

THE ANDERSON INTELLIGENCER

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The Weather.

Washington, May 14.—Forecast: South Carolina—Cloudy Friday, probably showers on the coast; Saturday fair.

THOUGHT FOR THE DAY

Our portion is not large, indeed. But then how little do we need! For Nature's calls are few; In this art of living lies And make that little do.—Cotton.

The Pendleton Farmers' Society is getting lively in its old age.

Atlanta was full of the Shriners, and now the Shriners are full of Atlanta.

No sir, not even a chew of gum cured, if you are to join the Methodist itinerants.

Greenville is getting worse than Atlanta about trying to have a finger in every pie.

Ex-Gov. Comer of Alabama was not what his name implied. He has, instead, made his exit.

Love laughs at locksmiths and pranks with joke-smiths. Gen. Coxey has just got married.

Detective Burns made a good race in Georgia. He was seeking not an office, but an office building.

Huerta, instead of waiting for the A. B. C. mediators, should call a C. A. B. and get out of Mexico.

Anderson may have a novel experience of a negro being tried for murder while the court was in session.

Dr. Griffith will make some politicians take their own medicine in Columbia. It is used to be "Doc Stanley's tonic."

Repeal advocates in Spartanburg are very much in the air over some quack in the law that was found in Anderson.

This matter of no rain is getting serious with some farmers. The small grain crop will be hurt if there is not rain right away.

Happy is that office holder who can go through the campaign this summer as a holdover. Fried chicken will taste good at 50c.

The only kind of thing that Ed DeCamp ever plowed looked like the beloved animal of the democratic party, when that party was not in power.

Congressman Wyatt Aiken has introduced in congress the Anderson county convention resolution endorsing Mr. Wilson's administration as president.

Tommy Stoen is trying to do something for baseball in the Piedmont section, but Furness Smith yet wears the most expensive piece of cloth ever knitted—the Anderson 1913 pennant.

Papers out of the state take the county conventions in this state as a reputation of blame. Not at all, not at all. No issues were raised. It is not fair to the governor to take that view.

Physical inspections at school are needed to help the poor—those who are unable to employ physicians to take any reasonable trouble in the child care before the child grows up lame.

DON'T ACCEPT RUMORS

In the platform of one of the candidates for mayor published in The Intelligencer this morning he states "I feel that a 40-year contract is too long"—with the utilities company that furnishes water and lights for the city.

We agree with this gentleman.

When this matter was first agitated last fall the public through certain sources was led into believing that the utilities company actually asked for a 60-year contract, and an exclusive contract at that. What are the facts?

The company has a five-year contract.

That is all.

What kind of contract is it?

It was stated in council by gentlemen who were hanging back on the proposition that the rates are fair, by comparison with other cities.

What else does this contract do? It permits the city to buy the water works right now if it wishes to. Is there anything unfair about that? If any body wishes municipal ownership there is the chance. No 40-year contract, hence, but now.

It permits the city at the end of this five-year contract to buy the electric lighting business. Is there anything so awful about that?

It is not a fact that an independent company will so designate it, furnished light to Spartanburg and another to Columbia, and each has a ten-year contract? Against five years in Anderson.

We have given a great deal of study to this proposition, and feel sure that this candidate for mayor has let himself listen to what persons who are either ignorant or designing have been spreading around for months, and has not inquired for himself.

We will admit that the utilities company has a franchise, or permit, to engage in business here for a period of 40 years. But is not an exclusive franchise. Any other company that wishes to can come in here. It was rumored last fall that this was to be an exclusive franchise. And where would be the justice in asking any company to come in here and spend money in large amounts and say that it should be put out of business at any time it might suit the whim of fickle and unresponsible politicians? We wish to bring these matters for we wish to see justice done a company which has it in its power to help Anderson. And just in this connection we wish to say that the public seems to have paid little attention to the details of the contract, but we think it sufficient that it insures a reduction of 10 and 15 per cent in rate and that it gives a lower rate. If we are not mistaken, than an independent concern does in Spartanburg, although in that city larger customers are given more consideration than the small consumers.

We have no more interest in the utilities company than we have in the gas company. And yet we have never heard one word said against the gas company. We are proud of their success in Anderson. Many a poor housewife blesses the day when gas for cooking purposes was brought to town. We have heard of no wild lament about granting a franchise for fifty years to his company, which, if we mistake not, is but one of many opened by a syndicate. And the rate for gas as published under whooping headlines at the time so that nobody could have failed to know it, \$1.50 per 1,000 cubic feet.

