THE NEWS AND OBSERVER.



BION H. BUTLER

m, Oct. 28 .- Bright leaf to-Wile acco. There are two places in the refd 10 see it, and they are Wilson ad Durham. The man who wanders and Darham. The man who wanders over much of North Carolina sees dur-They the series of korth Carolina sees differences of tobacco, and imagines he has come in touch with the story of the industry. But until he has stood on the floor of the warehouses at Wilson, and been in the tobacco factories at Disphare he has only according to the tobacco factories at the tobacco factories at the set of ham he has only seen the fringes

The tobacco that is sold comes from all around the country, and with it comes an army of farmers who have devotees of the plan. For myself I abominate the unidy practices that tobacco fosters. All of which has nothing to do with this history. Wilson is the place to see bright leaf tobacco when the harvest has ended and the crop has been made. Here is the greatest bright leaf mar-ket in the world, and here is the

Is af tobacco when the harvest has counters, for the merchants, for the banks and the appearance of the banks and the street carnival street at the street of the tide she wark they expect to a community. You go into one of the piles of tobacco and pick up a bunch of the tide up leaf. Before you have been about Wilson long you have been about the bunch that it is your tobacco to be sold, or that you want to be go into one the days will the general condition of the crop or of the market, but whatever the stock on the floor and watching the make, and the course of the days proceedings. To bacco is sold at auction. The long are on the back of the too is a bunch of interested in the general condition of the crop or of the market, but whatever the stock on the floor and watching the m

Tobacco is sold at auction. The farmer brings his product to the ware-house where it is arranged in a neat nouse where it is arranged in a next house where it is arranged in a next pile on the floor. Around it, in most precise order are hundreds of other piles. They are convenient distances apart all in exact rows, and when the mie starts off at 9 o'clock the auction-eer, followed by the buyers, begins at one corner of the warehouse and moves rapidly down the first row, back the next, and so on for hours to the end. The various tobacco companies have buyers on the floor, and when the Some came from points not far away have buyers on the floor, and when the have buyers on the floor, and when the first pile is offered by the auctioneer "the bidding starts. In a curious lan-gaage, intelligible only to the ad-vanced degree workers in tobacco, the gale begrhs. At times a word is intro-duced that is familiar to the outsider, but if takes a man with quick action who can follow the dialect and un-derstand more than one word in fifty. Five to ten seconds will close a sale, and the crowd moves to the next pile. and the crowd moves to the next pile. Buyers Trained Men. At first thought you doubt if buy-

ers have time enough to determine what to pay for the tobacco, but they are trained men, and a glance at the leaf tells them what they want to pay make that being and the should be should be the should be the should be the should be should be the should be the

taking the topacco from the floor and justing it info trays and hauing it away to the store houses that have been built in town for the purpase. When the male starts the black cloud weeps over the floor, and the min-ute the first pile is sold a bunch of negroes is there to gather it up, and get it to the drays that range along-side the warehouse and haui it away, and all through the day that wagon train is going back and forth between the warehouse and the storage houses. The tobacco that is sold comes from all around the country, and with it around the country and around the country and around the country and with it around the country and with it around the country and with it around the country and around the country around markets to this big market with its enormous sales and as there is no very satisfactory way of telling whether the tobacco sold at one place would have brought more had it been sold some places else it is easy to believe that it would and lei it go at that, and the big market will continue to draw trade from the little market.

Vanity Fair Interests.

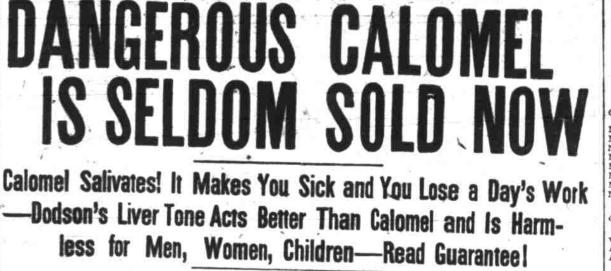
However, the whys and the where-fores are not a part of this disquisi-tian. It is the vanity fair that inter-ests me here, and the likelihood that this thing is to grow bigger and more interesting and more spectacular with each successive year. Each particular product of our common country has product of our common country has its own methods of production and marketing. Cotion is tumbled around the platforms in terribly unromantic style. Corn goes to the country buyer in a two horse wagon and is sold without much side-show adjuncts. in a two norse wagon and is sold without much side-show adjuncta. Wheat comes into the elevators, and is disposed of in prossic style. The shings that can be handled in car-loads do not introduce the human fac-tor so largely. But tobacco is a pound proposition instead of a car load com-modity, and that means a lot of peo-ple are on hand when it is turned into cash. Tobacco is laid out on the floor by hand, and gathered up by hand, and packed in the hogsheads by hand. It is not dumped in a wagon load at a time to be hurried-up an elevator chute, or forwarded in bulk in the car. It is a form of merchandise that requires people at every step it takes. So tobacco has a crowd with it, and the crewd is an interesting one, and a tobacco market is a fair.

