

The Weekly Recorder

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THE WEEKLY'S THIN ARGUMENT ON THE PRICE OF CUTTERS.

THE RECORDER does not propose to notice the billingsgate offered as argument in the Dollar Weekly's article, but shall show that the prices of Cutters on the Durham market average higher than they did last year. Our former article was confined wholly to the price of Cutters on the Durham market. Our assertions have not been contradicted, they cannot be disproven. He tried to get proof to the contrary but utterly failed. He then rushes off to other markets and seizes testimony of a few speculators and plug manufacturers that Cutters have declined on their market. Our object in noticing his vile mess at first was to show that the Dukes were paying good prices on the Durham market, and that W. Duke was the best man that ever lived or died in N. C. That our market was just what we have always claimed for it, the most uniform and best market in the world. Webster offered testimony and proved that as to Reidsville, Winston and Danville, our assertions were correct. Come Webster, don't be a hypocrite any longer. Come out like an honest, truthful man and advise the farmers to sell their tobacco in Durham where there is no decline, where prices are uniformly high. He has utterly failed in his half page stuff to contradict a single assertion we made.

Even for argument sake, we admit that Cutters have declined on all the markets. Nothing would have been more natural since there was fully one-fourth of the 1889 crop Cutters. No grade of tobacco has ever held up in prices when there was such an abundance of that grade produced. Buyers always regulate prices by the supply and demand. There is no other safe rule to go by. Then it is a remarkable fact that Cutters should have remained so high. A leading Richmond speculator informed us that prices on Cutters had held up remarkably well. He has bought hundreds of thousands of pounds.

Mr. W. L. Walker, who has been in Asheville the past season says, it is the opinion of the Asheville dealers that Cutters have sold higher on that market than usually. He has bought over 100,000 pounds of Cutters.

Webster's attacks on Mr. Duke are too malicious to call for any extended notice. Duke's reputation is so far above the attacks of a demagogue that it cannot be harmed.

Below we give some testimony on the Durham market. We have heretofore confined ourselves to prices on this market, and assert again that our facts have not and cannot be disproven.

CAPT. W. A. LEA,

of the Parrish Warehouse Company says: "I have been in the warehouse business in Durham ten years and farmers are better satisfied with prices on Cutters than they have ever been. Notwithstanding fully one-fourth of the 1889 crop were Cutters, the prices since the beginning of the tobacco year have averaged higher than at any time since I came to Durham. As compared with other grades of tobacco Cutters are much higher in proportion, except prices on Wrappers."

I have recently visited many sections in Chatham, Alamance, Orange, Caswell, Person, Granville, Wake and Durham counties, but have heard no complaint against the cigarette manufacturers, W. Duke Sons & Co., and the American Tobacco Co. Being engaged in the warehouse business, the farmers would naturally have complained to me had they been dissatisfied; but on the contrary, they frequently tell me that Cutters are better looked after than any of the other grades, that is they are better pleased with their prices on Cutters.

Again, we come forward with uncontrovertible proof from Old Vir-

ginia. We present the name of **MAR. H. A. EDMONDSON**, Proprietor of the Edmondson Warehouse at South Boston, Va. He is known by the whole trade in every section; he is a pioneer in the tobacco business, having engaged in it twenty years ago. He is not only a warehouseman but a big speculator in leaf. He says:

"I do not hear a particle of complaint among the farmers; as to prices of Cutters, they are selling well, as high as any other grades. When you take into consideration the large supply, they are selling remarkably high. I find they are better satisfied than they have been in many years. My business takes me to quite a number of the markets and I hear no complaint from any one against the cigarette combination, except what I learned was in Webster's Weekly. They would buy Cutters much cheaper than they do. They often make bids on their own bids. I regard the 1889 crop as one-fourth Cutters which makes the supply very great, and has heretofore always caused great decline in prices of those grades when there was an abundance produced."

Now if the above don't convince every one except this braying demagogue, who presides over the columns of the Dollar Weekly—we will give him another dose, which may not act as Smith's Bit Beans. In fact, we believe his soul and body are steeped in the essence of slander, meanness and malice to such an extent that reason, facts and the truth cannot penetrate them. Even the eloquence, logic and biblical lore of Sam Jones can have no effect upon him, but leaves him the same whining, snapping fellow. We now give the testimony of the farmers' champion. Their chosen leader. The one in whom they have implicit confidence; the one from whom they seek advice on prices on tobacco as well as when to sell. We select **MR. JONAS W. POPE**, the manager of the Farmers' Alliance Warehouse in Durham. We expected to find him (judging from the fallacious article in Webster's Dollar Weekly) cursing himself hoarse because the Dukes were robbing and stealing the farmer's tobacco off their warehouse floor. One would have thought if there had been any truth in the article written by Webster that friend Pope would have secured enough farmers to have driven the Dukes from the hallowed soil of Durham. That they would have been thrown, factory and all into the deep sea. One would have thought that if there was a farmer in the "Bright Tobacco Belt" of North Carolina, who had been swindled out of his hard earnings, had been robbed of his bright Cutters that complaint would have been made to the Farmers' Alliance manager and the whole 90,000 Alliance farmers would have taken steps to have them punished as high way robbers. But such was not the case. We asked Mr. Pope what he knew about the Cutter crop. He said:

"Last year there was a big filler crop and prices were very low, selling from \$3.00 to \$5.00. This year prices are much higher because the demand is greater than the supply. Farmers have no cause to complain at prices paid for Cutters. I hear no complaint now against the cigarette combine. Last year there was raised the largest crop of Cutters I have ever seen and I have been in the warehouse business for thirteen years. Cutters are selling as high as other grades on the Durham market considering quantity."

The Weekly says: "We assert it as a fact that this trust could not and would not have been formed if Mr. Duke had stayed out of it, and it is idle for him to say he did not intend to reduce the price of the farmers' tobacco, since he has done it."

This, we claim has not been done on the Durham market, and our observation goes to show that it has not been reduced on any market by Mr. Duke. Let's see Winston. The Weekly quotes from P. H. Hayes & Co., R. J. Reynolds & Co., who say Cutters have declined from 15 to 20 per cent. His witnesses are prominent plug manufacturers, who buy millions of pounds of fillers and Wrappers, but no Cutters. Their opinion as to Cutters must then be taken as one who "does not know much about the case." But right here we would like to ask our Win-

ston friends if they paid as much for Fillers and Wrappers last year as they do this year? Don't they regulate their prices by the supply of the grades they use? Are they not guarded by supply and demand? But let's see how the Dukes have acted on the Winston market. From October 1st, 1888 to May 1st, 1889, their purchases averaged \$19.80; from October 1st 1889 to May 1st 1890, \$20.77. This shows they paid in Winston ninety-seven cents in the hundred more the past tobacco year than they did the previous year. This was done in the face of the fact that there has been fully one pound in four of Cutters sold during the time they ran prices up. We do not believe there is a tobacco dealer in the country, who will not say that when there is a full supply of any one grade on hand that prices on that grade decline. Yet the exception we have shown in favor of the present prices on Cutters is unprecedented and without a parallel in the history of any tobacco market.

The books of the warehouses in Durham show that the average prices paid by W. Duke Sons & Co., on this market from October 1st 1889 to May 1st 1890 were upwards of \$20.00 per hundred while the prices paid from October 1st 1888 to May 1st 1889 don't reach \$18.00.

Now this foul-mouthed brayer wants to know if "THE RECORDER thinks the people are fools?" By no means. They are fair-minded, sensible citizens except the snapping demagogical monstrosity who pretends over the slanderous sheet called—Webster's Dollar Weekly. It will be long after Gabriel blows his horn and the arch enemy of the good people of North Carolina is cast into outer darkness, before they can be fooled into believing the vile, malicious stuff which falls from the pen of the Weekly's editor. He rants and howls himself hoarse over the dear people and thinks they are believing the vile charges he is attempting to cram down their throat.

Sam Jones says: "Once one of our little boys ran up a stair-way, calling his little brother, and as he said 'Buddie Paul,' something up stairs echoed back 'Buddie Paul!' He ran down to his mother and said, 'Mamma, what is that upstairs that said 'Buddie Paul' every time I said 'Buddie Paul,' and his mother explained it by telling him it was the echo of his own voice."

Now Webster has been in his sanctum yelling 'Washington Duke is robbing the farmer,' and the echo coming back 'Wash Duke is robbing the farmer.' He continues to yell. But alas! some stray visitor will some day convince him that it is only his voice, echoing back his malicious charge.

After the political conventions are held this political dead beat will be convinced like one of Sam Jones' penitents. "He was agonizing; the preacher went up to him, trying to encourage him. He finally exclaimed, 'I am not one of the elect. I am one of the reprobates, I feel it all over.'" This will be the predicament of Webster before the "Ides of November."

This same fellow says "to show the enormity of his (Dukes) profits from the trust, subtract four cents from every pound of tobacco which he buys, and he saves the modest little sum of \$288,000 where does it come from? Not out of the leaf dealers, but out of the farmers of this section."

Now let's figure a little, admitting for arguments sake that Mr. Duke does not pay as much per year on 7,300,000 pounds of tobacco as some few speculators and plug manufacturers think they are worth. Let's compare the prices of cutters before Mr. Duke began the manufacture of cutters and what he pays now and see if his robbery as Webster calls it has not proven beneficial to the farmers. Before he began to manufacture cigarettes the average price was \$11.00 per hundred, for cutters \$11 x 7,300,000—\$792,000. Now the average price Duke pays on this same amount is \$20.00 which is \$20 x 7,300,000—\$1,460,000 which shows that he pays the farmer by manufacturing cigarettes \$668,000.