Has anybody in Anderson ever investigated to see whether or not that rate was all right? We believe it to be fair. And we believe the electric light rate to be fair. We have no criticism to make of people who will come in here and spend their money to build up this town when they remain within the bounds of reason in their charges and give good service.

We believe that there is an honorable set of men in the field for office in this city. If they will strip this matter of all prejudice, study it on its merits and cut out the allegations and rumors and "they say" and stick to what the fact is to be truth in the matter, the candidates themselves will admit that Anderson has put about as good a contract for five years as any community could expect. It is a great deal better rate than

some of them have for a ten year period.

Of course this discussion of the entire matter is merely academic as there is no issue in it except whether or not the city wishes to buy the water plant now.

Why not get some live, progressive matters for discussion? When are we to be a city? When are we to have paved streets? When, and how?

THE MODERN COOK

Of course the best place to teach domestic science is in the kitchen. No better cooks ever lived than the black goddesses of the old time Southern kitchen. But they were wasteful. When one thinks the matter over that is an inevitable conclusion. They were good cooks, but anybody can make good chicken dumpling with a pound of elegant, fresh country butter.

All paragraphers like to jest about the kind of cooking taught in domestic science schools, but we protest. Young women of today haven't the materials at hand with which to cook, as their mothers had in lavish abundance. We think the domestic science school at Anderson College, for example, is a great institution, teaching economy as well as cooking and there are numerous others.

We publish the following as a sample of the kind of humor that is handed out by some bright wits under the mistaken idea that they are both truthful and just:

"A Cherrylvale woman was delighted when she hired a cook who had taken domestic science course, Mrs. F. D. Moffet writes. The first day this up-to-date maid announced: 'I can't make flaky pastry unless I have a marble slab.' Where is your spatula? This was the next question. A call was then made for an oven thermometer."

was followed by a plaintive request for a pastry tube, a bread mixer, a grapefruit knife, a rotary cream whip, an egg separator and a glass rolling pin. She talked of balanced rations and garnished dishes with parsley and curled celery. Ill the man who foots the bills peremptorily ordered more grub and less alfalfa. Yes, the domestic science pupil is hunting another job where true worth is appreciated.

MAIL ORDER HOUSES

The mail order houses are largely fakers. They have a few leaders on which they make special prices that tempt and thus earn for them the reputation of selling things at a remarkably low price. But the cost of the catalogue, the postage or the express, and the other items that figure into the final cost which comes out of the purchaser's pocket, all of these things will eventually make the article cost almost as much as if it were purchased from a store in the nearest market. And it is not always that the goods purchased from mail order houses give satisfaction.

The parcels post law may have helped mail order houses somewhat, but business in general has been stimulated. So much that the outsiders have not injured local merchants.

LAST OF THE PALMETTOES

Death of J. A. McKee at Ft. Sumter Last Saturday.

Early Progress. Mr. James A. McKee, the last member in South Carolina of the famous Palmetto Regiment of the Mexican War of 1846-48, died at his home on 6th Mile Creek, ten miles west of Pickens, on Saturday afternoon, May the 9th, and was buried with Masonic honors at the Mills church on Sunday afternoon. Services were conducted by Rev. B. F. Murphree, of Crow Creek.

Mr. McKee was in his 91st year. Had been practically an invalid for several years. He is survived by his wife and five grown children as follows: J. L. and W. P. McKee, of this county; James McKee, of Fall River, Kansas; Foster Marshall McKee, of Anadarko, Okla.; and Mrs. A. A. Hopper, of this county.

It was our pleasure some six weeks since, in company with Mrs. E. P. McCray and Sheriff R. R. Roark of Pickens, to carry Judge J. J. Martin, of East Point, Ga., who was a comrade of Mr. McKee in the Mexican War and is only two years younger than he, up to see him. They had not met before in sixty-six years.

Since the death of Mr. McKee, Judge Martin is the sole survivor of the Anderson company. There were two or three members of the regiment still alive. A few months ago, one of them, Mr. Abney of Clay, Miss., belonged here, and a great deal better rate than

BAPTIST NEWS

(From the Courier.) The contract for the new Westminster Baptist church, Rev. H. M. Farlow, pastor, was to have been let on May twelfth. The house is to cost about \$16,000. Provision will be made for a modern Sunday school and the seating capacity will be ample.

Pastor evangelist O. L. Orr has been in a good meeting with Brother L. S. Shealey and the Buffalo Baptist church, Union county association.

Evangelist T. M. Martin is assisting Pastor W. D. Wakefield and the Second Baptist church, Columbia in a series of evangelistic services.

Dr. E. S. Alderman, pastor of the First Baptist church of Spartanburg, spent last Sunday in Yonkers, N. Y., where he was pastor for many years. Dr. W. T. Derieux supplied for Dr. Alderman.