a tobacco market is a fair.

a tobacco market is a fair. It is a fair where things are doing, where money is coming, and where the bird of prosperity sits on the high places and amiles at the entire neigh-borhood. That is the principal fea-ture that makes the tobacco market interesting. It is a place where every-body is on hand, and where everybody is sharing in the rewards of the sum-mer's work. It is the final shaking of the plifth tree, where every one can stand below with his hat turned up, pretty certain that he will catch his share. And that is what makes the tobacco market at Wilson a place worth seeing. beginning to arrive for the next day's sales. We met them on Main street heading for the warehouses, and we

and huge loaded so more little jaga. Some came from points not far away, and some came from farms miles dis-tant. I have not seen elsewhere in North Carolina such travel on the Cordiality From All Corners. That is why the stage is set as it is djoining the warehouses are the blacksmith shops, the harness shops, the restaurants, the stores, the va-rious places the furmers and the hands

Railroads Haul It In Too. The railroads are also hauling in tobacco. Most of that comes from Alstant points in big hogsheads, which are rolled on the floor and opened and the tobacco piled up the same as that which comes from the warons Openrious places the farmers and the hands want to find convenient. Hitching sheds are filled with hundreds of horses and mules. Lodging places are crowded with good natured men. Things are coming their way. Not much time to talk to you, but a brief cordiality shines out from all corners. Old accounts wiped out make the bus-iness man feel chipper. New deals make him smile. Commercial men are coming into town. They find de-mand for their stuff in days like these. which comes from the wagons. Occa-sionally a car comes in with the to-bacco loose on the sticks, enough of it to make a car load, and save the trouble of packing it in hogsheads. Some of it comes from as far South as South Carolina, for Wilson has won a wonut tarolina, for Wilson has won



Every druggist in the South-your druggist and everybody's druggist has noticed a great falling-off in the sale of calomel. They all give the same reason. Dodson's Liver Tone is taking its place.

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pelled by more rigorous conditions to hustle more as his neighbors in less favored places must do. more of a spectacular and profitable tobacco market the farmers will continue to make the town more of a cotton market, and more of a market for everything eise, for i will tell you a secret that is known pretty well to everybody who raises tobacco. Diversification is a good thing on a tobacco farm if it can be practised. Diversification has friends in the Wil-son tobacco beit, and they will see that other things than tobacco are made in this neighborhood, because other things can be made. Wilson is in the North Carolins paradise that has that range of soil and clim.te which gives the farmer so much lee-way that he gets indifferent and freable tobacco market the farmers will Wilson county makes a cofton grop worth as much as its tobacco crop. way that he gets indifferent and fre-quently suffers because he is not com-

WRITE FOR CATALOG

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worth as much as its tobacco crop, and a grain crop probably as valuable. But Wilson sells many times as much tobacco as is raised in the county. While the county makes a big crop of the several staples, it is as a market that it stands most conspicuously be-fore the rest of the country. With its farms Wilson whild he a thirfly county. With its tobacco market the town would be a thrifty town. With the farms and the market town and county are in pretty good industrial and financial shape, and they are both holding a leading place in the for-ward movement which is marking the whole State.

