FACING AN UNPARALLELED ERA OF PROGRESSIVE MOVEMENT Clifford B. Jones, manager for the S. M. Swenson \& Sons interests, was
called to New York during the holicalled to New York during the holi-
days for a business conference with the firm. Announcement has been made that Spur' Farm Lands will again be placed on the market, and consequence we may expect a greater immigration to this section and a more rapid settlement and development of our rich and fertile agri cultural lands durigg the New fear than at any time since the opening
of these lands to settlement in 1909 Because of unsettled conditions re Because of unsettled conditions
sulting from the World's War, th settlement and development progress of West Texas has been greatly hamp exed, great bodies of land were with beld from the market and business progress in general has been suspend ed awaiting more settled conditions. However, America is again back to ed and the country will settle anil develon more rapidly and more substantially than ever before in its history. There never was a more propitious and encouraging time than now for homeless families to acquire homes and for the launching
of varied business enterprises, in being prepared to enjoy and narticipate in an unparalleled era of prosperity and progressive

THREE MEN INJURED IN AN
AUTO COLLISION SUNDAY
C. E. Brannen, county clerk of
Stonewall county Stonewall county, and brother, Ru-
pert Brannen of Floydada in ing form of Floydada, in commas Eve, collided with Ermest May field, Cecil McCombs and Mr. Palme fho were returning from Spur to Jayton. Both C. E. and Rupert Bran nen are in the Nichols Sanitarium, suffering of painful wounds, while Mr. Mayfield is suffering of painful wounds about the face and having a number of teeth knocked loose. Messrs. Brannen were driving Ford, while the other party was in a Chandler, a bigger car. The Ford
was completely wrecked while the was completely wrecked while th was just after dark when the accident occurred, the two cars meetins at the rise of a hill on the road one snile from Spur. The Ford, we understand, was driving without lights, while the lights from the other ca were not observed on arcount of th THE WEST IRRESISTABLY BECONS THOSE WHO STRA
Albert Bass, who left here several years ago, removing with his family
to Arkansas, is now back in Spur to Arkansas, is now back in Spu We understand that he has sold out We understand that he has sold ouly
tis Arkansas property and his family will come on out immediately after the Christmas holidays. There are very few peonle who once live in the West who will be satisfied and content with life "back East". There is something about the West that is in resistable and continually beckons those who once acclimated those who once acclimated stray
away. We are glad to welcome A1away. We are clad to welcome Al
bert. Bass and family back to the "fold".
JUDCE MILAM CONVFNFD A SPECIAL GRAND JURY HERE Judce Milam came here last week, selected a inry enmmissinn and con-
sened a snecial orand iurv for the concideration of the charoe of cattle thoft made arainst Raldo Newman. The orand jurv returned an indict ment, and Mr. Newman was oranted bond and released from enstodv to of distrint court. Twanty man sioned the hnmi as a mark of frimendshid and confidance in Ralơo Newmàn.: Mr. and Mrse Ren Knudson. nf Jave Wran in Sour Tuesdav visitin

## We Take This Means of Thanking Our Friends

WHO THROUGH THEIR LOYAL CO-OPERATION HAVE CONTRIBUTED TO THE SUCCESS OF OUR BUSINESS. AND THROUGH OUT THE COMING YEARS IT WILL BE OUR AIM TO PERPETUATE the cordial relations which have marked our dealINGS WITH YOU IN the PAST.

PLEASE ACCEPT OUR BEST WISHES FOR A PROSPEROUS AND HAPPY NEW YEAR.

## C. H0GAN

the store that strives to please.

EYES OF NATION ON LOUISIANA'S FIGHT ON KU KLUX The eyes of the nation are on Louisiana in its fight against the ku klux klan and the proceedings institut ed by Governor Parker, and the de-
velopments now materializing in charges against a masked mob of murder which occurred near Mer Rouge in August, at which time five men were taken out and flogged, two of the number being killed and their the bodies just recently having been the bodies just recently having been ed. An open hearing of the charges will begin January 5th. Two arrests of prominent men, one the former mayor, have already been made and others will follow. It is said that the names of twenty men of the mob are known to the authorities, and that the state department will be able to establish through eye witnesses the identity of a number composing the arked mob.
The situation in Louisiana is bordernging on civil warfare, state troops have been called out and sta-
tioned at most critical points, an:? machine guns are trained on the jail in which the first prisoner s lodged. The trouble is said to have originated in an effort to clean un the town and country of bootleggers, moonshiners and undesirables without due process of law-the methods pursued serious trouble now in eridence rath serious trouble now in evidence, rath
er than the desired end. WORK STARTED ON RESIDENCE AND BRICK BUSINESS HOUSE The walls and frame work of the new modern buncalow residence of
DeWitt Twaddell in the eastern part of Snur, are now up and work is progressing rapidly in completing the structure.
Brick and other material is on the oronnd and the foundation is being laid this week for the new drive-in
filline station being constructed by filline station beine constructed by
Mise Moore and Kellev Ramsev on Mise Moore and Kellev Ramser on
the lnts just north of the Nichois the lnts iust north of the Nichois
Sanitarium. The nlans call for a hanitarium. The nlans call for a business section of Snur.
Work on the F. I. Carawav buildinc and the Lee Gilhert brick drivein ctations is nroorescine and annapentlo nearing comnletion. while work a heine nnched on the new thirty On the whole, the New Year finds Snur hniline. ninc substantial man-
tabulations indicate cot TON SUPPLY IS EXHAUSTED J. L. Barr, a prominent citizen of the Afton country, was a business visitor in Spur Friday. He, too, was winding up the year's business affairs and arranging for a bigger and better business in 1923. Everything indicates that the New Year will be the greatest and most prosperous in our history, especially with respect to the farming industry. The record keepers and tabulators of world affairs state that the country is short on cot
ton, the greatest staple product of our farms, and that by June of the New Year the world's supply will be completely exhausted. In that event it is not improbable that the price will snar to the limit. However, since diversified farming has taken root, there is not great danger of farmers "going wild" over the statement and planting even fence corners in cotton again as in the past. Gamblers and speculators may manip
ulate and control markets and prices for a time, but regardless of these diversions, the fact remains that "supoly and demand" must control in the end. Plant a plenty feed stuff, potatoes and neanuts, raise a few hogs, calves and chickens, and thus keen in nosition to ask a legitimate nrofit in the sale of a surphas crop of cotton.


