

WHITEVILLE HAS AN UNBEATABLE

Prove Invaluable Asset To Whiteville Tobacco Market

Sixteen Warehousemen In The City Of Whiteville Provide City With An Unbeatable Team

LONG SCHOoled IN EXPERIENCE

Every One Of The Warehousemen Have A Long Record Of Experience Behind Them

A large corps of tobacco warehousemen and their helpers have been working night and day during the past few weeks getting ready for the opening of the Whiteville Tobacco Market on Thursday, August 13, for what promises to be the best season ever enjoyed by the local warehouses.

Last year Whiteville made rapid gains in her race for the leadership of the Border Belt. A total of 19,123,145 pounds was sold at an average of \$20.11 per hundred, and thousands of satisfied customers are making plans to sell their entire crop this year in Whiteville, the most progressive market in the South Carolina belt.

There is a reason why the Whiteville market is growing stronger and stronger every year; there is a reason why more and more growers are becoming convinced that the Whiteville market is the best place to sell their tobacco. The secret of her growing strength lies in the fact that the Whiteville Tobacco Market boasts the finest set of tobaccoconists ever assembled in one town.

Numbered in this group are men with years of experience in operating tobacco warehouses, men who know quality tobacco and who know how to get the high dollar for every pile of tobacco sold in the place of business. These men know the problems of the tobacco farmer, and they make it a point to secure a top price for him for his entire crop.

Courtesy and efficiency does not stop with the warehousemen themselves, but it extends all throughout the entire organization of every warehouse in Whiteville. When a farmer brings his tobacco to Whiteville, he may be sure that every person he meets is willing and anxious to help him. From warehouse owner down to truck boy, every man is working to see that the tobacco farmer is satisfied.

WAREHOUSEMEN HERE The personnel of the Whiteville warehouse forces presents an ideal balance between youth and experience. There are young men, born and reared in the tobacco business, with progressive ideas that keep the market ever on the upgrade. Their efforts are seasoned with the judgment of older men who have been in the tobacco warehouse business ever since it became one of North Carolina's leading enterprises. It may be truthfully said that no better set of tobaccoconists is to be found anywhere than right here on the Whiteville Market.

Although most of these men are well known to thousands of farmers throughout this territory, a brief summary of the workers at each warehouse in Whiteville is given below.

STAR WAREHOUSE
Operating in Whiteville for the first time last year, the owners of the Star Warehouse enjoyed one of the finest first-years on record. Coming here from Henderson, these men started out with a modern, well equipped plant and a desire to please the tobacco farmers of this section. Just how well this objective was achieved is indicated by the steadily mounting sales at the Star Warehouse throughout last season. The owners are back on the Whiteville Market again this year ready to fight for better prices for tobacco grown in this section.

W. M. YOUNG has forty-two years of tobacco warehouse experience behind him, and there are few things about the business he has not learned in that time. Most of his time has been spent on markets in the Middle Belt, and it was not until last year that patrons of the Whiteville market had an opportunity to appreciate the full value of knowing and doing business with this man. He is one of the most highly respected citizens of Vance county, and there are numberless people who swear by him for past favors of which the world knows nothing.

W. B. DANIEL, JR., has been associated with Mr. Young in the



W. B. DANIEL, JR.



A. H. MOORE

tobacco business for more than a score of years. It is an understatement to declare that he has thoroughly learned the tobacco business in that time. He and his partner formerly operated a warehouse on the Georgia Belt, but were attracted to Whiteville when they saw definite indications that this is the most progressive market in the Border Belt.

A. H. MOORE will team with Billy Daniel in running the sales at the Star Warehouse. These men have worked together for such a long time that they function as a well-balanced unit. There is no hesitation nor confusion when this pair begins to push a sale. Mr. Moore is well known in Whiteville, and he has long been one of the men with strongest faith in the future of the local market. He has been associated with Messrs Young and Daniel on the Henderson market for several years.

JOE CUTTS made a host of friends in Whiteville last year serving it for the first time as auctioneer. It didn't take farmers long to learn that he had a way of pushing buyers to the highest dollar for every pile of tobacco he sold. He is an auctioneer of several year's experience with the operators of the Star Warehouse, having been employed by them on their Henderson market.

