

The Secret of Real Efficiency.

Many fairly successful men are constantly pointing to the man higher up and draw comparisons which, while fair to him, are equally as favorable to themselves. They admit that Mr. so-and-so is a good fellow, the right man in the right place, and all that. But they analyze him point by point and draw the parallel between him and themselves and when they get through they cannot honestly see any difference between the two columns at all.

Ambition, hope, energy, ability, education, character—these are all good, but they alone will not enable you to reach the summit. Genius has been defined as the infinite capacity for taking pains, and the truth about these men is that they cannot magnify their brain-vision to that power whereby they could see the line of demarcation clearly and with unblurred judgment. They go to a race and see a horse win by a nose but they do not realize that a distance of one foot may mean the loss or gain of a fortune, that a difference of one ten-thousandth or one one-hundredth of one per cent represents exactly the difference between one horse and another as far as results go.

Again they wonder why Dan Patch won and the other horse lost. Examine the fellow on the top rung. Did he not gain that eminent place because he trained himself unremittingly in a Spartan school of his own making? The winning horse has a scientific trainer to develop every point, no matter how minute that may have ever the remotest bearing on the result. The winning man must train and develop himself. There is no one who can do it so well for him. The failure to attain the top rung is because of the lack of appreciation of the fine points of the game or an utter ignorance of them. Or if there is an appreciation of them the man may not be willing to make the necessary sacrifices to gain and maintain that extra one-hundredth of one per cent that counts so tremendously in the final reckoning.

Measure and develop your ability scientifically, exactly, correctly, and with the utmost precision. Study the fine points of the game; they count in the final inning. It is not so much the determination to win of itself that does so; it is the earnest desire to be perfect, or nearly so, in your chosen field, amounting to a passion, if you wish to call it so, that really does win and accomplish that which is truly worth while. Work for the real work's sake is what puts your genius on the top rung of the ladder. And nine times out of ten he is totally oblivious of the ladder under him—he is only looking at the stars in the infinite space above him, seeking earnestly for new worlds to conquer. What to such a man is the small tumult that rages 'round the lowest rungs? Nothing.

Tennyson said that our echoes roll from soul to soul and go on forever. So it is. To do work that is work and to be of service to our fellow men, and through them to ourselves, we must realize that the smallest details count. It is this marvelous devotion to singleness of purpose that made Langley give us the bolometer which registers temperature correctly to one millionth of one degree, that made Brashear construct a mirror level to one millionth of an inch in thirty six inches, that made Edison, Bell, and a score of others achieve wonders for the benefit of the world, that resulted in scales so delicate that if you balance a slip of paper on them, then write your name in pencil on the slip, it would register the difference in weight! Develop, expand, reach out.

Do not be with the mere outward seeming of success. Train yourself mentally, physically, spiritually to occupy the top rung of the ladder—and to be worthy of it. There is but one to train you; and there is no one who will do it so well as yourself. Learn now to know the difference, to see clearly the line that separates the man on the top rung and the thousand just one step lower down.

Success is not mere love of success alone, it is love of an ideal. Strive toward that goal and do not let your selfish self say you nay.—Merchant's Journal.

Nitrogen Taken From the Air is Used By the Plant.

Probably the most common error we come in contact with is the idea that the nitrogen gathered by the bacteria on the roots of legumes is stored in the nodules and left on the roots or in the soil. This error is quite common and has led some to conclude that as much nitrogen is added to the soil when the legume crop is cut for hay as when the whole crop is plowed under or grazed off. The nitrogen gathered by the bacteria from the air for their own use or for the use of the plants on which they are living. These nodules are found to consist of mere shells in mature plants, and the nitrogen they formerly contained has been consumed in the growth of the plant. It is not stored in the soil, but in the plant—roots, stems, leaves and seeds.