## Additional Spur Farm Land Offering

WE HAVE PLACED ON SALE A LARGE ADDITIONAI ACREAGE OF SPUR LAND WHICH WILL OFFER A WIDE RANGE OF SELECTION TO INTENDING PURCHASERS OF EITHER FARM OR RANCH LANDS.

List of offerings and prices may be ascerlained on application to our office Terms will be as heretofore; one-fifth cash, balanee in six equal annual pay ments, with privilege of paying any or all notes before maturity with eight porcent interest only to date of payment.

## S.

THE TEXAS SPUR


PROFESSIONAL NOTICES.
B. G. WORSWICK

Practice in District and In County Attorney's Office
W. D. WILSON

Attorney-at-Law
General Practic
Spur Nat'l. Bank Bldg., Spur, Texas J. E. MORRIS

Physician \& Surgeon
Disease of waden and children made
a specialty. Office, Spur Sanitarium
DR. P. C. NICHOLS
Physician \& Surgeon
Office Phone 168-Res.
All Calls Attended.
Office at the Spur Sanitarium.
G. W. COLLUM

Teacher of Piano, Violin and Band Instruments
PHONE 198

Dr. M. H. BRANNEN Dentist

Office over Spur Nat'l. Bank.

DR. D. H. ZACHRY
DENTIST
In Offices formerly occupied by Dr Brasher, Spur, Texas.

## 51 4-tp.

Home Grown Nursey Stock is but for the ruggel climate of West Tex as. Our trees, rose vines, evergreen this section. Our everbearing straw berries are absolutely pure strain o "Pregressive and Neverstop." sold fruit throughout the season un til frost. Our plums, apples grape and cherries are bearing all over the West. Send list of what you want
to Plainview Nursery, Plainview, Tex as.
Ciristmas trees delivered in goo shape any where.
O. B. Sims, of the Dry Lake community, is spending the Christmas
season with relatives at Denton, Tex $=$
FOR SALE-Grubbed Wood.-E. L Bourland, Gilpin, Texas. 6-4tp.


Mr. and Mrs. Careful Spenders, we are addressing these few xemarks to you: We believe that when you buy coal you way to get your money's worth d turn your footsteps or turn your footsteps or
one call in the direction call in
yard.

MILLER
texas

FORD SALES RECORD BROKEN According to a statement issue
by the Ford Motor Company, delivby the ford cars and trucks to re tail buyers during the month of Nov ember totalled 106,327 . This is a new high sales record that has nevenew
before been approached by the Com
pany at this season of the year an one which stands out in marked contrast to the November 1921 retail de
livery figures which totalled slightly livery figures which totalled
over 58,000 cars and trucks.
over 58,000 cars and trucks.
For eight consecutive months, be ginning with April 1st of this year re tail deliveries have exceeded 100,00
Ford cars and trucks each month Ford cars and trucks each month
the accumulated total for the first eleven months of 1922 being approv imately $1,200,000$. While the com
pany points out that it is not unusual pany points out that it is not unusual
for Ford retail sales to exceed the for Ford retail sales to exceed th
100,000 mark during the spring an 100,000 mark during the spring an mand is at its peak, the manner in which business has held up through
out the balance of the year is with out precedent.
Credit for this remarkable showin
is attributed by the Ford Motor Con pany to the many improvement which have lately been made on For
cars and particularly to the new lov cars and particularly to the new lo
level of Ford prices, recently put i to effect. These new low prices n only broaden the field of prospectiv Ford purchasers but go still furthe in making the Ford car the best val
ue from standpoint of the retail bus er that is has ever been.
Although the Ford factories have been operating at capacity for the past eight months, sales have eqall unusual manner in which orders are coming in at this season of the year
Ford dealers will be unable to accumu late an adequate stock of cars during
the winter months for delivery next spring.
In the opinion of the Ford Motor Company, November sales are an in
dication that many prospective pur chasers, realizing the exceptional value now being offered in Ford car are beginning to anticipate an un usual spring demand and are ther fore placing orders during the fal!
and will continue to do so through and will continue to do so through delays in delivery later on. Whil
this will relieve the situation to som extent, it is pointed out that th steadily increasing demand for For cars is nevertheless sure to create a
acute shortage as the season ad vances. Accordingly, the Ford Sales O
ganization is ganization is urging prospective For:
purchasers to arrange for delivery during the winter months in order relieved as far as possible.
Register your order now with God Station, Spur, Texas.

