

KNOTT'S WAREHOUSES CREDIT TO EASTERN TOBACCO SECTION

Serving Patrons For 29 Years; Veteran Warehousemen, R. H. Knott, Grover H. Webb, Bob Edmonson, John N. Fountain, Join Forces To Render Farmers Best Sales Service.

Coming to Farmville in 1912, R. H. Knott as a pioneer warehouseman of this section of the State, was destined to become a prominent figure in the promotion of the Farmville market, and has by his superior knowledge of tobacco and sales management, contributed greatly towards winning for the market the world-wide recognition it now enjoys and has been a prime factor in its development into the liveliest, most progressive and dependable market in the Carolinas. Mr. Knott, personable and cordial in his manner, has won hosts of friends, also on the Lumberton and Kentucky markets, where he is connected with the warehouse business.

For several years Knott's warehouse, one of the largest and strongest selling organizations in Eastern North Carolina, has had as an associate member of the firm, Grover H. Webb, a wide awake and an aggressive warehouseman, who is widely acquainted in tobacco circles and recognized as a successful tobaccoist, having been associated with the sales industry for many years and gaining a reputation for dependability and fair dealing.

Joining this firm last year was Bob Edmonson, also a well known tobaccoist and auctioneer, who has added to the firm his talents and distinctive service in his field of endeavor.

Wyatt Tucker, a keen eyed watcher for bids, will be the other auctioneer at this house this season.

Strengthening the forces at Knott's this season will be John N. Fountain, who will combine his business efficiency and years of experience as operator and joint owner of Fountain's warehouse here, with that of Mr. Knott and the other two partners, Webb and Edmonson. Mr. Fountain of a genial nature and an honest, straightforward manner, which are traditional with the prominent Fountain family, of Fountain, has a wide acquaintance and thousands of friends throughout the Bright Belt. These assets, together with a sincere concern for the welfare of his customers, will have a great influence on the future growth of Knott's warehouse and the Farmville market.

Associated with this firm will be Jack Moye, who has had years of

successful experience and rendered exceptional service on the Greenville, Wilson and Farmville markets.

This alliance of business associates gives the Farmville market one of the strongest warehouse firms in the entire belt. In discussing their plans for the new season, members of the firm were enthusiastic about prospects for the 1941 season, and stated that all arrangements and necessary renovations of their huge warehouses here, have been made, and that they are better prepared to take care of their growing patronage than ever before and to guarantee customers satisfaction.

This firm operates two modern warehouses, on the same old site on Wilson street, and another on South Main, near the Norfolk-Southern railroad, the latter alone covering an acre and a quarter. Knott's No. 1 is on the same site where R. H. Knott launched out in the leaf selling industry 29 years ago.

Ever on the alert for any new feature or force that will attract and benefit the patronage and increase the volume of sales on their floors, Knott's warehouses have employed a larger corps of assistants for the two houses and the firm will offer on opening day a combination of service and selling facilities that is unexcelled.

Other members of the force will be Earl Trevathan, head bookkeeper; Mrs. Zack McWhorter, cashier; Zack McWhorter and H. R. Acton, book men; Roy Vandiford, floor manager; Curtis Flanagan, in charge of weighing, with Willie Gray Allen assisting; G. M. Shirley, adjuster; Julian Edwards, ticket marker.

