

DR. JOYNER DISPOSES OF COL. WEBB'S OBJECTIONS

LaGrange Farmer And Former Educator Shows Many Advantages of Co-operative Selling of Tobacco; Refuses To Join In Personalities With Winston-Salem Editor, Who Is Bitter In Denunciation.

A friend has called my attention to an editorial in the Southern Tobacco Journal of Jan. 17th, offering the following eight objections to co-operative marketing of tobacco.

Objection 1: "The expense of handling and marketing co-operatively, grading, redrying, packing, insurance, taxes, etc., salaries of experts for handling and selling, etc."

Answer: The association will not incur a single legitimate expense for those purposes that is not incurred by buyers and manufacturers and paid for by the growers directly or indirectly as a part of the expense of marketing. As long as the buyer has the fixing of the price, as he has and will continue to have under the present system, all expenses of marketing will be figured out of the price fixed and thus paid by the grower-seller.

Expense Can Be Reduced

Many of these expenses can be greatly reduced by an association controlling three-fourths or more of the tobacco for five years, by selling, processing, and transporting by wholesale, instead of retail. Overhead expense is always inversely proportionate to the bulk of business. Many other expenses like auctioneer's fees, commissions and other warehouse charges amounting under the present system to about five per cent will be eliminated. The salaries of hundreds of buyers can be eliminated by the association selling through one channel through a much smaller number of expert salesmen in large quantities directly to large buyers, exporters and manufacturers.

Objection 2: "The difficulty of financing the proposition."

Answer: If an association having title to and actual possession of three-fourths or more of the bright tobacco of the United States, aggregating annually in value several hundreds of millions of dollars under contract for five years—such an association can raise such tremendous agricultural assets as collateral for financing safely the necessary advances and expenses of marketing the crop to the best advantage through even the most conservative banks and other financial institutions, with guaranteed aid from the Federal Reserve Bank, the war finance corporation and many of the biggest banks of the country at home and abroad who have endorsed the plan as financially sound. It will certainly be a sad commentary upon the financial ability of the directors and other administrative officers of the association.

The divided crop is used now by a large number of individuals and companies to finance it self under a much more expensive system of marketing. It certainly ought to be easier and safer to use the collective crop to finance itself through one channel under a much less expensive system of marketing.

Plan Successful For Years.

The best and complete answer to this objection, however, is to be found in the facts ascertainable by any honest enquirer, that numerous co-operative marketing associations elsewhere for all sorts of agricultural products, perishable and non-perishable, including cotton and tobacco, operating under contracts exactly like ours in principle and provisions are now being successfully financed under this plan for years.

Objection 3: "The impossibility of grading and classifying tobacco."

Answer: Tobacco can certainly be graded and classified before selling by a few experts employed by the association, such as are now used by the big buyers and speculators after buying, far better than it is now by thousands of inexperienced individual growers, each grading according to his own standard. Under the present system there is no real grading, only a sort of "sorting" before selling. The seller sells and the buyer buys a sort of a pig in a poke. The experienced buyer usually knows more about the real value of the pig than does the seller, and takes advantage of his superior knowledge to buy mixed grades at the price of the poorest and then employs experts to separate and classify. This work is now done after selling in the interest of the buyer. Any sensible person ought to know that if it can be done profitably for the buyer after buying, it can be done profitably for the seller before selling. Nobody can know or expect to receive the full market value of any commodity until it is graded and classified according to quality. Government experts have been at work for months on standardizing grades of tobacco and assure us that it can be done.

Objection 4: "The redrying may not suit the big purchasers of tobacco, who have special processes of their own."

Answer: The Association will be in the best position of any selling organization in the world to guarantee satisfaction in these respects to any purchaser. With its control of a large majority of the supply of all grades of bright tobacco for five years, it will be able to contract to sell any quantity of any grade in the green state to those preferring to redry it for themselves. Having control by ownership lease or contract of adequate redrying facilities, it will be an easy for the association to redry it to suit other purchasers as it is under the present system for the big independent buyers and exporters to do this.