NEW YEAR THOUGHTS Let us walk sortly, friend; strange path
untrod;
The New Year,
New Year, spotless from the Is thine and mine, 0 friend. Let us walk straightly, friend Forget the crooked paths behind $u$ Press on with steadier purpose To better deeds. friend!
Let us walk kindly, friend: an not tell how long this lif How soon these precious years be overpast;

Let us walk quickly, friend:
Work with our might while lasts our Work with our mig
little stay, help some halting comrade on the way; Western Christian Advocate.

Sim Moss, a leading citizen of the Afton country, was among the many He was down here with the remnants of his cotton crop and winding up his year's business affairs. He reports everything in good shape throughout the Afton country.
William Manning, who is attending A. \& M. College in Oklahoma, is spending the holiday season in Spue
with his parents, Mr. and Mrs. M. E. Manning.

## JANUARY FIRST DRAWS NEAR

PROGRESSIVE PROSPERITY As we look into the immediate fu-
ture and greet a New Year there is one figure that we want to see upon the field of history, the figure of pros perity. It may be that we think that we do see it while we are really gara flattering tale and is ready to b the father of thoughts. Imaginatio is akin to faith, but requires no rea
basis. If our optimistic outlook warranted it is so because we can be because it will be the product and the possession of us all.
Civilization is the sum of co-opera tive intelligence. All the capital in out miners, and all the miners in th world could not do it without capital. Idle wealth has proved no more than accumulated uselessness in easter countries; men have starved to deatn
in the midst of vast but unappreciatin the midst of vast but unappreciat-
ed natural resources. While the emed natural resources.
ployment of money and the wise d :rection of labor have given to the West its immense advantages of so cial a
ing.
Russia is perishing under the incubus of a stagnant communism that
takes away the incentives of protakes away the incentives of pro
gress, banishes leadership, lives upon past accumulations while they last and starves afterwards. The inter change of abilities is cut off, the so cial circulation of necessary differ ences in people is arrested, the re
wards of a genius for affairs ar wards of a genius for affairs ar
withheld, production is ended an prosperity lynched. It is like a va body wherein there is no circulatio of social life blood.
America has thriven and must thrive upon the largest encourage ment of individualism that a true collectivism admits of. When th
crew cannot navigate the ship ther is no advantage in killing the captain. It isn't necessary to have tyranny in order to have a captain, but society and business must have leaders an. governors, and there cannot be tw
After all, men hardly expect $t$ pass for more than they are worth The real kick in our democracy against false differences. Ours home of opportunity. No crust keeps merit down. In an interchange o merit down. In an interchange of
values every one here has had an must have a chance to make the mos of himself. his fellows. No one ever succeede yet in being great or prosperous a hermit. We climb up on each oth . It takes us all to make and $t$ keep civilization. A man owes hin self and his fortune to society in
very large degree. Are we not al vembers of a great and wealth to himself or die without loss to th rest?
Let a dozen men, each man ow
ing his neighhor five dollars, sit i ing his neighhor five dollars, sit in
a circle. Let one of these take a five a circle. Let one of these take a fiva
dollar bill from his pocket and pa his debt to the man next to him. Le this man pay his neighbor and t have gone round the circle and $r$ turned to the man who started it or its round. This man may return the bill to his pocket with the happy con
sciousness that he has paid his deb and also received what was due him
and that every other man in th group has the same satisfaction. Bu the first man had not started th such results. He would then have
sing there would have been illustrated Russia, instead of Amer
ica.
The secret of civilization is th circulation of abilty. It is the secret
if prosperity. Let every man circulate his worth to society so shall there b a true communism, also a true capitalism. There is a conundrum which bill to a gold dollar. The answer is "Because, when you put it into your take it out you find it increases. Prosperity progresses as we pass o
what we are and have.- By Christo her G. Hazard.

LOST-White Spitz dog, full grown. left Monday night. Finder please return to C. L. Martin, Spur. Texas. Answers to the name of Ted

LOST-One Iron Gray Mule, one A. Hindman, Spur, Texas.


WW YEAR DEMANDS OUR BEST When people calmly talk over their cannot be adjusted satisfactorily that his suspicion and hate that block rogress. Let men learn the real n ure of their fellows and there will be a change in their attitude toward hem. There's enough good in ever an to change the nature of the orld. Let's get busy and dig up the oble sentiments and hopes that a: aried beneath years of unfair think gew and cheap theories of living. Th roduce. - rit the best we can (20.7.
est Tex are bearing all ove
 our locality. We sell shade trees $t$ chools, churches, parks and for muni pal planting at a very low price end us a list of what you will need catalog will be sent upon request Plainview Nursery Co. Plainview Cexas.
Fred Haile, who is attending Sim. College at Abilene, is in Spurs nending the holidays with his par Haile is another young man of the West who is preparing himself to meet life's battles and will make goo whatever bus

Miss Norma Jackson who is a tending Simmons College at Abilene spending the holidays in Spur with . Ar. and Mrs. Osca ackson.
George S. Link, Jr., who is attend. Kemper Military College at ooneville, Mo., is here spending the nd Mrs. Geo. S. Link, Sr

We are now ready to make up our came into syrup. Be sure to cut our cane before frost and bring it in. Citizens Gin \& Power Co., by E ohnson.
$53-\mathrm{tf}$.
J. H. Busby, wife and children their home in Crosbyton.