Wilson ought to have a tobacco show one of these days and let the world see what an interesting event is on the boards help every day of the work COMMERCIAL BODIES FOR FORDS Jitneys and Racerbouts **ALSO DELIVERY WAGONS** week. FOR EVERY PURPOSE

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| bacco market the W. Pridgen. Register of Deeds, rifty town With Kinston, N. C. market town and This 5th day of October, 1915. | Schedule in Effect Mar. 18,12 |
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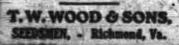
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bring fancy prices, and the buyers all know what to give for it. That which will make good smoking tobacco for pipes the buyers know, and they know, what they can pay for a pound of it, because they know what it has to sell for when it is manufactured and packed. That which is of low quality, and which must have a higher quality and which must have a higher quality mized with it to sell at all the buyers hnow, and they put the price on it low. Tobacco sells at auction because the buyers know immediately what they will give for certain qualities and ihey are able to determine the quality at sight. That is why they buy all the tobacco from first hands, and why merchants and brokers can not buy. tobacco. The merchant is not familiar with grades, therefore he does not know what it is safe to pay for each grade, and he would all the time be afraid to pay as much as the market would warrant. So the big warehouse system has grown up through necessity, and it has chosen some particular towns for its highest development. Wilson for reasons that I do not know has come to be the chief market for bright leaf. And it is an interesting exposition. On mixed with it to sell at all the buyers

And it is an interesting exposition. On one of the days I was hanging around the market they tell me about 790,000 the marget they ten me about 100,000 pounds of tobacco was handled, bring-ing about \$70,000. Now that is a big lot of money to pour into a commun-ity in a day, and it means a lot more beside this, for the buyers pay other, expenses than the price of tobacco. They pay an army of men who are





the most active agents in making the manufactures of the United States known around the world, and it is a debatable proposition whether the Durham tobacco folks or the Standard Oil Company' has gone farthest into all lands with its products. Certainly no other American factor has qualled these two in forcing open to American commerce the markets of the world.

Once in a while when we are vigor-usly pouring anathemas on the heads of the trust we might remember that they have scattered the name of the United States over more of the world than any other half dozen agencies combined. The place where you can't find a can with the name of the Stand-ard Oil Company, or a cotton bag or tobacco box with the name of an important tobacco commany on it you of the trusts we might remember that As tobacco continues to make Wil American tobacco company on it you have no business to go. As bright tobacco goes into the fac-

tories at Durham and into other smoking products, it also goes to some extent to the plug factories. The British American and the export com panies buy if to send abroad. All of the are represented at Wilson, and the big warehouses and storage houses here are right certain guaran-tees that in the future Wilson is to be more of a tobacco market than it is

et. This is also indicated by the spansion of the bright leaf territory. Bright Leaf Spreads.

This bright leaf territory is a cu-ous discovery. Bright leaf is like te holl weevil. It started in a limited section of the upper part of the State and kept spreading year by year until it has reached out over much of the eastern part of the State and of the eastern part of the State and down into South Carolina, covering a lot of the hopeless land of North Carolina, and even including the Sandhills country, which up to the last few years was regarded as abso-lutely worthless except like the Ford car, to make joins about. But both these jokes have established them-elves. Last year Raeford built a fine-big tobacco warehouse, and this year Sanford came along with another, and big tobacco warehouse, and this year Sanford came along with another, and tobacco men say there is no question but that bright tobacco is at home in hoth these sections. Only the other day I was on the country road be-tween Southern Fines and Raeford when two men in a car stopped to ask about the neighborhood, and one of them swept his hand around to de-scribe the country about him. "This is the greatest fobacco land I ever may." he said. "I don't see why it isn't covered with tobacco farms." Gradually tobacco plasters are breaking into that sandy land, and the reports are that they are making satis-

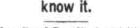
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breaking into that sandy land, and the reports are that they are making satis-factory erops. This means that Wil-son will steadily find itself becoming a reater tobacco market, for the to-bacco man, like the rest of us, is an odd fish. He will sell a certain amount of tobacce in Rasford, or Sanford, or wherever is happens to be, but in the mix up are men who cannot see any profit in the market that is measest. Since the far-off fields of Thrace have looked green, and it is human instinct to think the pot of gold is at the end

that tobacco is far more spectacular than any of the other crops, and 1--ing spectacular on a big scale, the Wilson tobacco market is probably the most interesting industrial show that conducts a continuous performance for weeks in succession State of North Carolina. It I It has the advantage of all the other shows in charging no admission, but on the contrary, it pays its own way, handing out money along with its other features, and using up check books n large numbers.

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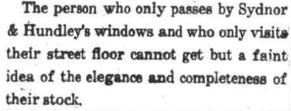
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