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THE CONCORD TIMES.

John B. Sherrill, Editor and Owner.

"BE JUST AND FEAR NOT."

\$1.00 a Year, in Advance.

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CONCORD, N. C., THURSDAY, DECEMBER 18, 1902.

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THE CONCORD WEEKLY TIMES

Landing Paper in This Section.

LARGE AND ESTABLISHED CIRCULATION

ESTABLISHED IN 1878.

If you have anything to sell, let
the people know it.



Physicians are calling attention to the fact that influenza or grip has come to stay. In the larger cities there has been a marked increase in diseases affecting the organs of respiration, which increase is attributed to the prevalence of influenza. Persons who are recovering from grip or influenza are in a weak condition and peculiarly liable to pulmonary disease.

Dr. Pierce's Golden Medical Discovery cures coughs, bronchitis, lung "trouble" and other diseases of the organs of respiration. It purifies the blood, cleanses it of the poisonous accumulations which breed and feed disease. It gives increased activity to the blood-making glands, and so increases the supply of pure blood, rich with the red corpuscles of health.

"A word for your 'Golden Medical Discovery,'" writes Mrs. E. A. Bender, of Keene, Cambridge Co., Ohio. "We have been using it as a family medicine for more than four years. As a cough remedy it is the best I know of. It is both a cough and after having the grip Dr. Pierce's Golden Medical Discovery is just the right medicine for a complete recovery."

Accept no substitute for "Golden Medical Discovery." There is nothing "just as good" for diseases of the stomach, blood, and lungs.

The sluggish liver is made active by the use of Dr. Pierce's Pleasant Pellets.

PROFESSIONAL CARDS.

DR. H. C. HERRING, DENTIST.
Is now on the ground floor of the Litcher Building.
CONCORD, N. C.

DR. W. C. HOUSTON
Surgeon and Dentist.
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Attorney-at-Law,
CONCORD, NORTH CAROLINA.

Drs. Lilly & Walker,
offer their professional services to the citizens of Concord and surrounding country. Calls promptly attended day or night.

W. J. MONTGOMERY, J. LEEBOWELL
MONTGOMERY & CROWELL,
Attorneys and Counselors-at-Law,
CONCORD, N. C.

As partners, will practice law in Cabarrus, Stanly and adjoining counties of the State and in the Federal Courts. Office in court house.

Parties desiring to lend money can have it with us or place it in Concord National Bank for us, and we will lend on good real estate security free of charge to the depositor. We make thorough examination of title to lands offered as security for loans.

Mortgages foreclosed without expense to owners of same.

The Tourist Season
Opens with the
Month of June,
AND THE
SOUTHERN RAILWAY
announces the sale of
Low Rate
Summer Excursion Tickets
From All Southern Points

To the delightful resorts located on and reached by its lines.

These tickets bear final limit
October 31, 1902.

That section of North Carolina known as the
"THE LAND OF THE SKY,"
AND THE
"SAPPHIRE COUNTRY."

Is particularly attractive to those in search of mountain resorts, where the air is ever cool and invigorating, and where accommodations can be had either at the comfortable and well-kept boarding houses or the more expensive and up-to-date hotels.

ADDITIONAL SLEEPING CARS.
Placed in Service from Various Points to Principal Resorts, thus affording
GREATLY IMPROVED FACILITIES
For reaching those points.

Particular attention is directed to the elegant Dining Car Service on principal through trains.

Southern Railway has just issued its hand some "Folder" containing a list of the many delightful resorts along the line of its road. This folder also gives the names and addresses of hotels and boarding houses and numbers of guest-cars which accommodate. Copy can be had upon application to any Southern Railway Agent.

W. A. TURK, S. H. HARDWICK,
Pass Traffic Mgr. Gen'l Pass. Agent,
Washington, D. C.

AGENTS WANTED.

LIFE OF T. DEWITT TALMAGE, by his son, Rev. Frank DeWitt Talmage and associate editors of Christian Herald. Only book endorsed by Talmage family. Successful profit for agents who act quickly. Order ten copies. Write immediately. Clark & Co., 22 S. 4th St., Philadelphia, Pa. Mention this paper.

