

S. A. L. M. A. G. U. N. D. I.

Devoted to the Seaboard Air Line, and the Agricultural and Industrial Interests of the South.

VOLUME III.

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NUMBER 2.

BEAUTIFUL CHERAW.

Its Streets and Homes Sheltered under the Kindly Protection of Giant Oaks, Mulberries and Elms. Blessed with Every Sanitary Advantage—High Altitude, Pure Air, Delicious Water, Even Climate and Thorough Drainage.

Central to a Country of Varied Agricultural and Mineral Resources, and Productive, Well Tilled Farms.

A History Whose Ennobling Influences Impart Dignity to Social Graces and a Healthful Tone to Public and Private Morals.

A happy surprise awaits the fortunate visitor when he first comes to Cheraw. He feels as if he had been

perhaps, as progress is slow. A few miles this side of destination, as we penetrate the valley of the Pee Dee, large cultivated farms planted mostly to corn and cotton, appear in frequent succession. The soil is very productive and apparently well tilled. The approach to town is over a long wooden bridge.

The site of Cheraw is on a high table land, level as a floor, 100 feet above the Pee Dee river, whose water channel is indicated by steep overhanging bluffs a few hundred yards distant. Its geographical position as related to adjacent and tributary country is all that could be desired. Its advantages of location are unsurpassed. It is the largest town in Chesterfield county, of which it is the natural and, in many respects, the actual market. It is surrounded by the conspicuously fertile and prosperous counties of Anson and Richmond in North Carolina, and of Marlboro, Darlington and

And these words are especially applicable to the territory surrounding and tributary to Cheraw. The original colonists who settled in this locality more than 150 years ago were brave and brainy men. There were English, Irish and Welsh families and Scotch "lairds," who after the battle of Culloden in 1746 left the old country for the new. There were also Huguenots, expelled from France on account of their sturdy Protestantism; Quakers of the Wm. Penn stripe and quite a number from the then New England colonies, as several epitaphs on moss-covered stones in the old St. David's graveyard attest. These first settlers were temperate, frugal and industrious. They dearly prized their hard won liberty, but none the less did they "love God and keep His commandments," training their children in the strict paths of rectitude and righteousness. Their first united work was the erection in 1768 of St. David's church, chapel and parsonage. Then (in 1776) a St. David's society was organized, its purpose being thus announced: "For educating youths in the Latin and Greek languages, mathematics and other useful branches of learning." St. David's is one of the very oldest colonial churches in the south. It is venerable, historic and interesting. The same old wrought nails, foundation of imported English brick, the identical sash, glass and shutters are as sound and perfect to-day as they were in 1770 and 1772. Our illustration presents a faithful view of this structure, surmounted by a cross (the holy symbol of the faith of its builders), a portion of the cemetery and the trunk (covered with ivy) of the historical "bell tree," so called from the fact that the bell which signaled the hour of worship was for a long time suspended from one of its branches.

During the war of the revolution, after Gen. Gates' defeat at the battle of Camden, the British troops converted this church into barracks and stabled their horses there. The burial grounds hold the consecrated dust of the early pastors and are associated with many endearing memories. Here lie the bones of Gen. McArthur (a British officer), and mounds covered with verdure and shaded by magnificent trees mark the resting place of scores of early colonists and their families. Some of the hardly legible epitaphs are quaint and striking. All have a peculiar fascination for those who study them. The following, transcribed from a hoary slab, is curious and suggestive:

"My name—my country—what are they to thee? What, whether high or low, my pedigree? Perhaps I far surpassed all other men, Perhaps I fell below them all—what then? Suffice it, stranger, that thou seest a tomb—'Thou knowest its use—it hides no matter whom.'"

apple, birch, sycamore, cypress, maple, cherry, sourwood, hackberry, red elm, holly, swamp pine, iron wood, juniper, dogwood, beach, mulberry and upland hickory.

There are numerous gold deposits in Chesterfield county, and several gold veins that are profitably operated. Granite, kaolin, bismuth, iron and other minerals abound. There are all kinds of soil suitable for cotton, tobacco, grain, grapes and small fruits. The river bottoms are rich in grasses and plant food for stock. Although but comparatively little attention is paid to cattle, they could be easily cared for and made profitable.

Educational interests are sedulously looked after. The public school system is excellent, and pupils are afforded every opportunity for securing sound, thorough, practical instruction by tactful and experienced teachers. One of the most popular is the graded school on Green street, of which we give an illustration. There is also a fine colored school, with an unusually good attendance.

Quite a number of manufacturing enterprises are in successful operation. The Cheraw Knitting Mill is a pioneer in its line of business (see illustration). It was organized two years ago with a capital of \$10,000 (all subscribed and paid for in Cheraw) and produces, with forty hands, 125 dozen pairs of half hose daily. The "ten cent sock" made here is pronounced by dealers to be the best in the world, and the capacity of the mill is hardly adequate to the steadily increasing demand, not only in the south, but in the northern states. It works up South Carolina cotton; it employs home labor. The Flayson Hosiery Mill is another similar enterprise, but manufacturing exclusively ladies' hose (25 dozen daily) of the best quality, full standard, seamless goods. The Cheraw Machine Works have a splendid 35-horse-power engine, building engines, cotton presses, saw mills, grist mills, and the largest and best brass and iron castings, for all of which they find ready and profitable markets. The Braiding Mill (capital, \$35,000) is still another important institution, of which a Boston man is president. Braided rope, tabular braids, lamp wicks, shoe and corset laces and cordage are made here. One rope for which there are large orders, will stand the tension of 1,140 pounds before breaking. The ordinary rope will break at 200 pounds.

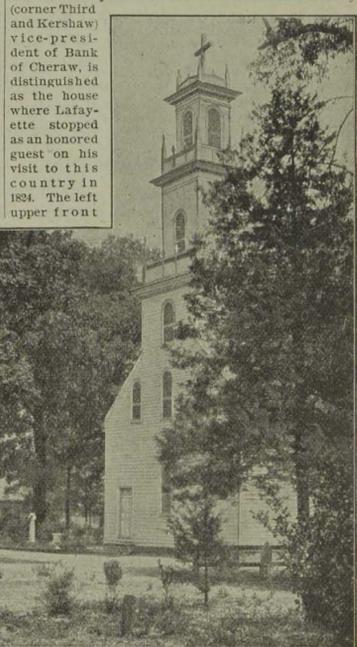
The taxable values of Cheraw are \$300,000, and there is no municipal debt. The tax rate is only one-half of one per cent, and real estate is the only property that is taxed. Meats are wholesome and good, vegetables plentiful, rents low and board cheap. Whether in summer or winter, there is no town of its size (2,000 population) where so much can be had and enjoyed at so little expense. As a sanitarium, easily and quickly reached from all parts of the country, it is the peer of any. Its temperature averages in spring and summer 75°, while the record is 69° in winter. There are balsamic odors from contiguous forests. Contagious diseases obtain no foothold here, and malaria is unknown. The people are educated, refined, exemplary, liberal and sincere. Their social usages exemplify the Golden Rule. The place a visitor hails from (if he or she be worthy of respect) is no longer considered. It was not so very long ago that Federal soldiers raided the whole country hereabouts, but not a trace of sectional hostility now exists. Especially is this true of the veteran soldier. Each Federal and each Confederate found out, after a desperate struggle, that the other was just as good a man as he was, and that ended it. Both are now satisfied. It is under the banner of peace that Cheraw now reaches after victory, and this prettiest of pretty towns certainly deserves its fair proportion of success.

Our half tone illustrations, recently taken at Cheraw, cannot fail to impress on susceptible minds some realistic idea of the "rare and radiant" attractiveness of this so seldom mentioned, comparatively little known, but exquisitely charming old town.

A happily taken scene is that looking west from the Pee Dee bridge to the town bluff. Dr. J. H. Powe (a highly respected citizen) is seated before the toll house, of which he has charge. Two boys, with fishing tackle in hand, stand in the roadway staring at the camera and wondering what it all means. The foliage of overhanging trees forms a beautiful arch overhead, affording grateful shade and pleasing color effects, the *tout ensemble* being very good.

Our residence views were not selected on account of their exceptional beauty of situation or surroundings. There are scores of dwellings equally attractive, which our artist was reluctantly compelled to forego the pleasure of securing.

The owner and occupant of the house on the corner of Green and Kershaw is a cousin of Adlai Stevenson, our late vice-president. The mansion of J. W. McKay (corner Third and Kershaw) vice-president of Bank of Cheraw, is distinguished as the house where Lafayette stopped as an honored guest on his visit to this country in 1824. The left upper front



CHERAW, S. C. ST. DAVID'S CHURCH, BELL TREE AND CEMETERY. SEABOARD AIR LINE.

chamber is where Lafayette slept on that occasion. The Presbyterian church, on Market and Third, was built in 1824, and has been remodeled several times since. There are other denominational churches, all loyally sustained, and three well constructed colored churches.

There are many stately and expensive houses, but we doubt if anything more cozy and captivating can be found in Cheraw than the modest dwelling place of our valued friend, C. A. Malloy, on Market street (see cut), with its wide porch covered with roses and vines. Mr. Malloy, by the way, is industrial agent for the



CHERAW, S. C. THIRD STREET, LOOKING NORTH. SEABOARD AIR LINE.

translated into some enchanted realm. His eyes are fairly bewildered and his senses intoxicated. He sees broad avenues—not one, but all of them—arched over and completely canopied by the interlacing branches of magnificent trees. He looks up, and beholds dense masses of foliage shimmering with tints of emerald and gold as the gentle breeze sways them to and fro. Although the sun may be shining with torrid force in a cloudless sky, his rays have no painful penetration, and there is no excessive heat. On either side, so far as vision extends, are lovely homes, each with its ornamented lawn and garden and open portico, where members of the household sit reading, sewing or chatting, breathing an elixir of air sweet with the odor of roses, honeysuckles, tulips and every other conceivable kind of profusely blooming plant and flower. At every turn and from every point of view fresh glimpses and

Chesterfield in its own state, all having limits closely approximating Cheraw. The debt of the entire county is only \$8,000, while its total taxable property is over \$1,500,000. It voted not long since \$100,000 to extend the SEABOARD AIR LINE from Cheraw to Columbia via Camden. This route, it is claimed, will then be the shortest by sixty miles between points north and south. Cheraw is the head of river navigation. The falls, one and a half miles north (of which we give a faithful picture), could be easily used for the development of any number of horse power. The water approach to this point courses for a long distance over solid granite, on which the superstructure of a dam to any height could be easily and securely laid. This locality is not only picturesque, but a favorite resort for fishing. Large numbers of shad and huge sturgeon are trapped and caught here every season.

