

C. H. PHAUP ADVISES TO STOP --- SIT and THINK

Having established the Ahooskie market and observing the many ways it has benefited this entire tobacco growing section, I cannot help but think that any farmer within reach of the Ahooskie market who does not lend his support to the upbuilding of the loose leaf tobacco market in Ahooskie does himself and his family a rank injustice.

There is a large market for tobacco in the Ahooskie market and observing the many ways it has benefited this entire tobacco growing section, I cannot help but think that any farmer within reach of the Ahooskie market who does not lend his support to the upbuilding of the loose leaf tobacco market in Ahooskie does himself and his family a rank injustice.

As a rule, a man looks after his own interest better than a stranger will look after it for him. CONTINUE TO SELL YOUR OWN TOBACCO. We know what the auction system is. We will have to experiment, (and experiments are always costly) to find out how the Co-operative plan will work unless you are already a member of the Co-operative Exchange which has tied up a good many Peanuts in this section, much to the inconvenience and discomfort of the members, merchants and Bankers. If that be the case you should know something of Co-operative marketing. The tobacco exchange will be run on the same principle, and if we can already see the disadvantage of a very small exchange, what can we expect from an exchange which is much larger, and a great deal more difficult to handle.

You are told a great many things by the paid organizers working for such schemes, most all of their strongest arguments have for their foundation the little word "IF."

I believe if you will just make up your mind to say "NO" to these professional canvassers who are earning larger salaries in this line of business than it is possible for them to earn at any thing else they may try to do, in one year from now you will consider yourself extremely fortunate.

I don't believe that it would be necessary to go to the expense of hiring canvassers, paying big advertising bills, hiring silver-tongued orators, buying and paying for high priced warehouses, and re-drying plants, if the Co-operative system would do the Farmer even a small percentage of the good which is claimed for it. It would not be necessary to have all this expense, all of which the Farmer pays to get him; he would go hunting for the Co-ops instead of the Co-ops hunting for him. So don't let them excite you, think for yourself, before tying your crops up into something not only for one year, but for FIVE years. THINK FOR ONE MINUTE --- SUPPOSE YOUR TOBACCO THIS YEAR WAS WORTH THREE HUNDRED DOLLARS AN ACRE, AND YOU HAD FIVE ACRES, THEN YOUR CROP OF TOBACCO WOULD BE WORTH FIFTEEN HUNDRED DOLLARS. NOW SUPPOSE, you were in the tobacco exchange and you were fortunate enough to raise tobacco of an equal value for the next five years; don't you see that by signing this contract you would have turned over to somebody that you know nothing about SEVEN THOUSAND, FIVE HUNDRED DOLLARS OF YOUR MONEY to do with as they see fit, and you cannot have anything whatever to say about the use of it, but will have to sit and wait until you are sent any part of your money.

DO YOU THINK THIS IS GOOD BUSINESS FOR YOU AND CAN YOU AFFORD IT? These canvassers try to put you against the warehousemen, and we all know that it is as much to the interest of the warehouseman to get you a good price as it is to the Farmer himself, because the more money the Farmer's tobacco brings, the more commission the warehouseman gets. They will also tell you that they have the best warehousemen in the business connected with them, so it must be that they have offered these warehousemen more money than they could make in the warehouse business to get them, in addition buying their warehouses, in most cases and paying, in the opinion of good business men, more for these warehouses than it would be possible to sell them to any one else for.

AND YOU MR. FARMER---YOU PAY THE BILL. It has come to my attention that rumors are being circulated in this section that the Ahooskie market would

not have any buyers this season. I wish to state that this report is absolutely untrue, no doubt started in order to mislead the tobacco growers of this section in order to get them to sell their tobacco in some other way than at auction on the floor of the Farmers Warehouse in Ahooskie. I want to assure every farmer in this

Companies, and the prospects are that we will have a larger buying force on the Ahooskie market this season than ever before. It has always been my policy since establishing a market in Ahooskie to do what I thought best for the tobacco growers of this section and I shall continue to do that as long as I stay with you. I believe that when I advise you to stick to the Auction sale of your tobacco, and to WAIT AND SEE what these other systems will amount to, I am giving you some of the best advice that it has ever been my pleasure to give you.

Trusting that I shall see all of my old friends, and many new ones on the floor of the IRON HOUSE, with their tobacco, often this season, I am always for the best interest of the tobacco grower. Yours, etc. C. H. PHAUP, Proprietor, (The Iron House,) The Farmers Warehouse, AHOOSKIE, N. C. Market Opens August 10th.

