MOST OF THE NEWS ALL THE TIME

# The Marrengerurd

ACCURATE, TERSE, AND TIMELY

VOLUME XXVII.

WARRENTON, COUNTY OF WARREN, N. C., FRIDAY, JULY 21, 1922

NUMBER 28.

# CO-OP. MARKETING NOT A THEORY, BUT SANE METOD OF SELLING, SAPIRO SAYS

A. B. C. of South's New Agricultural Movement Outlined In Detail By Man Who Has Studied System And Seen It Work For Number of Years.

CALIFORNIAN WANTS BUSINESS METHQDS ON FARM

the workability of the co-operative lowing extensive article by Mr. Samarketing associations. This speech South anywhere near the list of was delivered in North Carolina a fact alone tells the story of Co-operfew weeks ago .- Editors.

Carolina is from California.

vay from strawberries to baled alfalfa, from oranges to bottled honey. United States with all kinds of commodities; there is not a word of experiment in it. In California alone those farmers have faced practically can face in marketing his products, and they have solved them every one. They did it in California first simply because that State has the worst location of any State in the Union when t comes to marketing its products. We are way over on the edge of the Ocean-our produce has to go two or three thousand miles before it finds a mouth to eat it or a body to wear it. Their natural geography some net results of that movement since it has been used in California. below you, in seventh place. Now fornia is second in agricultural products in the United States. She s led only by Texas, and she is led by Texas only because Texas' cotton crop still gives her the lead over any State in the Union. stead of the top prices that you get

In 1920 and '21 about 90 per cent. of the farmers of the United States lost money on their products, and lost there is no guess work in that. It is the money in College and lost there is no guess work in that. It is Profits on their products—only by Aroostock County of the other three were tell you that with 40 per cent. of the Aroostock County in Maine, where

With the approach of marketing they cooperate on potaces, Lancaster time, particular emphasis attaches to County in Pennsylvania where they co-operate on fluid milk, and the tenth is a county in Wisconsin where method of selling cotton and tobacco, they are completely organized or which will be tried for the first time cheese. In short, all through the in this section within the next three country if you want to determine the valuable agricultural counties, you months. Many farmers have signed have got to go to the Pacific Coast for the pool, many are skeptical. We and the Co-operative counties. You believe that close reading of the fol- will not find a single county from the other States, except Laflore County in Mississippi, which produces the piro, dean of the marketing move- long staple cotton. And here you ment, will be of benefit and of in- men are with two of the greatest terest. We are, therefore, giving crops in the world, cotton and tobacco, on both of which the United it space at this time. Mr. Sapiro is States has practically a monopoly, now in New York as attorney for and only one county in the entire leaders in agricultural value. That

ative and organized marketing.

Co-operative Marketing is not any guess work with the California farm-There is not really any thing very er. He has organized on all these complex about Co-operative Market-ing Associations. The only trouble is products, he merchandises his prothat there are sometimes people who have a financial interest in keeping Co-operative Marketing. When you farmers away from Co-operatives, bring in any of the things you raise, and they tell queer things about Co-cotton or tobacco, what do you do? perative Associations, and they give You do not know the grade of it, you queer twists to the happenings in Co- do not know whether the market will operative Associations, so that the absorb seven or ten million bales of average man who has no test points cotton, four hundred or five hundred by which to decide whether or not million pounds of tobacco; you do not these statements are true or false gets know as an individual the absorbing all confused; then he does not know power of the market. You have no wheher this Co-operative Marketing credit facilities to enable you to do no B. CO. MEN WELL idea is simply some new radical slow marketing. You have no theory, or whether it is really a system which works. The average farmer who hears of it hears of it get good grading. All you do is to through men who do not always come bring in your tobacco or cotton and out in the open, but come around to just dump it on the market against to prejudice the farmer, and he never tobacco or cotton. Each one of you knows what is the truth. He as an dumps against the other man, and want to tell you that since I came against the other man. I do not Glenn.