For centuries before Columbus made his memorable first voyage to America, this entire section of country, including much more than the upper half of South Carolina now contains, was in possession of the Cherokees, the Pee Dees, the Catawbas and other Indian tribes. They selected and occupied these grounds for obvious reasons. The soil was rich, and with little care amply supplied their wants. The forests were full of game. The rivers swarmed with fish. The climate was mild and healthful. Natural springs of pure water flowed from every slope and hillside. What more could the "untutored savage" ask for or expect? Before the irresistible onset of civilization these once lordly aborigines have been utterly swept away. Not a trace of their existence survives unless it be the legacy of their names, which now distinguish some of the noblest rivers of this state.

But what a glorious heritage of mountain and stream, woodland, valley and plain have those primitive Americans left us! Truly this is a region of many possibilities. Its capacities, if properly developed, are ample enough to maintain thousands in comfort and independence, where only scores now reside. The Hon. John L. McLaughlin, in a recent speech in congress, among many other good things spoken of South Carolina, said in this terse but comprehensive paragraph:

"It will produce almost any and every thing in the line of grains, grasses, fruits, vines and vegetables that can be grown in a temperate and semi-tropical climate. It has an abundant supply of the best quality of timber, suitable for all wood workers and wood users. It is rich in mineral wealth, largely yet undeveloped, which, under proper conditions could make it a manufacturing state of the first rank. It possesses many valuable water powers, which, if utilized, would be ample for all purposes for decades to come. Its agricultural resources would furnish food for millions of people. It has a climate at all seasons which is at once delightful and salubrious. It has a pure, healthy and plentiful water supply. It has good lands at low prices, waiting only to be cultivated to respond with bountiful crops and generous harvests. It offers ample facilities to all who desire an education to fit them for any station, business or profession; and it holds out a friendly hand to all home seekers who will cast their lot here and make for themselves a home in one of the best regions to be found anywhere. And it says to all who are contemplating a change of location for farming, manufacturing, merchandising or other useful vocations, 'Come and see our advantages.'"



CHERAW, S. C. TOLL HOUSE, PEE DEE RIVER BRIDGE. SEABOARD AIR LINE.

suggestions and combinations of beauty are revealed. There is no discordant note. All is harmony. The impression of such scenes is vivid, but to permanently retain them on the mind's retina is as difficult as the attempt to fix the vanished colors of an iridescent dream. To describe them, even, necessitates the tumble from a poetic height of appreciation to the very inadequate level of homely prose.

The word "Paradise" (sometimes erroneously applied to the abode of our first parents) served to designate long before the Christian era the tree dotted parks, with their artificial ponds and banks of flowers, which surrounded the palaces of the Persian kings. So far as external appearance goes, Cheraw is about as Paradisaical as anybody can imagine who has never seen the original Persian pleasure grounds. If the

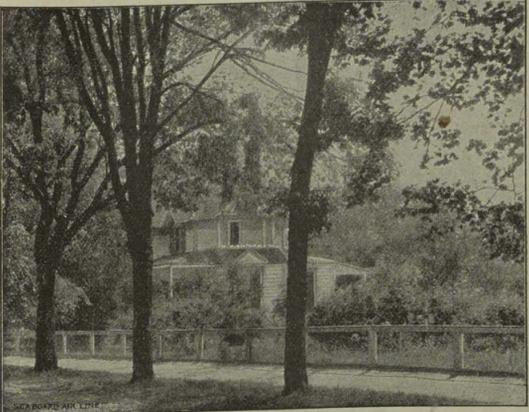


"JOHN." COURTESY OF CHAS. E. VALE PHOTOGRAPHER, PINEHURST, N. C. SEABOARD AIR LINE.

In 1776 the land on which Cheraw was built (then called Whiteham) was deeded by royal grant to Ed. Kershaw, who in 1830 laid out the town in its present symmetrical proportions. Broad avenues 128 feet wide were marked out running parallel with each other, these being intersected by cross streets of exactly similar proportions. Down the middle and on each side were planted rows of stately trees which have now matured into a growth that is majestic beyond description. The view on Third street (elsewhere in this issue) suggests the beautiful effect of these continuous groves. All the avenues, business streets and cross streets are precisely similar. Each is a replica of the other, and next to the health and welfare of their families, the citizens cherish and protect these noble trees. With them it is "Arbor Day" all the year round. So soon as one of their pet elms or oaks shows signs of incurable decay or is seriously injured, it is removed, and another substituted. In this way a perfect uniformity of mature and massive foliage is maintained. There are thirty-six squares (each 200x300 feet) and twelve miles of these streets within the town limits—each having its three rows of elms, oaks and mulberries, flanked by substantial and spacious homes encircled by climbing roses, ivies and vines, with roomy yards and gardens gorgeous with flowers—altogether forming an ideal urban landscape that has no parallel—at least in our experience. It is the place of all others one would naturally most prefer to be born in, live in, die in, and be buried in.

The county has an area of 750 miles, only one-fifth of which is under cultivation. The land is productive and well watered, and there are tracts, both timbered and arable, ranging from a few up to 50,000 acres, that can be purchased at from fifty cents to \$1 per acre. This seems astonishing, but we are assured such is the fact. Even within the town, eligible large lots 100 feet front by 300 deep can be bought at surprisingly low figures.

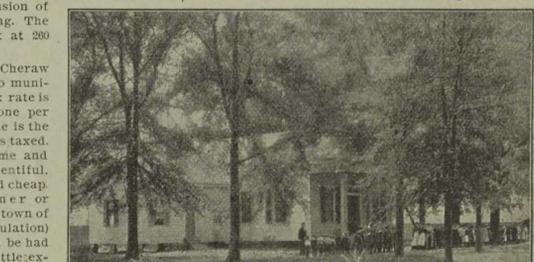
In hard woods, as well as second growth pine, the tributary country excels. The display of Cheraw's timber product at the Atlanta Exposition embraced forty-three varieties. Among these were the white, water, red, post and black oaks, white hickory, cottonwood, willow, poplar, red and white ash, persimmon, walnut, sweet gum, tupelo gum, short and long leaf pine, rosemary pine, sassafras, locust, black gum, crab



CHERAW, S. C. RESIDENCE OF F. A. WADDELL, CASHIER BANK OF CHERAW, MARKET STREET. SEABOARD AIR LINE.

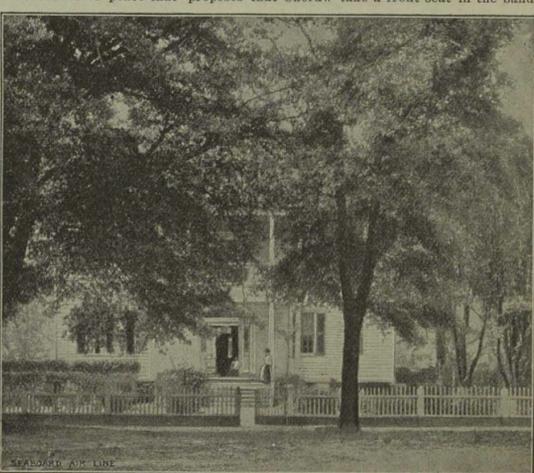
reader is disposed to think this statement is an exaggeration, let him go there and see and judge for himself.

Cheraw is the terminus of an 18-mile spur of the SEABOARD AIR LINE, extending southeast from Hamlet, N. C. The transportation facilities for passengers are limited to one coach, a baggage car and a wood burning locomotive, but this is apparently sufficient for present demands. The trip is pleasant—the more so,



CHERAW, S. C. GRADED SCHOOL AND PUPILS, ON GREEN STREET. B. C. MCIVER, PRINCIPAL. SEABOARD AIR LINE.

SEABOARD AIR LINE, attending all its meetings with religious zeal, regardless of time and expense. Here he was born and raised. He knows every rood of ground within 100 miles radius. His hip bone was shattered by a musket ball at Chancellorsville, and he walks lame, but manages to "get there," all the same. He knows everybody here, and is a universal favorite, for he is an intelligent, frank, sagacious, generous hearted, public spirited, broad gauged man. He loves Cheraw (what native born and bred does not), and will never consent to its being side tracked as an inconsequential town. He wants it to share in the benefits that will result from that spirit of progress which is now stirring the energies and stimulating the efforts of people from Portsmouth to Atlanta, and Wilmington to western North Carolina, all along the SEABOARD AIR LINE. He proposes that Cheraw take a front seat in the band



CHERAW, S. C. RESIDENCE OF J. W. MCKAY, THIRD AND KERSHAW STS. HERR LAFAYETTE WAS A GUEST ON HIS VISIT IN 1824 TO THIS COUNTRY. SEABOARD AIR LINE.

wagon with other ambitious towns having no more if as many claims on public consideration. As a resort for invalids, as a refuge for northern settlers, as a place for investing in manufactures (utilizing the immense Pee Dee water power now running to waste), as

(Continued on Fourth Page.)

S. A. L. MAGUNDI

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This paper is published monthly for gratuitous circulation by the SEABOARD AIR LINE, not merely to advance its own interests, but to promote the development and welfare of the South—especially those sections intersected or reached by its main, diverging and connecting lines.

Its main object is to arouse a spirit of inquiry and investigation among residents of the New England, Northern and Western States, and induce them to consider the vast advantages of soil and climate which the South offers, not only to men of means, but to all worthy, enterprising and industrious immigrants.

Letters and communications from trustworthy sources relating to properties of soil, methods of husbandry, fruit raising, results of experience in diversified farming—giving information also of crop yields, of mills erected or contemplated, or other industrial enterprises, including data of business and local and municipal improvements in stations, towns and cities along the SEABOARD AIR LINE, will be gladly received and published for the benefit of our readers. Address such correspondence to

STANLEY G. FOWLER, Editor "Salmagundi," Seaboard Air Line, Portsmouth, Va.

All letters of inquiry from the New England, Northern and Western States, and other sources in Canada or Europe written by intending settlers or parties interested in the investment of capital and labor in new manufacturing and industrial enterprises, the introduction of improved methods of husbandry, the purchase of water powers, the selection of mill sites, the location of permanent homes, the negotiation of colony schemes, etc.; also such solicited facts in regard to prices of farms, of the soil, the productions, uncultivated lands, and the special adaptability of different soils in territory tributary to the SEABOARD AIR LINE, to dairying, tobacco and cotton planting, trucking, the growing of hops, corn, grasses and grain, the raising of fruits, berries and other products, should be addressed to

JOHN T. PATRICK, Chief Industrial Agent Seaboard Air Line, Portsmouth, Va.