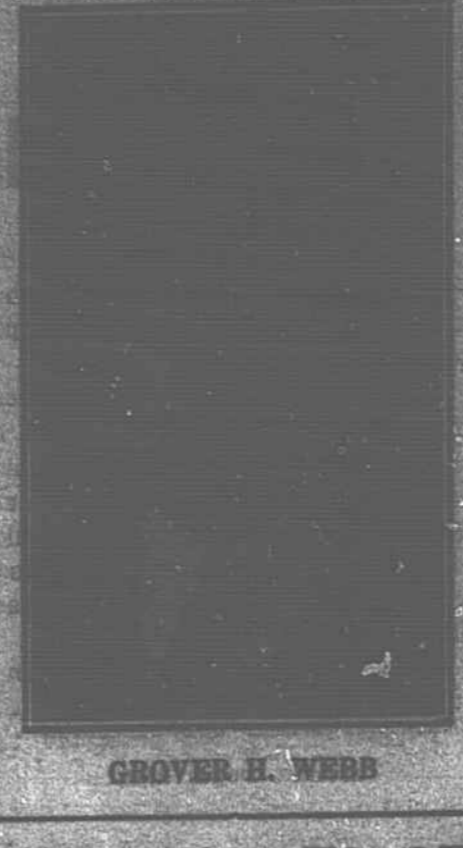
No effort will be spared at Knott's to provide every facility available for easy, speedy and satisfactory marketing of the weed and for welcoming the farmers and other visitors to the market on opening and succeeding days. Knott's is expecting a banner season and firm members have pledged themselves to the protection and extension of the interests of this widely known leaf selling center and their well organized forces are prepared to perform well their multitudinous duties.

HUSBAND HURT; WIFE DIES

North Tonawanda, N. Y.—When George C. Krull walked into his home his head bleeding as a result of an automobile accident, his wife, Louise, 55, collapsed and died of a heart attack.



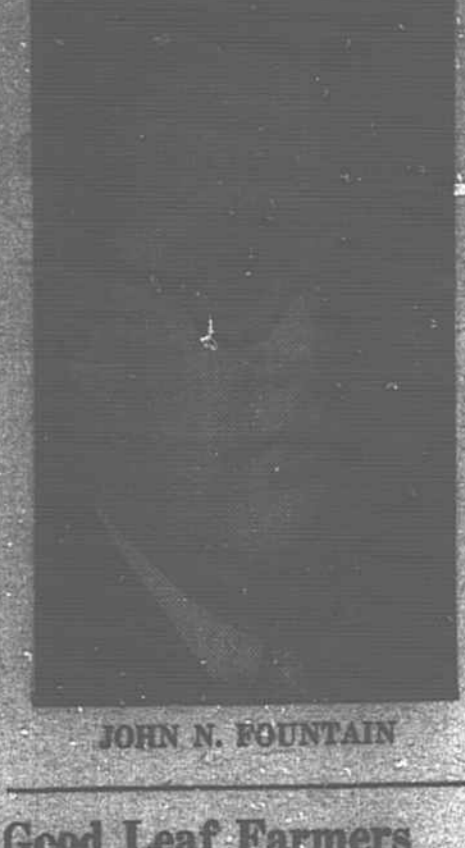
R. H. KNOTT



GROVER H. WEBB



BOB EDMONSON



JOHN N. FOUNTAIN



M. J. (Jack) MOYE

A NEW PEAK IN FERTILIZER CONSUMPTION

The 1940 consumption of fertilizer, 8,310,513 tons, is a new high record. In only 3 other years, 1929, 1930, and 1937, has consumption topped 8,000,000 tons.

The new peak, involving an increase over the preceding year of more than 500,000 tons, was reached at a time when national and world conditions were far from normal and some industries were suffering more or less serious dislocations. And it was reached, even under such conditions, at prices for 1940 indexed by the U. S. Department of Agriculture at 97 for fertilizer, as compared with 126 for clothing, 100 for feed, 130 for seed, 136 for furniture and furnishings, 158 for building materials for houses, 148 for other building materials, and 153 for farm machinery.

Such an accomplishment confirms the adequacy of the manufacturing and distributing processes and agencies of the fertilizer industry for taking care of the farmers' needs. In fact, present capacity and equipment would be sufficient to supply double the amount of fertilizer now being used if defense needs for increased food and fibre production should result in such a demand.

BOLT KILLS BOY AND FIRES BED

Atlanta, Ga.—A bolt of lightning killed Clyde Williams, 18-year-old Negro youth, as he sat on his porch. It passed through his body, entered an adjoining room and set fire to a bed.

SIZE OF LOTS OF TOBACCO IS IMPORTANT IN MARKETING

By E. Y. Floyd, Extension Tobacco Specialist N. C. State College

The size of or weight of lots of tobacco offered for sale is important. Very large lots are sometimes regarded with suspicion.

