

# Our Saluda Department

### It Pays to Advertise.

A short time ago the Pickard Land Company of Saluda, N. C. advertised some Saluda property in the Charlotte Observer. Two or three days after a party in Augusta, Ga., who saw the advertisement wrote the Pickard Land Company in reference to this property stating that he had the money ready to purchase it if as represented in the advertisement. A few days after the wife and daughter of this gentleman journeyed to Saluda, bought the property declaring that it was even better than represented.

This is only another proof that it pays to advertise and in these

days of sharp competition and prompt business methods every up-to-date business man knows that if he would keep up with the procession he must put aside a certain amount every year for advertising purposes.

Mr. and Mrs. Chas. Shoemaker and family who have occupied Corwith cottage during the summer months left Friday evening for their home in Jennings, La. Mr. Shoemaker came here broken in health and has received much benefit from this mountain climate.

### Most Welcome.

A man never appreciates the gift of a solitaire diamond more than when he holds the three other aces.—Boston Transcript.

### Saluda As a Health Resort.

Saluda up to the present time cannot be said to be an ultra fashionable summer resort. It is in one sense more of a quiet retreat where people may go to relax from the stress and strain of the modern ways of living. A place to rest the fagged brain, exhausted nerves and spent body; a place to store up new force and energy for a fresh grip on life.

The altitude is just right and the climate ideal. The weather is neither too hot or too cold and the air charged with ozone. The scenery is beautiful and restful to the eye. Through the livelong summer flowers bloom and birds sing. The water pure and sparkling bubbles from a thousand springs creating streamlets and brooks and rivers that trickle and gurgle and splash and tumble and sing and shout over the boulders and rocks away down the mountain side onward toward the great sea. No wonder that after association and fellowship with all this for a few weeks your flagging spirits revive and you find yourself in a responsive mood. You feel that you are akin to all nature in this happy spot. You forget to complain. Gone that fretful spirit, gone that tired feeling, gone that load of care. 'Tis good to live! 'Tis good to live!

So every season tired mothers and delicate children and weary overworked people from all the walks of life find their way to Saluda for rest and recreation, nor are they disappointed. While Saluda has no sanitarium or hospitals for contagious or incurable diseases, there is a sanitarium for ailing children and a baby camp for suffering or delicate infants and many summer homes and hotels for those seeking the rest cure. Here under the healing touch of Mother Nature, supplemented some times by the skill of the physician and trained nurse, the results are often little less than miraculous.

Yes, Saluda nestling away among the mountain peaks in "the land of the sky" is destined to become renowned as a health resort as the years come and go.

### Unique Musical at the Seminary.

The private recital by Miss Gladys Rice the celebrated soprano, and Miss Adeline Packard violinist given on last Wednesday was an enjoyable demonstration of the recreation of the human voice.

On the stage was a diamond disk talking machine, one of the most recent inventions of that scientific wizard, Thomas A. Edison. As Miss Rice stood beside the Edison and sang in unison with it, it was almost impossible to distinguish her voice from the recreation of her voice. In fact so perfectly did the tones of her voice and the recreation of her voice blend that as the artist paused from time to time, unless one were looking at her lips the fact would not be discovered. In the course of the evening Miss Rice sang a duet with herself. The Edison carried the air and the blending of the tones of the same voice were beautiful. That Miss Adeline Packard had marked ability as a violinist, no one who heard her could doubt. And as she stood beside the Edison the unison between her violin and the reproduction was perfect. Everyone present was delighted with the artistic performance.

### Blind Man's Direction Finder.

To enable him to get about without the aid of a cane a Seattle blind man has invented a direction indicator, consisting of a compass and buzzers worn on a belt, the buzzers sounding when he deviated from a set course.

### Must Be Sold.

Thirty five acre farm three miles east of Saluda, on main travelled road with at least \$2500.00 worth of improvements including 500 apple and other fruit trees and a five room cottage, all for \$1500.00 quick sale. Apply to the Pickard Land Company, Saluda, N. C.

### Gleen Brook Dairy.

Gleen Brook dairy has been doing a prosperous business this summer. The milk of these pure blooded holstein cows is being used in the approved diet, in the infant's and children's Sanatorium this summer.

Mr Stevens has a fine eight weeks old holstein calf for which he has been offered \$45.00.