All these requirements can be met more easily and probably more economically by one big co-operative association than under the present system.

Objection 5: "The length of the contract."

Answer: The length of the contract

MILLIONS of thin, run-down people have re-found the joys of splendid health by taking Tanlac IT BUILDS YOU UP and helps you regain your normal weight Sold by all good druggists

Five years—is the strength of the contract, or at least one of its chief elements of strength. No big business like this could be successfully organized and operated on a one-year basis. At least a five-year term has been shown by experience to be necessary to give permanency, protection, and confidence to the business, and to secure the sort of big business men and experts necessary to run successfully this sort of a big business. Men of this type would not be willing to leave good positions to take positions with an association organized for less than five years.

Objection 6: "The impossibility of placing a value on tobacco in advance so as to get a reasonable safe advance upon it on delivery."

Answer: The impossibility of placing a value on tobacco in advance so as to get a reasonable safe advance upon it on delivery. Values Can Be Agreed Upon In this admission, of the present impossibility of placing a value on tobacco haven't you given your case a way, and if you honestly have at heart the interest of the grower, offered the strongest argument for changing such a haphazard, gambling system and substituting therefor a system of cooperative selling that proposes to standardize and classify grades and to stabilize price and value according to demands of the market? Under such a system it will be possible, as it ought to be, for a sensible Board of Directors of the Marketing Association in a conference with a sensible Board of Directors of a bank to agree upon a reasonably safe value and price of a scientifically graded crop at any time.

Objection 7: "The farmer who needs his money to pay debts for fertilizers and other supplies will be forced to wait indefinitely for a big part of his tobacco money."

Answer: The Co-operative marketing Association is essentially a selling association and will hold tobacco only so long and only so much of it as may be found necessary to prevent glutting the market and breaking the price. The experience in California has been that members of co-operative marketing associations, because of better prices and profits from better marketing, are usually transferred in about three years from a credit to a cash system of crop production. Only two per cent of the eighty thousand members of such associations there are producing their crop on a credit under liens and mortgages.

Liberal Advances

We believe that because of the better price that the tobacco farmer ought to receive for his crop under a better and more profitable system of marketing, the 50 or 60 per cent advance received upon delivery will amount to approximately as much as his entire crop sold under the present system. If the farmer secures a better price he will finally have fewer debts to pay and more money to pay them with, to the great benefit of both creditor and debtor.

Objection 8: "The last objection offered is what Editor Webb, vaguely and insinuatingly terms, 'The nigger in the wood-pile.'"

Answer: I am surprised that the editor, whom I know to be an honorable gentleman, should have so far gotten himself as to impugne the motives of others who he ought to know are honorable gentlemen and seek thus to becloud a great and vital issue by an unsupported appeal to suspicion and prejudice.

The Matter of Motives

If one were disposed to answer such an appeal in kind, it would be very easy to call attention to the fact that the editor is a tobacco warehouseman and auctioneer, honorable calling both of them, but both of them liable to be materially affected by a change from the auction to the cooperative system of selling tobacco.

It would be equally easy to quote the following standing statement carried at the mast head of the Southern Tobacco Journal: "The Only Publication in the South Devoted to the Tobacco Interest, Published at the Largest Tobacco Manufacturing Point in the World, G. E. Webb, Editor," and to suggest that the editor of a paper published in such environment carrying large and remunerative advertisements from those that have grown rich under the present system of selling leaf tobacco, might at least be as liable to the suspicion of selfish motives and interest in opposing co-operative marketing which contemplates a complete change of that system as are the advocates of Co-operative Marketing whose motives he impugns.

One of the surest ways to arouse suspicion of one's own motives is to be too quick to suspect the motives of others. The thinking public has learned from experience that an appeal to prejudice, suspicion, and personalities in a discussion of a great issue is usually the last resort to bolster up a weak argument and the surest confession of the weakness of the argument.

