

EFFICIENT CORPS OF WAREHOUSEMEN

Tobacconists On Hand For Opening Of The Whiteville Market Thursday Best Prospects In Market's History

Whiteville, the Money Market, Will Open Thursday, August 8th; Sales Will Start Promptly at Stroke Of Nine.

BANNER SEASON IS EXPECTED, PREDICTED

Market Has a Total of Sixteen As Efficient Warehousemen As Are To Be Found In The Tobacco Belt

WHITEVILLE 'THE MONEY MARKET' of the Border Belt will open Thursday, August 8th. Sales will start promptly on the stroke of nine and when Whiteville's seven score, or more, tobacconists start down the long seemingly never ending rows of tobacco that will spread on the floors of this city's warehouses the banner season of the Whiteville tobacco market will have started. And the thousands of tobacco growers who flock to this, their preferred market, will find a corp of the ablest and most experienced warehousemen in the tobacco world here ready to offer them everything they can wish for in the way of prompt, courteous service and when they have departed with their checks they will leave Whiteville feeling that they have received the highest market price that the buying companies are paying for their money crop . . . those tobacco growers who have patronized the Whiteville market in the past will have the same feeling of satisfaction as they did during the past marketing season and the many newcomers who will be here will be convinced that they have at last found a market that is the answer to the tobacco growers prayer . . . a market where prices are always high; where prices are always stabilized, and where immediate attention to every patron is the rule of the market.

There is no doubt in the mind of the writer that the warehousemen who are operating on the Whiteville market are without peers . . . they can well be called the "Cream of the Tobacco World." The tobacconists on the Whiteville market are a mixture of old and young blood but there are none here who did not start in the warehouse game early in their life and who have been trained, and had experience on the leading tobacco markets of North Carolina, Virginia and South Carolina.

These warehousemen need no introduction to many growers of the twenty to thirty counties who bring tobacco here. However, for the benefit of those who have never sold in Whiteville the State Port Pilot will attempt to give mention to these men taking each warehouse in alphabetical order and covering their sales force as thoroughly as possible.

CRUTCHFIELD'S WAREHOUSE Crutchfield's Warehouse will be operated by Paul Taylor, Everett Matthews, Raymond Crutchfield and Gaither Crutchfield this season. This large commodious warehouse, modern in every respect, has a floor space of 55,000 square feet. It is equipped with every possible convenience from ice water fountains to comfortable rest rooms, and its skylights cast a mellow glow on tobacco that makes it look its best.

PAUL TAYLOR AND EVERETTE MATTHEWS come to the Whiteville tobacco market for their first season, but their background is one of years of experience as warehousemen. Paul comes from the rugged county of Stokes and Everett from Rockingham, both counties that are known all over the tobacco world, because of the fine tobacco grown there. Both migrated to Winston-Salem, North Carolina's tobacco center, early and during the past twenty-one years these men have become familiar with every phase of the tobacco game.

They will be on the sale at Crutchfields bidding on every grade, pushing the price up to the top, and while Paul Taylor



PAUL TAYLOR



EVERETT MATTHEWS



RAYMOND CRUTCHFIELD



GAITHER CRUTCHFIELD



BOBBY NEWSOME, Auctioneer

is quiet and unassuming off sale he is one of the hardest working and most aggressive men ever to follow a sale and Everett Matthews makes a good running mate for Paul.

These two fellows were once competitors . . . both on the Winston-Salem and the Kingstree, S. C. markets but soon recognizing in each other sterling qualities as warehousemen they formed a natural partnership, and one which will probably never be dissolved. Taylor's Warehouse leads the Winston-Salem market and that recommends them very highly as warehousemen.

Paul Taylor and Everett Matthews see a great future for the Whiteville market . . . which explains their change from Kingstree to Whiteville and they will be a factor in this market's future growth . . . in Whiteville's bid for leadership in the Border Belt. When the people of Whiteville notice the number of Paul's and Everett's former patrons, from Williamsburg County and other sections of the Kingstree market's territory, who are driving from this distant territory so that they may sell with them at Crutchfield's Warehouse, they will be better able to judge the value of these newcomers to the Whiteville tobacco market.

