

## It Does Not Take Rain For Crop of Tourists

### Arthur L. Jones This Week Tell of the Florida Propaganda--Who Wants a Florida-Sold Husband?

Without doubt the flow of population in U. S. A. today is southward and Florida has seized the opportunity to make a bid for the gathering wealth of the nation.

She says: "Bring your fortune here and we will charge against it no income-tax while you live and no inheritance tax when you die, in addition we will give you a climate where the winter winds are soft and gentle and the sun shines, where birds are singing and bees, butterflies and humming-birds fit amid the endless profusion of flowers. We do not ask you to work, do not want you to, in fact, we have now more workers than jobs, this is a land of sport and pleasure and we will furnish you every amusement and pastime known save alone those that call for ice and snow."

And the people are responding to that call in constantly increasing numbers each year. Besides those who come to make a home here, there is the tourist who comes to pass a winter or part of it as their time or money will permit, they are the "luxury crop" of Florida. They leave here the money that pays for the pleasure cars and other things of that nature and it is a crop that abundant rain will not produce. This year it is admitted has been a light tourist year, whether from the fine weather of last fall in the north or for whatever reason they do not seem to be as numerous as usual or have as much money to spend.

It has been three years since I first saw Saint Cloud and in that time values of property which have buildings on close in have about doubled, rents have also doubled, furnished rooms for light house-keeping which were let then for ten to twenty dollars now bring twenty to forty dollars per month.

The building that has been done here in the last three years would be considered marvelous in the north. A few of the more prominent buildings that have been completed since I first saw "the wonder city" is a brick business block four fronts on one street and two on another, a large two story stucco bank, a large school house, a library, a W. C. T. U. temple and many more. Besides these hundreds of cottages and more pretentious dwellings have been built.

They have now a real park beautifully shaded with tropical trees and pines, with clumps of tall graceful bamboo and beautiful palms. Near the center is a band-stand where the band gives concerts each Sunday to large crowds, near this is a large club house with a magnificent wide veranda surrounding it on which the visitors play games of dominoes, checkers, chess, cards, etc. six days in the week.

Scattered thru the park there is a basket ball court, double tennis court, double cement floored and curbed croquet ground, a double, cement floored shuffle board game, a place for pitching horse shoes and there may be other amusements that have escaped my notice. But if there is you may be sure they are used, not occasionally, as in the north, but all the time--"for time is the only thing these people haven't anything else but."

The city is making improvements all the time with paving, side walks, lighting, water and sewer systems. Outside the city are unlimited possibilities for truck gardening which have hardly been touched. Celery, potatoes, cabbage, lettuce, sugar cane and other crops could be raised with profit, while citrus fruits are at their best here. This locality is especially noted for its fine grapefruit. All of the citrus fruits with proper care and cultivation will yield a fine crop in five years.

Of course the climate is the great attraction and to a person reared in the North who has always dreaded the icy blasts of winter, to spend a winter here is a joyous adventure.

Arising on the morning of a bright day, you read in your northern paper of temperatures from eight to twenty degrees below zero, of ice cutting on the pond, of drifting snow filling the roads and blocking traffic. You shiver and a chill creeps down your spine. A mild wonder grips you. Can it be possible? So different, and only two days travel between. You must see and dropping the paper you step thru the door into sunshine and summer. A tang of the ocean salt is in the air to fill your lungs to their extreme capacity. The turtle doves are cooing to their mates; the mocking bird is trying out a few notes of his love song which he

will be reciting to the lady of his choice; the bees are humming among the blossoms; a few fleecy wisps of fog, sun-chased are scurrying away; far up in the sky two or three buzzards are wheeling and turning and planing--as no ship of the air ever sailed--with a skill and grace known only to themselves; flowers and fruit in profusion abound everywhere and at the foot of the street you can see the lake, shimmering and dimpling in the golden sunshine with a witchery all its own, calling you to go swimming, fishing or boating as your fancy may suggest.

Well yes! It is just as I have told you, but I must stop piling it up or you will think I have gone--what shall I say?--Bugs? Batty? Sold? on the Florida proposition.

Rains do occur here even in winter and there are damp chilly days. There has been an unusual amount of them this winter and on the 28th of January we had an honest-to-goodness hail storm that made the old residents look with open but unbelieving eyes. I picked up some hail stones as large as the end of my thumb and the ground was covered with them for a short time. Might be an aftermath of the eclipse that it sure happened just the same. Then you know we are not all constituted just the same. They think one enjoys are distasteful to another.

