

H. B. FOSTER

ental Surgeon

Beasley Building, over the  
Wiggins Drug Store.  
S, NORTH CAROLINA

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### NOT A CENT OF SALARY FOR PRESIDENT OF ASSOCIATION

(Smithfield Observer)

Coming to this city twenty-two years ago with but fifteen hundred cotton bale receipts to his credit and sitting back today in his office, which is located in one of the finest buildings in the Carolinas, with over ten thousand bales of cotton to his credit, having been purchased off the streets on the local market this year, is a part of the wonderful success of Mr. W. H. Austin, of this city. The other part of the life and success of this man, who, in his early days, taught school for a livelihood, is that he is president of the North Carolina Cotton Growers' Co-operative Association, which has recently been organized in this State. That part of his life, or better still, that part of his work, remains to be seen. It will, of course, prove a success, for he attained a reputation early in his career as a man who gets results. He has never entered upon anything with as much interest as he has this newly organized association. He is like a young athlete anxious to get into the fray.

Few men have done what W. H. Austin has for the town in which they live. He has built up the local cotton market until it has become one of the best in the cotton belt. There is something else about Willis Austin which many men lack and that is that he has more pep and enthusiasm than any three men in the city. He has civic pride and is a tireless worker for the building of the town and county. This is what caused the bringing forth of this article.

It is not an easy matter to gain access to the office of W. H. Austin unless it is to discuss farming or problems of that nature. If you want to talk cotton, corn or tobacco, then he is ready to and waiting to talk to any person, white or black. That never makes any difference with this man.

"There is a rumor that the cotton growers' association is paying you the handsome salary of \$60,000 per year and there is also another rumor that this salary is just \$15,000, but whatever it is the people of this county want to know it," we told him in opening our interview.

Sitting at his desk as though he had never heard a word, Mr. Austin moved slowly and reached for an advertisement which he had on his desk.

"My friend, I have been here this afternoon studying over this paper," he said, turning back to us. "It was clipped from one of the newspapers in this State and has caused me to give it much consideration and I am glad of this opportunity to answer the question you have just asked me.

"First, I do not draw one penny from the North Carolina Cotton Growers' Association. I have already spent over \$1,000 of my own money on trips for the association and what is more I have just made arrangements with my banker to finance the clerical forces on my own credit. That is how much I think of the organization.

"I know that there has been a great deal of just such propoganda put out about me in regard to high salary, but I know well who is spreading these reports and so do you. I want the people to decide which of us to believe in a matter of this kind. I am working for the masses of the farmers and these people who are putting out this propoganda are working for themselves."

#### WHICH IS THE BETTER PLAN?

Will some good warehouseman please tell us how he can help the farmer by selling his tobacco on the warehouse floor by auction sales, and what influence the warehouseman has had or can have in inducing the buyers to pay more?

If the warehouseman can help the farmer, then why hasn't he done something for the farmer in the past?

Isn't it a fact that the warehouseman is the middle man who stands between the farmer and the buyers in order to get the warehouse charges out of the farmer?

It seems that the buyers would pay just as much for tobacco without the warehouseman, as the average warehouseman has no orders to buy tobacco and cannot pay more than the market price.

It looks to the writer as if the warehouseman is only a commission speculator with no higher power than his commission. If auction sales is the best for the farmer then why doesn't someone start an auction house for cotton, dewberries, peaches, corn, sweet potatoes or anything else that is raised on the farm.

It surely cannot be right to sell tobacco in this way and wrong for any other thing to be sold by auction.

Why is the warehouseman against the co-operative plan? Is it because the warehouseman charges 4 per cent and the co-operative marketing plan only charges 1 per cent; or is it because the speculator will be cut out? We would like to have the warehouseman explain these facts and prove himself before advising the farmers who is the farmers' friend, the warehouseman or the co-operative marketing association.

If the warehouseman has so much power and can do so much for the

farmer, then why didn't he do something for him in 1920 and prove himself worthy of the cause.

#### ABOUT FLYING

Col. J. G. Vincent, the man who designed the Liberty motor, believes that families touring by airplane soon may be a common sight. Touring planes, he predicts, will be unlike the ones developed by the war. They will be built primarily for comfort and safety rather than for terrific speed and heavy weight. All of which is

interesting to contemplate. Touring in the air will eliminate road troubles, and for this reason taxpayers around Vass wouldn't care if the family airplane came into common use tomorrow. They would also do away with punctures and blowouts, and lots of money could be saved in that way. But however successful they may become, there will always be a certain number ready to argue that flying is all right for those who like it, but one advantage in favor of sticking to the road is the bottom never falls out of a road and lets you drop a mile or so.

## Electrical Supplies FOR THE SANDHILLS

The Sandhill Power Company, recognizing the difficulty that has attended the purchase of electrical supplies, has opened a store in Southern Pines, and agencies are appointed in other towns in the territory served by the company.

While the stock is not yet complete it is the intention to keep on hand all of those many articles that are becoming essential for the home, the office, the factory, in the Sandhills communities, and to have the quality and the price right.

These stores will not be designed to make a fortune for the company but are provided so that the people who are using electric current from the company may be able to get the equipment they require in order to get satisfactory results from the current.

The Southern Pines store now has in stock, and the others will have, lamps, fans, irons, washing machines, wringers, and the various similiar things that the householder will be looking for. To these will be added others as fast as the supply companies fill the orders that are already in.

The Southern Pines location is in the Eddy Building, opposite the postoffice, and is under the direction of Ralph Chandler.

From now on this will be the headquarters for electrical supplies in the territory of the Sandhills Power Company, and anything you want will be procured for you if not in stock, and at a price that will be right.

#### SANDHILL POWER COMPANY

Southern Pines, North Carolina

#### AGENTS:

VASS: Wiggins Drug Company. CAMERON: Cameron Hardware Co.  
CARTHAGE: Cole Drug Company.

## WE WAKE THEM UP

YOUR BATTERY! IS your Battery in the Land of Nod, or is it a Good-for-Nothing Dreamer, always Loafing on the Job? If so Bring it to us—our shop is

#### The Alarm Clock for Sleeping Batteries.

Try the STILL BETTER WILLARD with the New Threaded Rubber Insulation, and you will forget your Battery Troubles.

This Battery is used as Standard Equipment by 138 Automobile Manufacturers.

#### THE ELECTRIC SHOP, Pinehurst.

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ABERDEEN --: PINEHURST --: CARTHAGE

We offer the Best in Insurance Service

Policies neatly and correctly written.

Records carefully and correctly kept.

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