FARM LOANS
RANCH LOANS
est Interest
Rates
SUDDEN SERVICE
E. J. COWAN, SPUR, TEXAS

THE SPUR TAILOR SHOP For Expert Workmanship In

Cleaning, Pressing \& Mending
Suits Made-to.order
THE SPUR TAILOR SHOP
Phone 18 Ira Sallivan, Prop


# Halumis <br> 1 <br> <br> A Happy, Prosperous New <br> <br> A Happy, Prosperous New To One and All 

 To One and All}

AS THE NEW YEAR APPROACHES AND THE OLD YEAR CLOSES, WE EXTEND OUR SINCERE APPRECIATION FOR THE LIBERAE BUSINESS ENJOYED AND THE SUBSTANTIAL ENCOURAGEMENF EXTENDED ON THE PART OF BUSINESS MEN OF SPUR AND THE CITIZENSHIP OF THE GREAT SPUR COUNTRX.
OUR HEARTY WISH IS THAT EVERY PATRON AND READER OF THIS PAPER WILL ENJOY UNINTERRUPTED HAPPINESS AND BOUNTIFUL PROSPERITY THROUGHOUT THE NEW YEAR

THE TEXAS SPUR

H


It is important to our community that our Bank is a member of the Federal Reserve System, for it means greater afety for depositors and GREATER OPPORTUNITIES for business, both agricultural and industrial. Before being accepted as a member of this rreat Fed ral Reserve System our Bank was examined by representa tives from the Treasury Department at Washington, D. C. and they also satisfied themsolves of the character and worth of our Directors and Ufficer

We invite your banking business. Come in
THE CITY NATIONAL BANK SPUR, TEXAS

PILES $S^{\text {Why con inue tit arfol }}$ emove the tumors. No cutting no sloughing, no confinement to bed and practically painless. treatments a week for two or three weeks does the work.
M. A. COOPRER, M. D. Rec:al Specialist.
CHILDRESS, TEXAS

## Let The Gulf Refining Company . A BOOTHE AGENT

od anywhere within 8 miles of Spur.

## H. F. SHEPPARD, DRAYMAN Hauling of All Kinds <br> 

## NOTICE

PERSONS INDEBTED TO थHE ESTATE OF SOL DAVIS DEC., ARE REQUESTED TO CALL AND SETTLE THEIR ACCOUNT AT ONCE. IT IS MY PURPOSE TO CLOSE THE ADMINISTRATION ON THIS ESTATE AT AN EAR LY DATE AND TO DO SO WILL NECESSITATE THE COLLECTION OF DEBTS DUE IT.

## E. C. EDMONDS, Adms <br> 

## TO COAL BUYERS

```
We are now in position to Book Coal for next month delivery as we have a number of cars rolling. Also have a full line of grain, cotton seed products, and hay.
```

SPUR GRAIN \& COAL CO.

PENNANT AUTO OKL LASTS LONGER-NONE BETTER EUPION OIL LASTS LONGER-MORE HEAT PENNANT GASOLINE MORE MILES
FOR SALE BY PIERCE OIL CORPORATION J. P. SIMMONS, Agene, SPUR, TEXAS

THE TEXAS SPUK

## NEW YEAR CELEbRATION

 Why do we make a special holiday the beginning of the year and whywe greet it with so much clamor and exutation? Because, as far back as records or legends run, man has always done so, Barbarians who had some crude way of reckoning
time had a New Year's celebration. The custom of marking the first day The custom of marking the first day of the year by festive rejoicing ap-
pears to have prevailed among all pears to have prevailed among all
of the ancient nations. The Jews, Egyptians, Chinese, Romans and Mohammedans, though differing as the time from which they reckonall regarded it as a day of special
interest. In Rome the year anciently began in Marcn; and when Numa, according
to the ancient legend, made it begin on January 1 , that day was held sared to Janus, the two-faced god, the deity of beginnings and endings, who
was thus supposed to turn at once backward upon the old year and forward into the new. On the establish ment of Christianity, the usage of a
solemn inauguration of the new year solemn inauguration of the new year was retained; but considerable variety prevailed both as to the time and
the manner of celebration. Christmas Day, the A
(March 25), Easter and March have all at different times and place shared with January 1 the honor of opening the new year; nor was it till
late in the Sixteenth Century that January 1 was in most countries ac cepted as the first day of the new year. The early fathers-Chrysoz-
tom, Ambrose, Augustine, Peter Chrysologus and others-in reprobation of the immoral and superstitiou prohibited in Christian use all festive eelebration; and on the contrary be opened with a day of prayer, fasting and humiliation. The mandate however, was but partially observe? The social observances of the day appear to have been in substance the samerded celebration we find notice of feasting, exchanging of gifts and some customs which time seems not to alter, and those of New Year's ars conspicuous in this class. Do we notice any change in the manner of
celebrating the occasion? Do we oh serve any lessening of its festiv characteristics? No, it goes along
pretty much as of old, excepting that pretty much as of old, excenting that
each year it becomes a little more each year it becomes a little more kept. There is a mysticism about
bound up with the mysteries of time and space. Like the savage and the barbarian, we feel the mystery, and
like them we beat the tom-toms, ring the bells and go through other rites as if to forfend against or appeas

NOTICE
Delinquent tax payers of the Spur Independent School District are here by notified that suits for collection district court Spur Schools stan in great need of all tax moneys and in great need oe tho those who are delinquent on the la make prompt settlement.
JOHN KING, Pres. School Board. W. B. LEE, Sec. School Board.