J. Y. JOYNER.

FOR FIRST CLASS JOB PRINTING PHONE NO. 252.

2-10-22

RAY'S BUILDING MATERIAL It Pays To Get It At RAY'S Quality—Price—Service

READ YOUR LABEL.

This week we have corrected the date on all labels. Read your label and see if it corresponds with your record. If not notify us at once. If it is not marked in advance send us a check for an amount sufficient to pay you ahead at once as we will have to discontinue all papers to subscribers who are in arrears after this week. Send in your remittance at once so you won't miss an issue.

RILEY ITEMS.

Just a few words from our corner to let the rest of the county know we are not all stuck in the mud.

Quite a number attended the service Sunday morning conducted by Rev. H. T. Wright, of Wake Forest, and every one who attended enjoyed the sermon fine, and were glad to learn that there would be services every other Saturday afternoon at 2:30 o'clock and every second Sunday morning at 11 o'clock.

We are all very glad to know that influenza has not had a victim in our neighborhood and we are all hoping that it leaves us out.

Miss Estelle Isees spent the weekend in Raleigh with her uncle Mr. S. J. Dunn.

Mr. Edgar Moore, of Franklinton, spent the week-end with his sister, Miss Leslie J. Moore, at the home of K. W. Bakers.

Miss Isolita Richards, Hazel Baker, Leslie Moore and Mr. Edgar Moore motored over to Louisburg Saturday afternoon and they all reported a big time.

Miss Ethel B. Williford, Miss Leslie Moore, Miss Evelyn Jonsson and Mr. Luther Perry motored over to Youngville Sunday afternoon to meet Miss Estelle Isees on the Shoofly.

Miss Isolita Richards and Miss Hazel Baker took Mr. Edgar Moore to Youngville Sunday afternoon to meet the trains and to bid him farewell on his return home.

The Riley School will give a play Farm Folks at Riley School house Friday, Feb. 24, 1922 at 7:30 o'clock. Admission 15 and 25 cents. Everybody come and give us a big boost. The play is full of pep. MUTT.

President Harding knows how to take advice, says an admirer. But sometimes it's just as important to know how to reject it.—Charleston News and Courier.

TRUSTEE'S SALE OF LAND

Under and by virtue of the power conferred upon me in a certain deed of trust executed to me by C. S. Merritt and wife, duly recorded in the office of the Register of Deeds of Franklin County, North Carolina, in Book 236, pages 546-7, default having been made in the payment of the indebtedness secured therein, and demand having been made upon me to execute the power of sale contained therein, I will on

MONDAY, MARCH 13th, 1922 at twelve o'clock noon sell at public auction at the Courthouse door in Louisburg, N. C. to the highest bidder for cash, the following described lands, namely:

First: That certain tract or parcel of land situated in Sandy Creek township, Franklin County, North Carolina, lying along the Henderson and Castalia road, adjoining the lands of J. C. Tharrington's estate, Charles Inscow, Eloise H. Yarborough and others, containing 462 acres, more or less known as the L. B. Allen tract of land and being the same tract of land conveyed by J. M. Allen and W. H. Allen and their wives to the said C. S. Merritt.

Second: That certain tract or parcel of land situated in Franklin County, North Carolina, containing 94.11 acres, more or less, which was conveyed to the said C. S. Merritt by G. T. Hudson and wife by deed recorded in the office of the Register of Deeds of Franklin County, said State, in Book 190, page 222, to which said deed reference is hereby made for a description by metes and bounds of said tract of land. This tract of land will be sold subject to all recorded encumbrances prior in date to aforesaid deed of trust.