There is a lady staying with her husband in Saint Cloud for the winter who drops in to see one of the ladies who is staying here. She is a jolly soul who loves a joke and many a merry one she tells. Wish I could tell you some of the things she tells in her own dry way.

She does not love Florida. Her northern home is in Petosky, Mich., where the Petosky potatoes originated--and if she could stay there, there is little more she would ask, but her husband has the Florida fever and must drag her here every winter. She wishes she knew some woman who wanted to come to Florida that had a husband who wanted to stay in the north, she would swap. She will guarantee her husband to be kind, affectionate, everything a husband should be, save his mad infatuation for Florida.

She says: "Florida is a lazy man's country. It may be all right for 'crackers' and colored folks but no good for real live white people. Florida is kind to men and mules, but death to women and horses. It will take away all your ambition and leave you a lazy worthless wreck."

"Oh! for a winter in the north. Get up in the morning and shovel the snow off the walk and then go in to a breakfast of buckwheat cakes and maple syrup, hot sausage and coffee. Yum! yum! You can't get anything fit to eat in the south and if you could, it wouldn't taste good anyhow."

"But spring is coming. I am counting the days even the hours, to the first of April, then ho for the blessed North and who knows I may be able to swap my husband off before another fall comes, for a real 'dyed in the wool' northern man and can stay in Petosky, Mich., next winter, which will be very near, quite close, in fact, to heaven."

Go you north and you find people who would be happier in the south. Go you south there are those who would find the north more to their liking and either place are the discontented ones who are unhappy North or south. To misquote slightly, "For north is north and south is south and never the twain shall meet."

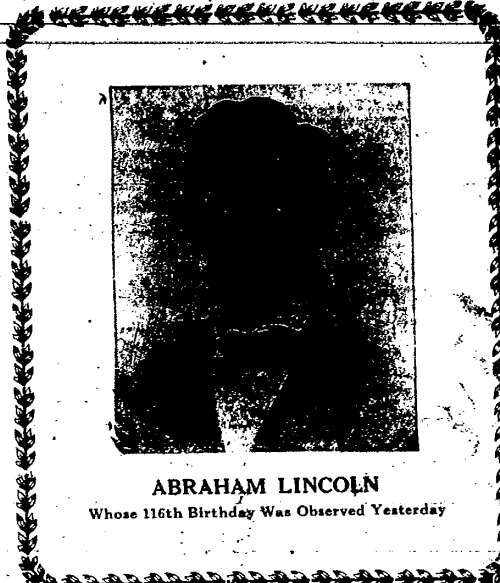
It is a big and beautiful world. He has created with varied conditions on its surface. I like to think He made it so, that all His creatures might find the place that fits their needs and desires.

But no place is perfect. There is ice on the walk, or ants in the sugar, earthquakes in the back yard or floods in front. But each place seems fitted to make a happy home for some of His creatures and I think it was not planned to have it so perfect that there should be no longing for the "land of after-whiles."

—Arthur Lincoln Jones

### Parent Teachers Meeting

A meeting of the Parent-Teachers Association is to be held at the High School Auditorium Tuesday evening February 24th. Mr. C. H. Watson will give an illustrated lecture of his travels and the meeting will be of much local interest. All are invited.



ABRAHAM LINCOLN  
Whose 116th Birthday Was Observed Yesterday

## Hornell is Suffering From Worst Flood in Years

Hornell, Feb. 11.—With miles of Erie railroad tracks submerged, state roads under from three to five feet of water, mills and factories moving machinery from the first floor to storage buildings and the Bethesda hospital accessible only by boat, this city seems on the verge of the worst flood in its history. Shortly after noon today the river started to rise and tonight it is coming up at the rate of six inches per hour, with ice jams and flood conditions reported from nearby towns on tributary streams.

The state highway to Buffalo and Rochester, via Bath, is under five feet of water, just outside the city limits, while state roads to Addison and Canisteo are under four feet of water. Houses on Fulton, Seneca and William streets have from 15 to 20 inches of water on the first floor, families being compelled to move their household effects to the second floor and there seek safety from the intruding stream, isolated from their neighbors.