Flue-cured tobacco usually varies so much in quality and color that very large lots of uniform quality are exceptional. On the other hand, very small lots are objectionable to warehousemen and buyers and may be unprofitable to the seller.

A small basket of tobacco occupies as much floor space as a large basket; warehousemen object to very small lots since they reduce the poundage that can be placed on a warehouse floor. Small lots may be objectionable to buyers, as each lot purchased must be checked, weighed, and identified with warehouse accounts.

The sale and book work for a small lot requires as much time as for a lot of normal size, and therefore excessively small lots increase the handling cost to buyers as well as to warehousemen.

On flue-cured markets there are usually minimum charges per lot for weighing and auction fees, in addition to the commission charged on all sales. If lots are exceptionally small and the tobacco is of poor quality, it may sell at a price that will not cover warehouse charges. In such cases, and there are many when tobacco prices are low, the excessively small lots could be discarded with profit to the farmer, as any lot that brings less than the charges brings

a deficit that is deducted from the sale of other lots.

No definite rule can be given as to the minimum and maximum size lot that should be offered for sale. The size of the lot will depend upon the range of quality, color, and length found in a single curing if properly sorted. Although correct sorting is to the advantage of the farmer, it would be a mistake to take a single barn and draw the divisions too close, for that would mean a number of very small lots.

Sometimes if the sorting has been very close, two lots may be so nearly alike that they could be combined. In other words, a very small lot could be put with another one which corresponds closely in quality and color. But if the lots are small and distinct in quality or color, they should not be mixed together.

Sometimes high-quality lots of light weight can be marketed at a profit. In other cases, it would be better to throw away a very small lot of inferior quality than to mix it with a lot of distinctly different tobacco.

There is no good reason for thinking that a lot from the same field and cropping, if properly and uniformly dressed, can be too large. However, such lots do not ordinarily exceed 200 or 250 pounds, and larger lots may cause suspicion as to the uniformity of the whole or even suspicion as to nesting by some unscrupulous manipulator. Generally speaking, it may be found advisable to divide a lot when it contains over 250 pounds.

Good Leaf Farmers Grow Small Grains

No tobacco farmer should be satisfied until he has grown enough small grain and hay to supply all home and farm needs.

Moreover, hay is expected to be so high in price next year that tobacco growers cannot afford to run the risk of buying hay and growing tobacco to pay for it.

Tobacco fields can be prepared easily to sow wheat or small grain, says E. Y. Floyd, extension tobacco specialist at State College.

Fertilizer applied to the tobacco crop was not used up entirely by the tobacco plants, he continued, and that which still remains in the soil is generally sufficient to start small grains.

This means that the grains will need only a top-dressing of nitrogen fertilizer about the last of February or the first of March.

Tobacco followed by small grains as a winter cover crop makes a good crop rotation, Floyd added.

He also stated that many growers have not yet put all their tobacco stalks and plowed under the stubble.

"It is very essential to do this to kill the worms and diseases that would otherwise live in the old leaves, suckers, and roots and be ready to attack next year's crop," he said.

The best way is to cut the stalks with a stalk cutter and plow under the stubbles even if no cover crop is to be sown on the tobacco land.

Baldhead Island, near the Gulf Stream off the North Carolina coast, is the extreme northern point where semitropical conditions prevail. Garden vegetables, grown out of doors, mature there in April.

Penalty On Excess Cotton Set At 7 Cents Per Pound

The U. S. Department of Agriculture has set the penalty rate on 1941 cotton marketed in excess of the farm marketing quota at seven cents a pound, Tom Cornwell, Cleveland county cotton farmer and member of the state AAA committee, announced.

The 1940 penalty rate on excess cotton was three cents a pound. The 1941 rate was provided by Congress in an amendment to the Agricultural Adjustment Act of 1938. This legislation set a basic cotton loan rate at 85 percent of the parity price and provided that the penalty on marketing excess should be one-half the loan rate.

