"This Argus e'er the people's rights Doth an eternal vigil keep;

No soothing strains of Maia's son, Can lull its hundred eyes to sleep.

VOL. LX

GOLDSBORO, N. C., THURSDAY EVENING, JANUARY 29, 1914

NO.98

## What is the Meaning of Home Loyalty

THE ARGUS PRESENTS A COMPRE. HENSIVE REVIEW OF THE EN-IN A RESPONSIVE MANNER.

"Home Loyalty" is a "Bogie" set up Larkin & Co., by the local merchants to scare people into trading at home.

Topeka.

The Larkin company, Peoria, Ill., care. venders of soap, perfumery, etc., and Referring to the subject of "home distributors of thousands of varieties loyalty" which you called a "bogie" of premiums, say that this is the real held up by local merchants. You sugmeaning of "home loyalty."

conveyed in a letter by the Larkin and "keep the retailer's profit myself" is herewith printed in full: company to a Topeka woman who than to buy goods at home and let our Larkin Co., wrote to them telling her reasons for home stores make the profit. tober 17, were printed on page 17 of of argument. the last issue of the Merchants' Jour- But assuming your promise to be

kin company answered the woman's would be if myself and all my neighletter, and tried to answer arguments bors out in the smaller towns should in favor of trading at home. The Lar- begin to send their money to mail orkin company said:

Peoria, Ill., Oct. 23. -, Topeka, Kansas:

Your letter of the 17th, written to delivery wagon, our manager, Mr. W. E. Persons, has een given the writer for attention.

You mention "Home Loyalty." Let's analyze this and see what it amounts village school, to. Your local dealer advises you to \_\_Mrs. White's husband preaches in buy from him, giving as a reason for the village church, doing so you will help build up the and we all stop trading at home. Supcity because it leaves the money in pose all the rest of the women did the Topeka. Very well, let's go a little same. What is good for one is good farther with this. Suppose instead of for all. What would be the result? buying from him, you buy from us | First the stores would close up. has to pay the wholesaler. You must some big city. remember that your local dealer has Mrs. Smith's husband would lose his to buy his goods and send money out job, and they would move away. of the money that's left in Topeka is business suspended, the bank would the profit he makes on you. Now you be driven into liquidation, and Mrs. can still leave that money in Topeka Brown's husband would lose his job by buying where you can keep the and would move away.

individual comfort-to have the money husband would lose his place. in Topeka with him, or to have it left in Topeka with the retail dealer.

The "home loyalty" agitation is a for a new pastorate. just as much money left in Topeka.

to say that the prices on our order big city in order to exist. other useful article that will sell lo- this: caly for anywhere from \$7 to \$10.

We have a great many wives of re- profits at such a cost? clubs, while a good many operate in your catalog are the prices which who support us. But if we should all just what the result will be." clubs. Since there is so much agita- the local merchant pays at wholesale quit trading at home, the result would "How many of your patients have tion over buying out of town, we feel is not well founded. that we owe it to these customers to Furthermore, I am inclined to be- means that the small towns would asked Representative Byrnes, of South withhold their names. In many cases lieve from inquiries I have made, that practically cease to exist and there Carolina.

ty" usually means nothing more nor sides it would be buying at home, save stitutions and local enterprises, I ent price of radium, the cost to paless than "self-interest." Your local several weeks of waiting, avoid the would be glad to have you point out tients ought not to be prohibitive. "I dealer sees his home when he speaks risk of delay and loss, and I would where and how this is done, so that I can treat patients at fou reents per of "home loyalty." When we speak of know in advance by personal examiit we see yours. It doesn't require a nation, just what I am getting. great deal of study to decide which is Referring again to the matter of of patronizing firms like yours. the better for you.

Yours respectfully, LARKIN CO., of Illinois. W. A. GATES.

ment of a lump sum plus monthly in- aire; the Larkin family, I am told, ing-the goods bought, etc. come during lifetime of beneficiary, are multi-millionaires. No fees, no probating, no inheritance

tax, and best of all no worry. (Mutual) Goldsboro, N. C.

