

# THE SCOTTISH CITIZEN

THE SCOTTISH CHIEF  
FOUNDED 1887  
RED SPRINGS CITIZEN  
FOUNDED 1896  
CONSOLIDATED 1944

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## Aims Of Tobacco Council Are Named

### Tobacco Goal For 1946 Has Been Set For 60,000,000 Pounds And Fairmont "Rarely Misses Her Goal"

#### Three New Houses Ready To Invade Tobacco Industry

By C. B. STAFFORD,  
Secretary Tobacco Board of Trade

This great tobacco market which each season handles the largest volume of tobacco, pays out more money to growers and has the highest average price of any tobacco market on the Border Belt is prepared to exceed in 1946 even the high marks that it has set in past years.

Brisk bidding by all the major tobacco companies will start Thursday, August 1, and continue until every pound of marketable tobacco in this independent buyers are expected again this year and their competition with the large companies will boost tobacco prices to a peak. With no control this year and Georgia markets already selling at a brisk pace, it is believed that the Fairmont markets will dispose of more tobacco at higher prices than most people thought possible.

However, it is expected that sales will be relatively light

for the first seven days in the Border Belt because of the large number of farmers that are late in curing. It is emphasized that farmers from distant areas would do well to market their tobacco the first week because they will be able to place, sell, collect and return home the same day.

Final plans were completed last week for the coming season and the eleven warehouses ready for full operation provide more than 16 acres of floor space. Floors loaded and ready for sales will be: Twin State (new), Carolina (new), Dixie (new), Big Brick, Planters, Farmers, Holliday, Davis, Big 5, Robeson County and Chambers-Reeves.

Opening sales on August 1, Thursday, will be held at the Chambers-Reeves, Planters, Farmers and Holliday in the morning and at Big 5, Davis, Twin State and Big Brick in the afternoon. Sales for Friday, August 2, are set for Robeson County, Dixie, Carolina and Chambers-Reeves in the morning and Planters, Farmers, Holliday and Big 5 in the afternoon.

The market opens on the first of August and will continue as long as necessary to dispose of

all tobacco grown in the Fairmont section. There will be no sales on September 2, which is Labor Day and a legal holiday. As usual policy, there will be no sales on Saturdays or Sundays.

The Fairmont market sold 42,000,000 pounds of tobacco during the 1945 season and the goal for 1946 has been set at 60,000,000 pounds.

The Fairmont market has never failed to attain a goal which was set. We do not publish any "estimates" or "abouts" or beat around the bush, either in regard to pounds sold, money paid out or averages.

Farmers of Virginia, North Carolina and South Carolina all know that any information released or published by the Fairmont Tobacco Board of Trade is always official U. S. government figures, carefully checked and double checked before being released to the public. For 46 consecutive tobacco seasons Fairmont has sold tobacco higher than any other tobacco market in North Carolina or South Carolina. Official U. S. Department of Agriculture statistics prove this statement to be true. Furthermore, Fairmont warehouses remain open longer than those on any other market in the North Carolina Border Belt.

**Words of the Wise**  
Justice is the firm and continuous desire to render to everyone that which is his due.  
—(Justinian)

### Frank Davis, Harry Mitchell Welcome Farmers Back To Davis Warehouse

The Davis Warehouse, located in the heart of the Fairmont selling markets, will open this year to serve tobacco growers under the management of F. P. Davis and Harry Mitchell. Mr. Davis and Mr. Mitchell have a combined experience of over 50 years in the tobacco industry.

Frank P. Davis, Jr., will be in charge of sales at Davis Warehouse. Cecil Greening will be giving out with the auctioneer's chant. Morris Stone will be day floor manager and Clint Parrish, night floor manager. Burns Ward is pay-off man and Cliff Hammonds will be bookkeeper. Other competent members of the office force include: Miss Peggy Rose, Miss Betty Waters and C. J. Carson.

"We expect to serve our customers to the best of our ability," says Mr. Davis, "and promise the highest prices obtainable. Our warehouse has been in continuous operation for 15 years and we hope to make this year the greatest one for the farmers."

**Household Hint**  
A ring fastener, such as is found in notebooks, may be used to keep measuring spoons together when their original fastening wears out.

### Organization Sponsoring Continued Research

By W. P. HEDRICK

The economic welfare of the people of this state is essentially a question of income received from their services and investments -- TOBACCO -- its production, warehousing, processing and manufacture represents to North Carolina the most important source of monetary income.