into this section I have learned some blame the dealer for the low price of might queer things about Co-opera-cotton or tobacco; it is not his fault, tive Associations. I have learned it is simply his advantage. You are some things which in all of our Co- the man who makes the low price by uncertain as to when they could reoperative experience (and we have dumping your tobacco against every turn to the armory here on account Bobbitt and W. Keppel Falkener, the up in the affray near Churchill in marketed two billion dollars worth other man's tobacco, and the buyer of products in California) I never does just what you would do in his. knew about before. I have heard boots,-he parks you at the lowest some things which they do that are possible reurn to you and the great- ordered on duty to preserve order at counter which by all rights should ment over pears. just about as far from truth as North est possible profit to him. You have created a system which makes it a perfect cinch for the dealer to make Co-operative Marketing is real; money out of your crop without leav- line for this duty. there is nothing new in it, there is ing anything for your own investnothing complex in it, and there is ment. Wherever you have dumping, nothing hidden in it. It is an old. wherever you have individual sellold movement. It is more than three ing by farmers, you have very pros- men who have returned from camp. rors; Warrenton's two tallies were third cost. generations old in every civilized perous dealers and you have farm- The company is scheduled to arrive made on hits. Loyd played a great Ben Nicholson, who pulled a gun country in Europe. It just so happens that in this one particular thing pens that in this one particular thing the United States is the one country that has been backward in Co-operation, and even in this country we have had it in California since 1894. Now our farmers out there actually market more than Three Hundred Million dollars worth of products every single year through this Co-operative Market; they market perishable and nonperishable things—they range all the perishable things—they range all the way from strawberries to baled alcountry in Europe. It just so hap- ers in debt. In California our farm-112 million pounds of prunes, that is Saturday night with Mrs. Brummet's all we move into those markets. If This movement is here all over the it will absorb a few more million mother, Mrs. T. A. Harris. pounds, but at a lower price, we move | . Mr. and Mrs. R. T. Harely of near nothing but the 112 million pounds. Warrenton spent Saturday night with Every thing we move is moved into markets that will absorb them at fair every kind of problem that a farmer can face in marketing his products we believe we keep on hand. Mrs. Virgie Brown of Hollister viscan face in marketing his products to the growers, and then we find or create a market to absorb that surplus. We merchandise our products. Merchandising means to control the of near Littleton visited Miss Lillian T. Gibbs are at the parsonage for flow of the product so that it moves Hardy last week.

into the markets of the world at such times and in such quantities that the product can be absorbed at a fair little son, Major of Newport News, more happy include Mr. and Mrs. R price. We have simply applied to are spending several days with Mrs. R. Gibbs and daughter, Helen, of agriculture what every merchant in desperate. I am going to give you disc agriculture in just the same way.

N. C. Powell.

Winston Salem; Mrs. G. T. Adams

Messers Hampton and Raymond and Miss Eunice Adams of Goldsboro; dise agriculture in just the same way Riggan of Mountain View were in Dr. and Mrs. W. D. Gibbs and little the steel corporation merchandises Grove Hill Sunday evening. You know that North Carolina used steel rails, or the oil companies mertural product the value of agricul- chandise oil, or the individual mertural products. California was way chants merchandise pants or coats. G. T. Powell and R. W. Pittman went Pelham. We have simply applied business to Warrenton on Monday. methods to agriculture. And men, want to tell you that it works, it really works. It gets our agriculture with her sister, Mrs. Conrode King profits, -not top prices, because only of Inez. gamblers go after top prices, but it gives us fair prices with a profit seventeen years out of eighteen, in-

one year out of five. Now, men, have our inferior modulate where we simply the application of straight agriculture. have our inferior products, our iso-lated position as compared to yours, You and I know just as well as we You and I know just as well as we You and I know just as well as we Those present were: per cent. of the farmers made net know we are here that if you were know we are here that if you were Co-operative Associations. Did you would turn over to you 55 per cent. ever see the figures that the United States issues as to the agricultural of all the bright tobacco raised in this stands of all the bright tobacco raised in this family, Mr. and Mrs. J. T. Powell stands issues as to the agricultural of all the bright tobacco raised in this family, Mr. and Mrs. H. M. States issues as to the agricultural whole district, do you think or do you the first fifty counties of the first fifty counties of the district, do you think or do you the first fifty counties of the district, do you think or do you think or do you and family of Churchhill.

published, California had thir-out of the fifty, one fourth of how many millions they would pay gie and Selma Davis, Messers T. W. out of the fifty, one-fourth of but of the first ten, including the second seco out of the first ten, including bacco crop to sell out of one office.