"Farms and Farm Lands along the SEABOARD AIR LINE" is the title of an interesting pamphlet of fifty pages issued by the SEABOARD AIR LINE, Portsmouth, Va. This pamphlet, taking up in detail the stations along the line of the railroad from Portsmouth, Va., to Atlanta, Ga., sums up concisely but fully the varied characteristics of the farming country adjacent to every station. The information as presented gives in detail the character of the country, the soil, the productions, the cost of land and much other matter of particular value to all seeking to study in advance of a trip to the south the relative advantages of different points. This pamphlet, should have a very wide circulation throughout the north and west.

Manufacturers' Record of Baltimore, Md.

AN INSTRUCTIVE PAMPHLET

A copy of the above pamphlet will be sent to any applicant on receipt of four cents (in stamps) to cover cost of mailing and postage.

PORTSMOUTH, VA., MAY, 1897.

OUR INDUSTRIAL AGENTS.

Supplementary Proceedings at the Recent Convention Held at Charlotte.

Addresses by Albert Phenix, of the Manufacturers' Record, and Others.

We published in our last issue the address made by John T. Patrick, chief industrial agent, before the convention of SEABOARD industrial agents recently held in Charlotte. When Mr. Patrick had concluded his very interesting remarks, the first of the sub-agents called on was J. K. Hill, of Maxton, N. C.

Mr. Hill reported that the people of his town were working harmoniously and intelligently toward the desired end, and that the flower garden at the station had been planted. On Arbor Day 800 trees were set out and dedicated, and the military company, schools and citizens in carriages turned out in parade.

Dr. Frank Bright, of Ellenboro, the "banter" industrial agent, gave an interesting account of Arbor Day in Ellenboro. This was especially interesting for two reasons, one of which was that 700 of the 1,000 trees set out that day were fine varieties of black heart cherries, taken from the near-by celebrated Cherry mountains, thus combining use and beauty, and the other reason was that all the people of town and country joined in and had a regular jolly picnic over the work, and had a royal good time. Dr. Bright exhibited a very pretty photograph of the gathering, two features of which were the SEABOARD AIR LINE passenger train with engine No. 210 and Capt. George Welsh and his crew on one side, and a 90-foot long table on the other side, burdened with the good things the housewives had provided for the feast. Ellenboro offers free factory sites commensurate to the requirements up to 200 acres of land.

Addresses were also made by J. C. Beam, Shelby; R. G. Yarborough, Osgood; and C. W. Watkins, of Rutherfordton, and at 1:00 p. m. the convention adjourned until 2:00 o'clock.

AFTERNOON SESSION.

The addresses of the agents and reports of their work were resumed when the meeting came to order at 2 o'clock.

Reports were made by D. A. McDonald, Carthage; F. M. Purefoy, Wake Forest; H. H. Powell, Aberdeen; L. E. Rollins, Merry Oaks; A. L. McNellie, Sanford; W. D. Spruill, Franklinton; B. F. Martin, Conway; G. W. Pruden, Severs. Mr. Pruden's report was especially interesting, as he stated that the colored people of the town were following the example set, and have planted trees in front of their houses, mended their fences and started neat flower gardens.

Reports were also made by M. Crowell, Monroe; S. Massey, Catawba Junction, S. C.; J. E. Phillips, Cameron; J. G. Womble, Moncure; W. L. Baxter, Ridgeway; A. B. James, Laurinburg; M. Russell Jeter, Cartersville, S. C.; George H. Parker, Woodland; T. H. Griffith, Bogart, Ga.; G. T. Bostic, Bostic; J. Allen Smith, Abbeville, S. C.; J. S. Anderson, Athens, Ga.; A. F. Hancock, Lewiston; J. S. Reid, Matthews; H. L. Hill, Boykins, Va.; P. W. Squires, Branchville, Va.; R. J. Leary, Franklin, Va.; J. E. Booker, Suffolk, Va.; J. Z. Yates, Killy, Va.; Burwell Riddick, Suffolk; W. H. Bush, Winder, Ga.; Thos. B. Wilder, Louisa; J. R. L. Bennett, Middleburg; Benj. L. Hester, Rutherfordton; F. Hunter, Neuse; John C. Cook, Cross Hill, S. C.; T. R. Walker, Littleton; J. O. Hawthorn, Auburn, Ga.; J. S. Spearman, Whitmore; S. C. D. B. Martin, Five Forks, Ga.; T. E. H. Stephenson, Van Wyck, S. C.; L. F. Edwards, Athens, Ga.; J. C. Reddick, Youngsville.

OHIO COLONY AND INVESTORS' UNION.

Col. O. S. Hayes, of the Ohio colony at Statham, Ga., spoke at some length and reported a bustling condition. He stated that his people were going into the cultivation of improved grasses and clover with excellent results. Colonel Hayes also said that Arbor Day had been celebrated by the planting of between 400 and 500 trees, and that the ladies of the town had organized a co-operative league; a park has been laid out and half an acre experiment ground started, in which have been planted a general variety of fruit and nut bearing trees and vines. Considerable attention is being paid to the improvement of stock. Colonel Hayes has settled three new northern families in the past few days, and reports 115 letters of inquiry received and replied to since the last meeting.

The closing remarks were made by George Allen, the manager of the Investors' Union of Raleigh, who summed up the reports by saying that during the past sixty days there had been organized thirty village improvement societies, fifty railroad stations had been improved and 30,000 trees planted out, in towns on the line of the SEABOARD AIR LINE. He congratulated the members on having demonstrated the fact that organization could be effected by southern people. He urged them to make similar efforts to create in their respective towns organizations for the industrial and financial development of their localities, and said: "If you cannot have a large company or mill, have a small one, and make it grow by good management. The work done by this association is worth to the state's interest at least \$100,000, and if continued will soon be of double value."

AT THE NIGHT SESSION.

Mr. Albert Phenix, of the Manufacturers' Record, who had been invited to meet with the agents and

make an address bearing upon the industrial interests of the south, addressed the audience as follows:

MR. PHENIX'S ADDRESS.

"Mr. Chairman and Gentlemen: The theme assigned me, 'The South and Its Possibilities,' opens up a vista of so vast proportions that I feel certain you will grant me pardon if in my remarks to-night I simply 'skirt the edges.' It was only on my arrival in Charlotte at noon that I became aware of the text which had been given me, so that even were I disposed to seriously and faithfully carry out the programme to the letter, I would find the time all too short in which to arrange an array of narrative and prophecy which would do this mighty subject simple justice; and instead of the short address which I shall make to you, you would have the veritable volume on your hands; for how could the possibilities of this fair land be exhausted in a matter of words? When we contemplate the enormous wealth the people of sterile and rock-ribbed New England have accumulated; when we reflect that her commanding place in the industrial world has been acquired in defiance of the fact that not one ounce of raw material of any sort—not even of fuel—but is hauled to her from hundreds of miles away, and that for months in every year she is immovably bound in icy fetters, days in which the gloomy wintry light is early turned to darkness; when we turn from that picture to the appreciation of what source her coal, her iron, her cotton, her timber, her mighty water powers and her whole year of fruitful warmth and sunshine, who is there that dare attempt to put a limit upon the possibilities of the south?"

"Therefore, gentlemen, I shall here confine myself merely to a consideration of some of the matters directly connected with the work in itself of such large possibilities that even after giving full credit to the prescience of its founder, I am almost inclined to believe the verdict of the future will be—if you, gentlemen, continue to follow faithfully the programme of your leader, he will be even better than he knew, which has already come from the movement that has been inaugurated, and if you go on as you have begun, before five years have rolled around you will have made of your localities something but a little less than a veritable paradise, and have challenged the attention and the admiration of the world.

"Something has been said here to-day about the value of co-operation. It is undeniably the important thing. Co-operation made Chicago and Kansas city what they are to-day, and the same spirit is responsible for the growth of the south's liveliest city on the unpropitious geographical spot that the city of Atlanta occupies to-day. Enthusiasm and co-operation will plant factories on a barren shore, will make a city in the trackless wilderness.

BEAUTIFYING STATIONS AND TOWNS.

"As it seems to me, one of the strongest points in the plan of this undertaking is the one which provides a place of beginning. Work in any line once begun leads on to further efforts, for what we do always mightily influences our opinions and our ambitions, and the contagion of example is proverbial. I have known a whole family to become regenerated through the influence of one member who acquired new ideas and ambitions, and one enterprising family has frequently revolutionized the methods of living of a whole neighborhood. Even in the slums of New York, where humanity is presumed to be most fixed in its ways and less susceptible to influences, a most interesting experiment has been successfully carried on, by which the care of local fountains and parks has been placed entirely in the hands of the children of the tenements; they have been organized and inspired with an appreciation of the value of neatness and cleanliness and tidiness, and which used to defile the fountains and litter up the streets to the despair of the street cleaners and custodians, every dweller in the district sees to it that there shall be no other section better kept than the one in which he lives.

"I see in this endeavor to beautify railway stations and public streets the beginning of a movement of incalculable benefit. Slovenly, unkempt exteriors, whether of people or of towns, do not attract the favorable consideration of outsiders. Where mature has done so much, and is ever ready to beautifully lend a helping hand, it is so easy to make attractive homes and towns, and for this very reason the damnation of the repulsive place is all the deeper. Hasten the day when instead of ragged loafers on the street corners which may be found in every town in the south every body busy in some useful employment; if nothing more in joining in the common work of beautifying and adorning and making more comfortable and attractive the place in which they live.

DO SOMETHING, AND KEEP AT IT.

"Now, regarding attempts to get manufacturers. Your representative from Raleigh, Mr. Allen, has formerly given expression to an opinion which has often deeply impressed itself upon me. An application of the building and loan plan has been successfully made to numerous industrial undertakings in the south, and why not still further extend this plan, where outside capital is not readily obtainable? There is much idle money in the north, much that will inevitably find its way into southern investments; but instead of waiting long for it to come to you, why not begin some industry at once—after careful consideration of your resources and possibilities, and a mature working out of plans of course? If you can't start a big factory, what's the matter with a smaller one? It is so easy to start a cross-road blacksmith shop, and everybody knows how gigantic house there is to-day. A buggy and wagon factory at Rock Hill, S. C., now an incorporated company, paying dividends on thousands of dollars of stock, was started less than fifteen years ago by a man with a capital of \$10. The day of small beginnings is not to be despised; few of the biggest institutions of the country sprang full fledged and altogether equipped from the pockets of millionaires. It is not the size of the beginning, only let there be a beginning—that is the great essential point. Do something, and keep on doing something.

"These are points in the internal development of a place, and are essential in arousing that spirit of ambition and enterprise in the community which is necessary for any community growth. There have been cases where outsiders saw and appreciated a situation, and simply took it in, without reference to co-operation with the people of the place; but if it is desired to have any part in the development of a community, it is absolutely necessary that there shall be a live public spirit, an energetic force which initiates and co-operates and does not wait for the stranger to do all the work and get about all the profit.

