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THE MAN WHO WINS

The man who wins is an average man,—
Not built on any particular plan,
Not blest with any peculiar luck,—
Just steady and earnest and full of pluck.

He goes at a task with Ginger and Grit.

For he is determined to conquer it,
When asked a question he does not "guess"—
He knows, and answer "No or Yes."

When set a task that the rest can't do,

He buckles down 'till he's put it through.

He studies his duty as to why and how,

His practiced motto is "do it now."

Three things he learned: That the man who tries

Finds favor in his employer's eyes;

That it pays to know more than one thing well;

That it doesn't pay all he knows to tell.

For the man who wins is the man who works,

Who neither labor nor trouble shirks,

Who uses his hand, his head, his eyes;

The man who wins is the man who tries.

EAST TENNESSEE FAIR SEASON ON IN EARNEST

The fair season in Tennessee is on in earnest now.

An unusual number of county and district fairs will be put on this fall. In addition to the state fair at Nashville, the tri-state fair at Memphis, the East Tennessee division fair at Knoxville and the Chattanooga division fair, counties in all three sections of the state are preparing to hold exhibitions of from two to five days in duration.

The community fair at Solway, Knox county, was the first of the small fairs to be put on this season.

Fairs that are to be put on in East Tennessee counties, members of the East Tennessee fair circuit, are:

Anderson county fair, Clinton, Aug. 29-30-31.

Concord fair, Concord, Sept. 6-7-8.

East Tennessee fair, Sweetwater, Sept. 12-15.

Hamblen county fair, Morristown, Sept. 20-21-22.

Appalachian fair, Newport, Sept. 26-27-28.

East Tennessee Division fair, Knoxville, Oct. 2-7.

Chattanooga District fair, Chattanooga, Oct. 9-14.

NEWSPAPER SITUATION BECOMING VERY ACUTE

The gravity of the news print paper situation is becoming more acute throughout the country. Newspapers in many cities are developing plans for strictest economies in the use of newspaper, in anticipation of being prepared to meet the issue of shortage in supply. Many newspapers are restricting the number of pages as far as it is possible to do so. They are eliminating illustrations, reducing head lines, and, in some instances, are dropping comic and other features, all for the purpose of conserving space and white paper. The Federal Trade Commission and various publishers' associations are giving grave consideration to the problem, with a view to working out a solution if possible.

The situation is so serious that a number of newspapers, with contracts expiring between now and January 1, are confronted with the possibility of not being able to renew their supply of white paper. In all sections of the country, north, east, south and west, reports come of newspapers increasing their subscription rates. This method of assisting the publishers to meet increased cost promises to become almost, if not quite, universal. Every thing that enters into the making of newspapers has increased enormously in price, during the past few years. Besides the present serious problem on white paper scarcity, stereotype metals have almost doubled in price. Larger wages are being paid printers and other help, due to the advanced cost of living, and the new result is that the newspapers are operating today under largely increased expenses with no corresponding increase in revenues.

M. E. CHURCH.

"Conditions in Maryville and the Remedy," will be the subject of the sermon next Sunday morning at the Methodist Episcopal Church, by the pastor, Rev. William F. Pitts. If you are interested and desire to hear this sermon, come praying earnestly and prepared to hear the TRUTH.

FARMERS' UNION ELECTS NEW OFFICERS, SEPT. 2.

The Blount County Farmers' Co-operative union will elect officers for the ensuing term on Saturday, Sept. 2. Every local in the county is urged to have representatives at this meeting. The union is growing rapidly, and several other locals are to be formed.

MR. N. B. ELLIS PASSES AWAY

ONE OF TOWN'S AND COUNTY'S OLDEST CITIZENS DIED LAST FRIDAY NIGHT.

Mr. N. B. Ellis, one of Maryville's and Blount county's oldest and most highly respected citizens, died at the home of his son, Dr. E. L. Ellis, last Friday night. The funeral was conducted Saturday afternoon at the residence, Rev. James Allen Smith officiating.

Mr. Ellis was nearly 84 years of age at the time of his death. He had been in declining health several months, and his demise was not unexpected. The deceased had made his home in and near Maryville practically all of his life, and had lived an exemplary life which had been an inspiration to hundreds of his fellow men. For many years he owned and operated a farm near town, which his son-in-law, Mr. J. R. Singleton now owns. For the past several years, since retiring from active life, he had lived in Maryville.