In addition to being a tobacconist of the highest type—Paul Taylor is the only eligible bachelor among Whiteville's warehousemen. The State Port Pilot does not know his age—he is non-committal. However he does say that he has reached the stage "Where Life Just Begins."

RAYMOND AND GAITHER CRUTCHFIELD: When one thinks of a Crutchfield he thinks of tobacco. They are the sons of Gaither E. Crutchfield, Sr., a man who probably knows more about more different types of tobacco than any other tobacconist in the South . . . a man who is known throughout the tobacco world. Mr. Crutchfield first taught Raymond and Gaither to walk on a warehouse floor and he has kept them there every since. He has never been lenient in his training . . . they have been apt pupils of their father and they have a great future ahead of them as tobacconists.

When Raymond and Gaither leave Whiteville at the end of the season, one will go to Aberdeen, in the Middle Belt and the other to Reidsville, in the Old Belt. They are never idle during a tobacco marketing season. However, these boys are not the only sons of G. E. Crutchfield as there are two other sons buying on large markets for one of the largest cigarette manufacturing companies in the world, while yet another is the Superintendent of a manufacturing department in the home plant of this same company. Gaither and Raymond Crutchfield are two warehousemen who are fast becoming outstanding as tobacconists and their names are fast becoming familiar to the growers of the border belt.

BOBBY NEWSOME: Bobby Newsome is the auctioneer for Crutchfields Warehouse. The son of John Abe Newsome, one of the finest auctioneers to ever walk down a row of tobacco, Bobby has made the most of his inherited talent and now Paul Taylor and Everett Matthews swear by him . . . and swear that he is the world's best. He first started selling tobacco in Clarkton eleven years ago but for the past seven years he has been with Paul and Everett on the Winston-Salem and Kingstree, S. C. markets.

THE SALES FORCE: Messrs Taylor and Matthews have as their slogan . . . "They Know Tobacco." In keeping with this slogan years ago they began selecting the most competent men they could find. They believe in having a man, especially trained, for every job and they have adhered closely to this policy. The sales force the Messrs. Taylor, Matthews and Crutchfields are bringing to Whiteville is a sales force that was gathered together many seasons ago and one that has been held intact. Many seasons of close association has built up a smooth working machine-like organization that is speedy but one that is thorough in its work.

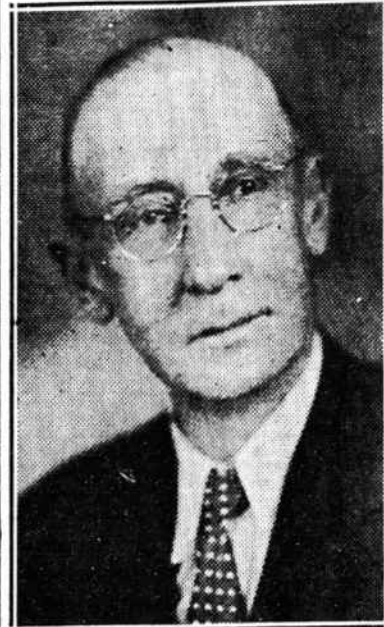
F. J. Vaughan, book man, familiarly known as "Jay," is one of the oldest members of this organization. He is widely known on the Winston and Kingstree markets and he numbers many warm friends among his ac-

quaintances. Ever accommodating he will be well liked here.

T. L. "Tommy" Tucker handles the statements for Crutchfields Warehouse. He was born and raised in a tobacco atmosphere and for nine years he has been with his present organization.

C. D. "Tootie" Webster is the bookkeeper; Jim Flinchum, Floor Manager; Reuben Hooks, Assistant Floor Manager; George Matthews, Weighman, and Gray Carter is the leaf man.

This completes the sales force of which Crutchfields Warehouse is so proud and should any warehouse ever have trouble with their clerical and managerial forces they should profit by the example set by Paul Taylor, Everett Matthews and the Crutchfield Brothers. They should select a competent force of men and keep them together.