NOTICE OF SHARE-
HOLDERS MEETIN
Notice is hereby given that the
annual meeting of the shareholder
of The Spur National Bank, Spur,
Room of said bank on the 2nd Tue; day of January 1923, between the
hours of 10 oclock a. m. and o'clock p. m. for the election of direc tors for the ensuing year and
transaction of any other business pr perly coming before said meeting. W. T. ANDREWS, Jr.

SPUR BOOT AND SHOE SHOP We do all kinds of boot and shoe repair work, half sole, rubber heels, etc., at reasonable prices. Boot mak
ing is our specialty and all work guaranteed. Send in your measure and order for shop made boots.- H . F. Blue.
J. W. Parsons moved recently from the Afton country to near Spur
where he will make a crop the com-

## Announcement!

The Houck Stock of groceries known as the Farmers Grocery, has been sold and is now open for business under the efficient management of F. P. Sanders, a man who knows roceries. We assure you courtesy, fair dealings and ap
preciation of your business. In a few days we will have a first class line of groceries.

## ours for a Happy New Year

## Spur Grocery Co.

## HAPPY, THOUGH OLDER Not by mourning because life can ing that youth can be powdered, painted, dressed and affected into renewal. Not by looking backwar by counting up our losses. <br> In fourfold beauty life is on the wing. As well try to change the course and succession of seasons as to hold back the progress of our ages. Spring, summer, autumn, winter are not only for nature, but for human tion when we are noceived by imita as we used to be. Fading pictures and a passing show, "slings and an rows of outrageous fortune," just the differences in life's weather But every season has its own pecu- iar beauty. Every day of every year is really a gem on Time's finger. There is even a majestic and terrible beauty in a storm. In the long monot <br> 

 ny of the doldrums at sea one could hail a cyclone. In the dusty glare of protracted drought a flood could bewelcomed. In too much of any son the wish arises for the rest of
son the program. Change opens up new vistas of the scenery of our histories. The afternoon of life is meant to be a pleasant outlook upon its har vest fields, a gathering in of that tealth of production that requires
time and patient toil. The enjoyment of that richness of character that is given only to long experience quired. Nothing can be done in less time than it takes. Even God must wait until fall for a ripe apple. Age marks progress and gives lei ure. To look forward and go on with power of choice hitherto denied, and to have time and opportunity to do as one likes, rather than as he must, these are much. To have ac quired new powers of thought and to
have time for books, to hobnob with few cronies, to have a little some a hing to do, to sit on the porch and
the see the world go by, to look beyond the setting sun to a new day, and be yond the coming winter to a new spring-all these and more may mean that age has kept the best wine n. L. B. Haile, of Afton, was in Spur Tuesday of this week. We are glad completely regained his former good health. For some time he suffered of rheumatism and was helpless for many days. He is now apparently as
robust and healthy as ever.

A TURKEY DINNER W. S. Taylor and family frow Slaton, Noel Ligon and wife frow near Crosbyton, Ray Jones and famiy at Ralls D. W. Taylor and family Ralls Mond met with J. L. Ligon 26 union and ay, and had a kinfolks reand Mrs. Ligon went to extra trouble in preparing the dinner. The table was well filled with everything that ses to make up such a dinner. Dave Taylor.
Mrs. J. A. Caple and daughter, Miss Edith, were pleasant callers lafi week at the Texas Spur office, havo
ing the paper mailed ing the paper mailed to McAdoo to San Francisco, California where he is attending U. S. N. Hosput al Corps Training School. Mra Caple stated that she and daughter had returned from Dallas this time establish a permanent home in ing a new hom. They are now build Caple has probably the plains. J. A. farm houses probably built more new more than any other one man in tributing to the building progress of the country. May this new and permanent home now under constructior be the most comfortable, happiesi prosperous of them all.
S. B. Scott and family are spending the holidays with his mother and
other relatives at Anson, Texas.
Henry w
ing relatives during and wife are visia Hico, Texas.