Mr. Ellis was a member of the Baptist church. He was a believer in everything that meant a better civilization and his influence was always given to accomplish those things which he believed to be to the best interests of the largest number. His sons are among the most prominent business and professional men of Maryville, and in their lives are reflected the noble traits of the father, whose life was a blessing to so many. He is survived by his widow and seven children. The children are J. N. Ellis of Ellis-Chandler Co.; Dr. E. L. Ellis, a leading physician of the town; Prof. H. L. Ellis, superintendent of the preparatory department of Maryville College; Chas. H. Ellis, with the Aluminum Company of America in Maryville; Mrs. J. R. Singleton, of Maryville. Mrs. Will Roberts, of Coryton and Mrs. Eb Kidd of Binfield.

In the death of Mr. Ellis, the town loses a leading and conspicuous figure. His passing is mourned by hundreds of friends of himself and his family. At the funeral Saturday afternoon, which was followed by interment in Magnolia cemetery, many friends gathered to pay last tribute to his memory. At the funeral ceremonies, Rev. Dr. Smith read the following biography:

Napoleon Bonaparte Ellis was born Oct. 18, 1832 at Boyd's Creek, Sevier county, Tennessee and died August 18, 1916. He was therefore 83 years and 10 months of age. He was the third of five sons born to James and Jane Randall Ellis. He was married to Fancina Erwin, Dec. 23, 1856, with whom he walked and labored well nigh 60 years. To this union were born nine children, two of whom, Estella and Annie, were at the beautiful gate to bid him welcome when he went home, last evening. In November 1873, he professed faith in Christ and was baptized along with his three oldest children, Florence, Mollie and Estelle into the fellowship of the Lebanon Baptist church. With firm faith and confident assurance he approached the end. During his last illness he often gave expression to his willingness and readiness to answer the call to the Great Beyond.

GOOD ROADS PICNIC ATTRACTS BIG CROWD

Many Blount countians attended the good roads picnic held at McGhee Station, on the lawn of Dr. Foute, last Saturday. Representatives from Blount, Loudon, Monroe and McMinn counties met to plan for the building of a bridge over the river at McGhee and also the construction or completion of the macadamized road from Knoxville to Chattanooga.

ATTENTION! CARNEGIE HALL SUBSCRIBERS!

The first installment of the subscriptions given to rebuild Carnegie hall will be due September 1. The building is progressing rapidly and is to be opened for students after Christmas. May 22 was a great day for Maryville College, but a greater one for the town, and county, and you. Be ready with your first payment and tell your friends that \$23,200 has been raised and that we still need more subscriptions.

What a splendid opportunity to erect a monument that will tell for good when you are dead. \$250 given in five years will entitle you to a memorial room to be named for you or anyone whom you suggest, but what you do, must be done quickly, for this opportunity will soon be closed. There are many citizens of Blount county who intend to help but for some reason have put it off. I trust that this call may be divinely directed and become effectual indeed.

J. S. JONES, Chairman.

SIMPLE

Doctor—Well, and how did you find yourself this morning?
Patient—Oh, I just opened my eyes and there I was.—Purple Cow.

MARYVILLIANS THROUGH FLOOD SWEEPED COUNTRY

Mrs. Guy Badgett and sister, Miss Lillian Clark, returned last Saturday from New York, after a two weeks' visit in the metropolis. They went and came via Asheville, N. C., and Spartanburg, S. C., as they went to New York, flood water was still standing several inches deep in the Asheville hotel. Houses were seen which had been swept from their foundations, concrete piers were uprooted leaving great gaps in the earth, and ugly holes large enough to drop houses into, had been dug out by the cloud bursts. Telegraph and telephone poles were strewn along the track. At several crossings of rivers, bridges had been swept away by the furious floods, and the train on which the Maryville couple traveled, crawled along at a snail's pace, on temporary structures.

Mrs. Badgett, in telling of the destruction, asserted that the press dispatches had not begun to tell of conditions as they really were. Despite the improvised railways and bridges, and other hindrances to travel, the journey was made through the storm swept sections with no mishaps.

WALLAND MAN HURT IN STREET CAR COLLISION

George O. Brannum Sustained Injury to Left Hip in Knoxville Accident.