Pastor E. L. Kugley of Honea Path, was in our office last week and gave us the unwelcome news that because of long continued illness he had been compelled to bring his good wife to the hospital in Greenville. She has been sick for many weeks. We greatly trust that this change will be for the better and that very soon the good woman will be in the midst of her loved work again. In the meantime Greenville will be the headquarters for Pastor Kugley.

Dr. J. H. Thayer closed his pastorate at Williamston of the last Sunday in April, after on the following Wednesday night for he was with his people at the mid-week service. He with Mrs. Thayer will spend a month in Louisville, Ky., and on the first of June they will take up their new work at Lancaster. Lancaster is preparing for their coming by building a modern two-story parsonage which when finished will cost nearly \$3,000. Dr. Thayer is attending the Nashville Convention.

Jeseph D'Amico took an ornamental bite by cracking a \$300 pearl with his teeth while eating clams in Amagansett, N. Y.

ADVERTISING TALKS

(By Phelps Russeon.)

BUSINESS BUILDING

A successful salesman must have ambition. We cannot think a deal into completion. The thought must be driven, or compelled by some other force. Ambition awakens effort, gives direction and purpose to effort, sharpens the intellect and renders one more capable of cutting his way into difficulties and hewing down the barriers to success.

Ambition also generates the steams of enthusiasm and if there is any one thing more necessary than another to the success of a salesman, it is enthusiasm. Emerson says that nothing of importance was ever accomplished in the world without enthusiasm.

Cheerfulness is a positive quality. Grouchiness is a negative. Cheerfulness is to the customer what sunshine is to the plant life. A pleasant smile removes obstacles, removes objections and inspires confidence. No one likes to do business with a grouchy. We all wish to deal with the man who is pleasant.

Appros of this positive quality, cheerfulness, I would quote the old ad expression, "The optimist and the pessimist, the difference is a roll, the optimist sees the doughnut while the pessimist sees the hole."

Industry, perseverance and persistence, these are the qualities of the will. I believe that all of us understand the positive qualities are the ones that spell success for the salesman. The salesman's weakness and lack of success is traceable to the negative every time. Once a person knows which are the positives and which are the negatives, then the only steps necessary to success are to educate and develop the positives.

Regarding industry, perseverance and persistence, will you notice there can be no success without work. Furthermore, there is a time of hustle in which perseverance and persistence are not necessary more than a salesmanship.

I have made a great many salesmen who have never had an order since the instant "right off the reel," as the saying is. Even though the customer has determined to take the customer the order, he wants to be convinced or "drummed" to a certain extent.

To educate means to draw out and the process is very simple. To develop the muscles of the body we must do the right kind of exercise and exercise the muscles scientifically. In developing those mental muscles, figuratively speaking, we must use these same mental laws. We must see the mind on the right kind of food, which means in which perseverance and persistence are not necessary more than a salesmanship.

The man may have the endurance of a Jeffries, the ability of a Socrates, and the reliability of a Lincoln, but he is lacking in action, what does amount to? It is plain to see that can be stronger than his weakness and no man can be stronger than his development of these four elements: ABILITY, RELIABILITY, ENDURANCE and ACTION.

So, then, when you wish to increase a salesman's value, study the 4-4-4-4 formula.

THERE'S one thing nice about money--- your money;

you can spend it where you please for any kind of merchandise you please. So far as we are concerned with it; our one object is to make sure that if you spend it here you shall get the greatest possible value for it. It may be \$10. or \$25. for a suit; it may be 25 cents for a cravat; or anything else we sell; the amount you pay here isn't as important to us as the value we give for it.

If you care to know what a policy of that kind produces in real value, come and see our suits. Start at any price you like the sound of \$10. \$12.50. \$15. \$18. \$20. \$22.50. \$25. and study the result for value. We know what we've done in that line and we'll leave it to your judgment.

Here exclusively you'll find Stein-Bloch Smart Clothes, \$18. \$20. \$22.50. \$25. and such quality at \$15. as characterizes our EVANS FIFTEEN.

Special attractions in oxfords. Snow oxfords, almost unreasonably cheap, \$3.50; Howard and Foster's \$4. and \$5; Hanans. \$5.50 and \$6.00.

Straw Hats that are the latest "craze." Split straws, \$1.50. \$2. \$2.50. \$3. Mackinaws, \$2. \$3. Sennits, \$1.50. \$2. \$2.50. \$3. Bangkoks, \$5. Panamas, \$5. to \$7.50.

Order by parcels post. We prepay all charges.