In view of the cotton parity price of 16.49 on August 1, the loan rate for 7-8-inch middling cotton is 14.02 for gross weight. Thus the penalty rate, which will apply to all excess cotton marketed this year, will be seven cents a pound, Mr. Cornwell said.

The Cleveland county farmer reminded that while the penalty rate has been increased just four cents a pound for violations of marketing quota provisions, the loan rate has been increased by more than five cents a pound—from 8.9 cents in 1940 to 14.02 this year.

Cotton growers who knowingly exceed their acreage allotments may receive government loans at a rate of just 60 per cent of that offered to growers who planted within allotments. The 60 per cent loan will be available only on that portion of the crop which is subject to penalty, however, Mr. Cornwell added.

Sell Your Tobacco This Season In FARMVILLE At KNOTT'S WAREHOUSES

No. 1

With: **R. H. Knott - G. H. Webb - Bob Edmonson**
John Fountain and Jack Moye

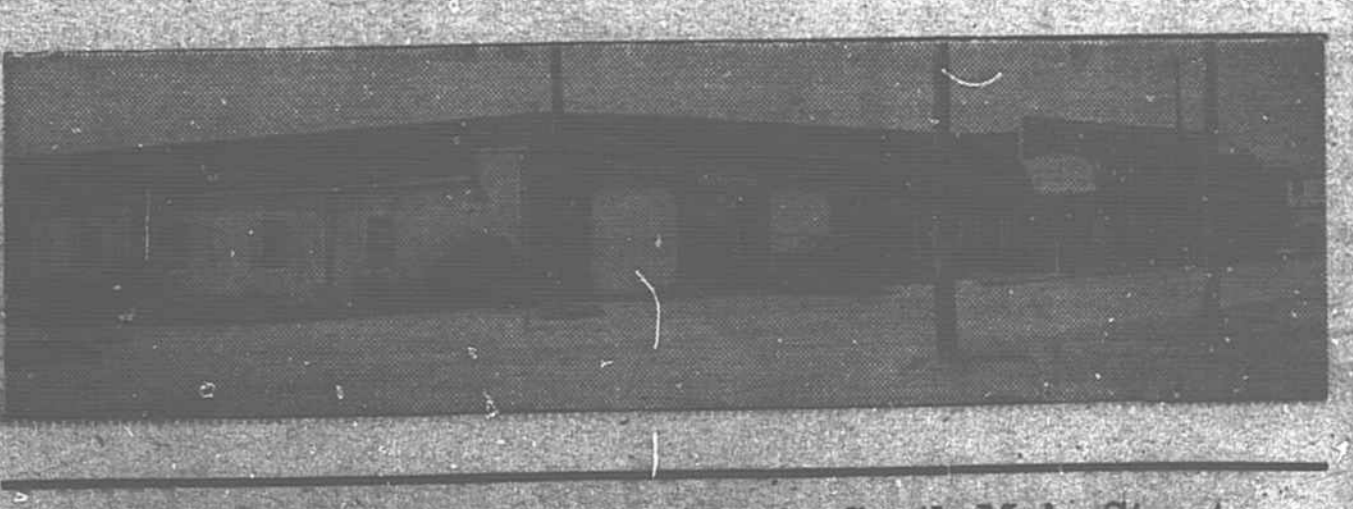
No. 2

TWO MODERN WAREHOUSES -- 5 FIRST SALES EVERY WEEK!



KNOTT'S WAREHOUSE No. 1—West Wilson Street

WE THANK YOU FOR YOUR Past Patronage!



KNOTT'S WAREHOUSE No. 2—South Main Street

We will Have a First Sale at KNOTT'S No. 1 Opening Day, Aug. 26

We are Better Prepared to Serve You This Year than Ever Before, and We will at All Times be found working to Get You the Highest Possible Price for Tobacco Sold on Our Floors!

To Reap The Greatest Benefit Sell Your Tobacco At...



We Are Pleased To Announce That JOHN FOUNTAIN and JACK MOYE Will Be With Us This Year To Assist In Running Sales.

KNOTT'S WAREHOUSES — Farmville, N. C.

— We Have An "ALL-DAY" First Sale Every Day!