From 10 to 30 per cent of the nitrogen in the entire plant is found in the roots and stubble. The larger the roots and stubble and the more leaves left on the land the larger the proportion of nitrogen that was contained in the entire plant, that is left on the soil. This may be as much nitrogen as any crop needs the next year and, therefore it is not unusual that for the first year the increase in the yield of the following crops is as great when only the roots and stubble are left as when the entire plant is plowed under, and this is one reason for the prevalence of the error referred to. However, the greater amount of humus-forming material from the whole crop usually gives better results. This does not mean that the whole crop should always be plowed under, but on poor land, deficient in humus, it may pay well to thus use the whole crop.—Progressive Farmer.

Twelve Commandments of Cowpeas.

- Plant peas for they are a fairly good human food.
Plant peas for they are one of our most nutritious foods for stock.
Plant peas for, if turned under, the vines add considerable fertility to the land.
Plant peas for, if picked, the peas alone are worth from six to twelve dollars per acre.
Plant peas for the vines that grow on an acre are worth from five to ten dollars for stock food.
Plant peas for through their roots peas put into the soil from four to six dollars worth of nitrogen per acre.
Plant peas for their vines, roots and stubble help to make soil loose and easily cultivated.
Plant peas for when decaying their humus helps to convert mineral substances into valuable plant food.
Plant peas for their humus absorbs and retains moisture that will aid the next crop to go through a drought easily.
Plant peas for their vines shade the land during the hottest part of the summer, thus aiding in the formation of valuable nitrates.
Plant peas for their roots are good subsoilers. They go to considerable depths and open up the earth so that air and water can make a deeper soil.
Plant peas for they will help you to get more live stock and thus get you into a more rational and more successful system of farming.

C. R. HUDSON, State Agent F. C. D. Work. Raleigh, N. C.

BROTHERHOOD. I have no respect for the man or social fugitive who flees lest he fall. If the brotherhood of man is fact instead of fancy everybody who has fallen has the right to a helping hand. In this way it is possible to acquire a moral worth unequalled by those receiving the plaudits of the multitude—to acquire a moral heroism unequalled by the warrior. The recognition of social duty is the key to the peace of the world. The recognition of social duty will ultimately bring to the world universal peace and the end of all wars.—Senator Gore.

A Morning Prayer.

As one in childhood would this day I kneel at morning time to pray That through Thy grace, dear Lord, I might Be kept from danger till the night, And in my life each day again Deal kindly with my fellowmen. In this sweet hour wherein we rise The dewy freshness of the skies Is sweet with cheer and promise of Thy gracious and enfolding love; So keep us, Father, that our trust May falter not amid the dust!

Bless Thou our breakfast, that our food May be the seed of spiritual good; Bless thou our labor, that our task May bring to those who service ask A faithful purpose on our part To serve with contrite will and heart.

Guide us with cheerfulness, that we Amid our toil and care may see Far shining still as in the dawn The hope that bids us rise and on To that far goal of rest and gleam Where love shall lead us to life's dream.

Help us, O Father, ere this day Hath into darkness passed away, To bring unto some other life A sweetness that will cheer its strife, Remembering, when our blow would fall, Thou art the Father of us all! —Baltimore American.

PEACE. To be prepared for war is one of the most effectual means of preserving peace.—George Washington.

Dependable People.

God wants dependable men and women, persons whom He can trust. In the course of Bible history we learn how He found them in the crises of history. When He wanted a man to befriend His people in Egypt, he found Joseph. When he wanted a man to lead them out of bondage, He found Moses. When He needed a captain to lead His armies into possession of Canaan, he found Joshua. When He wanted a man to lay the foundations of a kingdom in Israel, He found David. When He desired a prophet to warn Judah of her sin, He found Jeremiah. When He wanted a man to represent Him at the Babylonian court He found Daniel. When he needed a man to blaze the way for the coming of the Messiah, He found John the Baptist. When He needed an apostle to plant the Gospel throughout the Roman Empire, he found Paul. When He wanted a man by whom to paint the trials and the victories of the Church, He found John, the beloved disciple. And so today God's work in the world can go forth triumphantly only as He finds dependable men and women to carry it forward—men like Augustine and Columbia and Luther and Calvin and Wesley and Moody and Phillips Brooks and Spurgeon, and women like Monica and Susanna Wesley and Frances E. Willard and Florence Nightingale. It was a favorite saying of Moody that "God has yet to show what He can do with a man who is wholly yielded to His will." He can work wonderfully through surrendered wills.