Knoxville, August 21.—George O. Brannum, of Walland, sustained slight injury to his left hip in a street car collision Sunday afternoon between two of the biggest cars operated by the Knoxville Railway & Light Co. The accident occurred in the "land" which passes through Chilhowee Park. The front vestibules of both cars were demolished, and four persons were injured to such an extent that they were removed to a sanitarium. Motormen of the cars, which struck head on, say that the signal on the single track through the park, showed a clear way, and thus the accident occurred. The cars were pulling trailers, one of which was thrown three or four feet from the track. Twenty-four passengers were on the cars, all of whom were shaken up.

MR. HUGHES' POLITICAL CREED

It is seldom that a man in public life has given expression to a definite political creed. Statement of his attitude toward public service unclouded by generalities. Still less often has a man delivered himself of a code of action by which every public act of his life has been clearly guided.

Charles Evans Hughes, speaking to a small audience of Yale undergraduates in a lecture hall in 1909, said:

"Readiness to take office on the part of those who are qualified for it and are so circumstanced that they can take it, is one of the requisites of increased efficiency. There is no higher ambition than to be of public service; and to hold public office in order to be of service is an aim to be honorably cherished. The first consideration is that no one should take office, or pursue it, where his taking or pursuit will involve obligations detrimental to the faithful execution of his duties. If one has the ambition to follow a public career he should distinctly perceive that it must not be allowed to dominate self-respect or to supplant the ideals of citizenship. Every young man should aim at independence and should prepare himself for a vocation; above all, he should so manage his life that the steps of his progress are taken without improper aids, that he calls no one master, that he does not win or deserve the reputation of being a tool of others, and that if called to public office he may assume its duties with the satisfaction of knowing that he is free to rise to the full height of his opportunity. If he can seek office without solicitation and promises, expressed or implied, which will interfere with the doing of his full duty, then he may seek with zest and possibly find delight in the seeking. But I should rather say: Work in your chosen field to the best of your ability, enter into political activities without thought or demand of reward, do your duty as a citizen because it is your duty and not because you expect office, keep yourself free from embarrassing obligations, be ready to take office if it comes your way and you can take it; but never let the thought of your selection stay your efforts in aiding the community to better things."

WEBSTER-JACKSON COAL CO. IS NEW CONCERN.

The Webster-Jackson Coal Co., is a new business enterprise for Maryville. It is composed of W. L. Webster, well known bottling man and real estate owner, and Hugh E. Jackson, formerly of Knoxville, who has had quite a good deal of experience in the coal business. These gentlemen are opening a yard on the L. & N. railroad, and will handle the Campbell's Famous Red Star and Red Ash, as well as other well known lines. They will also handle the highest grade steam coal.

THE LONG ARM OF THE CURATE.

She—Gertie says the curate put his arm around her three times last night.
He—The bouncer must have a terribly long arm.—Passing Show

FORMER MARYVILLIAN DEVELOPED BIG OFFICE

The St. Petersburg Times, of Sunday August 6, contains a page write-up of the work of Roy S. Hanna, formerly of Maryville, during the sixteen years he served as postmaster in St. Petersburg. This page write-up includes a double column picture of Mr. Hanna, a picture of the office force and also of the new federal building which is soon to be erected and which comes as a result of the arduous labor of Mr. Hanna. The heading of the story says that, "From a force of one man to forty, and business of \$1,000 a year to \$40,000 is a significant expansion of St. Petersburg Federal Institution under the 16-year administration of Roy S. Hanna, who a turn of politics retires to private life on eve of realizing his fondest dream." His dream is the completion of a new \$102,000 federal building which is to be completed during the next few months.

SUNDAY SCHOOL PICNIC ON COLLEGE CAMPUS

On Saturday, August 26, there will be a Sunday School picnic on the College campus. The six Sunday Schools included are of the Tabor, Clover Hill, Rockford, Eusebia, Genetial and Forest Hill churches.

An interesting program in which each school will participate, and an address by Dr. Dawson, of Knoxville competitive games, and of course, the dinner, will be the features of the day.

WHEN THE SUN IS HOT

If we could build up a solid column of ice from the earth to the sun, two miles and a half in diameter, spanning the intervening distance of 93,000,000 miles and if the sun should concentrate his entire power upon it, it would dissolve in a single second, according to a calculation made by Prof. Young.

The great German physicist, Helmholtz was the first to explain satisfactorily what keeps the sun hot. The sun is not burning; it is heated to the glowing point, like a piece of white-hot iron. Helmholtz found that if we suppose the sun to be contracting by only 250 feet a year we would receive our present amount of heat. In other words, heat is being literally squeezed out of the sun. Prof. Newcomb estimated that when the squeezing process has continued for about 7,000,000 years the sun will be one-half its present size.—Popular Scientific American.