PHOSPHORUS FOR CONSUMPTION.
Gives weight and strength. Good. Use in time. Sold by druggists.

A FARMER'S EXCHANGE.

A Successful Enterprise on Eastern Shore of Virginia.

Special to Baltimore Sun.

ONASCOCK, VA., Dec. 12.—A short time ago The Sun published a special dispatch from Onascock, Va., stating that the Eastern Shore of Virginia Produce Exchange had just declared a dividend of 70 per cent. The fact that a concern away from a large city could do a thing like that caused widespread attention and has led to an investigation of the business methods of the exchange and of the men who run it. These men, like the goodsthey handle, are products of the Eastern Shore, and are proud of it. The men whom they represent are their friends and neighbors, farmers of Accomac and Northampton counties, and their exchange is one of the best possible examples of a farmer's organization. It grew out of a disastrous condition of affairs. It reversed these conditions and brought prosperity in the place of depression, and showed that in spite of all the statements to the contrary farmers could organize for the protection of their interests, stick together in spite of discouragements and maintain their organization.

The territory which the exchange claims for its own are the two Virginia counties at the end of the Maryland-Delaware peninsula—Accomac and Northampton. The population according to the last census was 46,340—that of Accomac being 32,770 and of Northampton 13,570. It is 75 miles long, an average of 12 wide, and contains 900 square miles. Its population is almost entirely American, and until about 20 years ago the two counties were without railroad communication with the outside world. It has great resources and natural advantages in its thousands of acres of oyster and fishing grounds, on both the sea and the bay side, and in its fertile lands. Many inlets and creeks make it from the Atlantic and the Chesapeake down both coast lines. In these hundreds of thousands of bushels of oysters have been planed, from which millions of fish are caught annually. These industries of themselves support a large part of the population.

The exchange is a combination of about 1,500 of the most successful farmers of Accomac and Northampton counties. By special provision of its by-laws, which permit tenants of stockholders to market their products through the exchange, it has the patronage of about 2,500 growers.

Its organization was brought about by the ruinous prices at which the staple crop of the peninsula—Irish and sweet potatoes—had sold for several years prior to the organization of the exchange.

The thoughtful realization that something had to be done to better the condition of the truck growers, whose success or failure so vitally touched the interests of all business men of the lower peninsula. The condition of the farmer was deplorable. His potatoes were selling at 25 cents a barrel, and he was in a quandary as to how he was to pay his rent, his fertilizer bills and to clothe and feed his family. A discussion of these matters resulted in the holding of a mass-meeting at Onley, Va., in August, 1889, at which a committee of 12 influential citizens was appointed to recommend some plan of marketing the products of the farms.

This committee, after several meetings, drafted a working plan for an exchange to be run on Mr. Morgan's "community-of-interests" plan.

This report was unanimously adopted by a convention of farmers and business men which met at Onley in October of the same year. Its chief officers were elected and a solicitor put in the field to secure subscriptions to stock and to organize the farmers into separate local divisions. Thus was put into motion the force which has practically revolutionized affairs of the farmers on the Eastern Shore and has accomplished results of which the most sanguine never dreamed.

A charter was secured from the Virginia Legislature in January of 1900, and by the 20th of June in that year, when the crop of Irish potatoes was ready to be marketed, 14 local organizations had been completed and were in working shape.

and immediate center, and northern part of Accomac, which now has no steamboat line. Produce shipped by this road usually goes directly to the Eastern markets—Boston, New York, Providence and Philadelphia. The Baltimore, Chesapeake and Atlantic Railroad Company runs a line of steamers from all the leading shipping points on the bay side to Baltimore every day of the week. The produce for the Western markets—Chicago, Cincinnati, Cleveland and St. Louis—is usually shipped by this route, about 24 hours being gained thereby. All products shipped by this route are consigned to the order of the general manager and are shipped out from Baltimore the next morning. The general manager, Mr. William A. Burton, is the executive of the exchange, and he keeps in close touch with all shipments, seeing that no market is overstocked. As a result of this policy the prices to farmers have steadily increased, and they are now able to sell their goods at a profit instead of a loss.