It is the joy of the pastor's heart when he finds in the work of the church men and women upon whom He can depend, whom He knows He can trust to do the best thing that can be done in any circumstance. With a company of such men and women He may dare the impossible and wring victory out of that which presaged only defeat. But, on the other hand, there is nothing which discourages the pastor more than to come to the conclusion that His people cannot be depended upon. The cold or the heat, the sun or the rain, keeps them from church. They promise a certain piece of church work, but it is not performed. They are too tired to come to prayer meeting, too busy to attend the protracted services. They are like the soldier who is never ready to answer at roll call. No victories can be won with such half-hearted endeavors.—Southern Churchman.

If Jesus Christ is not worth being made known to every man, even to the ends of the world, he is not worth knowing for you and me. The least thing we dare attempt, if we be true to Christ, is to make his Gospel universal and do it now.—J. Campbell White.

CORBYS BREAD FIVE CENTS A loaf when delivered with other groceries. If delivered by itself the price will be six cents a loaf. PEEDIN & PETERSON. 5 or 6 doses "666" will cure any case of Chills and Fever. Price 25c.

Caught Fifty Pounds of Carp.

A few days ago Mr. Joe J. Johnson, who lives near the County Home, had fine luck fishing in Middle Creek, near where it enters the river. With hook and line he caught seven carp which weighed fifty pounds. The largest one weighed a little over eight pounds, and the smallest a little over six. We call this a pretty good morning's fishing.

David Graham Phillips' new book "A Grain of Dust," on sale at The Herald Office.

AUCTION SALE OF VALUABLE REAL ESTATE IN JOHNSTON AND HARNETT COUNTIES UNDER DEED OF TRUST.

Under and by virtue of a certain Deed of Trust executed by E. S. Smith and wife, Mary A. Smith, and Farquard Smith, parties of the first part, to Fred Harper, Trustee, party of the second part, and American National Life Insurance Company, Incorporated, party of the third part, dated August 25th, 1910, and recorded in the Registry of Johnston County in Book "X" No. 10, page 367; and recorded in the Registry of Harnett County in Deed Book 166, page 438, the provisions and requirements of said deed of trust having been broken by the parties of the first part, and the undersigned, Trustee, party of the second part, having been requested by the party of the third part, the American National Life Insurance Company, Incorporated, to proceed to subject to sale at public auction the property conveyed in and by the Deed of Trust aforesaid; therefore, the undersigned, Trustee as aforesaid, will offer for sale, at public outcry, at the Court House door in the town of Smithfield, Johnston County, State of North Carolina, on Monday, the 26th day of June, A. D., 1911, between the hours of 12 o'clock, M., and 4 o'clock P. M., the following described tract or parcel of land lying and being in Clayton township, Johnston County, State of North Carolina, bounded as follows:

Beginning at a stake on the run of White Oak Creek, corner of Lot No. 1 and runs thence with the line of said Lot No. 73 degrees E. 290 poles to a stake in Louis Pool's line; thence with his line S. 80 degrees E. 14 poles to a dead pine by the road, at Charles Lee's corner; thence S. 7 degrees E. 165 poles to a small hickory, B. H. Tomlinson's corner; thence with his line W. 62 poles to a dead black jack; thence S. 61 degrees W. 52 poles to a pine on a branch; thence down the various courses of said branch to Swift Creek; thence up the various courses of said creek to the mouth of White Oak creek where it enters Swift Creek; thence up the various courses of White Oak Creek to the beginning, containing 330 acres, more or less, and being Lot No. 2 in the division of the lands of Ransom Sanders, deceased, as will appear by reference to Land Book "C" (3) page 141, in the office of the Clerk of the Superior Court of Johnston County, except about 75 acres, more or less, conveyed to W. R. Long by Farquard Smith and wife, Sarah Smith, and being the part of said Lot No. 2 lying East of White Oak Creek, of which the said Mary A. Smith is the owner of the remainder in fee and in which the said Farquard Smith has a life estate as tenant by the courtesy.

Also, the undersigned Trustee, under and by virtue of the Deed of Trust aforesaid, and at the request of the American National Life Insurance Company, Incorporated, will offer for sale, at public outcry, at the Court House door in the town of Lillington, Harnett County, State of North Carolina, on Tuesday, June 27th, A. D., 1911, between the hours of 12 o'clock, M., and 4 o'clock, P. M., that certain lot or parcel of land lying and being in the town of Lillington, County of Harnett, State of North Carolina, fronting 132 feet on Front Street and 114 feet on 8th Street, and being the same property purchased by the said E. S. Smith from H. W. Lilly, Chas. Rose and Terry Lyon, Commissioners, and being a portion of the same property conveyed to E. J. Lilly by A. J. Kivett and wife by deed dated November 1st, 1877, and recorded in Book G-1, page 58, Registry of Harnett County, to which deed, and to the deed from said Commissioners to E. S. Smith, not yet recorded, reference is here made for a more perfect description.

Terms of sale are CASH. Deeds will be delivered and purchase price collected day of sale. This 26th day of May, A. D., 1911. FRED HARPER, Trustee. Lynchburg, Virginia. FREDERICK H. BROOKS, Atty. Smithfield, N. C.

FOR SALE—6 OR 8 FULL BLOOD thoroughbred Duroc Jersey pigs at \$5 each. J. W. STEPHENSON, Smithfield, N. C.

PATRONIZE A HOME ENTERPRISE. Let the Smithfield Garage and Machine Co. install your water works and do your plumbing. Satisfaction guaranteed. Phone No. 34 J.

I HAVE ON HAND A GOOD SUPPLY of Nitrate of Soda, standard fertilizers, acid phosphate, and bone potash at Smithfield and Four Oaks. W. M. SANDERS.

FULPER FILTERS PREVENT SICKNESS from impure water. Let us send you one on trial. COTTER HARDWARE CO.

FOR SALE—THOROUGH BRED English Yorkshire and Poland China pigs. Now Ready for shipping. Come and see for your self or write to Hamilton Bros., Smithfield, N. C.

DWELLING FOR RENT—WE OFFER for rent a seven-room dwelling near Mr. J. T. Barham, in Smithfield. For further information, see me or S. C. Turnage at Smithfield. B. R. JONES, Wilson's Mills, No. 1.

RUBBER COAT LOST. A BOY'S rubber coat was lost from an automobile on or about May 25th, between Goldsboro and S. V. Smith's store, on the Clayton road. If you know about it report to The Herald office, Smithfield, N. C.

DR. W. H. WAKEFIELD, OF CHARLOTTE, will be in Kenly, Thursday, June 15th; Benson, Friday, June 16th, one day only. His practice is limited to the medical and surgical treatment of diseases of the Eye, Ear, Nose and Throat and Fitting Glasses.

BEGINNING FIRST OF JUNE WE shall have to charge six cents a loaf for Corby's Bread unless it is ordered with other groceries. PEEDIN & PETERSON.

GO TO GULLEY'S For FANCY GROCERIES, FRUITS, COLD DRINKS and LUNCH. Everything served CLEAN and up-to-date. Look for the RED LETTER SIGN, next door to W. L. Woodall.