L. R. JACKSON



F. W. JACKSON

FARMER WAREHOUSE Built for the man who grows tobacco and bearing his occupational name, Farmers Warehouse is a new addition to the Whiteville tobacco market and one of which every citizen of Whiteville is proud. Large . . . spacious, it has a floor space of 59,500 square feet. It is brand new, modern in every respect and it starts its first season completely equipped in every department . . . with the best its management could buy.

L. R. and Frank W. Jackson will operate this warehouse, and while the warehouse itself is opening for its first season, it cannot be said that L. R. and Frank W. Jackson are new to the Whiteville market. They have both been here for a number of years.

L. R. JACKSON: It has been a long time since L. R. Jackson first started learning tobacco . . . twenty-five years that have been spent in accumulating a rare knowledge of tobacco and the warehouse business. First a dirt farmer himself, he is familiar with the problems of the farmer . . . he knows just how many hours of hard, back breaking labor there is to each barn of tobacco, which explains the personal interest he takes in the sale of every pound of tobacco that is sold on his warehouse floor. During his career, Mr. Jackson has been a tobacco grower, a company buyer of tobacco and lastly a warehouse man. It can be truthfully said that he knows tobacco from the plant bed to the warehouse floor . . . and he knows what to do when it is placed on the floor.

L. R. Jackson has been in Columbus County nearly fourteen years . . . eight years of this time was spent in operating the New Brick Warehouse in Chadbourne and the balance of the time he has been on the Whiteville market. While accumulating a knowledge of tobacco Mr. Jackson has also accumulated innumerable friends . . . his name

is familiar to the tobacco growers of three states . . . friends in the Border Belt, the Middle Belt and in the Old Belt. There are many who will be glad to hear that he is operating Farmers Warehouse.

FRANK W. JACKSON: Frank Jackson's father is responsible for Frank being a warehouseman. Loving the business, he has taught it to his son. Mr. Jackson is blessed with the rare ability to impart his knowledge to others, and Frank quick to learn, is fast becoming the experienced tobacconist that his father is. Frank Jackson's eight years in the warehouse game have been spent in Columbus County, Columbus County markets, and on the Danville, Virginia market . . . however, he goes to Virginia for the duration of the Old Belt season. He is a citizen of Whiteville . . . he married a Whiteville girl, and makes this city his home.

J. H. BARRICK: J. H. Barrick is the auctioneer for Farmers Warehouse. All warehousemen swear by their auctioneers . . . swear they are the best in the world but Mr. Jackson and Frank are emphatic when they say they know J. H. Barrick is the best. And it is hard for one who knows Frank and Mr. Jackson to question any statement they may make. Mr. Barrick comes to the Border Belt yearly from Springfield, Tenn., one of the two largest dark fire tobacco markets in the world. He has been coming to the Border Belt for more than ten years . . . he was on the Fairmont market several years before coming to this market. This will be his third season in Whiteville, and since the friends of Mr. Barrick, who like him to sell their tobacco, have a habit of going with him to a new market, the people of Whiteville are naturally desirous of keeping Mr. Barrick here for the rest of his active life.

D. F. CURRIN of Oxford is the Assistant Sales Manager at Farmers Warehouse and Mr. Jackson's right hand man on the sale. He and Mr. Jackson are the two who run the sale and that is where the twenty years Mr. Currin has spent in warehouses shows what experience means to a warehouseman . . . a grower becomes more confident of the fact that his tobacco is in good hands after he has seen Mr. Currin work on one sale . . . he always comes back to Farmers Warehouse.

CLERICAL STAFF: Farmers Warehouse has a carefully selected sales force. The men comprising the sales force are all men who are selected because of their ability and because they are men that will be on the job every minute of the "tobacco day" if their services are required. And when one says a "tobacco day" it is to say twenty-four hours. These men . . . R. L. Beale, of Halifax, Va., who has been keeping warehouse books for more than eight years; R. D. Poindexter, a quiet, business-like fellow who always has time to accommodate a person whenever he is asked, and who is as efficient as he is quiet and J. S. Williams, both of Danville, Va., complete the clerical force at Farmers. Mr. Williams is well known in the Whiteville markets territory as he was on the Chadbourne market before coming to Whiteville.