The general exchange is located at Onley, which is a central point between Cape Charles, on the south, the terminus of the New York, Philadelphia and Norfolk railroad, and New Church, on the line between Virginia and Maryland at the north. The general office is connected by a special private telephone system with all the local offices and shipping points, so that the large business can be conducted with system and proper dispatch.

The growers haul their products to the depots and wharves, and after they are properly inspected by the local inspectors and branded according to their merits they are then turned over to the local agent, who makes a record of each shipper's goods and then makes his report to the general office by manifest sheets giving shipper's name and quantity of goods and the car's number in which they are loaded. The agent then ships them on consignment or on orders from consumers or jobbers, as he is directed by the general office.

On the inspection system and proper grading of goods handled by the exchange has largely hinged the success of the movement. This has been appreciated by the trade as a great improvement over the old slipshod method of packing.

The exchange has one or more selling agents in the great distributing markets, such as Baltimore, New York, Boston, Philadelphia and Providence, who look after the goods consigned to these markets, and when sales are made report the prices received for each shipper's products to the general office and make returns for these consigned goods direct to the growers. The great idea, however, of the movement is to sell the goods on an "f. o. b." basis—that is, on orders sent direct to the exchange, the goods being sold when delivered to railroad or steamer—and by judicious distribution prevent any market from becoming oversupplied and thus break prices. By this system of packing and the wide advertisement of its brand the consignment of potatoes on a commission basis is almost a thing of the past. Fully 95 per cent. of the entire output this year was sold free on board at shipping point.

The growth of the exchange has been steady from its organization. The number of members is increasing and more produce is put in its hands to sell. The first year of its organization was a trial year, and the profits and the cost of management and the other expenses were about equal. But in 1901 the people had gained confidence in the management and saw the benefits resulting from the proper distribution of products, and a business amounting to about \$750,000 was done on a capital of a little over \$6,000, each member being compelled to own one share before he is allowed to ship through the exchange. That year a dividend of 150 per cent. was declared, 50 per cent. cash and 100 per cent. in stock. The year 1902 has been the most successful in its history, the business having increased over 25 per cent. over the preceding year, amounting to about \$1,000,000. A dividend of 70 per cent. was declared by the directors this year—30 per cent. cash and 50 per cent. in stock—on a capital of over \$16,000.

The entire business of \$1,000,000 a year is managed by three officers—William A. Burton, general manager, Edward E. Miles, assistant general manager, and Alfred J. McMatto, secretary and treasurer—and two bookkeepers and stenographers. All bills and correspondence go out and money is received for the sold goods through the general office. All telegrams are also sent from and received there, and thus it is in close touch with the conditions of markets all over the country. In this way only can judicious distribution of its goods be made on the various markets and better results obtained than could possibly be done by leaving the movement of their goods in the hands of individual growers.

A special telegraph office is maintained in the exchange, and nearly \$2,000 was paid to the companies for telegraph tolls this year. Eastern Shore potatoes are sold as far North as Port-

land, Maine, in the United States and many are shipped to Quebec, Montreal and Toronto, Canada; as far West as Lincoln and Omaha, Neb., and as far South as Anniston and Birmingham, Ala. The total number of cars of sweet potatoes, 190 barrels to an average car, handled this year by the exchange was 1,900, and of Irish potatoes 675.

Potatoes are not the only crop handled by the exchange, as thousands of quarts of berries and baskets of peas are shipped through it.

The exchange's officers are ever on the alert in widening its influence, and are now reaching out after new business. Next year the exchange will be a strong competitor of New Jersey for the business of "double-headed sweats." That is, sweet potatoes packed in double-headed barrels. Already platforms and packing sheds have been erected for this method of packing, and it is expected that a large export trade will be worked up. Even now the United States Government buys from the exchange weekly and ships to London, England, a small lot of "double-headed" Eastern Shore sweets. These potatoes are selected and packed with the greatest care and have given general satisfaction.

Exchange officials think of sending a representative to Europe to introduce these potatoes on a more extensive scale. General Manager Burton this year has many times stopped the farmers from digging their sweet potatoes and paid demurrage on cars to allow the market to clear up, but a shipment of 800 barrels weekly on the large liners to Europe would greatly help in the distribution.