A. V. GULLEY Smithfield, N. C. Country Produce Wanted.

Cow Peas for Sale Lowest price on any quantity, delivered at any point. Whippoorwill, Unknown, Iron, Red and Black Peas.

ROWLAND & CO. Dealers in Peas, AUGUSTA, Ga.

A Bank's Guarantee

The depositor feels that he is Justly entitled to some sort of protection when he deposits his money with a bank. We want our depositors to feel secure or we do not want their account. Once we heard Mr. Jno. O. Ellington, our good countyman, and by the way the biggest banker that has gone forth from our County, say "a scared depositor is a bad asset," and it is all truth. Every dollar of this bank's capital stock stands as a guarantee that the depositor will be paid in full and promptly. Every dollar in our surplus fund is a like guarantee. Not only that, but every stockholder is liable for double the amount of stock he holds as an additional guarantee that depositors will get their money. More than that. Every Officer, Director and Stockholder in this bank feels that he is personally responsible for the confidence reposed in this bank by its depositors. They take pride in the integrity and ability of this bank to meet its obligations. We are conservative with our loans, careful about our reserves, and our one aim is to guarantee security and merit confidence.

Table with 2 columns: Capital, Surplus, Stockholders liability. Values: \$12000.00, 1000.00, 12000.00. Total: \$25000.00

LETTER FROM PROF. VERMONT.

The Cotter Hardware Co. Smithfield, N. C. Gentlemen: The Fulper Filter, which I purchased from you, has given me complete satisfaction. It eliminates the impurities of the water, it furthermore frees it from bacterial life. The Filter makes it possible for us to use a shallow well. We are very much pleased with our purchase. Yours very truly, A. VERMONT. Smithfield, N. C., May 10, 1911.

THE SMITHFIELD HD'W. CO. have just received two cars American Square Mesh Fence and one car Diamond Mesh. Get their prices before you buy.

METAL ROOFING FOR SALE—I OFFER any part of a car load of corrugated and V. Crimp galvanized 28-gauge roofing, at \$3.50 per square. W. M. SANDERS.

READ WHAT PROFESSOR VERMONT says about our Germ Proof Filter. COTTER HARDWARE CO.

THE SMITHFIELD HD'W. CO. have just received two cars American Square Mesh Fence and one car Diamond Mesh. Get their prices before you buy.

LOST, ON FRIDAY, MAY 12, BETWEEN my home and Smithfield, I lost my fountain pen, silver mounted, with 14 karat gold point. Finder will be rewarded by delivering same to The Herald office, or Selma Manufacturing Company, Selma, N. C.

INSURE YOUR PROPERTY AND live stock with Barnes & Stancil, Clayton, N. C.

THE SMITHFIELD HD'W. CO. have just received two cars American Square Mesh Fence and one car Diamond Mesh. Get their prices before you buy.

BUY A FULPER FILTER AND your money is well spent. COTTER HARDWARE CO.

PASTURE FOR RENT—I HAVE put a good fence around my town pasture, on Spring Branch in the town of Smithfield, and could take care of several cows. W. M. SANDERS.

WATER MAY BE WITHOUT A VISIBLE trace of impurity, but place a single drop under a powerful microscope and myriads of microbes will spring into view. Fulper Germ Proof Filters will remove them all. COTTER HARDWARE CO. See them.

I WISH TO BUY A FEW BUSHELS of peas. W. M. SANDERS.

THE SMITHFIELD HD'W. CO. have just received two cars American Square Mesh Fence and one car Diamond Mesh. Get their prices before you buy.

For Your Protection.

FARMERS COMMERCIAL BANK BENSON, N. C.

The Necessities of Life ARE THE THINGS THAT COUNT.

Man can get along without fine clothes, fine houses and automobiles, but he cannot get along without eating. If you want the best things to eat at prices you can afford to pay, See S. C. TURNAGE, Smithfield, N. C. He will also buy Your Country Produce at Highest Market Prices.