What Home Loyalty Means.

The Topeka woman promptly sent TIRE OUESTION OF "MAIL OR- her reply to the letter of the Larkin brand of illegitimate business. We DERS" THAT OUR HOME MER- company. She was getting warmed CHANTS SHOULD APPRECIATE up by this time, and ready to enjoy the correspondence. Her reply fol-

Peoria, Ill.,

Attention of Mr. W. A. Gaes.

you?" asks the Merchants' Journal of tesy in replying to my letter of Oct. ing my mite to the Larkin mililons. 17th, and have read your reply with I am going to do what I can to save storm swept the Pacific Northwest to- man's father.

gest that it would be better for me to

not organizing a "Larkin club" as they Your essential premise is that you requested. The letters which the Lar- sell to me at the same price which the kin company sent to that Topeka wo- local retailer pays at wholesale. That man asking her aid and the reply is a vital point which I am not yet which she sent to the company on Oc- ready to concede, except for the sake

correct, has it ever occurred to you, Under date of October 23, the Lar- Mr. Gates, what 'the consequence der houses in order to "keep the profit for ourselves?" Let us suppose that

-my husband clerks in the store, -Mrs. Smith's husband drives the

-Mrs. Brown's husband is cashier in the local bank.

-Mrs. Jones' husband teaches the

Now we are going to sell you goods My husband would lose his job. We for the same price as your local dealer would have to move-probably to

of town to get them. The only part | The stores being closed and local

All the families in town having been We are perfectly willing to leave it driven away, the school would of to the consumer which is best for his course be closed up and Mrs. Jones'

The church would die, and Mrs White's husband would be out hunting

bogie held up by the local merchants | And we women, by organizing our to show people why they should trade Larkin clubs, and distributing our at home. It really amounts to noth- Montgomery & Ward catalogs have ing because, in either case, there is practically discharged our husbands. and separated ourself and our chil-As to our prices, we will not enter dren from our bread and butter. We into a discussion of them further than would have to go to the farm or to the

blank are just what you have to pay Of course I realize, as you also realocally for the same goods. The only lize, that such a condition is not likedifference is that with each \$10 pur- ly to come to pass-but this is not chase we give you some nice piece of your fault. Your policy if carried out furniture, or a walking skirt, or some to its logical end, would mean just merchants in this matter, I would

we have to ship goods to such con- I could go to our home stores and by would be incalculable depreciation in Dr. Campbell demurred at this, but sumers in plain boxes and keep our buying in \$10 lots, paying cash, and property values, both in small towns finally said that two out of five of the name off of all literature to prevent taking the goods home with me, I and farming districts. If I am wrong cases treated ended fatally. He addother retail dealers from finding out could save enough out of a \$10 order in this view of the case, I would be ed that all were in cases where the that the person in question is running to duplicate the premiums you offer, glad to have you set me right. If the disease would have resulted in death considering the cost of shipping and Larkin company is bearing its share in a few months without treatment. Above all, don't forget "home loyal- delivery of goods from Peoria. Be- of the burden of supporting local in- Dr. Campbell said that at the pres-

profits, let me say this:

making unreasonable amounts of flatly that your prices are low. If I dium supply, "substitutes for radium." money, if appearances count for any- were to enter into a discussion of He said that mesthorium, a much thing. These merchants live modestly prices, it would involve many other cheaper product than radium, was and seem to practice the usual econo- considerations, such as the advant- equally effective. mies. Montgomery & Ward, on the ages and disadvantages of buying an other hand, is a multi-millionaire; the abnormally large quantity; the adprofits of this company are increasing vantages and disadvantages of paying Seven room house on West Ash St in event of death the immediate pay- Julius Rosenwald is a multi-million- disadvantages of buying without see- given February 1st.