C. M. GORE, former Columbus county sheriff, will be on the floor this year to assist patrons of the Star Warehouse in every way possible in an effort to see that they are perfectly satisfied. He knows the tobacco business from every angle, and he has a wide circle of friends throughout the county. ELROY NANNY will be bookman and C. C. CHEATHAM will serve as clip man. Bookkeepers will be CLARENCE BULLARD and FRED ROYSTER. The former is from the Winston-Salem market, while Royster hails from Vance county and the Henderson market. EUGENE COLLIER, Columbus county man will be weigh master at the Star Warehouse this year.

Says Tobacco Firms Have Been Hard Hit
Nashville, Tenn.—The state began yesterday selling 20,000,000 new stamps designed to prevent evasion of the cigarette tax. The stamp which transfers the tax emblem by a chemical process to the wrapper, will replace lithographed stamps formerly in use. The supply is expected to last about 4 months. Finance Commissioner Dancy Fort said the new stamps will be put on trial for that period to determine if they increase revenue from the cigarette levy.

CRUTCHFIELD'S WAREHOUSE
The commodious, well-lighted Crutchfield's Warehouse will be operated again this year by Paul Taylor, Everett Matthews, Raymond Crutchfield and Gaither Crutchfield. This house, with its 55,000 square feet of floor space, is equipped with every modern convenience, including ice water



EVERETT MATTHEWS



RAYMOND CRUTCHFIELD



GAITHER CRUTCHFIELD



BOBBY NEWSOME, Auctioneer

fountains, and rest rooms. Skylights cast a mellow glow over the tobacco, making it look its best.

PAUL TAYLOR AND EVERETT MATTHEWS are beginning their second season on the Whiteville market. When they joined the forces of Crutchfield's Warehouse last year, they brought with them experience gained from being in the tobacco business for 21 years. Knowing the business as they do, it was easy for them to convince their farmer friends that they were able to do them a lot of good, and their success was instantaneous.

These men once were competitors, both at Kingstree, S. C., and in Winston Salem. Respect which they gained for each other while in competition prompted them to form a partnership which bids fair to carry them both a long way.

In coming to Whiteville last year from Kingstree, they did so with the feeling that the Whiteville Market is the up-and-coming location in the Border Belt. Their success in 1935 has made it unnecessary for them to regret their decision, and both men are looking forward to another fine selling season.

RAYMOND AND GAITHER CRUTCHFIELD are names long associated with the tobacco warehouse business in Whiteville. They are sons of Gaither E. Crutchfield, Sr., who has forgotten more about the different types of tobacco than most warehousemen ever learn. His boys were brought up in a warehouse, observing all the various ins and outs of the business, and it is reasonable to predict that they will become outstanding tobaccoconists in their own right.

BOBBY NEWSOME popular auctioneer at Crutchfield's Warehouse last season, is back again. He has had several years experience in the tobacco business, being with Matthews and Taylor at Kingstree and at Winston Salem. These men swear by him as the world's best—and he does have a way of calling for, and getting the high dollar.

SALES FORCE at Crutchfield's Warehouse boasts a specially trained man for every job. Practically every man was with this organization last year, and all is in readiness to keep sales moving along smoothly and at a fast pace, in order to clean up the floor every day. T. L. (Tommy) Tucker, who handled the statements last year, will serve this year as bookman. His job as statement man will be taken by C. D. Webster, a native of Rockingham county, one of the busiest tobacco growing sections of North Carolina. Roy Coghill, who was ticket maker for several years on the Winston Salem market, will mark tickets on the floor at Crutchfield's Warehouse this year. J. H. Dyer, bookkeeper last year on the Winston Salem market with 20 years experience. W. E. Harrelson, of Whiteville, will be associated with the warehouse for the 2nd straight year. Jim Flinchum will be floor manager, Willard Jones and Ralph Brinkley will serve as weighmasters, Gray Carter as leaf man and Gid Shelton as assistant floor manager.

