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TO DRAW OFF PEARCES POND On July 23rd, 1924 I will draw off Pearce's Pond, beginning at 11 o'clock, A. M. A fee of \$1 will be charged for each person whether they fish or not. Every body is invited. Fee entitles you to fish. Pond is well stocked. No fishing until 11 o'clock, all enter at one time. 6-27-24 J. C. PEARCE.

STRAYED OR STOLEN—One Black and white milk cow Weight about 600 lbs. One horn off but both there. Missed June 22, 1924. Liberal reward will be paid for information leading to her recovery. WILLIS YOUNG, LOUISBURG, N. C. R. F. D. 3. 7-4-24

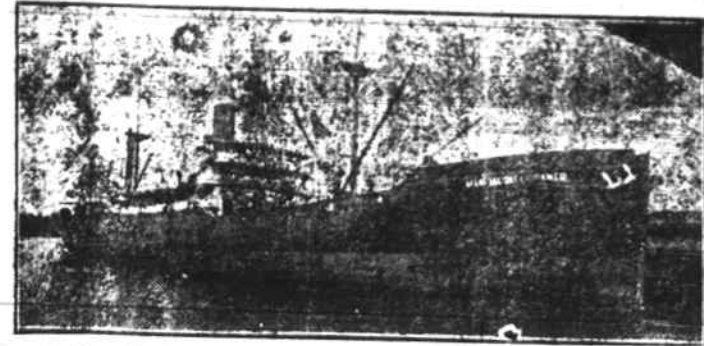
There are 5,658,669 hens of laying age in this state but their average production is so low that we have only half an egg per person each day figures marketing experts. They advise therefore selling the culs cooperatively and building up the flocks.

FRANKLIN INS. & REALTY CO. LOANS AND INSURANCE -2114

To Stop a Cough Quick

take HAYES' HEALING HONEY, a cough medicine which stops the cough by healing the inflamed and irritated tissues. A box of GROVE'S O-PEN-TRATE SALVE for Chest Colds, Head Colds and Croup is enclosed with every bottle of HAYES' HEALING HONEY. The salve should be rubbed on the chest and throat of children suffering from a Cold or Croup. The healing effect of Hayes' Healing Honey inside the throat combined with the healing effect of Grove's O-Pen-Trate Salve through the pores of the skin soon stops a cough. Both remedies are packed in one carton and the cost of the combined treatment is 35c. Just ask your druggist for HAYES' HEALING HONEY.

FOR FIRST CLASS JOB PRINTING PHONE 283



Steamer Mar Mediterraneo loaded with cotton shipped by North Carolina Cotton Growers Cooperative Association to Bremen, Germany. Sailed from Wilmington June 26.

SHIP 13000 BALES OF NORTH CAROLINA COTTON TO GERMANY AND RUSSIA

North Carolina Cotton Growers Co-operative Association Loads Boat At Wilmington With Over 6,500,000 Pounds—More Than \$2,000,000 To Be Distributed To Cotton Farmers.

Approximately 6,500,000 pounds of cotton grown on the farms of members of the North Carolina Cotton Growers Cooperative Association packed in something over 13,000 bales is en route from the ports of Wilmington and Norfolk to the cotton mills of Germany and Russia. This cotton was sold for more than \$2,000,000 and this money comes to North Carolina and will be scattered over the cotton section in addition to the money which has already been advanced on the cotton by the Association.

The Russian mills will use 1500 bales of this cotton and the balance goes to the cotton mills of Germany. The cotton for Germany goes to the port of Bremen while the cotton for Russia goes around the British Isles close to the shores of Norway and Sweden and will be unloaded at the port of Murmansk on the White Sea.

In shipping the cotton to European ports the Association was glad to use the port of Wilmington as far as shipping facilities could be had and 7500 bales was compressed at Wilmington and loaded on the steamer "Mar Mediterraneo." The remainder of the German shipment, over 4000 bales, went through the port of Norfolk, as did also the shipment of 1500 bales for Russia. This is the largest export shipment made by the North Carolina Cotton Growers Cooperative Association and suggests the possibilities of the future.