JUDICIOUS ADVERTISING.

"In striving for outside men and means, there are three factors. You must have either a live organization or a live real estate agent who takes a constant interest in letting outsiders know what you have and in religiously following up every inquiry regarding your locality. Then you should have some printed matter, truthful and comprehensive enough to give an intelligent idea of the actual conditions at your place, and printed in clear type, no matter how plain it may otherwise be. You can't afford to write letters to every inquirer, and you ought to see that every man who comes advertising is sure to be supplied. And many comes advertising. Any advertising is better than none at all, for obscurity and oblivion are high nationalities. But the best results from advertising can only be gained when you have the other factors of printed information and a faithful hand to direct the efforts.

"And in advertising you should consider the character of the paper's readers as related to the object you have in hand. The man who has molasses for sale would hardly get results from advertising in a handsome journal.

"After determining the people you want to reach, you must then find out and select the paper which reaches the most of this kind of people and stands best with them."

Mr. S. Wittkowsky responded to numerous calls and made a very strong address expressing interest in the work being done by the association. On motion Mr. Patrick, he was elected an honorary member.

Mr. Thomas Davis was called upon and made a valuable address on the cotton seed oil business of Charlotte.

The meeting then adjourned subject to the call of the chief. The next convention will probably be held in June.

TREES AND FLOWER GARDENS.

What has been Done and is Doing along the Seaboard Air Line.

The experimental farm at Hamlet, N. C. (says the Enterprise) lies well under way. Trees and shrubs set out are doing nicely. Fruits of all kinds are to be raised, and other things not usually found in this section.

The local industrial agent at Athens, Ga., J. K. Dixon, has made an acceptable proposition to the Ladies' Garden Club; the SEABOARD AIR LINE to furnish all the seeds, tools, water supply, etc., for the cultivation of flower gardens at that station, the club to give the enterprise the aid only of their suggestions, advice and occasional superintendence. There is no money making side to the plan, the underlying purpose being to create a desire for the beautiful, so that this country, so rich in resources both in soil and climate, will be made to "blossom like the rose."

The SEABOARD AIR LINE, with its usual public spirit and enterprise, is having all its stations made attractive by flower gardens and ornamental plants. At Pittsboro (says the Record) a garden is being prepared on the lot near the depot belonging to Capt. W. L. London, who has consented that it may be used for that purpose. First impressions are said to be the most lasting, and when strangers arrive here, and see a beautiful flower garden at the depot, they will be at once favorably impressed.

Mr. Patrick, chief industrial agent of the SEABOARD AIR LINE, is responsible (says the Littleton Reporter) for the efforts to make the state a land of flowers and beauty to travelers. Mr. Patrick wishes station agents to solicit aid from their patrons and get them interested in beautifying their villages and towns. Let the noble women of Littleton assist our worthy agent to make the spot he has chosen a beauty and an ornament to the town.

The Carthage Blade, of recent date, says: "Our citizens are paying more attention to their yards this year than usual. Many have planted lawn grass, and made other changes. Very little trouble to have ornamental surroundings."

At a meeting of prominent citizens at Reepsville, called to discuss the aims and objects of the Lincolnton Board of Trade and of the industrial department of the SEABOARD AIR LINE, Mr. F. H. Turner gave a full and complete explanation, the result being the addition of several names to the membership of the board of trade.

"Our esteemed agent here, Captain T. F. Anderson, one of the best and most careful station agents in the state," says the Roanoke News, "is preparing to have a beautiful flower bed at the SEABOARD AIR LINE depot, and it will be his pride and pleasure to make it as handsome as possible. Some few agents have been disposed to kick against the order or request for these flower beds. But not so with our agent, Captain Anderson, and his assistants. They recognize the fact that anything that tends to the attractiveness or popularity of the road they serve also benefits every employe along the line, either directly or indirectly. The SEABOARD AIR LINE is to be congratulated on having their business at Weldon in such worthy hands."

At Cameron, N. C., on Arbor Day over 300 trees were set out. The people contributed trees from every quarter, from the creeks and rivers, from the valleys and plains. They came in wagons, buggies, ox carts and wheelbarrows. Every street was planted with elm, maple, ash, holly, sycamore, cedar and various other kinds. A row of memorial trees was set out in front of the Presbyterian church.

On Arbor Day at Maxton, after 300 trees had been set, the people were addressed at Army Hall by Dr. H. G. Hill. He congratulated the citizens of Maxton on the enthusiasm and energy they had displayed in adding to the physical beauty of the town. He spoke of the importance of this, but the greater importance of keeping the town morally and socially clean. One of the principal points touched upon was the necessity of establishing a well organized graded school, and how easy it would be to erect a building if those so vitally interested, as many here, would make up their minds that they would have such a school.

"HAPPY HUNTING GROUNDS."

There is many a hunter's paradise on this earth yet (says the Bay Line Oriole), although some people think that the game and birds have all been shot east of the Rocky mountains. Sportsmen who have been down the Chesapeake by the route of the Old Bay Line from Baltimore know well where these happy hunting grounds are.

From the time you reach Hampton Roads on the Bay Linesteamer you are within their borders, for it is a fact that many a covey of birds can be started within five miles of Old Point, where the Bay Line steamers land. The sportsmen can continue on to Portsmouth, however, and from here can reach the eastern section of Virginia and North Carolina, where to-day the skilled gunner can find something worth shooting all the way from quail to deer. Two hours' ride out of Norfolk by the SEABOARD AIR LINE will bring you to an excellent country for sport. At Suffolk, Va., for instance, the hunter starts for the Dismal Swamp, noted for its deer and wild turkey; also ducks and snipe, while bear are frequently seen. Near Purvis, Va., but an hour's ride from Portsmouth, are woods where deer are frequently shot. All along here are good hunting grounds, which can be reached by people who leave Baltimore on the Bay Line steamer at night, by noon the next day.

A trip of two hours on the Norfolk & Southern railroad from Portsmouth brings one to Edenton, N. C., the center of a famous fishing and ducking country on Pamlico sound. An hour's ride on the Norfolk & Virginia Beach road brings the hunter to Virginia Beach and Lynnhaven Bay, another famous resort for ducks, wild geese and other birds. The North Carolina school lands, as they are termed, comprise a tract of over 100,000 acres, heavily wooded, near Newberne, N. C. This tract is very wild, and is noted for the bear and deer it contains. The stranger can secure a negro guide and penetrate it, but it is hardly safe to venture into the region without one. The place can be reached in thirty-six hours from Baltimore by the Bay Line and Norfolk & Southern road, the latter connecting with steamer for Newberne at Elizabeth City, N. C.

A dozen other hunting grounds might be mentioned which can be easily reached by the Bay Line, which connects with all the railroads entering Norfolk and Portsmouth.

Of Mr. R. I. CHEATHAM, the recently appointed assistant general freight agent of the SEABOARD AIR LINE, the News and Observer says: "He is a North Carolina boy who has gotten to the top solely by merit. Mr. Cheatham began railway life under his father, Mr. I. J. Cheatham, who has for years been the trusted agent of the Raleigh and Gaston railroad at Franklinton, N. C., and has by hard work and faithful attention to duty, filled successively and successfully the positions of clerk, freight conductor, passenger conductor, freight and passenger agent of the SEABOARD at Durham, division freight agent at Atlanta, and now this North Carolina boy is made assistant general freight agent."

"Mr. Cheatham's promotion is exceedingly gratifying to his many friends throughout North Carolina, and the management of the SEABOARD AIR LINE are to be congratulated upon their good judgment in his appointment."

MR. WILBER F. WILSON, of Atkinson, N. H., writes under date of March 13 ult.: "It has snowed here all day, and the ground is frozen hard, covered with four inches of snow. No work is being done."

On the same day the temperature in Wilmington (says the Messenger) was 70°, and spring vegetables were plentiful in the market.

SOUTHERN PINES BOOMING.

A Recent Visit to This Famous Health Resort in North Carolina.

(Editorial Correspondence, Pleasantville, N. J., Press, March 17.)

One of the most delightful rides that can be had is from Portsmouth, Va., to Southern Pines, over the SEABOARD AIR LINE. The ride is through a section of country that is noted for many hard fought battles in the rebellion. Suffolk, the first city of prominence reached, lost many brave soldiers, and scarcely a house stands now but what has been built since the war. A more beautiful city does not exist in the south to-day. The soil is well known to be very productive. The northern markets are supplied probably as much from this section as any other. The quality of the produce is not surpassed by that of any other locality.

A little farther on will be found Weldon, another important and beautiful little city. The chief industry of this place is the manufacture of tobacco and cigars. Some of the most fertile soil in the south is found in this section, which is devoted mostly to the cultivation of tobacco. Tobacco is grown very successfully, and with profit, for fifty miles each side of Weldon.

After leaving Weldon the scenery is superb. The tall pines and mountainous territory are sights to behold, especially after Raleigh has been passed. In all this section the cultivation of cotton is the chief feature, and the large fields tilled for this purpose, as is shown by last year's stocks remaining, will give an idea of the extent of this industry. Every station has its platform with scales for weighing cotton, whether small or large. One thing in particular was observed when leaving Raleigh going south. Two railroads run side by side, when at a distance of eight or ten miles they cross each other, but both trains stop at a standstill when the crossing is approached. On inquiry it was ascertained that no train passed over this crossing without first having come to a full stop to insure safety. The writer remarked that had this rule been adopted by northern railroads the horrible meadow accident near Atlantic City would not have occurred, and fifty souls would have been saved from an awful death.

Sixty-eight miles from Raleigh is located Southern Pines. A beautiful place, indeed, but nothing now compared to the prospects of its future. The place is situated in a beautiful section of the state, with its electric railroad and electric lights, etc. Best of all, it has its superb view of the mountains 150 feet above sea level, thus giving an atmosphere that is dry, refreshing and pure. It is a sanitarium by nature, with modern conveniences, and with the bill of fare for its visitors, it is not a wonder the place has flourished. It has half a dozen first-class hotels, besides several boarding houses. Three churches are patronized by four denominations. A very large saw mill is also in operation, and the lumber business is another of the great industries all along the line nearly overlooked by the writer.

North Carolina pine is noted everywhere for its popularity, and almost every station has its saw mill. There is one feature in relation to this industry that to my mind is overlooked, which is of great importance to the farmers there, and that is the sawdust, which is not made an account of at all. By the use of chemicals it can be made one of the most valuable fertilizers in existence. No doubt in time all the sawdust made will be utilized in this way.

The cherry trees two weeks ago were in bloom. Easter lilies, hyacinths and crocuses adorned the yards of the different houses.