Tobacco is our largest income producer. Last year, 1945, the income from this source was over 51 per cent of our total income from all agricultural crops. More than 358 million dollars. The production, warehousing, processing and manufacture of tobacco means so much to the state that a group of interested citizens recently got together and proposed that some organization be set up to bring together the four branches of the industry for their preservation and promotion.

Governor R. Gregg Cherry appointed a committee to study the tobacco situation and make recommendations. This committee met in Raleigh on Nov. 30 and recommended that a North Carolina Tobacco Advisory Council be set up within the Department of Agriculture. The council in its recommendations felt that there should be a suitable medium for consultation and coordination of the part of representatives of all the groups dealing with the production, marketing, selling, manufacturing and processing of tobacco.

The general purposes of this group will be to sponsor and encourage the continued production of the world's finest tobaccos, through intensified research relating to soils, fertilization, cultural practices, plant diseases, entomology, seed selection and methods relating to harvesting, curing, handling, sorting and grading of tobacco. It is the feeling of the council that constant exchange of ideas and advice on the part of representatives of such groups is not only desirable but essential in view of the place that the production of tobacco occupies in the agricultural program of the state, representing, as I said before, more than 51 per cent of the total agricultural income.

The membership of the council consists of representatives of the farmers, farmers' organizations, representatives from our State college and Extension service, director of the Experiment station and the Research department of Duke university. The warehousemen are represented. Burley growers and warehousemen and what we hope will develop into a new industry in Western North Carolina, growers of Turkish tobacco. The manufacturers and processors have their place on the council as well as the bankers and merchants.

It must be remembered that all of us have a stake in our agricultural income. The aims and purposes of the council are to weld together these groups for the preservation and protection of the industry. The farmers have complete control over production, choice of seed varieties, cultivation and harvesting and curing. Each of these factors is important, and the council proposes to sponsor research programs which will promote the continued growth of the world's finest tobaccos.

Due to the great demand and competition for tobacco buyers have been lax in their inspection and appraisal of lots of tobacco in the warehouse floors. The farmers, quick to observe this practice, have become careless in the sorting and handling of their crop. As we move from this period of strong competition and demand to more

stabilized conditions, our sorting and handling program should be intensified, and farmers should be kept abreast with the changes which will affect the profitable marketing of their crop.

The warehousemen, the agent through which the tobacco is sold, has established the auction system as the medium of sale. The warehouses furnished all facilities with which the sales are conducted as well as the auctioneer. When the sale is completed the warehouse pays the farmer, enabling him to get immediate cash for his crop. The warehouseman acts as sales agent for the producer and as disbursing agent for the buyers.

The council proposes to encourage the study of the sales methods of the industry with a view to improvement.

The independent tobacco processors have been responsible in the past for most of the export trade of North Carolina tobaccos. Exports before the war averaged more than 50 per cent of the state's production. However, at the present time exports are at a low level. The fight to regain our foreign markets will require the efforts of all the industry. World supply, world demand, and the world markets play an important part in international trade.

During the period 1934 to 1938, exports were 44 per cent of our production; 1941 to 1945, only 41 per cent went into export channels. We are faced with foreign competition as is shown by these reports.

India: As a result of research carried out at a tobacco research station in India, a promising cigarette tobacco variety called Amerlo, has been produced. India has appropriated 2 million dollars for this research.

Brazil: Had exceptionally large tobacco crops for 1945-46 season. It is estimated that the crop will be from 14 to 42 per cent more than last season's crop of 58 million pounds. Increased production is attributed to high prices and continued heavy demand for exports, according to a report from the American Consulate at Bahia, Brazil is a competitor of American tobacco growers in the European markets.

These are just two examples of what we face in the export field on one crop. I am sure that many others could be sighted that will affect our export trade in agricultural products.

It will be the aim of the council to foster and promote the means for regaining and expanding our export trade.

Burley tobacco in the past has not figured very important in the export field; but during the last four years our blended cigarettes have been "making a habit" at the greatest rate in history--in the countries abroad visited by our boys, and it is expected that in the postwar world burley tobacco will take its place in the export field.

North Carolina manufactures a greater volume and a greater value of tobacco products than any other similar area in the world. Tobacco manufacture is North Carolina's chief industry from the standpoint of total value of manufactures, giving employment to more than 30,000 citizens in factories alone. The demand for our tobaccos is the composite result of several factors. These are: consumer preference, economic and population trends, manufacturers' blending requirements and substitutability of other leaf.