HOW A YEARLY BUSINESS WAS
BUILT IN MINNESOTA
Romance-Business
Romance and Success have not been cornered $b_{j}$ the John Wanamakers and the Marshall Fields of the Big Cities. They are to be found in every Main strent in America-your Main street. They are there for the taking by the chants with the will to win
If you, Mr. Merchant who reacts this, are a fighter, you will thrill to the toes at this story. If your are a
Doubting Thomas, then be prepare Doubting Thomas, then be prepare
to be converted by the facts and fiowres, else admit to yourself that yo: are a failure-and success is not in
zou-and it is berause you won't learn from experience of others. Long Prarie, in Todd county, MinStill Elmer, Charley and I. F. three brothers who ran a general store there, did not let the size of the own interfere with them in buildiny ap an annual business of $\$ 400,000$ Now. Elmer and Charley and I. E. Hart are not shper-merchants. In-
stead they are only aggressive, wide awake, hustling, and fighting young,
American business men. They "snapned out of it" when failure
threatened about six years ago. Thev went out to do it or die, to get the brsiness along business lines, else quit.
The Hart brothers did not look tc the big city for success. They loo at nmall town merchandising? Doezn't this story of the Hart Brothers at Long Prairie explode your ideas? Think of it, six thrilling and intensely interesting years of business devel opment and success-a $\$ 400,000$ yearly business.
How did they do it you ask? Fasiest thing in the world, they faced cts. They quit hynotizing themselve with alibis for empty store Bisles They studied merchandisin. succe ${ }^{\text {es-a }}$,and did likewise
Let go back six years.
Iwe srdt cmfwy mfwymiwybgkik Itwas an eventful evening in Har's department store. Elmer and thof was closed for the day. harley," said Elmer,
the matter with our business? You and I know we've got quality merehandise here. Our prices are rightstill, go down to the depot and the baggage room is crowded with goods Prom the mail order houses-and in very instance, it is inferior goods to ours. price and quality considere 1 But what are we going to do? lon't see any answer but to close u! -quit?"
"Yes-quit or fight," said CharFie thoughtfully; "quit or fight and I say fight."
"If all you say is true, then it is he lack of real aggressive salesman ship. I say, let's fight."
Ask the mail order houses and the nearest big city merchants today il the Hart brothers of Long Prairi are fighters. They will tell you. This is how they fought.
First, Harts went out to get a guainted with evervbody within fifly lon Prairie.
How did they do it?
Through advertising, of course. Now wait-advertising covers to us to prove it true right here Lone Prairie. Todd County, Minota. It is true. I know it and know it. The fact is then oothat our weak sot has been in cek bottom and built on a soli.1 iation.
ts oot accuainted. Also, an: important, thev simnly mads 5 appronriated 3 per cent o

## They contracted for newspaper space on the full page and double truck display basis.

 They didn't waste this extra spac with large type and extravagan claims. Instead they wrote readabl? copy and illustrated it with cuts which were seasonable aa big city sales appeal. Frery ad was given carefu thought. It told prices, also talked barcains.
Hart ads were bright and attra:tive. They usually included a little talk on hivine at home. They educated and built up customer's conti-
dence and soon-Harts began to hire dence and soon-Harts began to hire Har's was out after the business. soul in Long Prairie and Todd couny knew it. And right here Har. trened another mile stone. They sus ported their advertising campaign ine merchandisine ideas and plans. Ther brilt un a card index of evPrainio and Todd county, some as far claim a as firty milos hecause Harts bilo is no farther awray at fifty miles morehant has the crods a customer On the index cards was recorded every hit of information obtainabia hort everv member of a family. The
vife's name; how many children. The assessed value, etc.
Harts cot all this information from he county assessor and school teachhe cards during spare time.
That was Harts mailing list which has arown within a radious of fifty or sixty miles.
With a mailing list of size, Elmer Hart as president, began sending out leters in support of their newspaper advertising. They were friendlv, personal and cordial letters, tellin about seasonable goods and at pricus
the various bareains might be bought
Then came the house organ idea. was a little four-nage paper whic 1 hat it tonk a new lease on life. began to tell interesting news.
was filled up with pictures-and
index file. The House Organ wa ponvlar. Tt took an occasional brat side at the mail order houses about auality, inconvenience of doing busi-
Harts then introduced the nerson, demonstrators first through big news paner ads, then the house organ and finally in special letters. All that was asked was that customers living in the country lot Harts demonstra or call with samples of advertise wares desired. A little cupon wa attached to make writing easy.
The idoa cancht on. It wasn ong until the Hart demonstrator, in a lioht car nacked with grips, was doing $\$ 100$ a day business. Harts ven moved staple stocks anch as and house-to-house canvass.
if course. the demonstrator -ery dav talkine and talking on the value of trading at home
And during Fair week in Long Prairie-well, in a bio tent on th prounds. Harts cave a lesson in deniodd countv womon still talk about. When Harts built their new store three and a half years ago, thre floors which is now manned by orne of more than thirtv salesneople dea से art hrothers had orown into. The semi-annual style show, when The semi-annual style show, when re shown on stalwart young ment and orettv cirls is a Saturday afier
noon and evening of intense interest
dreds attend.
The cool, comfortable rest roon on the balcony is a heaven to coun freely-inviting all to make it thei eadquar rers.
Chin. r and Charley Hart long ago discovered an old truth that "wit? every yerson in an institution work
ing enthusiastically-a business i bound to succeed." They took thi-
idea at one bound when they organ ized Hart Store Club̄, numberin every member of the staff. It elects officers, nays dues and has two business meetings every month. The soAll are inspirational and pep-1. meetings. Questions of policy, ser out.
Harts has also adopted profit shar ing plans paying two ner cent of tha increase over the previous yea
l usiness. plus an addod $970 n$ if volume of pain exceeds $\$ 30,000$ Checks are distrihuted the dav be in.. Christmas. One year Hart d: arge bonus for the then twenty town. "Beating the mail order comnetition has heen our most gratifvino
anhievement," say Charlie and E1mer Hart.
Thev did it in the best of possible wavs. They oot mail order catalogs
from all the big houses. They sent and boright mail order goods. Then they comnared this goods with that in their own store. Their own goods stood the test.
A staff meeting of all employes was called. Hart brothers showed the sa/speople what they had found, locues have had prominent places on ry Hart counter.
When customers start mail order talk-catalogue and goods are
brought forth-comparison madesale closed and a customer cemente o Harts.
Wach department has its tabie ere Hart merchandise is shown goods.
And finally. Hart brothers advice
r. small town merchants. It il ol ta wh mail order catalogue in your hanid
watch your buying-then advertise.
farm bureau notice To all members of the Dickens County Farm Bureau, you are herepective locals at once to elect delegates to attend the Dickens Count Farm Bureau Meeting on the 30th of December, 1922 , in Spur at 2 m. in the County Agents office, then and there to elect one or more delcgates to the annual meeting of the exas Farm Bubeau Cotton Associ, on, which convenes in Dallas, TexJ. R. McMAHAN, Sec.