ADVISES TO STAND BY AUCTION SYSTEM

To the Editor:—In your issue of May 22, 1922, you carry a letter from Mr. Clarence Poe, in which he gives some comparative figures of prices received by selling tobacco at auction and through the Co-Operative Marketing Association in Kentucky. In order that this letter may be more clearly understood, the following comments are made:

It is officially reported by Mr. Hanna, Commissioner of Agriculture of Kentucky, that up to March 1, 1922, there was sold over the auction floors in Kentucky 59,837,048 pounds of the 1921 crop of burley at an average price of \$21.25 per hundred pounds. It is not stated, however, that the entire burley belt has sold to date 74,140,846 pounds at an average of \$22.66 per hundred pounds. It is not explained in Mr. Poe's letter that these sales included good, common, medium, green, damaged and all other kinds of tobacco delivered to the auction floors. It is very evident that twenty millions or more pounds of these sales averaged much more than \$29.00 per hundred.

The co-operative association reported sold up to March 1, 1922 (and since then have discontinued reporting to the Agricultural Department), some over twenty millions pounds of tobacco at an average of \$29.00 per hundred. Now, Mr. Poe, do you know that this sale included good, medium, common, green, damaged and all other kinds just as delivered to the association, or did it include certain grades of the good and medium tobaccos.

In justice to all concerned it does not seem just right to take a small lot of tobacco sold by the association and compare it with a large lot of all grades sold through the auction sales. Every one knows, however, that the lower and cheaper grades will reduce the average price received for the better grades and this fact will mean that the co-operative association's average for the twenty million and more will be reduced when the lower and cheaper grades will have been sold.

Since co-operative sales are not reported to the Agricultural Department, of which Mr. Hanna is in charge, it is only right that the additional forty million pounds and price mentioned should be considered as an approximation. Now, I will tell you how you can secure actual facts and conditions just as they are in Kentucky. If you have time and money, take a little trip out to the wonderful Blue Grass State; don't let any one know you are coming or what your business is. Brush shoulder to shoulder with people in and out of the association. Go out in the rural districts; talk and be a farmer with the farmer. Discuss co-operation and general conditions; stop at the cross-roads store; buy a soft drink or something. Talk general topics and ask the storekeeper how is business anyway. Then head in to the towns and cities; talk to merchants and business men in general; visit the banks both small and

large; look around and judge for yourself some things. Make up your mind and come home. You will then know more about actual conditions of the Co-operative Marketing Association in Kentucky than the orators and newspapers of North Carolina can tell you in six months. Mr. Barker, director of warehouses

back of an overcoat, I know a fine spray on his belly or sprinkle the floor of the car or pen. 6. Don't try to save money by overloading a car. Overloading means dead animals. 7. Don't trust to luck that the railroad has removed protruding nails from the car furnished to you, and don't assume that the door fastenings, floor patchings, etc., are in an acceptable condition. 8. Don't forget that the bruised and crippled hog bruises and cripples the shippers credit balance. 9. Don't load crippled animals unless partitioned separately. 10. Facilities for drenching bedding of carload shipments of hogs in transit have been furnished at the following points: South Rocky Mount, N. C., Fayetteville, N. C., Wilmington, N. C., Florence, S. C., Columbia, S. C. B. BENNETTS, S. C. YEMASSEE, S. C. G. A. CARDWELL, Agricultural and Industrial Agent, Atlantic Coast Line Railroad Co.

Proof of the padding is in the eating thereof. Thousands praise Tanelac. So will you. C. H. Mitchell Adv. Under an agreement recently entered into between the British Government and the United States Department of Agriculture frozen pork cuts may now be imported into England. A new marvel has been added to London life in the form of a collection of electric display advertising that has been erected on buildings fronting Piccadilly Circus in the heart of the theater district. The display makes the New Yorker think of Times Square 20 years ago but it is a novelty to the Englishman. Piping made of paper by an improved process is the invention of a Frenchman. This piping is made by winding paper in a very tight manner together with the use of an adhesive and very light. In a new fuel the combustible part of coal is conserved and the ash is eliminated. It is believed that this new fuel will find a market for the poorer grades of coal and present new opportunities to railroads and steamships which are dependent upon high-priced fuels. The new fuel may be stored dry or in plastic or semi-liquid form and may be handled by conveyor or pump or fired by any automatic or mechanical device for firing coal. Tests prove it has 42 per cent steaming advantage over the best steaming coal available at this time.

hundreds of them they have signed, or at least the unpooled tobacco will grow at least forty per cent in pounds this season. The market association has never told any of its members yet what they got for the tobacco they sold, or how much they sold, and it is all guess work, as to the final outcome of what it will amount to. Don't you believe all the newspapers tell as that is pure propaganda, and most every statement you see in the paper is misleading and without authority. There is seventy-five per cent of the real tobacco growers in this county that are independent, and you could not drive them into the market association, so if you have any business knowledge and are still sane, you or your growers surely do not need a guardian to attend to selling your tobacco; and if I were you I certainly would never sign up my tobacco or warehouse to any association. Don't do like I did, sit still and not keep your friends out. If I were you I would do everything possible to protect your tobacco growers from getting their head in a halter with some one always pulling on it. I am also a merchant doing a large credit business among my friends, that raise tobacco; I had on my books \$8,000 in accounts from tobacco growers, divided about \$3,000 from those out of the pool, and the rest to those who were in the pool. Every single one of the growers who sold their tobacco independently have paid me, but not one single member of the Co-operative Marketing Association has paid me a cent. So you can see that it is not the success it has been pictured. Yours truly, W. E. LUXON.