Just six miles from Southern Pines, connected with an electric railway, is one of the most beautiful little places in existence anywhere. It is called Pinehurst, and is owned exclusively by the soda fountain manufacturer, James W. Tufts, who bought 5,000 acres. On the highest elevated ground that could be found, he laid out and built a city of about forty beautiful cottages and a dozen or so hotels and boarding houses, which, by the way, were all filled to their full capacity. The sight was a beautiful one to see, very tall, thrifty looking pines, and on the ground to see a nice green crop of grass almost as far as the eye could reach, intermingled with the trees. One would have to see it to realize its beauty. The cottages here are rented for \$150 to \$250 per year. If all of them were rented and another applicant appears the proprietor at once builds another for his patron.

About half way from Pinehurst to Southern Pines, one of the most thrifty and beautifully laid out orchards was passed. The orchard contained 35,000 trees, and it is profitably managed. The SEABOARD AIR LINE covers a very large territory, extending far into the south. It is a very wealthy and successful corporation. Its officers are all gentlemen, courteous and obliging. Too much could not be said of them.

GROUND AND LOFTY TUMBLING.

By a Noted Bicyclist—The Proprietor of the Popular Railroad Hotel at Henderson, N. C.

(From the Henderson, N. C., Gold Leaf.)

If there is one thing that Jim Massenburg prides himself on more than his ability to run a good hotel, it is his perfect mastery of the bicycle. The self-confidence with which he mounts his wheel is inspiring to more timorous individuals, and the grace and skill displayed in his ordinary afternoon "spins" of thirty-five or forty miles is a source of jealousy to riders of less nerve and dexterity. So much so that one man at least got disgusted early in the season, and quit riding altogether. At any rate, Jim gives that as the reason why John Cooper got rid of his wheel. But John says that it is not true. He was so much the better rider that Massenburg's feelings were hurt, every time he saw him pass the hotel, and rather than risk sacrificing his friendship he preferred to sacrifice the wheel. As proof of the first part of this assertion he produces the following snap shot picture of a true occurrence, in which the genial hotel proprietor figured as second best one evening last week. For time and place see Jim Massenburg.

TASTEFUL ORNAMENTATION.

Some wise man has said that "whoever makes one spire of grass grow in an arid waste, or where nothing of the kind before existed, deserves well the plaudits of his fellow-men, or words to that effect. Viewed from this standpoint, Supt. Whisnant, of the SEABOARD AIR LINE, not only merits the commendation, but has especially earned the gratitude of the workers in the SEABOARD beehive in Portsmouth. None can gainsay the now established fact that he has an eye for the useful and beautiful (utiles et utilis), and that he knows how to graft on the prosy details of business, something of that poetry of life which is too often lost sight of in this money grubbing world.

For a long time the barren strip extending along the south side of the building where the ground floor offices (his own included), are located, has been an eyesore to Supt. Whisnant, as it has to nearly everybody else. After thinking it over he concluded that some effort should be made to improve and beautify it. Industrial agents were enthusiastically planting little parks and gardens at various stations along the line, while the largest and most important passenger renovations of all remained uncared for and neglected. Why not create an instructive object lesson at home, that would please the eye and gratify the aesthetic sense? Acting on this laudable impulse, he at once set a squad of laborers at work, and the result is about as pretty a bit of greensward decorated with flowers as can be seen anywhere.

The hard baked, sodden ground along the building was first loosened with a pick, then shoveled up and carted off. Rich fresh soil was then spread over the vacant space to the depth of about twelve inches. This bed of mold was then inclosed on one side by an ornamentally arranged border-work of brick, and surrounded by a layer of thick clover turf, which has already taken root and is now as fresh and green as it was when taken from the place where it grew. The dimensions of this charming oasis amid street surroundings the reverse of pleasant, are about six feet deep by 100 feet long. An iron chain attached to painted posts protects it from trespassers. In front is a neat walk of broken and rolled stone with a top dressing of sand, on the street side of which is another series of posts for hitching uses. The crowning glory of the scheme is a row of ten large vases (heavy iron hooped barrels cut in half) which are filled with rich dirt and planted with geraniums, climbers, roses and other flowers. Many of the last were contributions from ladies interested in the work. In due time the windows of the lower offices will be protected from the glare of the sun by a continuous border of green leaves and odorous blossoms—and won't that be so nice?

reputed to be among the leading landscape artists in the world. By the time Supt. Whisnant has perfected his plans on the SEABOARD front garden patch, we venture to say that Olmsted & Co. will have to look to their laurels. The "scepter mop-pass" into his hands—"no lineal heir succeeding." But we shall see what we shall see.

MODEL TRUCK FARM.

A great deal has been said on the impracticability of raising truck in the sandhills of this section (says the Wilmington Dispatch) and there still remain many facts yet untraced by the writers. Many are of the opinion that this sandy soil is valueless as far as farming is concerned, but such is not the case. A reporter recently paid a visit to "Ferndale," the country place of Mr. George Darden, and was not a little surprised at the neatness and rustic beauty that met his eye. Here everything that can be raised on a farm is produced in abundance, cabbages, tomatoes, beets, beans, sweet potatoes, all thriving and of a large size, meet the eye at every turn. The top soils are white sand, the lower strata being a good grade of light clay, and yet Mr. Darden states that he used very little fertilizers, wood mold and compost being best adapted to this soil.

Not the least attraction of "Ferndale" is its beautiful location. Situated about four miles from the city, on a high cliff overlooking the Cape Fear stands the house—a modern two-story cottage—the river at this point is about a mile and a half wide and the scene from the bluff reminds one of the beauties of the Hudson. This is Mr. Darden's first year, but his farm has long since passed the experimental stage. He has tried almost everything in the truck line, and so far all have proven a success.

Adjoining Mr. Darden's place is the old Morrison homestead. Many other farms, too, in this section. We merely cite "Ferndale" as an instance of what may be done in the sandhills with a little push and a slight cost. None of our citizens need go west or north to purchase farms when we have such land here waiting only tilling to bring forth the fruits of the earth.

CLEANLINESS IS NEXT TO GODLINESS.

The Aberdeen Telegram very truly remarks: "There is nothing that detracts from a town so much as dirty streets. When a stranger sees the streets littered with paper, old goods boxes, wood piles, with weeds growing up in the streets, old shabby fences around the dwellings, with no flower plots about the place, cows and hogs devouring everything in sight, he concludes at once that the inhabitants are a set of lazy, thriftless, good for nothing people, and if he should happen to be looking for a place for investment he is pretty sure not to stop in that kind of a town."

Aberdeen is no worse than the majority of towns of its size, but why not have it better than the majority? Why do not the merchants burn up the sweepings from their stores every morning, pack up the empty goods boxes in their back lots, or destroy them, which is better, move all wood piles from the street or front yards and in their place set out shade and fruit trees or rose bushes, and then let the town authorities do their duty in the matter, and in twelve months we would have an entirely different town, and we would be bragging on it to the outside world. Let us all make a move in this direction, and try to beautify our town."

The mica industry promises to be a source of revenue to farmers who have mica on their lands. The demand is good for first grade, and it is a settled fact that the mica in Cleveland county is as fine as can be produced in any part of the world.

NEW HOTEL AT CARTHAGE.

The people of this town are waking up to a realizing sense of what will best promote its progress. The Blade reports that the prospects for the big, new hotel grow brighter and brighter every day. The company has secured an option on a five-acre site on Rockingham street, about 100 yards from the Blade office; the survey has been made, maps drawn and given to Dr. Bell, the representative of the building syndicate, who has gone north to submit them to his company. Dr. Bell is very enthusiastic in his support of the enterprise, and thinks there is no doubt that the hotel will be built on the site selected, and if his expectations are realized, they will begin placing the lumber in about thirty days.

We understand that the plans and specifications call for a 200-room house, with every modern improvement and convenience—including electric lights and water.

The building will be a most imposing structure, and a more beautiful and desirable location cannot be found. It will be convenient to the depot and business portion of town, as well as removed from the dust and noise of Main street.

The building of this hotel will do wonders for Carthage in the way of advertising its wonderful advantages of healthfulness, etc., to the outside world. We have everything here to make a place desirable to live in—the elevation, an abundance of pure, cool, sparkling water; more fresh air than tens of thousands of people could consume, and a perfect system of natural drainage.

Mr. W. C. Petty, of the Carthage railroad, is also doing a good work in locating the extension of his road from here to Island Ford. He expects to begin grading soon, and will follow the grading closely with track laying. This new road will open up a good timber section, go into the brownstone field and make valuable and accessible the splendid water power at Island Ford and other points on Deep river.

LA WRENCEVILLE, GA.

Is one of the oldest towns in the state. The population is about 1,000. There are three denominations—Methodist, Baptist and Presbyterian—and an excellent graded city school, affording excellent educational advantages free of charge. The town tax is \$2.80 on the \$1,000, and the state and county tax last year was only \$7.00 on the \$1,000—the lowest rate of any county in the state. The county is out of debt and has about \$100,000 in the county treasury. She has one of the finest court houses in the state, in the center of a lovely shaded court, sited with blue grass. The building is comparatively new, and cost \$28,000. She also has a modern fireproof jail, built a few years since at a cost of \$12,000.

The altitude of Lawrenceville is 1,362 feet above sea level, one of the highest points between Atlanta and Mount Airy. No fogs in summer nor heavy dew falls. The climate is simply perfect, and makes Lawrenceville an ideal place to spend the hot summer months. No malaria or mosquitoes.

The county consumes every year about \$300,000 worth of commercial fertilizers, and yet, strange to say, there is not within her borders a guano factory. Lawrenceville, therefore, offers a splendid field for the location of such a factory; also for a cotton seed oil mill and a cotton factory.

A HOSPITABLE WELCOME.

The SEABOARD AIR LINE (says the Cape Charles Pioneer) has extended the courtesy of its building at the Nashville Exposition to the newspaper fraternity. Mr. John T. Patrick, chief industrial agent of that line, says: "We will have plenty of room, desks and chairs

at the disposal of you and your friends. Our building is not for exhibit purposes. We had it put up so as to furnish pleasant quarters for the patrons of our road, and especially the newspaper people. It will be a nice cool place where you can have a quiet corner all to yourself to write, and we want you to understand this is not an ordinary formal invitation, but a downright old-fashioned request for you to make our building your headquarters just as though you had put it up for your own use. Mr. S. D. Clark, who will be in charge of our exhibit during the Exposition, will see that those under our employ take special pains to serve you and make it pleasant for you at your and our headquarters.

"Our building is in the shape of a huge passenger car, and stands near the main entrance to Transportation building."

This road is always doing something nice for the press and its patrons, and it will not be the first time that the Pioneer has accepted the hospitality of this splendid line, so look out for us, Brother Patrick; we will be there.

STATHAM, GA.

