work substantial justice. I believe that, if after full and free conference in which all facts and arguments presented shall have been considered in a spirit of reciprocal fairness, any questions remain as to which agreements can not be reached, they should be submitted to those tribunals which have been constituted by the laws of the land for their adjudication."

States Great Progress.
Referring to the dependence of production upon highways to market, Mr. Finley said it was not a mere accident that the progress of North Carolina in recent years had been co-incidental with the development of more efficient transportation agencies. Re-

marking the splendid achievements of the people of North Carolina as shown by United States Census figures, he summed up the agricultural progress of the State by showing that the total value of farm prosperity in the State increased from \$233,334,693 in 1900 to \$537,716,210 in 1910, an increase of \$304,381,517, or 130 per cent, as compared with an increase of 100.1 per cent for all of the other States. Even more noteworthy were the statistics of manufacturing showing a gain in the value of manufactured products in North Carolina from \$35,274,053 in 1899 to \$216,456,055 in 1909, an increase of \$181,181,972, or 154 per cent as compared with 30.7 per cent for all of the other States, away manufactur-

ing industry in the State, with the single exception of turpentine and rosin, showing increases ranging from 56 per cent for men's clothing to 459 per cent for boots and shoes and 463 per cent for mattresses and spring beds. He drew the conclusion from the statistics of agriculture and manufacturing that economic conditions in North Carolina are exceptionally favorable to progress and development. Showing that the progress of those parts of the State served by Southern Railway lines compares most favorably with other parts of the State, Mr. Finley pointed out that, in the twenty-year census period from 1890 to 1910, covering the first sixteen years of the corporate existence of the Southern Railway Company, eighteen North Carolina cities with a population of 2,500 or more in 1910 had shown a growth of more than 30 per cent, these cities being Asheville, with 83.3 per cent increase; Hickory, 83.6 per cent; Statesville, 93.4 per cent; Concord, 100.8 per cent; Winston-Salem, 111.6 per cent; Mount Airy, 117.4 per cent; Shelby, 124.3 per cent; Hendersonville, 131.7 per cent; Graham, 151.7 per cent; Burlington, 180.2 per cent; Lexington, 189 per cent; Charlotte, 194.3 per cent; Mooresville, 233.7 per cent; Greensboro, 323.7 per cent; Gastonia, 457.5 per cent; Thomasville, 557.1 per cent; High Point, where the increase could not be expressed in percentage for the reason that the population which had grown to 9,525 in 1910, was so small in 1890 that it was not returned separately by the census; and Salisbury, combined with Spencer and East Spencer, suburbs which owe their existence to the shops of the Southern Railway, showed an increase of 144.4 per cent.

Speaking of the helpfulness of the Southern Railway Company to the territory traversed by its lines, Mr. Finley pointed out that one of the ways in which it is contributing to the development of North Carolina is through its large expenditures in the State, its payments within North Carolina on account of wages and taxes alone being each year in excess of the total amount of freight revenue collected within the State.

Mr. Finley said that the Company's helpful co-operation is available for every community in the State. He told of the organization and activities of the Greater Western North Carolina Association, and said the Company would be glad to participate in a State-wide movement of the same sort if carried on under the auspices of the State or through a responsible organization similar to that in Western North Carolina. He said that, in addition to an agent of the Land and Industrial Department located in the State and the representation of the Department of Farm Improvement Work by an Assistant Manager at Charlotte and Field Agents at Greensboro and Asheville, North Carolina shares with the other States traversed by its lines in the services of the Company's Dairy Agents and Live Stock Agents. Under a scholarship provision made by the Company, three North Carolina boys are receiving the benefits of the full four-year agricultural course in the North Carolina Agricultural and Mechanical College. Telling of the recent appointment by the Southern Railway and associated companies of four Market Agents to assist in the successful marketing of agricultural and horticultural products from territory along their lines, Mr. Finley said that one of the first concrete propositions undertaken by these agents was that of aiding in the effort to find the most advantageous markets for 50,000 cans of tomatoes put up by the Girls' Tomato Clubs of North Carolina.

Southern Not in Politics.

In conclusion, Mr. Finley said: "The Southern Railway Company does not participate in the politics of North Carolina or of any other State traversed by its lines. There was a time when support by the railways of policies deemed essential to the preservation of our civilization was urged upon them as a patriotic duty. I think we may all rejoice in the awakening of public conscience and the elevation of public standards that would condemn any return to those conditions. In abstaining from political activity in the State, the Company has not surrendered any of the fundamental political rights to which it is entitled in as full measure as any other business enterprise or any individual citizen. These rights include the sacred right of petition—the right to be heard in argument and protest before legislative bodies, the courts of the land and administrative tribunals. They include the right to make such a presentation of facts before the bar of public opinion as I am endeavoring to make this evening. In availing myself of this right, all that I ask from

(Continued on page 5)

Read the JOURNAL