Let's stand by the good old auction system that pays cash on delivery and compare prices and averages for the next five years. You will then see which is the most profitable to the tobacco farmer. Don't make any more comparisons of prices received until the co-operative association has sold all of the tobacco delivered to it just as the auction sales have sold all the different grades that have been brought to the various auction houses throughout the burley section. Then and only then will it be right to make public comparisons that will enable the farmer to intelligently decide which is the best way for him to sell his tobacco. W. EARLY BASS, Kinston, N. C.

LETTER FROM KY. BUSINESS MAN Greenville, N. C., May 15, 1922. BILL LUXON, Richmond, Ky., I feel confident that you will give me facts concerning Co-Operative Marketing in Kentucky. I worked with you in Kentucky and I know you will deal fair and square. Please write me a letter stating facts as they exist concerning the Co-operative Tobacco Market. Please state how the farmers and merchants feel about it. And one I can show our tobacco board of trade. I am in the warehouse business here. Have not joined the pool yet. Richmond, Ky., May 18th, 1922. Dear Sir: Your inquiry in regard to the Co-operative Market Association in Kentucky; as I guess you already know, I am in the warehouse business and you might think that I am prejudiced against the association. The association has used every means unfair to get the growers into the association in our county, by telling them they would have no place to sell their tobacco if they did not join. They pooled about forty-five per cent of Madison county. The growers who sold their own tobacco, had money to pay their debts and buy clothing and food for their families and, any number of the growers or tenants in the exchange would give hundreds of dollars to get out of their contract, that they have signed for five years. I hope that you will keep every grower out of this scheme, where the little fellows get nothing. You will be led to believe that everything is grand, and that it is the only place to sell tobacco. For God's sake don't be, or let your friends join the pool. The association is planning to make a drive in this county again next week, to sign the independent tobacco growers that were unsigned, but I don't think they will sign any more in this county, and they will lose

PRECAUTIONS

Some precautionary measures which should be observed by shippers and railroad employes in shipping hogs in hot weather. 1. Don't try to save time by driving hogs to death in hot weather. 2. Don't let drivers hurry hogs down or up steep chutes. 3. Don't load hogs in cars when they are hot or panting. It means death from suffocation. 4. Don't permit cinders, rock dust, coal slack, straw, shavings, tanbark or similar material to be used for bedding car. Use SAND OR CLAY and see that it is thoroughly soaked with water before loading.