FLOOR MANAGERS: On the floor . . . ready to receive and care for tobacco as it is brought in, will be four experienced men. The floor managers at Farmers Warehouse are all Columbus County men, tobacco growers with from five to ten years of service. These men know the majority of the farmers in Columbus County . . . they are personally acquainted with them, and one feels as if he is at home, among home folks, when he drives through the doors at Farmers Warehouse. E. K. Bullard of Chadbourne, Route 1; C. C. Britt of Boardman; V. C. Arnette of Chadbourne, Route 2; J. C. Turner of Evergreen. They are men who will care for tobacco as it is brought to their warehouse.

In conclusion . . . L. R. and Frank Jackson feel that, in their newly constructed warehouse, they have all that a patron can ask. Two sets of scales are available . . . every facility for handling tobacco . . . in fact every necessary requirement can be met. The policy of Farmers Warehouse is . . . "To see that every patron receives the best attention and service, and above all that he receives the highest market price for every grade of his tobacco."

Lizzie—Has anything ever been discovered on Venus?
Lizzie—No, not if the pictures of her are correct.



H. G. LEA

LEA'S WAREHOUSE Lea's Warehouse, owned and managed by Harry G. Lea, of Danville, Virginia, is the largest of Whiteville's six warehouses, 60,000 square feet, or just a fraction short of one and one-half acres, and with a capacity of a half million pounds. However, no matter how crowded . . . when the buyers walk into Lea's in the morning, Harry Lea will carry them out in record time. He holds a record that will probably never be surpassed . . . 415,000 pounds of tobacco was sold in this warehouse in one day.

HARRY G. LEA: Harry comes to Whiteville annually from Danville where he is co-proprietor of Hughes and Acres Warehouse . . . the leaders on the Danville market. While still young, Harry Lea has been operating warehouses for the past twenty-five years and there is little about tobacco that he doesn't know. He is a warehouseman that is a "lone wolf" when it comes to running a sale, but judging from his ever increasing patronage he has little need for help. There isn't a bolder, or more courageous warehouseman in Whiteville and this statement is well exemplified in his favorite expression . . . "Hang It On Pappy." Speaking of this expression of Harry's . . . Perry's "Don't Give Up The Ship Boys" and Patrick Henry's "Give Me Liberty or Give Me Death" . . . are expressions that will live in history, but the war cry of Harry Lea, which is often heard on sale, will be remembered more clearly than these, by the tobacco growers who patronize Lea's Warehouse. This expression . . . "Hang It On Pappy," means a lot to the tobacco growers who bring tobacco to Lea's Warehouse . . . when the market sags momentarily, Harry always places the last bid on a grade. He holds it up to the highest market price, and when you hear Harry yell "Hang It On Pappy" you are certain that he has just refused to let a basket of tobacco sell for less than its actual worth.

Mr. Lea devotes the greater amount of his time to the warehouse game, but in off seasons he is a faithful believer in recreation. Golf is one of his sports, but baseball comes first in his life after tobacco. He is the owner of the Danville, Virginia "Leafs," a team that has just won the mid season pennant in the Bi-State League and at the present his team is crowding the other teams on this circuit for top place in the league and second half honors.

LOUIE LOVE: Louie Love is the auctioneer for Lea's Warehouse. It isn't necessary to go into detail about Louie and his past experience as an auctioneer. Just follow him down one row of tobacco . . . listen to him as he sells and there will be no doubt in anyone's mind about his ability and the fact that he has had plenty of experience. He is a silver tongued auctioneer and well . . . when Harry speaks of him he says "My Auctioneer" in such a way that you know he feels that, in Louie, he has the best auctioneer in the world. He is keen eyed and alert on sale . . . has never been known to miss a bid and he is probably one reason why Harry Lea needs no help on a sale. Harry and Louie make a team that can wade through a floor of a quarter million pounds of tobacco as easily and tirelessly as they wade through a 50,000 pound spread. They go on the floor with one intention . . . to get the tobacco grower every possible dollar for his load and they never disappoint this man.