Who are getting the big profits? I asked you to give me the names of Larkin club. If I have been misled by a few of these "wives of small mer- what I have heard about your plan of National Life Insurance Co. of Vt | chants" who are acting as secretaries | business, I would be glad to have you of Larkin clubs, so that I might write correct any misapprenhension. H. M. HUMPHREY, State Mgr. them. You refuse to do so, because, you say, they fear publicity. You also

say you have to ship out goods in plain, unlabeled boxes and your letters in plain envelopes without printing. Out here in Kansas we know exactly what that means. 'The Kansas City whiskey houses send their advertising matter in here, in plain, sealed envelopes. The jugs and bottles come in plain, unlabeled boxes. The

famous distilleries of Peoria, Ill., ship

us their "booze" in disguised pack-

ages. Such divices, in Kansas, are a

recognize the sign without hesitation You may say in your letter that it doesn't require much study to decide whether it is better for me to buy at Property Damaged by Wind-Roof home or from the mail order house. I believe you are right. I have decided to help the home merchant keep "Has that idea ever occurred to Dear Sir:-I appreciate your cour- his head above water, instead of add-

> the small towns. Respectfully yours,

to read the first letter sent to the Lar- was the most severe recorded since p. m. last Thursday. Rev. T. J. Hood Their ridicule of "home 'oyalty" is send my money to mail order houses kin company by the Topeka woman, it the establishment of the weather bu- performed the teremony, following

Peoria, Ill.

tion of a club.

nothing to do with the plan because it inches. involves patronizing a distant institucity town and state depend.

send their money to you, they would last 24 hours. spend that money at home, and the profits of the transaction instead of going into the treasury of a distant corporation, would go to our local RADIUM AS CANCER merchants to be invested in our own

Do you think that we owe our support to our own community in such

"Housewives of every class are Larkin secretaries-the wife of the merchant as well as the wife of the mechanic-the teacher as well as the

If what some of the merchants tell me is true, I cannot understand why the wife of a merchant or a saleswoman would want to act as secretary of a club, which has for its object taking away from home stores and sending the profits to a distant city. Will you please name the merchants' wives or saleswomen in local stores who are acting as secretaries of Larkin clubs? I would like to write to them and get their point of view. If I have been misinformed of the attitude of local

like to be corrected.

I have said nothing about your pri-I do not know of any merchants in ces, because this other question seems urged that the committee include in

These considerations have influenc- garden-good neighborhood. ed me to refrain from organizing a

Very respectfully,

High Wind Accompanied by Snow and Rain

of State Buildings Were Blown Off and Other Houses Totally Destroyed.

day, snow and rain being accompanied by a high wind which at some For the benefit of those who failed an hour. The storm on Puget sound father, Mr. Joseph Woodard, at 4:30 here.

Dear Sirs: Some time ago, at the A portion of Eugene, Ore., was Pine Level. suggestion of a friend, I wrote for flooded by the overflow from Amizon Miss Mary Cox and brother, Mr. Edyour catalog, and received it. I have creek. Telephone and telegraph lines win Cox attended the reception given also received several letters from you, between Portland and Salem were at the home of Miss Nettie Wright asking me to act as secretary for the crippled. At Salem the storm unroof- last Thursday. organization of a Larkin club. In your ed a portion of the State insane asylast letter you especially requested lum and at Baker, Ore., the court Falling Creek School house on Wedan explanation of my delay. I there- house was damaged and many houses nesday Jan. 28th. The public is corfore desire to briefly state why I have were unroofed. At Junction City dially invited. not as yet undertaken the organiza- Ore., the water tower supplying the We sympathize with Mr. V. N. Bass city, was blown down.

the matter over with some of my 24 hours and the excess of rainfall Herman Blackman. friends and they advised me to have here since January 1st, has been 5 1-3

Three Men Killed.