The advantage of packing sweet potatoes in double-headed barrels was discovered by a traveling man who discovered a sweet potato marked "Jersey," and asked the merchant where he got them. He afterward found out that they were Virginia sweets and that the merchant was repacking them and shipping them to Minnesota as Jersey sweets in double-headed barrels. The exchange man took the next train for Minnesota and the people of St. Paul, Minneapolis and Duluth told him they would be glad to have the "double-headed sweets" from the Eastern Shore next year.

The Eastern Shore is also finding a ready market for its second crop seed Irish potatoes, which, it is claimed, have been demonstrated to be superior to Northern and Western grown seed. The exchange is helping its growers largely along this line in finding purchasers for their seed and has sold some 10,000 barrels within the last month.

The Man Backed Out.
ALBEMARLE, Dec. 10.—Some time ago a young man operative in one of the cotton mills here got up a correspondence with a young Nebraska farmer through the medium of a matrimonial paper published in Chicago. Photographs were exchanged and their letters assumed such an affectionate nature that they decided that they would unite their hearts and hands. Accordingly the man in the case made an appointment with his lady love, whom he had never seen. He arrived here last Friday but the marriage that was scheduled to take place did not occur. The man on arriving here saw so many girls that he thought so much more likelier and handsomer than the one he had been corresponding with that he changed his mind. And as yet no marriage has taken place. The would-be groom is stopping at the boarding house of the would-be bride and they have had several confidential talks, but it is given out as official that no marriage will occur. The man is of good appearance and claims to own a farm about 300 miles from Lincoln, Neb. He is still here and as his ticket holds good until Christmas he says he expects to stay here until that time, viewing the country. He never saw a cotton stalk or pine tree until he came to North Carolina.

They Pull Together.
Deacon Jones—I know of three brothers in a neighboring town that would afford excellent material for a sermon on the theme of "Brotherly Love."

Deacon Brown—I'll make a note of it. Tell me more about them, deacon.

Deacon Jones—Well, John, the eldest, is a physician; Thomas, the second brother, is an undertaker, and William, the youngest, is a marble cutter.

A Costly Mistake.
Blunders are sometimes very expensive. Occasionally life itself is the price of a mistake, but you'll never be wrong if you take Dr. King's New Life Pills for Dyspepsia, Dizziness, Headache, Liver or Bowel troubles. They are gentle yet thorough. 25c. at Fetter's drug store.

BILL ARP'S LETTER.

Atlanta Correspondent.

Septimus Winner is dead. I never heard of him until the other day, when a brief notice in a New York paper attracted my attention. For fifty years he was a musical composer and a writer of songs. He was the author of many of the sweetest pieces that ever charmed our households, and yet we never heard of him. Fifty years ago my wife used to play, "Come Listen to the Mockingbird," and I accompanied her on the flute, and was proud of my skill. Then there is "What Is Home Without a Mother" and "Whispering Hope" and "How Sweet Are the Roses." He made over 2,000 musical compositions and published books of instruction for every kind of musical instrument. After the seven days fight before Richmond, McClellan was removed because of his defeat and Halleck was put in his place. This displeased the soldiers very much, for they were proud of "Little Mac" and loved him, and so Winner took up their grievance and wrote a song and composed the music, "Give Me Back My Old Commander." The air was simple and the words pathetic, and it soon was caught by the army of 80,000 men, and could be heard for miles along the lines and in the camps. It was inspiring and significant and made Stanton mad. He said it was demoralizing and an insult to General Halleck and must be stopped, and he issued an order to that effect. Of course, the boys stopped singing in the daytime or on the march, but away in the dead of the night a whole regiment would break out, "Oh! give us back our old commander." Then Stanton ordered his publication stopped and threatened to arrest Winner. But Winner had sold the copyright and couldn't stop it. A famous singer dared to sing it on the stage in New York city, and she was warned not to do so any more, but she repeated it, and Stanton had to give it up and let it wear itself out. Winner was the winner of that fight, and Stanton made a fool of himself.