Continued On Page 3

standing of the first fifty counties of the whole country, those that have products. If any State gets two the standing of the first fifty counties of the whole district, do you think or do you and family, int. and whole district, do you think or do you and family of Churchhill. Johnson and family of Churchhill. Mr. and Mrs. M. P. Powell and family of thousand men each dumping that to-thousand men each dumping that to-thousand men each other in the atproducts. If any State gets two bacco against each other in the at- ly of Newport News, Miss Hope bacco against each other in the at- ly of Warrenton, Misses Mar- B. E.

first and second first ten, including the Pacific Coast—all Co-opera
The Counties. The counties. The counties of the entire bright to bacco crop to sell out of one office. Spent several days recently with here daughter, Mrs. S. V. Warren of Litzie Dancy, to Lizzie Dancy, to L ROSEBUD.

Suzanne Avenged—Now the Test



- AUTOCASTER -

Mile. Suzanne Lenglen, temperamental French tennis champion, who quit in her match against Molla Bjursted Mallory, American champion, last year, was avenged last week at London when in the English finals she won over Mrs. Mallory, 6-2, 6-0 An effort is now being made to have Suzanne come to the United States for a third and deciding match.

Former Captain S. E. Brroughs of the back door, so to speak and try every other man who has harvested Company B., now a lieutenant in the officers reserve corps, returned to the individual just cannot judge so I each one of you breaks the price city on Wednesday from Camp put the game on ice with five men

> He said that the men and officers of the company were well, but were of the railway strike situation.

Mr. W. T. Harely.

Miss Gladys Shearin and brother children and grandchildren of Dr. J

Mrs. J. T. Powell and Mrs. M. P. Powell went to Arcola on Monday. | W. Bowers of Littleton has announc-Mr. Wiber Davis of near Warren-|ed her candidacy for the office of ton spent Saturday night with his Treasurer of Halifax County. mother, Mrs. M. E. Davis.

Mr. and Mrs. J. O. Hardy and much interest. counties in that whole list of fifty bacco against each other in the attempt to try blind marketing? Go Powell of Warrenton, Misses Marten published, California had thir ask any of these men at Greenville ask any of these would pay gie and Selma Davis, Messers T. W.

TOWN BOYS SHUT LITTLETON OUT 4-0 of Christian work in Warren.

Warrenton warmed with sweet revenge last Friday evening when it broke through the Littleton defense for a victory by a score of 4 to 0. It was the first game the town had won from the Littletonians in four contests of the Summer.

Warrenton did not make a score until the seventh, when, with two away, Polk slapped a Foglaman offering for three bases, scoring Loyd and Shearin. Polk came home on a slow roller hit down the third base line by Jones. Warrenton scored again in the eighth when Clark, safe on a hit, was brought home by a healthy wallop by Loyd.

Loyd pitched great ball and landed twice for safe hits.

Drop Two Games To Henderson.

Giving "Doc" Moore ragged support BURROUGHS SAYS Henderson outfit which took the big lie White. end of a 11 to 4 score here on Tuesday afternoon. Warrenton scored in FINED FOR AFFRAY the first inning and two runs in the sixth. In the seventh Henderson sent across the pan.

Fleming Pitches Great Game.