MAKING PAPER OF COTTON STALKS

Berlin, Aug. 14.—The royal material testing officer at Gross-Lichterfelde, a suburb of Berlin, announces the interesting discovery that paper can be manufactured from cotton stalks.

The discovery is not considered of much importance for Germany, which produces no cotton, but is pointed to as of vast importance to the United States, the greatest producer of cotton in the world, because of the shortage of paper reported in that country.

The discovery was made, it is stated, by a German institution while carrying out a commission from an Egyptian firm, given before the war. A shipment of stalks which had arrived from Egypt before the opening of hostilities, was used for the experiment.

WOOD PULP SUBSTITUTE.

New York, August 14.—Lincoln B. Palmer, manager of the American Newspaper Publishers' Association, said that although private and governmental laboratories had been seeking for years to find a suitable substitute for wood pulp in the manufacture of paper, nothing had as yet been produced that would stand the test.

SQUIRREL INTERRUPTS TELEPHONE SERVICE

Port Royal, Tenn., August 12.—Arthur Briggs, manager of Port Royal and Sango Cumberland Telephone exchanges was called out on "line trouble duty" Friday and rode eleven miles to the home of B. F. Bagwell, of McAdoo, to find that a pet squirrel had gnawed asunder the two small cords attaching the receiver to the main wires, thereby cutting off all communication with the telephone office.

NO DRILL NEEDED.

Dentist—Excuse me a moment, please.
Patient—Where are you going?
Dentist—Before beginning work on you I must have my drill.
Patient—Great Scott, man, can't you pull a tooth without a rehearsal?

CENSUS OF FACTORIES

BIG INCREASE SHOWN IN CAPITAL INVESTED AND NUMBER OF MANUFACTORIES.

Washington, D. C. Aug. 22.—A preliminary statement of the general result of the census of manufactures for the United States has been issued by Director Sam L. Rogers, of the Bureau of the Census, Department of Commerce. It consists of a summary comparing the figures for 1909 and 1914, by totals, prepared under the direction of Mr. William M. Steuart, chief statistician for manufactures.

The figures are preliminary and subject to such change and correction as may be found necessary from a further examination of the original reports.

The census of 1914, like that of 1909 with reference to manufactures excluded the hand trades, the building trades, and the neighborhood industries, and took account only of establishments conducted under the factory system. In the last census also, as in that for 1909, statistics were not collected for establishments having products for the census year valued at less than \$500, except that reports were taken for establishments idle during a portion of the census year, or which began operation during that year, and whose products for such reason were valued at less than \$500.

The word "establishment" as used in the census report may mean more than one mill or plant, provided they are owned or controlled and operated by a single individual, partner, ship, corporation, or other owner or operator, and are located in the same town or city.

The reports were taken for the calendar year ending December 31, 1914, wherever the system of book-keeping permitted figures for that period to be secured, but when the fiscal year of an establishment differed from the calendar year a report was obtained for the operations of that establishment for its fiscal year falling most largely within the calendar year 1914.

Percentages of Increase. The population of the United States at the census of 1910 was 91,972,266, and it is estimated that it was 98,781,000 on July 1, 1914.

The summary shows increases at the census of 1914 as compared with that of 1909, for all items except proprietors and firm members, for which a slight decrease is shown. In the order of their importance, the increases for the several items rank as follows: Salaries, 37.2 per cent; capital, 23.7 per cent; salaried employees, 22 per cent; primary horsepower, 20.7 per cent; wages 19 per cent; materials, 18.3 per cent; value of products, 16.3 per cent; value added by manufacture, 15.8 per cent; wage earners, 6.4 per cent; and number of establishments, 2.7 per cent.

Capital Invested. The capital invested, as reported in 1914, was \$22,799,880,000, a gain of \$4,362,610,000, or 23.7 per cent, over \$18,428,270,000 in 1909. The average capital per establishment was approximately \$83,000 in 1914 and \$69,000 in 1909. In this connection it should be stated that the inquiry contained in the census schedule calls for the total amount of capital, both owned and borrowed, invested in the business, but excludes the value of rented property, plant of equipment which was employed in the conduct of manufacturing enterprises. In the final bulletins and reports the rental paid for such property will be shown separately.