tion for merchandise which we can Los Angeles, Cal., Jan. 26.—Three buy here at home, of our home mer- men were drowned, a boy was report- mad dog last Wednesday. He is now chants. They argued that we should ed to have lost his life, many persons at Raleigh undergoing the Pasteur be loyal to the people who make up were driven from their homes; build- treatment. our towns, who pay our state, county ings were damaged, and steam and Honor Roll of Falling Creek School. and city taxes, and upon whose suc- electric railway traffic was either tied 1st Grade-Tessie Hill, Hazel Hill, cess, in business the prospects of our up or seriously interrupted in South- Mary Coats, Annie Myers, Luby Myern California today as the result of ers. They claim that if people did not rain which deluged this section in the 2nd Grade-Sallie Brown, Henry

I note what you say in one of your Two Out of Every Five Treatments For Internal Cancer Prove Fatal -Secretary Lane Before the Committee.

Washington, Jan. 26 .- Radium as a cure for cancer still is on an experimental stage, and its use in the treatment of internal cancer results fatally ing to the testimony before the House ed "we cannot tell today what the outcome of the radium treatment will

"We can tell," he said, "that there is Girls come in your bib and tucker, a disappearnce of the tumor, that the Your laughing faces in a pucker, radium causes the disintegration of Be sure and be in time, the tissue of the cancer, but something For your shadows will shine at nine is created in that disappearance which Boys, come by Miss Horney's door, Would it help much to "save the Perhaps I am wrong in taking the is absorbed by the blood and which To see the girl's shadow you adore, position that we should be loyal to our kills my patients. I cannot tell, no On the shadows many boys bid high tail merchants who belong to Larkin Your claim that the prices quoted own town, and should support those body can tell for four of five years For there are boxes night

be to distroy all our local stores, which died as a result of your treatment?" And cause you to do your best.

criticisms which I hear of the policy investment and double my money in a year," he declared. Dr. Francis B. Donoghue, of Boston

FOR RENT. Six-room house at Bellevue. Large Hicks.

Nine room house on West Holly Street. Apply to N. E. BRADFORD, Phone 155.

LIQUID VENEER Best furniture in the Edgerton hall. Soirce Tues-Polish made, all sizes just received, day and Friday evenings. Phone PARKER & FALKENER, 27-5t 265-J.

FALLING CREEK ITEMS.

est, preached a very impressive sermon at Falling Creek Baptist church last Sunday.

The residence of ex-sheriff E. A. Stevens is rapidly nearing completion. The remodeling is making it a very attractive home.

Mr. and Mrs. Moses Britt and little son Russell, of Moltonsville, were visitors Saturday and Sunday at the homes of Mr. G. M. Warrick and Mr. Walter B. Blackman. Misses Dessie Grantham, Irene In-

gram, and Myrtle Horney spent the week-end with Miss Sallie Williams at the hospitable home of Mr. B. B. Grantham, near Mt. Olive.

Rev. and Mrs. N. D. Blackman are Seattle, Wash., Jan. 26.-A severe spending a few days with Rev. Black-

Mr. J. W. Wright, Jr., and Miss Ida Woodard of Princeton, were happily places attained a velocity of 60 miles married at the home of the 'bride's reau here. The wind blew 60 miles which a reception was given them at at Cape Flattery and 54 miles an hour the home of the groom's father, Mr. J. W. Wright. They will reside at

A Farmers' Institute will be held at

in the death of his father. After receiving your catalog and More than an inch and one-half of Miss Ettie McCullen, of Smith's carefully studying your plans, I talked rain had fallen at Portland in the last Chapel, is visiting her sister, Mrs.

> Mr. T. I. Sutton and Mr. Ira Hood. of Goldsboro, were visitors in this community Sunday. Little Edison Bass was bitten by

Murphy, Riah House, Annibelle Coats, 3rd Grade-Josephine Rose, Viola Hood, Willie Neel, Tommie Hood, Har-

vey House, Nannie Laws. 4th Grade-Luby Hester, Eunice Taylor, Naoma Hollowman, Zelder

5th Grade-Pearl Hester, Herbert Blackman, Rommie Hollowell. 6th Grade-Ida Blackman, Estell Stevens, Thelma Taylor, Brodie Hood.