NELSONS WAREHOUSE And FARMERS WAREHOUSE

Operation of the Nelson and Farmers warehouse under the same management this year constitutes something new in the history of the Whiteville tobacco market.

M. O. Nelson, Sr., Frank Hayes and M. O. Nelson, Jr., will again have charge of the Nelsons Warehouse, and in addition this year will operate the Farmer's Warehouse.

MATTHEW OLIVER NELSON, Sr., started as a warehouseman in Danville, Va., August 18th, 1893—forty-three years ago—and he can well be called the dean of the Whiteville warehousemen. His past life, both as a man and as a tobaccoconist has always been above reproach, and he is a man who is honored everywhere because of his high moral character, and there is no man anywhere who can carry the title Dean of the Whiteville warehousemen, more befittingly than Mr. Nelson.

Mr. Nelson is the owner of Nelson warehouse, which has floor space of 55,000 square feet, and it has always been his claim that this is one of the best lighted warehouses in the South. The Farmers warehouse, one of the two largest in the city, has a total floor space of 60,000 square feet, and has been conceded to be one of the most modern to be found in the entire South Carolina belt.

OLIVER NELSON, trained by his father in the tobacco busi-



M. O. NELSON, SR.



M. O. NELSON, JR.



FRANK HAYES

ness, grew up with the smell of fine ripe tobacco constantly greeting his nostrils. He can well be called a chip off the old block, going to work at the age of 19 in the Acres Warehouse in Danville.

Now he remains one of his father's right hand men in the operation of the Nelsons and Farmers Warehouse here.

Oliver Nelson not only lives in Whiteville for the duration of the tobacco season, but the year around, except for the period when he is operating a warehouse in Danville with his father.

He is known not only throughout this belt, but has a host of friends in other tobacco sections of North Carolina as well as in Virginia.

FRANK A. HAYES is associated with the Nelsons in the operations of the Nelsons and Farmers Warehouses here. While only 43 years old, he can be termed a veteran warehouseman for he started in the game as an auctioneer at the tender age of 19.

Now, he is beginning his 22nd year in the tobacco game. As an auctioneer, which line of work he followed for a number of years, Mr. Hayes sets a high standard—he sells tobacco in as even regular voice as has ever been heard and it is said that he can literally talk money out of the buyer's pockets.

This year will mark the 11th consecutive season Frank has spent on the Whiteville tobacco market—eight years with Harry Lea, two years with Crutchfield warehouse, and 1 year with Nelsons.

The sales force at the Nelsons Warehouse includes Tom Pierce, floor manager, who has been with warehouses in Danville and Whiteville for a number of years, who will have a warm, hearty welcome for his friends when they drive into the Nelson warehouse.

T. B. Nelson will serve again this year as assistant floor manager. He comes from Mecklenburg County, Va. where tobacco reigns supreme.

Again in the position of night floor manager can be found this year J. H. Nelson, with Walter Moore and C. M. Nunn following the sales with the books at Nelsons Warehouse.

C. H. Ferguson, book-keeper has been with Nelsons ten years and he is so well known in Whiteville and in Virginia that business.

AT THE FARMERS WAREHOUSE, Raymond D. Beal will serve in the capacity of book-keeper, and he has had long years of experience in this line of work, which places him at the top of the list in this regard.

R. D. Poindexter, who will serve as bookman at the Farmers Warehouse has been coming to Whiteville for a number of years and has become well-known to Whiteville townspeople as well as the hundreds and thousands of visitors to the local market.

Bonnie W. Hammonds, well-known man of Whiteville and Fair Bluff, will serve as assistant floor manager at the Farmers' warehouse.

LEA'S WAREHOUSE
Lea's Warehouse, largest of the six warehouses in Whiteville, will be operated again this year by its owner, Harry G. Lea. The 60,000 square feet of floor space falls a fraction short of one and one-half acres and can comfortably take care of a half-million pounds. On one occasion a total of 415,000 pounds was sold on this floor in a single day.