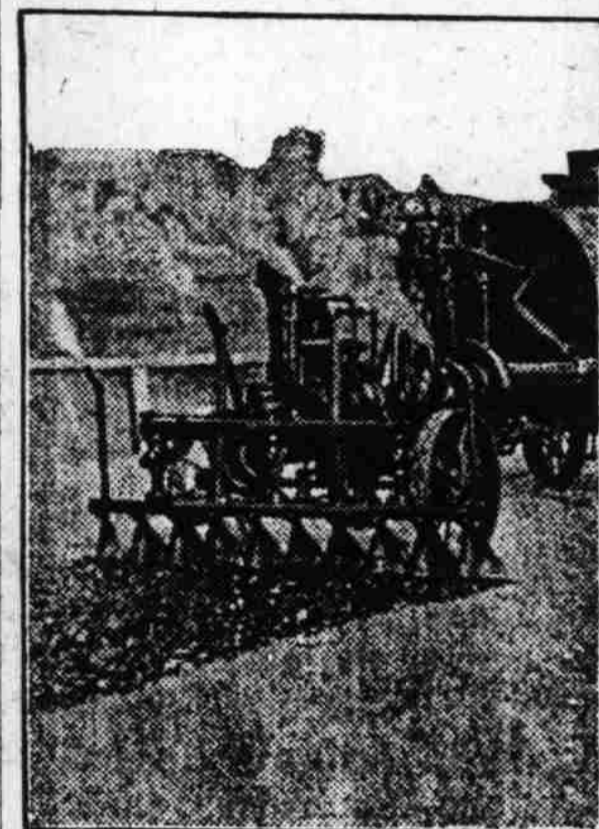
## ROAD BUILDING

### STANDARDIZING ROAD TESTS

Conference of Engineers Expected to Eliminate Confusion and Other Difficulties.

Confusion and other difficulties that have come from the use in different states of varying tests for materials used in road construction are expected to be eliminated by a recent conference held in the offices of the bureau of public roads, United States department of agriculture. Highway testing engineers representing most of the states attended. From their suggestions a system of standardized tests is to be evolved.

Manufacturers of road materials, as well as the federal and state highway departments, have been inconvenienced, because materials that would meet the requirements of one state would be rejected in another often because of different interpretations of specifications. Much of this work is done co-operatively by the federal and



Helping Carry Forward the Nation's Great Road Building Program, Support of Which is Urged by Secretary Meredith of the Department of Agriculture.

state governments under the federal aid road act, which is one of the reasons why it has been thought advisable to set up national standards that will be in effect in all states.

The conference was held under the auspices of the National Association of State Highway Officials. This organization will promulgate the standardized tests. It is expected that use of the tests will be generally adopted, although their use by the states will be voluntary.

A number of state highway testing engineers, in addition to a number of engineers of the bureau of public roads, attended the conference.

### ADVANTAGES OF GOOD ROADS

Promote Self-Respect in Community and Cheapen Cost of Transportation to Markets.

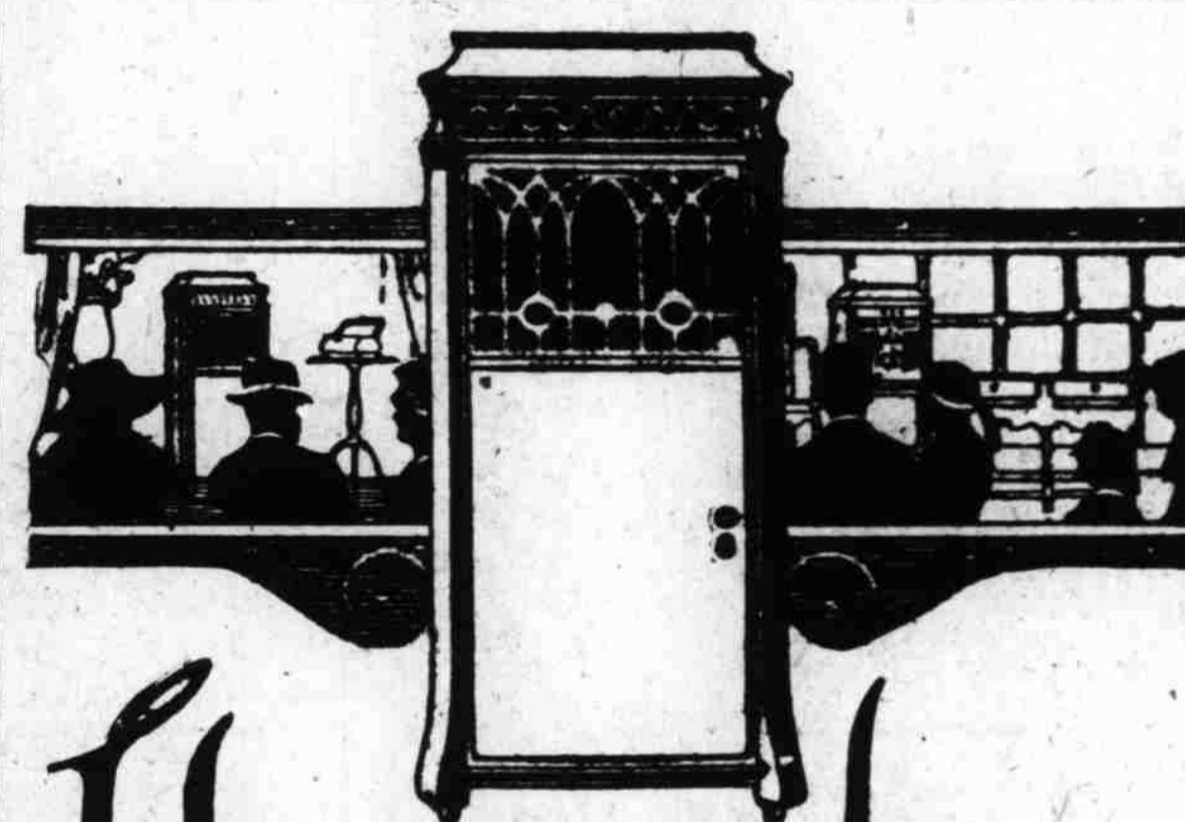
Good roads promote self-respect in a community. They make possible social intercourse. They bring the benefits of churches and schools within the reach of all. They help to keep the boys on the farm. They cheapen the cost of transportation of farm products to the markets and thus add to the farm profits. They add to the value of farm lands much more than they cost. They mark the degree of civilization of the rural community.