J. D. Sitts writes, under date of February 13th, to the Franklin (Ill.) Reporter, as follows:

"Grasses do not do so well as in the north, as yet. Crab grass and Bermuda appear to be best adapted to the soil here. However, clover and timothy are gaining in favor every year, and are believed to be the coming grasses of the country. Alfalfa also has earned a reputation as one of the prominent productions.

"The timber growth is largely pine, with quite a sprinkling of oak, hickory and maple. Fruits grow luxuriantly and yield abundantly. Peaches, plums and pears for the orchard; grapes for the vineyard; and blackberries, dewberries and strawberries for the berry patch; with a ready market for all at Atlanta, at remunerative prices. I have seen here grapevines which grew eighteen feet, and blackberry canes which grew fourteen feet last year, after trimming.

"The cost of living is about the same as with us north. The climate is exceptionally fine, mercury rarely going below 10° above zero in winter, or 90° to 100° in summer.

"It seems only a question of time when this country, lying along the SEABOARD AIR LINE, will be brought to a high state of cultivation and will be dotted all over with beautiful homes, while its inhabitants will be supplied with all the necessities and luxuries of life, the products of the native soil. Lands are cheap, and can be bought on satisfactory terms; \$5 to \$20 per acre are the prevailing prices.

"A few years ago Mr. E. St. John, so long connected with the Chicago, Rock Island & Pacific railway, was called to take the vice-presidency and general management of the SEABOARD AIR LINE, and to him more than to any other man is due the present prosperous condition of the territory lying adjacent to the railway under his management. He at once set about introducing northern people and northern enterprise into his plans, and his efforts have been crowned with success.

"To any one who is desirous of avoiding the rigors of our northern winters, northern Georgia offers very superior inducements. To-day we are having typical Georgia winter weather; at 8:00 A. M., mercury 37°; 2:00 P. M., 62°."

MR. WALTER RAMSAY, agent at the SEABOARD AIR LINE depot at Shelby, is using every effort to have the finest flower garden of any agent on the line. He has it neatly and tastefully arranged, and when completed it will be a thing of beauty and a feature of the town of which the inhabitants may well be proud.

"THOSE LITTLE MILL MEN."

The Northwestern Lumberman has a representative and correspondent traveling in the south, and this "Chiel among us, takin' notes" has recently visited various points along the SEABOARD AIR LINE. He closes a long and interesting communication to that paper with the following humorous paragraphs, in which there is perhaps "more truth than poetry":

"The SEABOARD AIR LINE not only runs through a part of the Dismal Swamp, which, by the way, has some beautiful farms in it, but runs through a country that has several planing mills, the owners of which have a dismal time getting their orders filled by the small people who run the small portable mills that abound in the country. At every place I stopped I heard the planing mill man's little tale of woe, and I could not help but feel real sympathy for them. Job may have had boils and other troubles, but had he only known it he escaped some of the trials of these latter days, and not the least is the worry over the broken promises of the portable saw mill men of North Carolina.

"There seems to be something in the air or in the nature of the man that will not allow him to do anything to-day that he can put off until to-morrow. The only thing he is on hand with is promises, and these he gives without stint. I think the old-time southerner gets along with them best, but when a northern mill man is trying to deal with them he has a serious time. You can fume and swear and rave, but you must wait, and you might as well make up your mind to do it, and with a good grace.

"I once heard of some ladies who ordered a hack to take them to a certain train. Train time came, but no hack. One lady thought it a shame to be treated so, but the other, who was older and more experienced, remarked, 'Well, perhaps he thought to-morrow would do just as well.' I only found one northern man who bought of the portable mill man who seemed to have no kick coming; in fact, I think he is getting rich. I noticed in his office he had a refrigerator in that of a safe. I did not want to expose my ignorance by asking questions, but took it for granted that money was coming in so fast that it got hot from the friction and he was obliged to put it on ice to bring it to the right temperature to handle."

TOWN OF LINCOLNTON, N. C.

Elevation 1,000 feet, natural drainage, particularly free from malaria and noxious diseases.

Has in its immediate vicinity five cotton mills, one foundry and machine shop, one furniture factory, one woolen mill, three improved roller flouring mills, one mica mill, one bank, two competing railroad lines, with good passenger service; lithia, arsenic and other mineral springs of great value; valuable mineral deposits; terra cotta clay in abundance.

Lodges A. F. and A. M., K. of P., K. and L. of H., Heptasophs, five churches, good schools, refined society. Hearty co-operation for those desiring to invest in business.

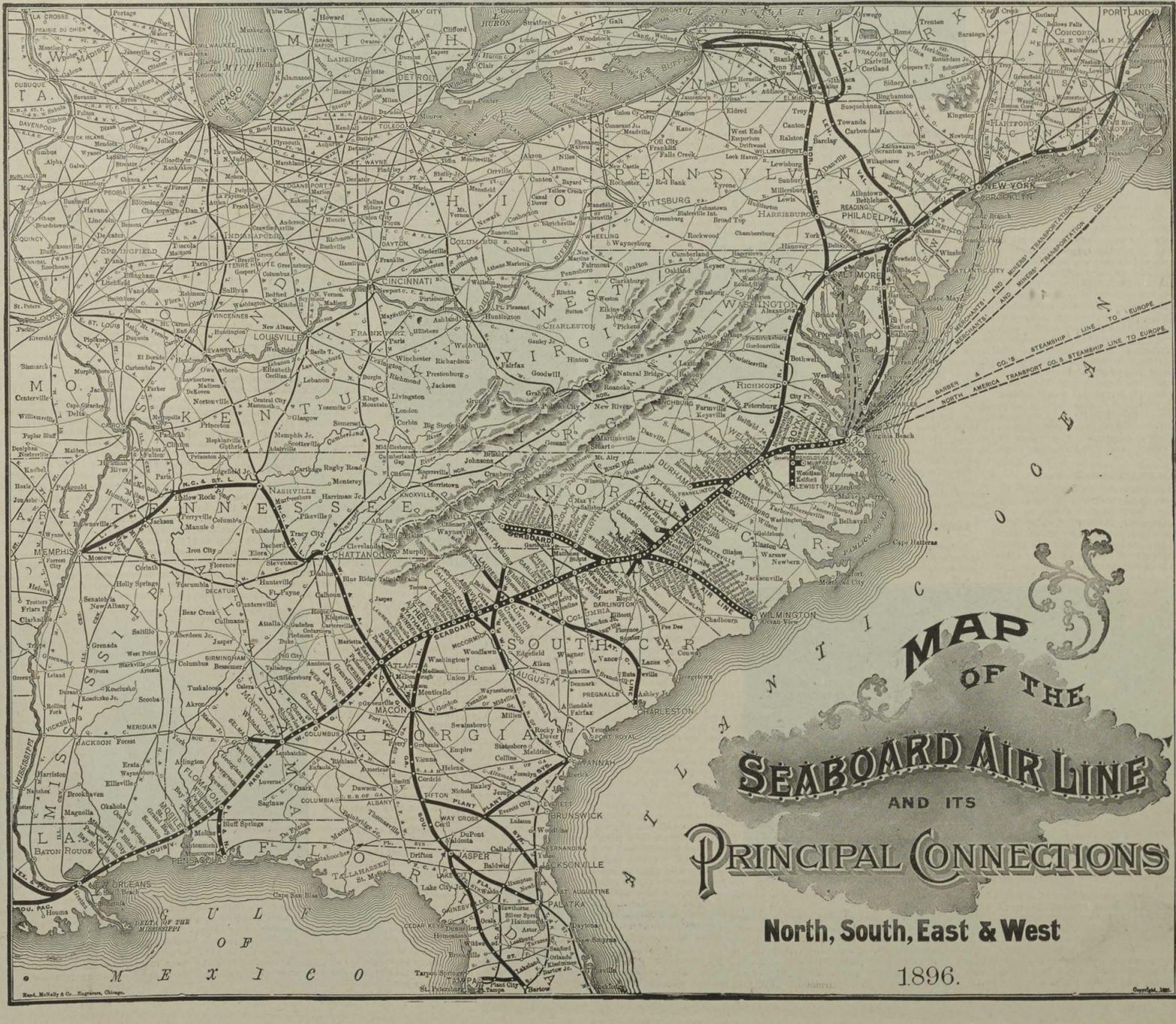
NORTH CAROLINA is said to rank second in the Union in the production of tobacco, Kentucky having first place. The statistics, compiled from reliable sources, are:

North Carolina last year had 134,576 acres in tobacco; Kentucky had 196,745 acres. North Carolina made, in 1896, 68,629,170 pounds; Kentucky 143,623,850 pounds. Value of North Carolina crop, \$5,560,334; of the Kentucky crop, \$5,030,202. Average price paid in North Carolina, 8 cents per pound; in Kentucky, 4½ cents per pound.

Therefore it will be seen that while Kentucky outranks North Carolina in the amount of tobacco produced, North Carolina excels her in the value of the product.

Fast Double Daily Service via ATLANTA SPECIAL, Solid Vestibuled Train with Pullman Buffet Sleepers and Day Coaches (no extra fare) between Washington (via Weldon) and Atlanta, CONGRESSIONAL LIMITED, all Pullman Parlor and Dining Cars, New York to Washington. Double Daily Service also via S. A. L. EXPRESS, Solid Train of Pullman Sleepers and Day Coaches between Portsmouth and Atlanta. Irreproachable Equipment and Service. Steel Track. Prompt Connections. Address T. J. ANDERSON, Gen'l Pass. Agt.

The Shortest, Most Direct, Most Enjoyable, Most Popular Route by Railway, or by Steamship and Railway, from all Northern and Eastern Points to Weldon, Durham, Raleigh, Southern Pines, Hamlet, Monroe, Athens, Atlanta, and via New Orleans to Los Angeles, San Francisco, and all Pacific Coast Points.



Traverses the "Golden Belt" of North Carolina (where the finest Bright Leaf Tobacco in the world is raised) and the Famous Piedmont Section" of Three Great States, whose wonderfully prolific soil under genial climatic conditions, offers the Greatest Agricultural Possibilities with widest Range of Products: Cotton, Tobacco, the Cereals and Grasses, all varieties of Fruits and Grapes, rich Metalliferous Ores and Boundless Forest Wealth. Thousands of Acres for Home Seekers at Nominal Prices. Address JOHN T. PATRICK, Chief Industrial Agent.

BEAUTIFUL CHERAW.

(Continued from First Page.)

a country where farmers can gain comfort and independence at a wonderfully small cost—where mill men can turn out the finest grades of lumber—Cheraw and Chesterfield county are rivaled by few and excelled by none.