Cost of Materials. The cost of materials used was \$14,368,089,000 in 1914, as against \$12,142,791,000 in 1909, an increase of \$2,225,298,000 or 18.3 per cent. The average cost of materials per establishment was approximately \$52,000 in 1914 and \$45,000 in 1909. In addition to the component materials which enter into the products of the establishment for the census year there are included the cost of fuel, mill supplies, and rent of power and heat. The cost of materials, however, does not include unused materials and supplies bought either for speculation or for use during a subsequent period.

The census inquiry does not include amounts paid for miscellaneous expenses such as rent of offices, royalties, insurance, ordinary repairs, advertising, traveling expenses, or allowance for depreciation.

Value of Products. The value of products was \$24,246,323,000 in 1914 and \$20,672,052,000 in 1909, the increase being \$3,574,271,000, or 17.3 per cent. The average per establishment was approximately \$88,000 in 1914 and \$77,000 in 1909.

The value of products represents their selling value or price at the plants as actually turned out by the factories during the census year and does not necessarily have any relation to the amount of sales for that year. The values under this head also include amounts received for work done on materials furnished by

LIFE'S SUNSET.

A little more tired at close of day,
A little less anxious to have our way
A little less ready to scold and blame,
A little more care for a brother's name;
And so we are nearing the journey's end,
Where time and eternity meet and blend.

A little less care for bonds and gold,
A little more zest in the days of old;
A broader view and a saner mind,
And a little more love for all mankind;

A little more careful of what we say,
And so we are faring a-down the way.
A little more love for the friends of youth,
A little less zeal for established truth;
A little more charity in our views,
A little less thirst for the daily news;
And so we are folding our tents away,
And passing in silence at close of day.

A little less leisure to sit and dream,
A little more real the things unseen;
A little bit nearer to those ahead,
With visions of those long-loved and dead;
And so we are going where all must go,
To the place the living may never know.

A little more laughter, a little more tears,
And we shall have told our increasing years;
The book is closed, and the prayers are said,
And we are a part of the countless dead.
Thrice happy, then, if some soul can say,
"I live because he has passed my way."
—Martha C. Lang.

CANDIDATES MUST ALL QUALIFY BY SATURDAY

All candidate for the state legislature who expect to enter the republican primary which is to be held Saturday, Sept. 16, must qualify with the secretary of the governing board of the republican executive committee by Saturday noon, in the office of Esq. S. M. Morton. Thus far J. L. Tread and J. L. Brittain are the only avowed candidates. They will meet in joint debate in the campaign.

TOWN WILL RECEIVE QUOTE A LARGE SUM FOR DELAY IN COMPLETING WATER SYSTEM

According to the contract made by the town of Maryville with the Sutherland Construction Co., the plant was to be completed within 200 days from date of the awarding of the contract, which was in August, 1915. The company specified that it would forfeit \$10 per day for every day after that time that the plant was not completed. The 200 days expired several months ago, and the town will receive several hundred dollars refund from the company, according to contract in the recorder's office.

W. C. T. U. MEETING.

The regular bi-monthly meeting of Maryville Woman's Christian Temperance Union will be held in the Presbyterian Church on Thursday afternoon at 3 o'clock.

The leader of this meeting, as in the published program, was Miss Margaret Henry. It has been decided to devote the first part of this meeting to a Memorial to Miss Henry, followed by a discussion of the moral and material conditions of Maryville. All friends of Miss Henry are cordially invited, and all women interested in plans for improved conditions of health and morals in our town are urged to attend.

Value Added by Manufacture.

The value added by manufacture represents the difference between the cost of materials used and the value of the products manufactured from them. The value added by manufacture was \$9,868,231,000 in 1914 and \$8,529,261,000 in 1909, the increase being \$1,338,970,000, or 15.8 per cent. The value added by manufacture formed 40.7 per cent of the total value of products in 1914, and 41.3 per cent in 1909.

Salaries and Wages.

The salaries and wages amounted to \$5,367,249,000 in 1914 and to \$4,365,813,000 in 1909, the increase being \$1,001,436,000, or 22.9 per cent. The number of salaried employees was 964,217 in 1914, as compared with 790,267 in 1909, making an increase of 173,950, or 22 per cent. The average number of wage earners was 7,036,337 in 1914 and 6,615,046 in 1909, the increase being 421,291, or 6.4 per cent.

The maximum number of wage earners (7,242,752) for 1914 were employed during March, while the maximum number (7,006,853) for 1909 were employed during November. The minimum number of wage earners (6,640,284) reported for 1914 were employed during December and the minimum number (6,210,063) for 1909 were employed during January.