### Snails as Barometers.

Snails make good barometers. When the snail crawls in the open the weather will be fair, but when the snail takes to cover under a twig or a clump of grass rain will come.

## JUST TRY IT ONCE

When you are contemplating the purchase of an article of any kind you should give the merchant that advertises the preference. He wants your trade and spends good money asking for it, and his prices are usually lowest. A merchant that does not appreciate your trade enough to advertise for it is not entitled to it. Patronize the wide-awake advertiser and encourage the men that are progressive and doing their bit to make theirs a better town. You can not go wrong by so doing.



Yes you can have such a phonograph

LET us show you the Certificate of Authenticity which Miss Gladys Rice has signed. This is the outstanding fact which comes to you out of the memorable tone-test recital given last Wednesday at the Seminary Auditorium: A new era in music is here. Mr Edison has lifted the phonograph to the dignity of a new art.

You can no longer be satisfied with a phonograph that imitates. Now you want a phonograph that equals the human voice.

You know there is such a phonograph. Mr. Edison made an astonishing test with the Official Laboratory Model of the New Edison to prove it. Saluda heard the new Edison Re-Created Miss Gladys Rice's voice in direct comparison with Miss Rice's living voice. So realistic was the New Edison's performance that no one in the entire audience could distinguish it from Miss Rice's living voice.

## The NEW EDISON

"The Phonograph With a Soul"

You yourself can have such a phonograph. Let us show you exact duplicates of the Official Laboratory Model, which triumphed in the tone-test. Let us show you the Certificate of Authenticity, which Miss Rice signed, after inspecting these instruments, and in which the great prima donna declares that these instruments are the equals in every respect of the instruments used in the tone test.

You can buy your New Edison on a Budget Plan which so distributes the payments that you'll hardly miss them.

**Saluda Pharmacy,**  
SALUDA, N. C.

## Pay Your Bills With Pen and Ink

Many a quarrel would be averted and a few friendships which have been irreparably shattered would remain unbroken, if everybody paid their bills with pen and ink,

A cancelled check is conclusive evidence of payment and it immediately settles any question regarding the amount remitted.

### Open a Checking Account at this bank

and pay your bills in what is not only the easiest and most convenient way, but also the safest way of doing business.

Small Accounts As Well As Large Ones Given Careful Attention.

## BANK OF SALUDA

SALUDA, N. C.

INO. B. CANNON,  
President

DONALD M. FRASER  
Vice President

PRESTON H. BAILEY  
Cashier

### If You Happen To Be Passing

The Carolina State Bank with money in your pocket that can easily be saved we invite you to come in and open a Savings Account.

### THE CAROLINA STATE BANK

David C. Barrow Pres.  
Q. C. Sonner Vice Pres.

H. B. Lane Cashier.  
Louise Lane asst. Cashier

W. C. Roberts Vice Pres.