B. D. Cranst Co. "The Store with a Conscience"

Sunday School Department

THE LESSON FOR MAY 17, 1914. PREPARED BY DR. Z. T. CODY IN BAPTIST COURIER

Luke 16:14, 15, 19-31.

The Pharisees, who were very covetous, took much offense at Christ's doctrine of wealth. We saw that our Saviour taught that money was a trust from God and that as his stewards, men should use it to make friends for Christ and do so by using it for the benefit of men. If this doctrine was practically carried out, much less money would be spent in personal aggrandizement and more in all those ways which are for the saving, betterment, and development of humanity. There would be less profits coming to the rich and larger wages to the laborers. Perhaps the landlord's house would not be so fine, and perhaps the laborer's house would be better.

It was a doctrine like this which the Pharisees scorned. What they believed in was wealth used for personal ease, power and glory. Of course, along with such uses went the ruin of the laborer or slaves who made the wealth and the misery of those who could not get to work who were obliged to work. But the Pharisees did not care for these. He looked on the condition as a proof that they were suffering from the displeasure of a righteous God, and he looked on the wealth of the rich man as a sign of God's favor upon him.

It was this kind of mind that Christ spoke in the parable of Dives and Lazarus. It contains the most terrific utterance that was ever spoken against godless wealth.

The parable is too familiar to need recounting. Two scenes are given, an earthly and an eternal. In the earthly scene there are brought together great wealth and luxury on the one side and the most abject poverty on the other. According to the popular conception of that time this rich man was ever evidence that he was the favorite of heaven and the poverty of the poor man gave proof to all that God himself was against him. But in the eternal scene there was a change! The poor man had ascended to carry him to Abraham's bosom. The rich man had descended to carry him to Paradise and placed him on the far side of a chasm of fire.

The rich man who has enjoyed the luxury of this world, sits up in his grave in hell, being in great torment. He pleads that Lazarus be sent to ease his misery somewhat, but he was told that his days of ease were over, in the Lazarus had enjoyed plenty, while Lazarus had his hardships, but that now things were being reversed up, because they were separated by an impassable gulf and neither could come to the other. The rich man seeing the helplessness of his own situation, turned his thoughts to his brethren, his first brother, the man who was with him when the time was not yet late.

The man may have the endurance of a Jeffries, the ability of a Socrates, and the reliability of a Lincoln, but he is lacking in action, what does amount to? It is plain to see that can be stronger than his weakness and no man can be stronger than his development of these four elements: ABILITY, RELIABILITY, ENDURANCE and ACTION.

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less, but who were living in the error that had so blinded him; and he now pleads with Abraham to send Lazarus to them to warn them. But he was told that if these brothers were not warned and instructed sufficiently by Lazarus they would not be convinced by one from the eternal world.

1. The parable must not be pressed too far. It is only a figure of speech. It is not a history. It is not a kodak view of the other world. It was made, not seen; and made to teach some lessons. The details were shaped so as to teach these lessons most powerfully.

For instance, the seeming closeness of the saved and the lost to each other in this parable and the conversation of Abraham and Dives, were not intended to teach, I think, that such is actually the case in the other world, and that such conversations take place. These details were arranged so as to make powerful things Abraham said to Dives; and again because Dives spoke pityingly of the brother who was in torment.

It is certainly that in this parable that warns men against resting in luxury and wealth. Such a state has the power of deceiving a man so completely that the possessor himself cannot see any sin in his heart.

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poor thinks God's thoughts after him. All legislators who want to register God's will in good laws will work to improve the condition of the poor and also, (if not why not?) he will legislate so to make luxury a shame.

4. The parable brings out some things that Christ certainly believed about Eternity and the other world. These for instance, (1) Angels come for those who are his and bear them to their home; (2) Men immediately after death enter into joy or sorrow; there is no sleep until the resurrection; (3) That the wicked go into unbearable punishment; (4) That there is change for the better possible for those who are lost; (5) That life and this life alone is the time for repentance; (6) That God has done all that is necessary here and now to lead men to repentance and if men reject Moses, and Jesus, Christ, his apostles, his gospel and his church, it is not possible to arouse them; they would not repent if the dead arose and told them to do so; and (7) There is no such place as Purgatory.

5. Our Saviour recognizes in these parables the principles of compensation. Eternity will even up the inequality of time. This principle has been asserted at, but it can stand more than needs so long as it can point to the facts.

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OTT'S HOT SHOTS

IN THE WAR ON POVERTY.

Idle men do not make rich storekeepers.

EDWARD ANKERST OTT

Watch for Life, Pass the Word Along—Now You Today—Get you Tomorrow.

(Make a Survey book of your own store)