Stephen Collins Foster was another composer who was very dear to us in his day, and charmed millions with his exquisite melody. We, old-fashioned people still call upon our children to comfort us with "Old Folks at Home," "Uncle Ned," "O, Susannah," "Old Dog Tray," "Nelly Bly" and "My Old Kentucky Home." The royalty on this last piece made him a good sum of money. What would the traveling minstrels have done without his songs? But in his last years he aspired to a higher plan of composition, and wrote such beautiful pieces as "Come Where My Love Lies Dreaming." He was a man of fine culture and familiar with many foreign languages. He, too, is dead and there has no one come to take their places as composers of these sweet fireside songs.

Shakespeare says, "The evil that men do lives after them. The good is often interred with their bones." Well, it is often, but not always. Isaac Watts has been dead one hundred and fifty years, but his beautiful hymns and his cradle songs are still familiar to every Christian household. "Hush, my dear, lie still and slumber," "Let dogs delight to bark and bite," is the first little speech of childhood, and next comes "How do the little busy bees." The hymn books of all Christian churches abound in his beautiful verses, such as "When I Can Read My Titles Clear," "There Is a Land of Pure Delight" and "While the lamp holds out to burn, the vilest sinner may return." These were not interred with his bones and will live through the ages.

Sometimes the man or woman who did the good is forgotten, but the good remains. Not one church member in a thousand in this country knows who wrote the Dorothea that is sung all over the world, "Praise God from whom all blessings flow." Thomas Ken has been dead two hundred years, but those four lines will live and doubtless he is in heaven and hears more of his own verse and music than any saint around the throne of God. Shakespeare might have said with more truth, "The good that men do lives after them." Our venerable Judge Warner went north in his old age to re-visit the home of his youth and found the town adorned and shaded with beautiful elms around the churches and along the sidewalks—trees that he planted half a century before and had never seen since he came to Georgia to teach school. The high tops of these trees seemed to reach the sky and men and women walked and children played under their shade, but not a human being in that town remembered him or knew who planted those trees. He found one old schoolmate, but he was blind and in the poor house. Fifty-five years ago when I first visited the little town of Rome I noticed a good man by the name of Smith—Johnny Smith he was called—and he, too, was planting little trees around the churches. He was a lover of ornament and he was doing it without pay, but not without reward. They grew space and

SAM JONES' LETTER.

Atlanta Journal.

I left Chicago the 26th inst., at 1:30 p. m., traveled south on the New Orleans limited through the snow storm and reached home the morning of the 28th, in time for the Thanksgiving dinner; but lo and behold, I was sick and afflicted in body and mind, and not a bite of dinner could I eat. Thanksgiving day passed off without much fun for me, but I was thankful for the balance of humanity just on a matter of principle. But I am, on foot today, and thankful that I am.

I visited the office of the city collector today and paid my taxes and walked out of his office lousy. Now comes on the state and county. I will roll up my sleeves and go to work and meet the tax collector again in a few days. Happy is the man who can pay his taxes in Bartow county this year, if it does him but to do so. December is the hardest month in the year for a fellow to get through financially. All bills are due and payable that month. The banks want you to settle; the merchants say you must settle; the doctors' bills to pay; in fact, everything must be settled in December or a fellow must be carried over by his creditors. And I don't love to be carried. That's a sign a fellow is crippled or infirm; it is a sign that something's run the farmers during the summer and catch them about December, and shoulder them and carry them over into the next year, and dump them down and run them again. They chase a farmer half the year and rattle him the balance. They have run the farmer until both of them are about bellowed. I heard a good Bartow county farmer today say that he just made enough cotton to pay for the picking and guano and had to borrow the money at the bank to pay the merchants. It is an awful condition of things when cotton pickers and guano houses get all the cotton. It is not always so in Bartow county, but this year we have had the shortest cotton crop in the history of the county. The farmers in this section are in as bad condition as I have known them in ten years. And yet I spent a few minutes down town this morning and the town square seemed full of cotton wagons; the streets and stores full of people; and things moved on just as if everything was all right. And yet it was right in that crowd that the gentleman, one of our best farmers, said to me, that he had just made enough cotton to pay the pickers and pay for his guano.