7th Grade-Iona Haskett, Bertha Taylor, Delodius Brown. 8th Grade-Annie Grantham, Geor-

gia McCullen, Corson Johnson. 9th Grade-Mittle Lambert, Gertrude Grantham, Tempie Hood, Hattie Hollard, David Rose.

10th Grade-Annie Sutton. 11th Grade-Annie M. Taylor.

## SHADOW PARTY.

There will be a Shadow party given at Falling Creek High School on Saturday night, Feb. 7th, 1914. The pub- be mailed to the president and generlic is cordially invited to attend.

That will make your hearts leap in

The many friends in this city and section of Mrs. E. M. Davis will deeply Dover, we are confident of beating sympathize with her in the sorrow that them as they are us. has come to her in the death of her | Come out and help us win. Don't father, Mr. J. W. Hicks, which occur- forget the time-tomorrow afternoon the small towns of Kansas who are to be the dominant one. Some deny any legislation for protecting the ra-Louisburg, N. C.

The store of the E. M. Davis Grocery by millions in each annual report; cash in advance; the advantages and All medern conveniences. Possession Company has been closed today out of respect to the memory of Mr.

CHILDREN'S DANCING CLASS. Mrs. Willie C. Perkins will give lessons in dancing to children every Saturday morning from 10 to 12 o'clock,

## Rev. O. P. Campbell, of Wake For-

In the Matter of the Petition of the In the Matter of the Petition of the Goldsboro Chamber of Commerce and others, for the Restoration of the Pullman Service Between Goldsboro, N. C. and Norfolk, Virginia,

To the President and Officers of the To the President ar Officers of the Norfolk Southern Company and to the President and Officers of the Pullman Company:

Whereas, during the year 1913, there following morning at 6:30 o'clock, boro about 6 o'clock a. m., be extendwhich said service between Goldsboro ed from Raleigh, N. C. to Goldsboro, and Newbern has been discontinued N. C. and; without notice to the citizens of this Whereas, during the summer

Whereas, there is a wide-spread de- has been extended as far Eastward as mand, both among the c'tizens of this Beaufort, N. C. for the accommodation section and the citizens of other sec- of the patrons of the Atlantic Hotel at tions who are accustomed to travel to Morehead City and Hotels of Beauand from this city, that they be given fort, N. C. and found profitable, and; equal traveling facilities that other Whereas, Goldsboro is the place of cities of like importance along the residence of numbers of travelling lines of the Norfolk Southern Rail- salesmen, who make it their headquarroad have, and;

this service the traveling public, gen- than at other points, and; erally, and the citizenship of Golds

salesmen, who make it their headquar- Carolina and that the extension of ters for the sole reason that they can said Pullman car service from Raleigh than at other points, and;

of Goldsboro and the County of Wayne connecting therewith. and contrary to the past policy of this Now Therefore, Be it Resolved: company to afford proper and equal those connecting therewith.

Now Therefore, Be it Resolved: -Commerce petition the president and tween Raleigh and Goldsboro. officers of the Norfolk Southern Rail- 2. That copies of this resolution road company and the Pullman Com- be mailed to the President of the pany for the restoration of said Pull- Southern Railway Company and to man car service between Goldsboro the president of the Pullman Com-

2. That copies of this resolution al manager of the Norfolk Southern MERCE. Railroad Company, and the President of the Pullman Company.

Dated this 22nd day of Jan. 1914. By W. H. WINSTEAD, Pres.

ROBERT L. MARCLEY, Secretary. Try our midwinter Ice Cream spec-

ials—they are top notch—served right at Goldsboro Drug Company every

The manager of the Athletic Assoiation received a letter today from the manager of the Dover team. Their tomorrow (Wednesday) and says Dover is confident of winning.

Though Dover beat Goldsboro at Co.

Mrs. Davis was with him when the Just like Cherry Pie is what Allen's end came, and Mr. Davis joined her Red Tume Cherry drinks taste likethis morning for the funeral, this af- try one next time you pass Goldsboro Drug Company.