HARRY G. LEA is from Danville, Va., where he is co-proprietor of the markets two leading houses. His youthful appearance belies the years of experience he has in the tobacco business, for he has been actively engaged in the tobacco warehouse business for the past 25 years. He plays a lone hand in the tobacco game, and he is a sure winner. Proof of his popularity lies in the fact that his sales increase year after year. Thousands of tobacco growers in this section have heard him shout during the heat of a sale "Hang it On Pappy," as he bids in a pile to keep it from going to some buyer for less than it is worth. That slogan has become famous throughout this section, and it is with this confidence that Harry G. Lea stands between farmers and low prices that causes tobacco farmers to flock to his warehouse with their crop. While the sale of bright leaf tobacco is his business, Mr. Lea's principal diversion is baseball and farming. He also has a quantity of chickens. He is own-



HARRY G. LEA

er of the Danville club in the Bi-State league and is an ardent lover of the national past time.

E. J. Hester, an old warehouseman with years of experience in dealing with farmers in this section will again be associated with the warehouse this year. He formerly operated a house of his own in Chabourn, and has a wide following of farmer friends.

LOUIE LOVE, auctioneer at the Lea Warehouse, needs no introduction to farmers who have sold tobacco on the Whiteville market. Mr. Lea speaks of Louie as "My Auctioneer," and when the pair of them start down a row of tobacco sales are run off in rapid order, with the high dollar being paid for every pile. Truly, Harry Lea and Louie Love make a combination that cannot be beat. Louie is known in the tobacco world as the one auctioneer who never misses a bid on a pile of tobacco.

GEORGE BLAIR, floor manager at the Lea Warehouse, is one of the most popular tobaccoconist on the Whiteville market. Combining a splendid personality with courtesy and efficiency, George is one of the reasons why so many farmers always feel at home when they drive into Lea's Warehouse with a load of tobacco. George, as he is known to everyone who calls at the warehouse, manages to make the farmer feel that it is a pleasure and a privilege to do him a favor.

J. LESTER POWELL also is back in Whiteville and will again be associated with Lea's Warehouse. While he is strictly speak-

ing a bookman, he serves as a combination man for the warehouse. Always early on the floor comes to Whiteville before the first primings are started. He stays out in the country early morning until late in the afternoon. He has been instrumental in making many lasting friends.

STEVE McDANIEL, bookman at Lea's Warehouse and is recognized as one of the fastest men in the tobacco business county man, has made a name for himself as a master. He features prompt, courteous service with the assurance of correct weight.

FRED HOLDERBY, bookman at Lea's Warehouse, has come to Whiteville for hundreds and thousands of years with whom he comes in contact each year. He is considered one of the best bookkeepers in the business.

FRANK WATKINS, well known ticket marker. JUD HOOKS, well known Whiteville tobacco farmer, assistant floor manager.



H. G. TUGGLE



L. R. JACKSON

TUGGLES WAREHOUSE
Tuggles Warehouse is a leader on the Whiteville Market will be operated again this year by H. Gordon Tuggle and L. R. Jackson. The word Tuggle comes to be closely associated with the tobacco warehouse business in the minds of farmers in this section. It is a large warehouse, with 55,000 square feet of floor space. Nothing in the line of modern equipment has overlooked. The personnel of the warehouse has been selected with a view to efficiency. This group has been maintained intact because Mr. Tuggle believes he has the most efficient force available.

H. GORDON TUGGLE managed to secure the confidence and respect of everyone whom he comes into contact. He has been here since the early days of the Whiteville Market. Mr. Tuggle has the name of being father of the Whiteville Market. He has the fortunes of the local market fluctuate from the point of Whiteville was being compared to the buying companies last year's all-time high of sales. Although he is a native of Danville, Va., he always had the interest of Whiteville uppermost in his mind. He is a tobaccoconist with no one who can make a swift appraisal of the worth of a pile of tobacco. He can instantly calculate a fair price, and when the sale at that figure is made, he is sure of a return for every pound of tobacco sold in his warehouse.

Mr. Tuggle's sale starts, Mr. Tuggle has everything except the best of the farmers who have trusted their crop into his hands. Following the close of the Belt selling season, Mr. Tuggle goes to Danville where he rates one of the largest houses. He does not lose a moment of the off season, and many