Warrenton team drove to Henderson which Calwell was slashed and Ber Four of the companies have been yesterday afternoon and lost an en- Nicholson drew a gun after an argudifferent railroad centers in the State have been credited to Fleming. The Lawyers for the defense and State and Company B. would be next in Warrenton boy, in the box for the plead the case before a jury on Monfirst time, allowed only six hits, and day. Calwell and Algood were found Sergt. M. P. Burwell, Sergt. Claude these were scattered. Henderson's guilty and fined \$25 and cost. Wil-Bowers and Lee Hester are among the five runs came as the result of er- liam Nicholson was charged \$10 and game in left, excepting four chances. in the word and rock argument, did He knocked the horsehide to the wall not use it, but Judge Rodwell had twice for two bases in four trips to Sheriff confiscate the weapon and

Mr. and Mrs. Nat Brummet and here on Saturday afternoon and Wel-H. Robertson and E. L. Green, was account of rain, will be played there on Tuesday.

## CHILDREN AND GRANDCHIL-

Returning for a family reuion the several days. Those who are aid-Mr. and Mrs. M. P. Powell and ing in making the Methodist home son of Fayetteville; T. A. Gibbs of Messers J. O. Harely, H. E. Davis, Jacksonville, Florida; J. C. Gibbs of

Miss Addie Harely spent last week WOMAN CANDIDATE FOR HAL-IFAX TREASURER'S POSITION.

WELDON, N. C., July 19-Mrs. J

Mrs. Bowers is the first woman in Quite a number visited the home of Halifax to become a candidate for an important county office, and her an nouncement has been received with

> REAL ESTATE TRANSFERS. W. G. Egerton and wife to County Board of Education. Tasker Polk and wife to Julia B.

B. E. Felts and wife to Dr. T. J Holt. Lizzie Faulcon and others to O. Lizzie Faulcon and others to R. J.

BAPTIST SCHOOLS NO MORE SHOOFLY TO CONVENE ON 30 UNTIL STRIKE ENDS

Sunday School Forces Move On Train Service Cancelled By Sea-Gardners Sunday Week For Quarterly Celebration.

# DELEGATES BRING LUNCH OTHER TRAINS ANNULED

The Warren County Baptist Sunday School Union will convene at 11 o'clock, July 30, in Gardner's Church, according to Secretary J. Willie White. The Baptist Sunday Schools of the county, Mr. White expects, will

J. Henry Highsmith, R. S. Register, E. C. Bobbitt and the Rev. H. Reid Miller are on the program. J. H. Kerr Jr. is to speak on "The Need of Christian Education," and Mrs. V. the organized class.

under the direction of Mrs. H. V Mrs. W. G. Coleman. The day's proby Jesse C. Gardner.

Dinner will be served at 12:30 o'are expected to bring baskets, it was said yesterday.

These meetings are held on every fifth Sunday. The last occasion at instatement of the above trains." Wise in April argues well for the success at Gardner's, Mr. White be-

Officers of the union are Moderator the Warrenton team allowed easy J. Edward Allen, Assistant Moderachances to mean fatal scores for the tor R. S. Register, Secretary J. Wil-

# FREED OF RUM SUIT

Swathed in bandages and staging his testimony dramatically, Walter Algood, colored, told Judge Rodwell sister, Miss Bettie Cree. Recruiting Joe Fleming, Clifton just how it was that he was mixed

Mark Richardson, colored, Shocco Township, under bond for making Warrenton plays Roanoke Rapids whiskey since the July 4 raid by T

Bill Polk, arguing his first case since leaving the Harvard Law School this Summer, made a "strong, well worded speech, based on the decision of the Supreme Court in a similar Mrs. Virgie Brown of Hollister vis- DREN RETURN TO GIBBS HOME. case," an officer of the Court com-

### MRS. ARRINGTON ENTERTAINS VISITORS AND CARD CLUB.

Mrs. Katherine P. Arrington entertained the Thursday Card Club and we can have our train placed back. many visitors at her home yesterday morning from 10:30 to 1 o'clock. The first prize, "An Italian Countess," a painting by Leonarda da Vinci, was won by Mrs. Finley Gayle. The second highest score was made by Mrs. Gid Macon, who was presented their harvest. a box of candy. Mrs. Adele Jones was awarded the third prize.