LOST-Between the residence of Mr Geo. L. Edgerton on Mulberry St. and Mrs. McGee's boarding house on Virginia street, a lady's gold watch with ribbon fob and Masonic pin. Finder will please return to Mr. Geo. L. Edgerton and get re.

Ice Cream, the Purity kind, every 3ts day at Goldsboro Drug Company.

# Greater Convenience

Goldsboro Chamber of Commerce, and Others, For the Extension of Pullman Car Service Between Raleigh, N. C. and Gr. Isbore, N. C.

Southern Railw 7 Company and

to the President and Officers of

the Pullman Company: Whereas, there is a wide-spread dewas established between Goldsboro, mand, both among the citizens of this N. C. and Norfolk, Va. for the con- sections and the citizens of other secvenience of the traveling public, Pull- tions who are accustomed to travel to man car service, leaving Goldsboro and from this city, going North, East, over the Norfolk Southern Railroad South and West, that the Pullman car each night at 10:25 o'clock and reach- service, leaving Greensboro each ing Norfolk, Va. about 8 o'clock a. m. morning at one o'clock a. m. and the following morning and leaving reaching Raleigh about four o'clock Norfolk, Va., each night at 9 o'clock a. m. and leaving Raleigh each mornand reaching Goldsboro, N. C. on the ing at 12:45 a. m. and reaching Greens-

months the said Pullman car service

ters for the sole reason that they can Whereas, during the continuance of obtain accommodation better here

Whereas, it is the concensus of boro, have received benefit from it to opinion of the members of the Goldssuch extent that the popularity of the boro Chamber of Commerce at a meet-Norfolk Southern Railroad has been ing regularly held on the 22nd day of greatly increased and the trend of January, 1914, that the stopping of travel changed from other lines to said Pullman car at Raleigh, N. C. is a failure to afford travelling facilities Whereas, Goldsboro is the place of to the citizens of Goldsboro and of residence of numbers of travelling the entire Eastern section of North obtain accommodation better here to Goldsboro is necessary, just and reasonable and that a failure to ex-Whereas, it is the concensus of tend said Pullman car service will be opinion of the members of the Golds- a wrongful discrimination against the boro Chamber of Commerce at a meet- City of Goldsboro, the County of ing regularly held on the 22nd day of Wayne and the entire Eastern section January, 1914, that the restoration of of North Carolina, and contrary to the the Pullman car service is necessary, past policy of these companies to afjust and reasonable, and that a failure ford proper and equal facilities for to restore said Pullman car service the delivering of passengers to and is a discrimination against the City from their several lines and those

1. That the Goldsboro Chamber of facilities for the delivering of passen- Commerce petition the president and gers to and from its several lines and officers of the Southern Railway Company and the President and officers of the Pullman Company for the exten-1. That the Goldsboro Chamber of sion of said Pullman car service be-

Dated this 22nd day of Jan. 1914.

GOLDSBORO CHAMBER OF COM-By W. H. WINSTEAD, Pres. ROBERT L. MARCLEY, Secretary.

GOLDSBORO CHAMBER OF COM- LIQUID VENEER - Best furniture Polish made, all sizes just received, PARKER & FALKENER.

LOST-Somewhere on the street, a

Fireman's gold badge, with my name and address on same. Reward for return to me or Argus office. Max SALESMAN WANTED-\$75 per month and all expenses to begin. Experience not absolutely necessary. Take

orders from dealers for cigarettes;

cigars; snuff, Smoking and Chew-

ing tobaccos. Penn Wholesale To-

bacco Co., Station O, New York, N

Milk Shakes 5c. at Goldsboro Drug

PROGRAM AT THE TODAY 4 REELS EVERY DAY 4 WHEN THE STARLIGHT TRAVELS Essanay 2 Part Drama "PATHES WEEKLY" Current Events "SURPRISES FOR FOUR" Lnbin Comedy