### Mill is Isolated

The Huguet Silk company's mill, ordinarily on high ground, is now located on an island, with water within a few inches of its doors. The Merrill Hosiery company, operating the largest silk mill in the city shut down at four o'clock this afternoon and rushed all employees from the building on account of the advancing flood. Other industries are in dangerous positions and the city may be paralyzed industrially tomorrow morning.

On the P. S. & N. railroad tracks between Hornell and Olean, there is five feet of water, while miles of Erie trackage on both the Buffalo and Susquehanna divisions are well submerged. Officials of the company stated tonight that if the rise continues the trains from New York via Binghamton and Elmira, will be

unable to enter Hornell by early morning.

### Many Boat Home

In some sections of Hornell boats are being used to gain entrance to homes, while residents report moving their chickens and other small livestock into vacant bedrooms. One individual declared that he had "parked" a valued rooster in the bathtub for the night, taking care to explain that the arrangement did not meet with the full approval of his wife.

In and around Campbell, conditions are decidedly serious owing to an ice jam in the river. Late this afternoon, when the water from the surrounding hills commenced to pour into the Cohocton river, the ice formed a barrier to its quick passage and soon the Fairfield garage, in Campbell, was in danger of being isolated. To prevent this, dynamite was freely used on the ice but when the jam broke it merely moved towards the nearby highway and blocked the passage of a score of motor cars.

### Rescue Car Occupants

The water flowed around the jam to the state road and prevented the motorists leaving their cars. Boats were secured and all those marooned removed to a place of safety. One large cake of ice crashed into an automobile, a few seconds after its occupants had been placed in a boat, and turned the car on its side. Tonight the auto is being ground to bits on the edge of the ice jam.

It is declared that at least two-thirds of Campbell is under water, many homes being flooded on the first floor. The property damage will be extremely heavy. Traffic between Campbell and Curtis is entirely suspended because of the impassable condition of the roads, while the Erie railroads line to Campbell is submerged and out of commission.

## CAUGHT IN RUSH OF ICE AND WATER

### John Guinn and John Walters Victims of Very Unusual Accident.

Lightning coming from a clear sky had nothing on the experience of John Guinn and John Walters, Monday as they were returning home up thru the Snyder gully when an avalanche of ice, snow and water poured down upon them, nearly four feet deep in the road.

Snyder gully is the location of the highway leading from the East Valley road to the splendid farms on the hill to the east. In some way the water from the rapidly melting snow at the head of this gully road, became dammed up and held back only to be released just at the instant that Guinn and Walters were climbing the hill to their farm homes.

They had each a load of lime. On arriving at the foot of the hill, they "doubled up," the hill. The first load with two teams had nearly reached the top when, without warning, a veritable avalanche of snow water and ice burst forth upon them completely filling the road to a depth of nearly four feet! The force of the water carried both teams down on the sleighs, where men, horses, sleds and lime became a scrambled mass. Mr. Guinn was quite seriously injured, but no bones were fractured.

## MISSIONARIES TO BE AT WELLSVILLE

### Four Eminent Men to Speak at All Day Meeting Missionary Gathering.

A very unusual opportunity to hear some of the really big men in the missionary field is offered those who care to avail themselves of the opportunity. At an all day meeting at the Methodist church in Wellsville next Thursday, February 19th. The four speakers of the day are Dr. Stanley Jones, who, because of his loyalty to his evangelistic work in India, refused an election as bishop of the Methodist church; Dr. Hanson of India; Dr. Morris of Korea and Br. Shields of Africa.

Following is the program:

10:00 a. m. Devotions.  
10:15 The Purpose And End of Christian Missions.—Jones.  
10:45 Evangelism in Africa.—Shields.  
11:30 Discussion and Intercession.  
12:30 Adjournment.  
1:30 Devotions.  
2:00 Foreign Missions in the Local Church.—Hanson.  
3:30 The Liberating Christ in Korea.—Morris.  
4:30 Intercession and Consecration  
5:15 Adjournment.

Someone will own a new home as a direct result of one of today's real estate ads.

## Hardware Man Sees Peddler as Menace

### Goods Sold by Canvassers Dear at Any Price, Convention is Told--Some Agents Are Spotters for Burglars.

The menace to the retail merchant of house-to-house canvassing was outlined Tuesday by Llew S. Soule, editor of the Hardware Age, of New York City, in a talk on the topic, "Glorified Peddlers," before the 23rd annual convention of the New York State Retail Hardware Association which began its sessions in the Hotel Statler, Buffalo, Tuesday morning.