This per annum all is used for cigarettes as is presumed by Webster.

We ask the farmers in all seriousness if they desire to drive the Dukes from the State. Surely they do not.

If Mr. Webster is sincere in what he claims why don't he advise the farmers to sell their cutters in Durham, instead of Reidsville and Danville, where they have declined so much. Right here, we will say that we have for years claimed that Durham was the best tobacco market, and paid higher prices than any other.

If this arch hypocrite should be arraigned before the farmer's in North Carolina, they would, with one unanimous voice, exclaim: "Depart ye hypocrite, demagogue."

Some of the best judges say, that usually there is sold on the bright tobacco markets in Virginia and North Carolina, 100,000,000 pounds, of this amount there were usually 12,000,000 pounds of cutters. But the last crop was 25 per cent short, which leaves the amount raised in the two States last year 75,000,000. They agree that one fourth of this is cutters, which would make 18,750,000 pounds of cutters; showing that there is a surplus over what is needed and what is usually raised, of 6,750,000. In the face of these facts it is something unheard of in tobacco circles, for cutters to keep up in prices as they have done. We have shown that the Dukes, notwithstanding this great surplus which is enough to supply the demand for at least 9 months of next year if another pound should not be raised, have actually paid about one cent more in the pound for all they have bought. Again when the average price on all the tobacco raised in North Carolina and Virginia is about 12 cents per pound, the price paid by the Dukes will average 8 cents in the pound more than the average price of the whole crop. It is natural that the farmers will turn their attention to raising that grade they can get the most money for. By the W. H. Snow process they can raise over one half of their crop cutters. No manufacturers have done more to put up the prices of tobacco than the men Webster wishes driven from the State.

This fellow again says: "The tobacco belt did without the cigarette factories for many years." Yes, they did without the cigarette men, they also got an average of 11 cents per pound on cutters. This shows the consistency of his arguments, the fallacy of his logic, the hypocrisy of his position.

The Weekly again says: "We warn Mr. Duke that he had as well try to darken the sun with the smoke of his cigarettes as to try to bull-doze the intelligent people of North Carolina." Well, now really, who has tried to bull-doze the people? Not the Dukes, they have followed the even tenor of their ways, worked hard, managed judiciously and have the confidence of every intelligent, sensible man, woman and child, in North Carolina.

In speaking of Washington Duke we quote a few extracts from a letter written the State Chronicle by Gen. James M. Leach, one of the oldest trustees of Trinity College. Gen. Leach says: "If I were asked who is to-day the greatest and most useful man in North Carolina, I would answer, Washington Duke, of Durham." Dr. B. Craven, whose name represents a great deal, did more for the elevation of the great masses than any man of his day, and Washington Duke by his friendly gift to Trinity College is furthering the design of Dr. Craven. Thus the names of Craven and Duke, will be linked together through the coming years as great benefactors of their State and country.

Mr. Duke's career has been characterized by honest dealings, rare judgment, indomitable energy and a selfless vigilance akin to that of the little ant which naturalist assures us never sleeps. (The crank says he succeeded by robbing the farmers.) His head and heart is in rapport with that enlightened public sentiment that we apply call the spirit which demands the intellectual and moral advancement of the people and the betterment of the laboring classes.

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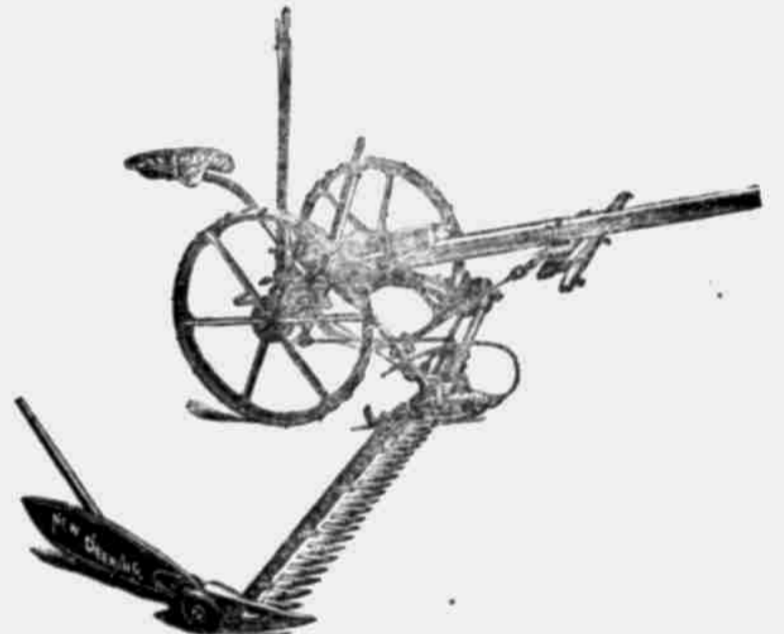
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