The council hopes, through research, to keep abreast of the manufacturers' requirements by fostering the production of the most suitable leaf and to promote a demand for tobacco products domestically and in foreign countries.

New industries for tobacco and allied products will also be part of work of the council--a cigarette paper has been one new industry -- overshadowing most other developments of the industry during the war pe-

### Great Increase In Cotton Crop

Cotton farmers of this state are this year devoting a total of 580,000 acres to this crop, 14,000 acres above the figure for a year ago, the Federal-State Crop Reporting Service said recently.

In commenting on the estimated increase, Crop Statistician Russell Handy declared that the 1946 crop is only 66 per cent of the average state cotton acreage for the years from 1935 through 1944. Of the 566,000 acres in cultivation in July a year ago, 11,000 acres were left in the field.

Handy asserted that the average abandonment of cotton in North Carolina for the past 10 years has been about 1.2 per cent of the crop. Should this average hold, this state will harvest around 573,000 acres or close to three per cent more than was harvested last season.

"The acreage of cotton in this state has been steadily declining for several years, and last year it reached its lowest point on record," said Handy. He pointed out that the recent price advances for lint cotton and he need for cottonseed for feed may have induced farmers to push up the acreage devoted to this crop.

The weather was not regarded as favorable for cotton during the planting and seed germination period. Consequently, considerable replanting was necessary and some cotton land was plowed under and diverted to another crop.

"While North Carolina shows a cotton acreage increase of 2.5 per cent, a three per cent increase for the nation is indicated," said Handy.

### Swine Disease Cure Given

North Carolina farmers whose hogs are the victims of ascarids, internal parasites of swine were advised by Dr. William Moore, State Agriculture Department veterinarian, to employ sodium fluoride in the treatment of this disease.

"Although sodium fluoride is poison to household insects, it is entirely safe for pigs and eliminates about 95 per cent of the parasites compared with the 50 to 75 per cent effectiveness of other known drugs," said Dr. Moore.

He recommended that pigs affected by ascarids be fed for one day on dry ground feed containing one per cent of sodium fluoride by weight.

**Words of the Wise**  
If I can't somebody give us a list of things that everybody thinks and nobody says, and another list of things that everybody says and nobody thinks?  
—(Holmes)

period. Prior to 1939 about 85 per cent of all the cigarette paper used in this country was imported from France and the annual value of the foreign paper exported to this country was roughly 10 million dollars. Our present self-sufficiency in this field can be credited to Harry H. Strauss, president of the Ecusta Paper company of Pisgah Forest N.C.

These are just a few of the things that must be done to promote and hold our tobacco leadership--bankers and retail merchants and all allied industries have a stake in the economic future of the tobacco industry in this state. And the support of all the people in N. C. is needed to enable North Carolina to maintain its reputation as the producers of the world's finest tobacco and tobacco products.

## Davis Warehouse

Fairmont, N. C.

Presents its sale schedule for the 1946 season. We appreciate the wonderful friendship and patronage the farmers of Robeson and adjoining counties have given us.

We promise to continue our very best efforts in your behalf--and you can count upon getting the best in prices and service at Davis Warehouse.

We are now making reservations for space.

### Our Force In Part

Cecil Greening, Auctioneer

Morris Stone, Day Floor Mgr.

Cliff Hammonds, Bookkeeper

Frank Davis, Jr., Asst. Sales Mgr.

Clint Parrish, Night Floor Mgr.

Burns Ward, Pay Off Man

THESE SALES ARE BASED UPON SELLING TIME OF 2 1/2 HOURS EACH

### DAVIS WAREHOUSE SALES SCHEDULE

Aug. 1	Thursday P. M.	Sale	16	Friday P. M.	"	Sept. 2	No Sale--Labor Day
5	Monday A. M.	"	20	Tuesday A. M.	"	3	Tuesday P. M. Sale
6	Tuesday A. M.	"	21	Wednesday A. M.	"	5	Thursday A. M. "
7	Wednesday P. M.	"	22	Thursday P. M.	"	6	Friday A. M. "
9	Friday A. M.	"	26	Monday A. M.	"	9	Monday P. M. "
12	Monday P. M.	"	27	Tuesday P. M.	"	12	Thursday P. M. "
13	Tuesday P. M.	"	28	Wednesday P. M.	"	13	Friday P. M. "
15	Thursday A. M.	"	30	Friday A. M.	"		

COME TO SEE US

Your Friends

Frank Davis

Harry Mitchell