More than \$100,000 of buildings have been put up at Cartersville this year, and but for that fact our merchants would feel the short crop much more than they do.

Has the legislature adjourned? If so; when did you adjourn? It is the dull-crowd we ever had in Atlanta called a legislature. It must be right down to business, or else it is a nondescript crowd. There have been introduced in the legislature some bills that were very wise and ought to pass.

I am a little surprised and yet much pleased at Governor Terrell's attitude on some questions. I believe I like Governor Terrell as governor better than I did Joe Terrell as candidate. No kick coming from me up to date. I was glad he appointed Brother Warner Hill as railroad commissioner. Warner worked hard for him and deserved the position and will fill it with honor. For I believe Warner Hill is an all-round good fellow.

I see some of the friends suggesting our neighbor, John W. Akin, for governor four years hence. There is no better equipped and qualified man in this state for governor than John W. Akin. He is safe, sound and solid—a success every where he has been hatched up. Some previous candidates will have to be side-tracked if John comes in. It is not down on the slate for him to be governor four years from now. If you don't believe me, you ask Joe. But states have been busted. I met Major Smith (Bill Arr) this morning on the streets. I was glad to see him looking so well, though he told me he spent a very bad night. His new book is in the hands of the publishers. I understand, now—his biography. I know it will be rich, rare and rare; and with thousands of his friends I am eager for the announcement that it is out. Bill Arr is loved and admired by thousands and thousands of people, and nowhere is he loved and admired as he is in his own town. I leave tomorrow for Pennsylvania—Pittsburg and other points; thence the following two weeks I will be in Texas.

With the hope that a good way through December will be found both for debtors and creditors, I am yours truly,
SAM J. JONES.

A Frightened Horse.
Rapping like mad down the street dumping the occupants, or a hundred other accidents, are every day occurrences. It behooves everybody to have a reliable Salve handy and there's none as good as Bucklen's Arnica Salve. Burns, Cuts, Sores, Eczema and Piles, disappear quickly under its soothing effect. 25c. at Fetter's Drug Store.

Send for free sample.

It is now that this picture is the best of a fellow's health.

Send for free sample. It is now that this picture is the best of a fellow's health.

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PROFIT

The matter of feed is of tremendous importance to the farmer. Wrong feeding is loss. Right feeding is profit.

The up-to-date farmer knows what to feed his cows to get the most milk, his pigs to get the most pork, his hens to get the most eggs. Science.

But how about the children? Are they fed according to science, a bone food if bones are soft and undeveloped, a flesh and muscle food if they are thin and weak and a blood food if there is anemia?

Scott's Emulsion is a mixed food; the Cod Liver Oil in it makes flesh, blood and muscle, the Lime and Soda make bone and brain. It is the standard scientific food for delicate children.

With An Experience OF 7 YEARS IN WRITING

Fire Insurance, settling losses and representing
First Class Companies,
Southern, Northern and Foreign, we ask your patronage. Our facilities for Employer's Liability, Accident and Health Insurance are excellent.

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Concord National Bank.
With the latest approved form of books and every facility for handling accounts.

MOTHER'S CARE
FREY'S VERMIFUGE
A remedy especially adapted to the delicate condition of children. It is a safe and reliable medicine for the cure of worms.

WANTED—A trustworthy gentleman or lady in each county to manage business for an old established house of retail standard standing. A straight, bona fide weekly cash salary of \$100 paid by check each Wednesday with all expenses direct from headquarters. Money advanced for expenses. Manager, 30 Canton Bldg., Chicago.

Merchant Tailor.
Clothes Made to Order.
Cleaning and Repairing done on short notice.
I. WISSBIRC,
Opp. Patterson's store. Union Street.

Dr. Woolley's PAINLESS OPIUM AND Whiskey Cure
GENTLE FREE to all cases of morphia, opium, laudanum, habit of opium, or whiskey, a large book of testimonials on how to master them. Write to Dr. W. H. WOOLLEY CO., 121 N. FRYER STREET, ATLANTA, GEORGIA.