Third: That certain tract or parcel of land situated in Sandy Creek township, Franklin County, North Carolina, containing 45 3/4 acres, more or less, which was conveyed to the said C. S. Merritt by E. N. Williams, Administrator of H. K. Inscow, and Viola Inscow, by deed recorded in the office of the Register of Deeds of Franklin County, North Carolina, in Book 236, pages 181-182, to which deed reference is hereby made for a description by metes and bounds of said tract of land. This tract of land will be sold subject to all recorded encumbrances prior to the date of aforesaid deed of trust. This the 8th day of February, 1922. W. H. YARBOROUGH, Trustee.

No Worms in a Healthy Child All children troubled with Worms have an unhealthy color, which indicates poor blood, and as a rule, there is more or less stomach disturbance. GROVE'S TASTELESS CHIA TONIC given regularly for two or three weeks will enrich the blood, improve the digestion, and act as a General Strength-giving Tonic to the whole system. NATURE WILL THEN throw off or dispel the worms, and the Child will be in perfect health. Pleasant to take. 60c per bottle.

WHY WAIT TILL THE LAST DAY TO SEND THE COPY IN FOR AN ADVERTISEMENT WHEN THE AD MAN CAN GIVE YOU A MUCH BETTER JOB IF YOU SEND IT IN SOONER! DON'T FORGET IT.

MORTGAGE SALE OF LAND.

Under and by virtue of the power of sale contained in that certain mortgage executed by B. G. Person to Annie M. Joyner, and recorded in the office of the Register of Deeds of Franklin County, in Book 210, at page 563, default having been made in the payment of debt thereby secured, I will on MONDAY, MARCH 13th, 1922 at or about the hour of noon, at the courthouse door in Louisburg, North Carolina, offer for sale at public auction to the highest bidder for cash a one-half undivided interest in and to certain lots of land lying and being in Franklin County, North Carolina, in Franklinton Township, and described and defined as follows, to-wit: Lots Nos. 7, 8 and 12, Block D, in survey of Lincoln Park, made by M. S. Davis. This the 6th day of Feb., 1922. ANNIE M. JOYNER, Mortgagee. G. M. BEAM, Attorney. 2-10-22

FORECLOSURE SALE OF LAND.

By virtue of the power of sale contained in that certain deed of trust made by James R. Lee and wife to M. C. Gupton, Trustee, dated April 20th, 1917 and recorded in Book 210 page 210, Franklin Registry, default having been made in the payment of the debt thereby secured, and demand for foreclosure having been made on said trustee by the holder of the debt so secured, the undersigned will, on

MARCH 10th, 1922 at about the hour of noon, at the courthouse door in Louisburg, N. C., offer for sale at public auction, to the highest bidder for cash the property in said deed of trust conveyed and there described as follows:

Situate in Gold Mine Township, Franklin County, North Carolina, adjoining the lands of L. L. Williams on the North and bounded as follows: Beginning at a large Poplar on Tucker's Branch, B. T. Ballard's line 29 chs 50 lks to a stake with Whiteoak pointers; thence S 88 W 45 chs 40 lks to a forked Ash on the North bank of Sandy Creek at the mouth of Tucker's Branch; thence up said Branch its various courses 46 chs 25 lks to the beginning, containing 130 1-2 acres more or less. This Feb. 10, 1922. 2-10-22 M. C. GUPTON, Trustee.

They say our Wild West movies astonish Europe. Well, well; if the old Wild Westers could see them, they would be astonished, too.—Harrisburg Patriot-News.

Piles Cured in 6 to 14 Days Druggists refund money if FAZOLINTMENT fails to cure itching, blood, bleeding or protruding Piles instantly relieves itching Piles, and you can get restful sleep after the first application. Price 60c.

Pretty Things that are made at Home



THE shops are showing many alluring little home furnishings—made of silk and ribbons, and other frivolous things—that add little touches of gaiety to the room they adorn. These, with bags and girdles, (with the emphasis on girdles) and endlessly varied lingerie furnishings, are occupying much of the time and attention of women just now. They are very well worth while; the satisfaction one has in them does not begin to be measured by their cost, for that is small to the woman who can make them for herself.