Cut your cane before frost an ring it in and let us make it into syrup for you.-Citizens Gin \& Pow. Co., Eb. Johnson.

If you want your serap cotton clean ed and ginned in the best possible manner, bring it to the Citizens Gin \& Power Co.
THE AMERICAN CREED
THE AMERICAN CREED America as a government of the peo America as a government of the peo-
ple, by the peaple, for the people: whose just powers are derived from the consent of the governed; a denocracy in a republic; a sovereign Nation of many sovereign States; a erfect Union, one and inseparable: established upon those principles of reedom, equality, justice and humanity for which American patriot I therefore believe it is my dutv
I therefore believe it is my dutv
mv country to love it, to sumport
It Constit"tion, to obey its laws, to
respect its flag, and to defend it

## sere LOWEST PRICES

## In the History of the Ford Motor Company Chassis $\$ 235$

Runabout 269 Touring . . 298
TruckChassis
Coupe . . 530
Sedan
595
All Prices F. O. B. Detroit
At these lowest of lowprices and with the many new refinements, Ford cars are a bigger value today than ever before. Now is the time to place your order for reasonably prompt delivery Terms if desired.

GODFREY \& SMART spur, texas

NOTICE TO LANDHOLDERS TO LANDHOLDERS TO
KILL PRAIRIE DOGS

Oran Hall and spending the holiday season in Spur with his parents, Mr. and Mrs. E. Fo The land holders of Dickens Coun- Hall. Oran is now engaged in the , Teause to be killed all prairie dogs ing wholely to deals in city property. within their respective enclosure, as He informs us that the exchange of within their respective enclosure, as He informs us that the exchange of
required by law before the 15 th day property in Dallas at this time is of February, A. D. 1923, and on somewhat slow as a result of unfavos their failure to do so, the Commis- able conditions.
them killed at the expeceed to have R. M. Slack dropped in this weel faulting land holder. And the cost and extended us a substantial greetthereof will be lein upon the land, ing of the Christmas season, and
and the payment thereof will be en- which we appreciate. May he enjor forced in the manner provided by lavo many more Christmas seasons, and in such cases.
Court of Dick
session, this the 23rd day of November, A. D. 1922.
O. C. ARTHUR, Clerk.
W. D. Eldredge, of McAdoo, came in for a minute last week, and con. cheer of the Texas Spur establishment.
F. E. Walker, of West of Sour, shoved his subscrintion up a notel more christmas season brighter and J. T. Rose, of the plains countr was down durine the holidavs and revorted evervthing in fine shape in
his sention. He has his sention. He has a considerable acreage now in wheat which he
states is now most promising of
W. W. Samnle spent. Christmas at Matador with his brother, Jim Samle and family.
Mics Marv Coneland. who is takno a soecial course of study at the hrictmas holidave with her narente rr. and Mrs. C. D . Coneland, near
the vear to resume her studies for
arh become brighter and happier as the years go by.
Meal and Hulls, Cold Pressed and Hydraulic Cake, we buy and sell are gone-raise some more cane, suid bring us your business.-Citizenis Gin \& Power Co., Eb Johnson.
See Snur Mattress Factory 1 Pe Sanitary Mattresses. We also Reguaranteed Your patronage will be appreciated.-N. O. Phililps, Prop.
FOR SALE-6-cap range stove with reservoir, good as new, for $\$ 20$
cash. Also 250 eqg incubator for \$15.-W. H. Birdwell. 8 iff.
Miss Virginia Forbis, who is attend ing C. I. A. at Denton, is at home parents, Mr. and Mrs. R. C. Forbik.
HAY FOR SALE-Very brighs wheat straw, baled, at $331-2$ cents per bale, 5 miles west of Spur or
highway.-W. J. Pickens. $95 t p$ highway.-W. J. Pickens.
We are fully equipped and prepared to clean and gin your serap cottom o the very best advantage. Bring to us and we will do the rest.-Citio-
zens Gin \& Power Co., Eb. Johnson.