We must not omit to call attention to the elegant residence (see cut) of Hon. Henry McIver, chief justice of the Supreme court of South Carolina. It is about a mile from the town center. The estate comprises not only a fine old mansion with shade trees, garden, orchard and outbuildings, but an area of 300 acres of



CHERAW, S. C. RESIDENCE OF HON. W. F. STEVENSON, A COUSIN OF ADLAI STEVENSON, EX-VICE-PRESIDENT OF THE UNITED STATES. SEABOARD AIR LINE.

woodland—magnificent pine, oak, ash and mulberry trees, cleared mostly of undergrowth. This natural park, in the nobility of its proportions and its susceptibility to improvement at small expense, can hardly find its counterpart in the old world or new. What an ideal place for a sanitarium, or preserve for game! And yet this entire property Mr. Malloy has been authorized to sell at a price so ridiculously low that it seemed to us a pitiful sacrifice.

There are many things relating to Cheraw and its environment—historic, business, industrial and social details—we would gladly print, did the limited scope of this article permit. Suffice it to say that nothing but good can be uttered of this locality and the country about it. It is very rare, even in the south, that such elements and conditions are associated in one favored spot, so favorable to the promotion of health, comfort, prosperity and everything else that makes life enjoyable.

NOVEL FARMING.

Strips of Land along Its Railway Tracks Utilized by the Seaboard Air Line.

(From the Baltimore Sun.)

President R. Curzon Hoffman, of the SEABOARD AIR LINE, who returned last week from a trip over the system, had a conference while away with agents connected with the experimental farms along the road. Much success has followed this novel work, and the move of the SEABOARD in this direction has attracted general interest.

Mr. Hoffman says that he was greatly pleased at the results attained, and that the work was proving to be one of great value to the agricultural sections. The right of way along the road is used for the experiments, and there is a regular force of men to go over the line and look after their development. Station agents supervise the farms contiguous to their stations. Grasses and food products of all kinds are tested, and under the direction of experts it is shown what articles can be grown to the greatest advantage. A number of new crops have been introduced, and the diversification of products is noticeable.

Farmers are taking special interest in the plan, and a large number of clubs have been formed to promote the work. Seeds are being secured from all parts of the world and planted on these farms. The results are closely watched, and when a product is found to offer reasonable profit and can be grown successfully, seeds are distributed among the adjacent farmers.

Considerable success has been obtained with a species of corn which is indigenous to Afghanistan, western Asia. The corn is of a hardy nature and endures a drought without becoming injured. Its stalk has been found to make an excellent fodder for cattle, and the seed ground into meal has special value for food. A small quantity of the seed was secured by the SEABOARD AIR LINE and distributed among the farmers on condition that one-half of the first crop of seed would be returned to the railroad, to be again distributed. So successful was the growth that there were instances where forty bushels were brought back to the railroad from farmers who had been given one bushel.

An attractive feature of the work is the attention given to the cultivation of flowers, shrubbery and trees. Just as the farmers have become interested in the cultivation of food products, their wives and children have taken up this department. They have formed clubs, and there is a generous rivalry among these organizations to excel their neighbors. As a result of such influences, President Hoffman said that there was a notable improvement in the appearance of property in the agricultural sections. Flower gardens were multiplying rapidly, and with them have come well built fences.

DR. HALE AT PINEHURST, N. C.

On his return, a fortnight since, from Pinehurst, N. C., where he had been leading for five or six weeks, and exalting his soul (says the New York Critic), Dr. Edward Everett Hale dropped in at the office, on his way to Boston. It was less than a week after his seventy-fifth birthday; but he looked good for another quarter, at least. He talked with enthusiasm about the little town where he had been resting with all his might, and



CHERAW, S. C. PRESBYTERIAN CHURCH AND SESSION HOUSE, MARKET AND THIRD STS. SEABOARD AIR LINE.

pictured its growth under the guiding hand of a beneficent Yankee millionaire, as a sort of Aladdin's lamp affair—the pine dotted sands having been converted, in almost no time, from their primeval condition into a comfortable village, with model drainage and water supply, electricity as well as pure air on tap, a six-mile trolley line running to the railway station at Southern Pines, a casino, good saddle horses, and the best tennis and croquet grounds the doctor has ever seen.

THE NASHVILLE EXPOSITION.

How the Touch of a Button Started the Machinery on the Opening Day.

The arrangements at Washington were very simple in detail. The circuit was made up by the Western Union officials under the supervision of Mr. Montgomery, executive clerk in charge of telegraph, and of Manager Marean, of the Western Union. The wires were made direct to Nashville, by way of Richmond, Va., and Nashville, N. C., repeaters being used at the former place. The circuit was a little over 700 miles in length. Immediately upon the completion of the circuit into the Exposition grounds the President was notified by Secretary Porter, and at once walked across the hall to the telegraph room where, under the guidance of Mr. Montgomery, he stepped up to the desk, placed his finger on the Morse key and slightly depressed it, which action instantly gave the signal to the Nashville end and put in motion the wheels of the Exposition. The members of the Tennessee delegation in congress, Pension Commissioner H. Clay Evans and several other prominent Tennesseans witnessed the very interesting ceremony.

The following telegrams in relation to the ceremony passed between Secretary Porter and J. W. Thomas, president of the Exposition:

"NASHVILLE, TENN., April 20.

"HIS EXCELLENCY, WM. MCKINLEY, Washington, D. C.

"The executive committee of the Tennessee Centennial, following the invitation extended you through our special committee sent to Washington to formally request that you touch at 1 P. M., Washington time, Saturday, May 1, the electric signal, which shall open the Tennessee Centennial Exposition.

"[Signed] J. W. THOMAS."

"Washington, April 30.

"J. W. THOMAS, Nashville:

"The President is in receipt of your telegram of April 20, and directs me to say that he will be pleased to com-

ply with your request and give the electric signal which will open the Tennessee Exposition at 1 P. M., May 1.

"[Signed] J. A. PORTER.

"Secretary to the President."

The arrangements contemplated a prompt opening of the Exposition at noon, central time, but there was a minute's delay in making the final preparations. President McKinley stood at the key chatting with Representative McMillen about the Exposition, awaiting the signal from Nashville. In the course of his conversation he said he would probably visit the Exposition in June. At 1:11 the following message was received:

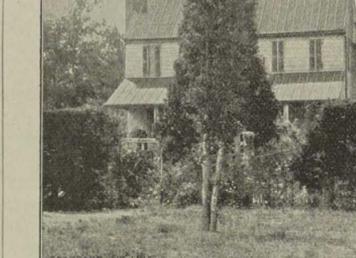
"People wild. The gun went off all right. Bands playing and whistles going. Everybody shaking hands."

Mr. McKinley smiled and expressed his gratification at the success of the undertaking. After receiving the thanks of the Tennesseans, and shaking hands with them, he retired to the cabinet room. The president then sent the following message:

"I congratulate the people of Tennessee upon the successful opening of their Centennial Exposition, and I wish for it the greatest possible success."

LESSONS FOR THE BOARD OF TRADE.

A descriptive letter on another page (says the Elizabeth, N. J., Journal) furnishes so clear an object lesson to members of the board of trade and other



CHERAW, S. C. RESIDENCE OF HON. HENRY MCKIVER, CHIEF JUSTICE OF SUPREME COURT OF SOUTH CAROLINA. SEABOARD AIR LINE.

citizens of this city that its instructions are worthy to be emphasized.

Briefly, the facts are these: A number of New Jersey editors were invited to take a hurried trip over the SEABOARD AIR LINE in North Carolina. The boards of trade, chambers of commerce and manufacturing organizations in the large cities on the line of the excursion promptly availed themselves of this opportunity to overwhelm the excursionists with the

heartiest hospitality, to fairly load them with information, and to give them the best possible impressions of the natural and acquired advantages of their respective cities that the brief stop at each place would permit.

The guests were not intending, or even probable, investors in southern property. But no matter. To the enterprising southern people this was a good opportunity to create an excellent impression, and to spread information about their state, their cities, their industries, their enterprise and their progress. It would astonish the people of Elizabeth to see with what zeal and pride and pleasure they united to do honor to their guests and credit to themselves.

The ladies, the leaders of the best society in each city, joined with the representative business men to extol, by kind acts and judicious words, the beauties and advantages of their respective places of residence and business. In one instance, as recited in the letter, a committee of ladies and gentlemen traveled seventy miles by special train to extend a welcome to their guests and to give them a good impression of their city.

VILLAGE IMPROVEMENT.

Necessity for a Development of Its Idea and Spirit in the South.

(Manufacturers' Record, April 21.)

Hamlets, towns and even cities of the south should pay more attention than they are giving to the subject which may be broadly termed village improvement. Having studied the idea, they should apply its lessons more positively than ever by the addition to the usual flight of winter visitors of a steady stream of permanent immigrants. The flight would have no return for many, and the stream would swell immensely should the south adopt more generally the principles that prevail in the surroundings of its health resorts, should every well settled community determine to put its best foot forward and act accordingly.

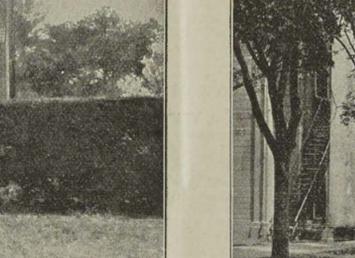
By village improvement is meant the process of making a neighborhood attractive, healthy and safe, to prevent it from running to seed, if not actually to strengthen its growth. Attractiveness may be created or enhanced by organization of residents, whose unity is also essential in a great majority of cases to the maintenance of healthfulness and safety, a task largely in the province of county or municipal authorities. The best results will be reached through co-operation of citizens and authorities.

Public spirit is the important requisite, and it will grow as individuals cast aside selfish ideas, sink dislikes, founded often upon mere whim, and generally more wide-embracing and bitter the smaller the town, and realize that a common purpose is a personal gain. Public spirit will thrive upon the efforts for its full attainment. As it must come before slow-moving officials may be expected to leave their ruts, the foundation for it may be laid in the voluntary association of citizens, called a lend-a-hand club, a public-spirit association or a village improvement society, for the first step the promotion of the attractiveness of their surroundings.

Individual action may, by comparatively slight exertion, accomplish much in transforming the hot highways into cool and shady avenues. The corporate work of Charleston in replacing as rapidly as possible the handsome trees destroyed by storm is a hint for

homes, the germs of improvement. It will be found to be a contagious disease, hard to be resisted, and will soon develop into a friendly rivalry of a most gratifying character.

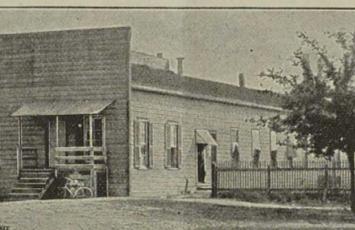
Most southern towns are, of course, handicapped in such a field by a certain element among their population, but thoroughness of example and patience in applying the right kind of pressure will accomplish much in that direction. It is very difficult to drive weeds out of a garden, but it can be done, even if some of the weeds are not reclaimed.