There is so much to be said of girdles that they must make a separate story. For lingerie bows and ornaments, narrow, thin ribbons are used for making all sorts of little flowers, set together in wreaths, rosettes and bands. Narrow satin ribbons, not more than a half inch wide, in pink, blue and lavender, make rosettes that rival the little flowers in prettiness. All of them are attached to very small gilt safety pins, so that they are easy to put on

A New Shipment of LANDRETHS SEEDS—Just Received All Paper Seeds 5 Cents per package Now is the time to plant English Peas, Bubs, Lettuce, Onions, Cabbage, Radishes, Early Salad, Sweet Peas. Call on us for your Seeds when you get the "Gardening Fever" Yours for a good garden, S. P. BODDIE, RECEIVER. Aycock Drug Co.

Hastings' Seeds 1922 Catalog Free It's ready now. 100 handsomely illustrated pages of worth-while seed and garden news for Southern gardeners and farmers. This new catalog, we believe, is the most valuable seed book ever published. It contains 100 full pages of the most popular vegetables, flowers and farm crop plants, the finest work of its kind ever attempted. With our photographic illustrations and color pictures also from photographs, we show you just what you can grow with Hastings' Seeds even before you order the seeds. Our catalog makes garden and flower bed planning easy and it should be in every single Southern home. Write us a post-card for it, giving your name and address. It will come to you by return mail and you will be mighty glad you've got it. Hastings' Seeds are the Standard of the South, and the largest mail order seed house in the world is back of them. They've got to be the best. Write now for the 1922 catalog. It is absolutely free. H. G. HASTINGS CO., SEEDSMEN—ATLANTA, GA.

Louisburg Repair Shop J. LEHMAN, Proprietor Next Door to J. W. Perry, Under Ford's Warehouse LOUISBURG, N. C. We repair Shoes and Harness in the best workmanlike manner. We have who is an expert in his line. Just received one hundred and three pairs Army and Navy Shoes, made for Uncle Sam at \$2.00 per pair. Five pairs for \$9.99. Hurry! Run! Come and get them while they last. We specialize in repairing ladies and gent's fine shoes.

Somehow the abolishment of poison gas from the series of war tricks seems incomplete without the outlawing of propaganda in peace time.—Kansas City Star.

HAVE YOU EVER NOTICED THAT THE MERCHANT WHO SENDS IN THE COPY FOR HIS AD EARLY ALWAYS HAS THE NEATEST AD!

LOUISBURG REPAIR SHOP Julius Lehman, Proprietor

TUCKER'S CAFE Main Street LOUISBURG, N. C. I have just opened a first class Cafe in the old Neal building and am prepared to furnish meals at all hours, and the best the market affords. Ice Cream 5 cents a cone. Soft Drinks, etc. Prices reasonable, service the best. J. C. TUCKER Proprietor

When Your Farm Stock Is Sick Look For Rats. Disease among farm animals don't just happen. Rats are carriers of dangerous plagues—hog cholera, foot and mouth disease and that terrible of all scourges—Bubonic plague. Farmers should throw around premises RAT-SNAP. It's sure and safe. Three sizes, 35c, 65c, \$1.25. Sold and guaranteed by Allen Bros. Co. and Aycock's Drug Co.

To Stop a Cough Quick take HAYES' HEALING HONEY, a cough medicine which stops the cough by healing the inflamed and irritated tissues. A box of GROVE'S O-PHEN-TATE SALVE for Croup, Colds, Hoarseness and Sore Throat. The salve should be rubbed on the chest and throat of children suffering from a Cold or Croup. The best effect of Hayes' Healing Honey is the throat combined with the healing effect of Grove's O-Phen-Tate Salve through the pores of the skin soon stops a cough. Each remedy is packed in one carton and the cost of the combined treatment is 50c. Just ask your druggist for HAYES' HEALING HONEY.