We Have Just Unloaded


## A Car of P. \& O. Lister Planters

## Disc Plows and Harrows, and Walking Listers and Turning Plows

## IF YOU ARE IN THE MARKET FOR FARM IMPIEMENTS, IT'LL PAY YOU TO SEE OUR LINE BEFORE BUYING

 -(II)-We Handle the Best

Terms if Desired


# Spur Hardware \& Furniture Co. <br> "Spur's Oldest Store" 

A COMPARISON IN FEEDING AND MARKETING OF CATTLE Recently County Agent Johnston made a cooperative shipment of cattle to the Fort Worth market, the shipment being made up of old and forced on the market. The price for this lot of cattle ran from two to sev en cents. At the same time R. L. Bell, of Ilii. nois, and nephew of T. Lindley of
the Spur Produce Co., marketed the Spur Produce Co., marketed in Chicago the two car loads of calves formerly purchased of Jones \&
Elliott and fed at the Experiment Station as baby beeves. These colves were kept on home grown feed
in Illinois after leaving Spur until they were 18 months old, weighed 1100 pounds, and brought 15.50 and 15.75 at the stock show in Chicagc. A comparison is all that is neces-
sary to convince any one of the advantages in feeding and preparing cattle for the market. It is a waste of energy and money to go to market unprepared and in a hap-hazzard manner:
C. W. Sims, of near Roby, was in Spur Thursday, calling in at the Tex as Spur office to get a copy of "Mag. gie and Jiggs at The Golden Gate," and also having the Texas Spur to come to his address throughout the New Year. Mr. Sims reports cond: states that farmers of that section have now almost recovered from the "recklessness" of 1920 and are now in a prosperous condition.

We this week received a letter inclosing a dollar and fifty cents from . A. Glading that the Texas Spur be mail ed to him at his new address. Mr. Gladish has been one of our best and most substantial citizens. We regret to see him leave the Spur country, but wish him all the prosperity pos sible "back East."
Clark and Frank Forbis, of the Forbis ranches at Afton and Turkey, parents, Mr. and Mrs. R. C. Forbis.

REPLYING TO A "XMAS GIFT" On the Eve of Xmas, I received a gift?" which was unappreciated.
The Billet d' Amour, was certainl not sent in the spirit usual to this eason. By the same token let me remind you Christ was crucified for ike him, I accepted your fuage - Un $r$ of velvet or iron, as intended, but just what the intent or spirit in hich it was sent, I do not know, here is in every community, some y his braying attracts others. Some of them, will also join the choras, without thinking why or what they an
are doing, as is natural. I grant tu try very one the right to friticise my ublic acts, but got to put their my ons for my acts, in place of my own As I do not know the spirit in whic he Love letter was sent, I reply be wo in neither prose or verse.
What fools these mortals be
They oft go far at sea
vine
oread of man his secrete minde
And motive give to him.
Kotives as low as they are false,
Were they placed in like circu
stance.
They place him, as they'd themselves
Without a thought that came fro Heaven
But from the lowest Hell. Are ye a father more than I? Tried to do more for state than For what you have

To meanest sinners our country's gi

## Laws-for which your Fathers o

 have striveno keep down utter riot.
Have ye turned better than th
Have ye turned better than the Best? Deree another rest Remember Dieu et Mon droit.
My friends will excuse this, as have no other means of replying.W. J. Elliott:

## HKISTMAS TKEES WERE LNJOYED AT CHURCHES Saturday night Christmas trees for

AN APPRECIATED GIFT Among the Christmas rememsunday scnool classes were had was an appreciated gift from W. K.郎 sunday senool classes were had Kellogg, of Kellogg Toasted Corn t both the Metnodist and Baptist Flake Company of Battle Creek, Mich churches. Sunday night the trees igan, consisting of a full case of the and Christian churches. The trees Flakes and Bran, Krumbles and Pein were largery attended, and the Christ with the injunction to "please enjoy mas Spirit was fully evidenced and them with your home folks."
enjoyed by all,
pany has been carrying advertising in the Texas Spur to introduce these
produts to the trade of the Spur ter ritory. We have always known that
advertised goods were of superior advertised goods were of superior
quality, and with respect to the Kellogg Toasted products we are in posi tion to state positively that they ex. cel in flavor and quality, and would be an addition to the table of royalty. The leading grocerymen of Spur han-
dle these products, and you will concur in our opinion if upon the next occasion of a psrchase you call for Kellogg's.
Our Christmas joy is made mora wholesome by the kind, considerate, thoughtful and appreciated rememberance of Kellogg Toasted Corn
Flake Company, and sincerely wo wish them a more extended clientelle throughout the New Year.

FOR SALE- 160 acres land, 90 in cultivation, 4 1-2 miles from Afton. Will sell cheap and on good terms. See L. B. Haile, Afton Tex-
as.
$9-16$
G. B. Morris came in during the holidays and had the Dallas New added to his supply of
ter for the new year.
H. J. McCarty, of Sudan, was in Spur and spent several days the past week, He says the $S$
the best in the West.
H. F. Sheppard returned home W. H. Birdwell was another wh Tuesday from Brady and other remembered us during the holida Having a very enjoyable time. sible.
Mr. Cooper, of Fisher conuty, is in the Afton country, visiting with friends and relatives.