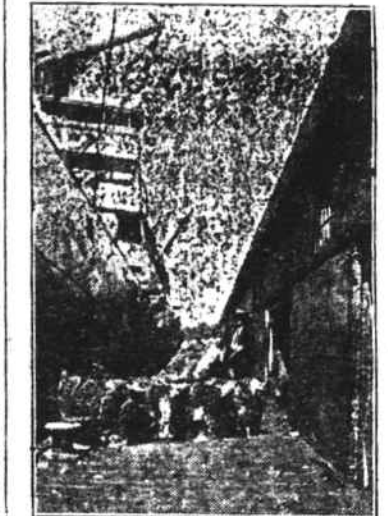
North Carolina consumes more cotton than it produces. With this fact in mind the management of the Cotton Growers Cooperative Association endeavors to persuade the farmers of this State to raise such grades of cotton as can be used in the North Carolina mills, and the Association strives to sell as far as possible North Carolina cotton to North Carolina mills. In view of the depression in the cotton trade and the curtailment of mill production in this State the Association had to seek out other markets in order that it might sell its cotton according to the orderly marketing plan. The sales department succeeded in interesting foreign buyers and has sold during the present season nearly 25,000 bales to go to European mills. The success of the sales department in reaching export buyers is due very largely to the Association's system of grading and classing the cotton. Government standards are followed by the Association graders and classifiers who are trained experienced men. Cotton delivered by the members is graded and classed immediately after delivery and the sales department has prompt information of the number of bales of each grade and staple and is ready to make offerings to buyers.

The cotton cooperative associations of the South working through the American Cotton Growers Exchange maintain a general sales office in Atlanta with an experienced sales manager. In addition there are sales offices in Bremen, Havre, Milan, Barcelona, Rotterdam, and Liverpool and one will be opened very shortly in Japan.

In order that the members of the Association may get a glimpse of the handling of a ship of cotton going to export points the method is illustrated with the recent sale to Bremen. In this instance Lawrence MacRae, sales manager of the North Carolina Cotton Growers Cooperative Association, advised the sales office in Atlanta that he was ready to sell a certain quantity of cotton of certain grades and staples. Sales Manager Howard of the Atlanta office immediately telephoned sales manager Henry Robertson at Bremen telling him that the North Carolina Association offered so much cotton of a certain grade and staple. Mr. Robertson, who by the way is recognized as one of the best cotton men in the whole country, got in touch with the buyers of Bremen and that section of Germany and as a result a sale was concluded and the news came back to the Atlanta office by cable, and in turn was confirmed by sales manager MacRae at Raleigh. This closed the sale of the cotton but there was still much more work to be done.

The next step was the arrangement for ocean freight and Traffic Manager M. Porter got busy and secured cargo space on the steamship "Mar Mediterraneo" to sail from the port of Wilmington in June. 7500 bales went to Bremen on this steamer and Mr. Porter arranged for space on other steamers from Norfolk to carry the remain-

der of the shipment to Bremen and to carry the shipment to Russia. With the completion of the ocean freight arrangements other divisions in the office at Raleigh had their work laid out for them. The Shipping Department must get the cotton ready and it was up to Warehouse Director Traywick, to see that proper lists were made of



Loading cotton on steamer Mar Mediterraneo at Wilmington. General Manager U. B. Blalock acting as stevedore.

cotton in various warehouses that the shipping department might have the cotton put aboard trains to be carried to the ports of Wilmington and Norfolk. After this cotton was loaded and the bills of lading issued by the railroads, Traffic Manager Porter kept in touch from day to day with the shipments in order that the cotton might reach the ports in time to be compressed to its highest possible density and to be loaded on the steamer. The compressing of the cotton is necessary in order that it occupy the least possible space on the steamship. In shipping by railroad rates are based upon weight and in shipping by water freight rates are based primarily upon space occupied. In the instance of the shipment from Wilmington, cotton was sent from the warehouses at Charlotte, Fayetteville, Dunn, Goldsboro and Raleigh. Cotton from the warehouses at Greensboro, Charlotte and Raleigh went to Norfolk to be loaded at that point.

That the members of the Association may have just a little idea of the largeness of a shipment of 13,000 bales of cotton, remember that it takes approximately 430 freight cars to haul 13,000 bales. This means that ordinarily it would take ten solid freight trains to move this cotton, allowing forty cars to the train. The railroad companies did their part fairly well. The Seaboard Air Line in order to expedite the shipment from Charlotte ran special trains to carry the cooperative Association cotton. For a little while the management in Raleigh was uneasy. It seemed as though some of the cotton would be too late in getting to the port, but with the exception of one instance it was all there in good time—one shipment had only half a day margin—pretty close for steamship loading, but it went aboard.

The work of loading a steamship is a feature. Ordinarily 1000 bales can be put aboard a steamer in a day. Huge derricks pick up the bales of cotton from the dock platform hoisting them over the side of the ship and letting them down into the hold. Anywhere from three to six bales are lifted at one time. The cotton has been sold and loaded but there is still another very important feature connected with an export sale—this is the settlement.

After the cotton is loaded on the steamer port bills of lading are issued and the cotton is insured. This insurance policy and the port bills of lading come to the office in Raleigh and are delivered to Secretary-Treasurer Bing. To these papers he attaches an invoice of the cotton which they cover and makes a draft on a bank in New York. The New York Banks had been instructed by the European buyers to pay for the cotton. When the drafts reach New York the money is put to the credit of the Association and reported to Raleigh.

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