Mr. Soule made statements tending to show that housewives pay more for good merchandise bought from canvassers, buy second-class merchandise that is dear at any price and are sometimes imposed upon by crooks.

House to house canvassing is the greatest single menace confronting retail merchants, he asserted. The growth in the last three years has been appalling and has been much more serious than is realized by the average retail dealer. One house sold \$20,000,000 worth of merchandise last year by house to house canvassing, which, according to Mr. Soule, was more than was sold by that method in the entire country in previous years.

### 72,000 Peddlers Available

One firm in New York has a list of 72,000 names of peddlers and will supply names of, from one to 10,000 or as many as are needed to companies which want to employ them. These men average sales of from \$12 to \$14 a day, which would amount to \$315,000,000 a year. From 15 to 20 per cent. of the merchandise they sell is made up of hardware. If the figures hold good, they will sell upwards of \$100,000,000 worth of hardware this year.

Despite this list of 72,000 names which is available from one firm, and a number of other smaller lists which can be had from other companies, Mr. Soule told of a recent copy of a magazine in which appeared 161 advertisements for canvassers.

These canvassers are put thru a thorough course of training in salesmanship and are better trained in that phase of business than are 95 per cent. of the retailers. They pay no taxes and contribute nothing whatever to the communities in which they work.

### Advance Men for Burglars.

"They have no place in our established order of business," he continued. "The canvassing system is economically unsound."

Mr. Soule divided canvassers into two groups, one of which sells high-grade merchandise that according to a survey, he quoted, costs the housewife from 25 to 50 per cent. more than it would if bought in a store. The other group sells cheap stuff and "seconds" which are dear at any price. One of the biggest burglary squads in New York had been found to be sending out advance men as

canvassers. They gained entrance to homes, looked over the places and at night would send a cleanup squad to rob them.

Mr. Soule recommended the establishment of a license system wherever possible. Better business commissions should issue cards to those selling legitimate merchandise. Housewives should be educated not to admit or even talk to canvassers who do not have cards. He also urged a campaign of education to teach housewives that these "glorified peddlers" are a real menace to themselves, to the retail merchants of their city and to the general prosperity of their community.

Placards, to be posted by householders in conspicuous places, bearing statements such as "We do not Deal With Peddlers" or "No Canvassers Allowed" have been found to work successfully in some cities. Hardware merchants should see to it that their families do not buy from peddlers even when the goods offered are other than hardware and should urge other merchants to do likewise.

The retail merchant is seeking no advantage, Mr. Soule said. "All he asks is that the canvasser pay taxes to the community and assume the same responsibilities that others have to assume."

### 1,000 Delegates Present

More than 1,000 delegates are in attendance at the convention. The meeting Tuesday morning was opened with prayer by the Rev. Charles H. Stuart of North Presbyterian church. Horace P. Aikman, president of the state association, made his annual address.

There was a general discussion of the efficient operation of retail hardware stores, with special reference to financing. Martin Van Dusen of Rochester said that the average investment in the 22,000 retail hardware stores of the country is \$34,700 and the average annual sales \$61,800. This is a rather slow turnover, he declared. The average store clears only \$900 a year after paying the proprietor an average salary of \$2,200.

## Harold Kemp Graduates From Police School

A training school for law officers will be established in every state in the union along the lines of organization and conduct employed by the New York State School for Police which entered upon its sixth session in Troy yesterday, if a plan which Secretary of Commerce Herbert S. Hoover is working on at Washington is carried out.

The idea of promoting schools for police officers grew out of a conference of national police officers at Washington in December. It was among the chief recommendations reported by a general committee

named by Secretary Hoover. This conference sought to devise ways and means to bring about uniformity and co-ordination of all the law enforcing agencies in the United States, and to adopt suggestions toward the prevention of highway accidents.

Governor Alfred E. Smith spoke at the banquet at Troy, N. Y., yesterday at the Police School from which Harold L. Kemp of Andover was one of the graduates. The school is receiving much praise and will undoubtedly be the model for which every state will soon organize to develop efficient officers.

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TEAS and COFFEES  
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MRS. C. W. WILLIAMS