GEORGE BLAIR: Popular with everyone . . . partly because of his efficiency and partly because of his personality, George Blair, the Floor Manager at Lea's Warehouse, ranks with the best of floor managers. Ever accommodating George always greets

you with a contagious smile he often breaks into a more contagious laugh. No one calls Mr. Blair; he is George to one and a living personification of that old expression . . . "George do it." For when tobacco growers come to Lea's Warehouse they feel that there is nothing to do except leave tobacco in George's hands. George is not only efficient, he is accommodating and that no favor within his power he will not grant a patron.

J. LESTER POWELL: Lea's Warehouse, owned and managed by Harry G. Lea, is the largest of Whiteville's six warehouses, 60,000 square feet, or just a fraction short of one and one-half acres, and with a capacity of a half million pounds. However, no matter how crowded . . . when the buyers walk into Lea's in the morning, Harry Lea will carry them out in record time. He holds a record that will probably never be surpassed . . . 415,000 pounds of tobacco was sold in this warehouse in one day.

SALES AND CLERICAL STAFF: There are always plenty of Assistant Floor Managers at Lea's Warehouse . . . probably one reason why George Blair built such a reputation as a Floor Manager. Among those who are on the floor of this warehouse in this capacity are Jud H. of Whiteville, L. H. "Boy" H. also a Columbus County man, Pruitt of Danville and Leige H. ter. What more could be said of a warehouse than to point such men . . . place them on floor at the call of the tobacco grower.

Fred Holderby, bookkeeper, not so large in stature but looms large in capability. Many years on the Danville, Virginia market has given him the needed experience to make him one of the best bookkeepers in warehouse circles, and he is assisted by Steve McDaniel, Weston Lennon, a Columbus County man, is another of those who has made good on their hometown market. He is the man who always gives you the correct weight when you sell at Lea's Warehouse. James Smith, Danville, is also on the job the scales and these two . . . Thurston Lennon and James Smith—are assurance of prompt service. There is no delay weighing tobacco at this warehouse.

NELSON'S WAREHOUSE Nelson's Warehouse is operated by M. O. Nelson, Sr., M. (Oliver) Nelson, Jr., and Frank A. Hayes. These three men have years of experience behind them are three men who have been in the Whiteville market so long that little can be said about them that isn't already known. Their record on this market is always spoken for itself; however they rate their full quota of space in the News Report.

MATTHEW OLIVER NELSON, SR., started as a warehouseman on the Danville, Virginia tobacco market August 16th, 1892—43 years ago—and he is still in the Whiteville market. He is a past life, both as a man and a tobacconist, has always been above reproach . . . and he is a man that is honored and respected everywhere because of his high moral character, and that is no man anywhere who can bear the title . . . Dean of Whiteville warehousemen . . . befittingly than Mr. Nelson.

Always recognized as one of Danville's outstanding and leading citizens, he has always been active in the civic life of his native city . . . his record as owner and operator of the Banner Warehouse in that city is good as his record as a citizen and both are above criticism.

Mr. Nelson is the owner of Nelson's Warehouse, which has a floor space of 55,000 square feet and it has always been his claim that this is the best light warehouse in the South. He has been on the Whiteville market for 18 years and his great host of friends all join in wishing him many more years of active life as a tobacconist and the guiding head of Nelson's Warehouse.

OLIVER NELSON—M. O. NELSON, JR., Oliver Nelson, Jr., mentioned as a tobacconist, will be called a chip off the old block. He has been trained by his father . . . another testimonial for M. O. Nelson, Sr., and the thorough way in which he has taught Oliver tobacco more evidence of his useful life. Oliver went to work for his father at the age of 19 . . . Acres Warehouse at Danville, Virginia. Now he manages sales for his father at the Banner Warehouse in the same city and he is a business associate of