ANN GALE

By MILDRED WHITE Copyright, 1922, Western Newspaper Union. This episode happened when Richard Covington's name, or picture, headed every paper. For Dick Covington, you recall, was one of our very rich young men, and his approaching marriage with this or that heiress constantly heralded. These supposed engagements having been later denied, society immediately began to speculate. The English woman whose hand rumor bestowed upon Richard had fallen in an American village. Now, whether this gossip might be true, society in general was anxious to ascertain; reporters were the young man's aversion, and no authentic interview had taken place. Richard, on his return, made Bright Port by the sea his stopping place, and brought the Honorable Bertie with him. Dick expected to be bored, as usual; but his second morning in Bright Port changed this expectation. Cantering down a leafy lane, he came one day upon a witching young creature. The girl's eyes twinkled at him, and she spoke his name. Richard, displeased at the unconventional address, would have ridden on his way—but the girl smiled, a most entrancing smile, and Richard halted—and lingered. Though she confessed to being a guest of the hotel, Miss Ann frankly informed him that she was not of his class. Nor, she saucily added, did she care to be. So, as there was no promise of meeting his charmer on common ground, Richard took to haunting the byways of Bright Port, and was usually, though briefly, rewarded. When he came upon Bertie talking to Ann, Dick was unreasonably angry. "How did you happen to meet her?" he asked the girl. "The way I happened to meet you," she calmly replied. Her teasing dark eyes upon him, Ann Gale charged Richard with his reported English attachment, and for the first time Richard gave practically the story of his life's history. It was so far removed from newspaper supposition that Ann opened wider her witching eyes. "Now, what do you think of that?" she exclaimed. The Hon. Bertie was as surprised as his friend that night when they glimpsed Ann, in a white frock at the hotel dance. "Never saw her in public," remarked Bertie; "won't the women freeze the unknown?" If the women did, two very good dancing partners made up to Ann for the lack. Then at midnight, like Cinderella, the "unknown" slipped away from the ball. "Who is she?" they asked one another. An ill-natured person answered the question in her significant way. "Three jeweled necklaces have recently disappeared from rooms of guests," she said. Covington heard the words. "Let's get out into fresh air," he said to Bertie. In the gardens the men talked the thing over. "It's darned queer," mused Bertie, "that Miss Gale is so keen on keeping herself secret—so to speak; most attractive little lady, too, that I have ever met. If it were not for Lady Kitty, now—" "If Miss Gale prefers to keep to herself, that's her privilege," Richard curtly retorted. The music ceased, the guests had long since sought their apartments, while the friends lingered in the garden over their cigars. Suddenly Dick leaned forward with an exclamation; down an outer stairway from the ballroom balcony, a slight, white clad figure was descending. In the moonlight Gale's face was plainly distinguishable. Beneath the fringe of her scarf, something half concealed glittered. Bertie muttered, as Richard rushed toward the girl. At sight of him, Ann started, then smiled in usual composure. "Well?" she asked him. "It is I," he said breathlessly, "who ask the question. The hour is very late, Ann; you are alone," he glanced up to the balcony whence she had come. "I fell asleep on the rest room couch," Ann pleasantly explained, "and when they locked the ball-room, they locked me in. So I climbed out through the balcony window, and here I am." "Ann!" distress was in Richard's tone. "Don't you think you owe it to me to tell me something about yourself?" "I have loved you as you desired—unquestioning. Now, I ask you to be my wife." "Now?" repeated the girl softly—she paused. "I have told you of my humbleness Richard, but I think I have never been so humble as now, before your true love." From the fold of her scarf, she drew her own small glittering fan. "I am just a journalist person, Richard, sent after the story that others failed in getting." The laughter light came back to Ann's dark eyes. "It would be a good story, Richard, with the titled lady engaged to Mr. Saunders, instead of you. But I will let the scoop go, because, well, just because," ended Ann happily. Richard's arms were around her.

NUMBER 11567

TREASURY DEPARTMENT Office of Comptroller of Currency Washington, D. C., Dec. 23, 1919. Whereas by satisfactory evidence presented to the undersigned it has been made to appear that THE FIRST NATIONAL BANK OF MURFREESBORO In the town of Murfreesboro, in the County of Hertford and State of North Carolina, has complied with all the provisions of the Statutes of the United States required to be complied with before an association shall be authorized to commence the business of banking. NOW THEREFORE, I, John Skelton Williams, Comptroller of the Currency, do hereby certify that THE FIRST NATIONAL BANK OF MURFREESBORO In the County of Hertford, and the State of North Carolina is authorized to commence the business of banking as provided in Section Fifty one hundred and sixty-nine of the Revised Statutes of the United States Conversion of the Citizens Bank at Murfreesboro, N. C. IN TESTIMONY WHEREOF witness my hand and seal of office this twenty-third day of December, 1919. JNO. SKELTON WILLIAMS, 5-12-8c. Comptroller of Currency

Kodak Films A SPECIAL OFFER 25c Epes Stationery Co. NEWPORT NEWS, VIRGINIA

Electric Plant With Fifty Advantages ANY one of the fifty Willys Light advantages should be sufficient to make you want to see and own this electric plant. Until you have Willys Light others are enjoying features you want and could have—but not unless you own Willys Light. Ask us about its improvements—then decide. J. S. DEANS, Dealer Ahooskie, N. C.



WEAK, NERVOUS, ALL RUN-DOWN Missouri Lady Suffered Until She Tried Cardui.—Says "Result Was Surprising."—Got Along Fine, Became Normal and Healthy.

Springfield Mo.—"My back was so weak I could hardly stand up, and I would have bearing-down pains and was not well at any time," says Mrs. D. V. Williams, wife of a well-known farmer on Route 6, this place. "I kept getting headaches and having to go to bed," continues Mrs. Williams describing the troubles from which she obtained relief through the use of Cardui. "My husband, having heard of Cardui, proposed getting it for me. I saw after taking some Cardui... that I was improving. The result was surprising. I felt like a different person. "Later I suffered from weakness and weak back, and felt all run-down. I did not rest well at night, I was so nervous and cross. My husband said he would get me some Cardui, which he did. It strengthened me... My doctor said I got along fine. I was in good healthy condition. I cannot say too much for it." Thousands of women have suffered as Mrs. Williams describes, until they found relief from the use of Cardui. Since it has helped so many, you should not hesitate to try Cardui if troubled with womanly ailments. For sale everywhere. B. B.