CHERAW, S. C. BUSINESS SECTION OF MAIN STREET, SHOWING CITY HALL IN LEFT FOREGROUND. SEABOARD AIR LINE.

residents of towns where trees are scarce. They should have an Arbor Day, and by proper care they will in a few years add much to the beauty, comfort and healthfulness of their surroundings.

At this point it may be necessary to secure the co-operation of the authorities. While the individual may improve his own lot by draining his waste water from his premises even in an open cut, the indirect means of taxation may be necessary for the construction of an underground system that will remove the sewage to a point where it will cease to menace health, and to change the highway from a mud hole in winter and a dust heap in summer to a well graded surface of rotten rock, macadam, flag, oyster shells or planks. Good drainage means a cleaner and more wholesome water supply, even where dependence has to be had upon surface wells. The experience of Memphis is an illustration on a large scale of the excellent social and business results of sanitation. Good roads mean cleanliness for houses bordering on them, economy for traffic over them, and, as they are gradually extended into the country, an encouragement for the farmer to engage in a little village improvement by straightening up his fences and outbuildings, whitewashing his barns, and suppressing the weeds everywhere.



CHERAW, S. C. KNITTING MILL, H. W. FINLAYSON, PRESIDENT. SEABOARD AIR LINE.

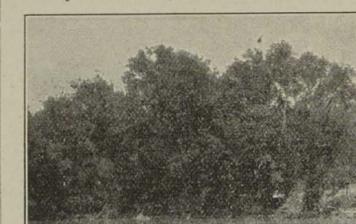
A village improvement society is not intended to be a debating club or an arena for the display of rhetoric, but it is to deal promptly with such practical matters as the use of the hoe and the hammer, the paint brush or the whitewash brush. It need have no set meetings after the necessary information has been acquired, unless its power is to be impressed upon the authorities, who ought to be among its leading members; but it should be in active operation at all times, directed by an alert president or secretary.

At the start the association may take a general example from the policy of capitalists who lay out a new town or a subdivision of an old one. It will be observed that next to the sightliness and convenience of arrangement of the dwellings and public buildings are considered drainage, the water supply, shade and the proper police regulations, based upon contract instead of force or public opinion. This foresight is not displayed from any altruistic motive, but for the purpose of creating a ready market for the property. But if an investor believes that he will attract purchasers by such methods, will not a town already established, by adopting them as far as possible, retain and increase its population?

How is that to be done? It is impossible to have dwellings in an old town uniform in size or general architectural effects. That is not especially desirable. But harmonious action of their occupants will make them uniform in neatness. A couple of nails driven into a clapboard or a loose chimney brick set at the right time will not only preserve the good appearance of a house, but will obviate expense in the future. Vines about a porch need not wander at their own sweet will into the eaves or the shutters of a window shutter need not swing on one hinge; an old coat or a discloth might have better use than serving as a substitute for a pane of glass, even if the window is in an upstairs back room; a few hours' work on a half holiday by the head of the house will keep the garden trim and the pallings of the fence intact, and nature ought not to be left to color all the dwellings and fences a monotonous dusky gray. A liberal use of paint, or, for those who cannot afford that, plenty of whitewash, would increase the attractiveness of the average southern town, or a town anywhere, a hundred-fold.

It should not be necessary for law to step in to compel a man to keep his chickens, his cow or his hogs at home. Much of the refuse of a house that cannot be burned might be used advantageously in making a pen

attractive to hogs. A well kept chicken yard improves the quality of the fowls. Cows are not particularly valuable as grass cutters in streets or along other highways. It might be necessary to ask the aid of the law in some cases, or to persuade the local editor to devote less space to disenergizing and disorganizing party politics and theories of finance, and more to the advocacy of policies of progress and village economy; but much will be accomplished if a few of the leaders of local opinion scatter, by work done about their own



CHERAW, S. C. PEE DEE FALLS, ONE AND A HALF MILES NORTH OF TOWN. SEABOARD AIR LINE.

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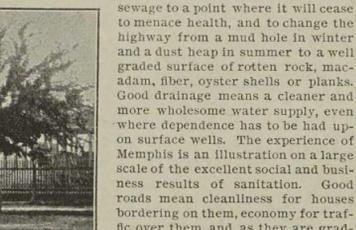
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A village improvement society is not intended to be a debating club or an arena for the display of rhetoric, but it is to deal promptly with such practical matters as the use of the hoe and the hammer, the paint brush or the whitewash brush. It need have no set meetings after the necessary information has been acquired, unless its power is to be impressed upon the authorities, who ought to be among its leading members; but it should be in active operation at all times, directed by an alert president or secretary.

At the start the association may take a general example from the policy of capitalists who lay out a new town or a subdivision of an old one. It will be observed that next to the sightliness and convenience of arrangement of the dwellings and public buildings are considered drainage, the water supply, shade and the proper police regulations, based upon contract instead of force or public opinion. This foresight is not displayed from any altruistic motive, but for the purpose of creating a ready market for the property. But if an investor believes that he will attract purchasers by such methods, will not a town already established, by adopting them as far as possible, retain and increase its population?

How is that to be done? It is impossible to have dwellings in an old town uniform in size or general architectural effects. That is not especially desirable. But harmonious action of their occupants will make them uniform in neatness. A couple of nails driven into a clapboard or a loose chimney brick set at the right time will not only preserve the good appearance of a house, but will obviate expense in the future. Vines about a porch need not wander at their own sweet will into the eaves or the shutters of a window shutter need not swing on one hinge; an old coat or a discloth might have better use than serving as a substitute for a pane of glass, even if the window is in an upstairs back room; a few hours' work on a half holiday by the head of the house will keep the garden trim and the pallings of the fence intact, and nature ought not to be left to color all the dwellings and fences a monotonous dusky gray. A liberal use of paint, or, for those who cannot afford that, plenty of whitewash, would increase the attractiveness of the average southern town, or a town anywhere, a hundred-fold.

It should not be necessary for law to step in to compel a man to keep his chickens, his cow or his hogs at home. Much of the refuse of a house that cannot be burned might be used advantageously in making a pen

THE SEABOARD AIR LINE.

Something of the Exhibit it will Make at the Exposition.

D. S. Clark, of the industrial department of the SEABOARD AIR LINE (says the Nashville American, of April 21, ult.), is in the city arranging for the placing of the splendid exhibit of the country along the line of his road. The company is building the gigantic palace car for use in the social part of the programme laid out



CHERAW, S. C. RESIDENCE OF C. H. MALLOY, ON MARKET STREET. SEABOARD AIR LINE.

for the Exposition period. The lower floor is a banquet hall ninety feet long, and can seat 150 or 175 people at a banquet. The upper floor is for retiring rooms and offices. The banquet feature will be one of the most attractive ideas on the grounds. It is the intention for the cities along the line of the road to give these banquets as advertisements of themselves, and for that reason the special characteristic of each will be the best known product of that city and the country immediately surrounding.

The first of the series will be given on Wilmington, N. C. Day, May 20, when the special feature will be an oyster bake, in which the oysters will be cooked as they are on the coast, and will be accompanied with all the necessary accessories of a fine banquet. A committee of ten from each town and city interested is working up the matter, and many of them are ready. The banquets will be given every ten days or two weeks, and are for the people from the section represented and for visiting newspaper men, especially the working newspaper men of the city of Nashville.

On Wilmington Day there will be an excursion from that city. The receptions given will be under the direction of the management of the town or city, and the banquet will be of fruits, berries or whatever the section excels in producing or handling.

The SEABOARD AIR LINE will have a fine exhibit in the Agriculture building, and it is now being arranged. This will consist of cotton, tobacco, and, indeed, of everything on the line of the road. Their space is beautifully decorated, and everything is in place.

AN OPEN LETTER.

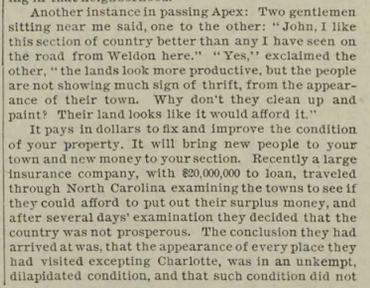
Sensible and Opportune Advice to People along the Seaboard Air Line.

Human nature is of a discontented and wandering disposition. Every day our trains have some one on board who is looking for a place to locate, and sometimes those looking for homes represent a colony of 100 or more families. I will relate a few instances in my life which greatly impressed me with making a good onward appearance. Of course, I believe in an inward appearance to correspond.

Some eight or ten months ago I was traveling on a train in eastern North Carolina. We passed a town nicely laid off, streets looked clean, trees whitewashed and the town presented a fine appearance. A stranger sitting just ahead of me, turning to me, asked the name of that town. I told him. Then he exclaimed: "I have been traveling considerably through the southern states, and this place invites my attention more than any place I have found yet!" I became interested in him, and found him to be a well informed man. He told me he was from Minnesota, and had represented his county several years in the legislature; and was now sent out by a colony of fifty, in search of a place in which they could all come and locate. He gave me a brief history of his country. The severe winters and fearful cyclones; that their wood had to be brought on trains some forty or fifty miles; it cost the farmers from \$8 to \$10 a cord. In many instances they had to burn their corn for fuel; and as prices for produce had become so low, they had concluded to sell out their farms and move south, to a more mild and genial climate, where the cost of living was not so great. The stranger was so impressed with this town, that after getting what information he could from me, he concluded he would go back and spend a week prospecting in that neighborhood.

Another instance in passing Apex: Two gentlemen sitting near me said, one to the other: "John, I like this section of country better than any I have seen on the road from Weldon here." "Yes," exclaimed the other, "the lands look more productive, but the people are not showing much sign of thrift, from the appearance of their town. Why don't they clean up and paint? Their land looks like it would afford it."

It pays in dollars to fix and improve the condition of your property. It will bring new people to your town and new money to your section. Recently a large insurance company, with \$20,000,000 to loan, traveled through North Carolina examining the towns to see if they could afford to put out their surplus money, and after several days' examination they decided that the country was not prosperous. The conclusion they had arrived at was that the appearance of every place they had visited excepting Charlotte, was in an unkempt, dilapidated condition, and that such condition did not



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show prosperity; they could not afford to loan money in a place that was not prosperous. The dilapidated condition of our places kept \$20,000,000 out of the south. Citizens along the SEABOARD AIR LINE, take a lesson from this, and make money by improving the looks of your homes and your town. And for the pleasure of your family, and the pride you have for your own home fix up, and fix up right now. Yours truly,

JOHN T. PATRICK, Chief Industrial Agent.