Jones, Mrs. Spottswood Burwell of day it will commence the following Henderson, Mrs. Finley Gayle of Monday evening at 8 o'clock, the Rev. Richmond, Mrs. Ned Turpin of Boyd- Goodrich had to fill his regular apton, Mrs. Frank H. Gibbs, Mrs. John pointment on Sunday, so will have G. Ellis, Mrs. John G. Mitchell, Mrs. Moses Winston, Miss Katherine Page of Greensboro, Mrs. G. H. Macon, Mrs. Charles A. Tucker, Mrs. Ray Weston, Miss Georgie Winston of Oxford, Mrs. H. F. Jones, Mrs. R. J. Jones, Mrs. J. P. Scoggin, Mrs. H. A. Boyd, Mrs. Edmund White, Mrs. M. C. McGuire, Mrs. T. D. Peck. Others present but not playing were Mrs. W. N. Boyd, Mrs. H. L. Falkener and Mrs. W. Keppel Falkener.

First Watermelon of Summer. The first watermelon, raised in the county, was on the streets here this

Statement by West.

Board Here This Week;

The Weldon shoofly, morning and evening, was among the trains removed on Sunday as a result of the shopmen's strike.

The announcement of the temporary discontinuance of Seaboard attend and take pride in the reports trains, which was ent. ... Dunday. came in a statement on Friday from John T. West, Division Passenge Agent, which follows:

"On account of shortage of coal and in order to conserve motive power to protect United States and hand-L. Pendleton will tell of the work of ling of food-stuffs and perishables during the present emergency, the A special song service will be given following trains will be temporarily discontinued, effective Sunday, July Scarborough, Mrs. H. E. Rodwell and 16: Trains 19 and 20, between Raleigh and Weldon; Trains 285 and 282, begram opens with music at 11 o'clock, tween Durham and Henderson; and the delegates are to be welcomed Trains 485 and 486 between Dickerson and Oxford; Trains 330 and 331, between Franklinton and Louisburg; clock on the grounds. All delegates Trains 41 and 44, between Raleigh and Hamlet; Trains 31 and 34, between Wilmington and Hamlet.

"Due notice will be given of re-

## VAUGHAN ITEMS.

Miss Lizzie White of Wise has been visiting Mrs. J. D. Riggan at the hotel, and other friends here for the past week.

Mrs. J. R. Fisher returned from Rocky Mount Sunday where she had been on a visit to her sister, Mrs. Rosa Wheeless.

Miss Mammie Tucker came back from Norlina Sunday where she had been for several days stay with her

Mrs. W. H. Fishel and children have returned after an extended visit to her parents at Madison Heights,

Miss Mabel Vaughan is on a pleasant visit of several weeks among

friends and relatives. Misses Georgie and Gladys Thoroughgood left last Friday for an extended trip to Washington, Baltimore, Philadelphia, Atlantic City, and other places of interest.

Professor Nixon of the Vaughan Graded School faculity presented Mrs. Nixon with a beautiful Miller Piano on Monday.

The Vaughan Baptist Church building committee are planing to complete the new Sunday School rooms as soon as the material arrives for plastering. Our School has grown so large that we had to add four rooms for Sunday School Classes in order accommodate the crowd that attend We have new members to join every Sunday lots of interest is being shown by the large number who are in regular attendance.

Professor Job was a week end visitor here at the hotel.

The public is missing the morning and evening Sho-fly we hope that the strike will soon be settled and

## MARMADUKE ITEMS.

The farmers around here are busy laying by their crops leaving them in good shape until time to gather in

I wish to correct a mistake I made in last week's items. Instead of the Those playing were Mrs. Adele meeting beginning the fourth Sunto open the services on Monday even-

They will have services in the afternoon and evening throughout the week. The public is cordially invited to attend.

Mr. John Crinkley and son Stewart of Macon visited in the home of Mr. and Mrs. D. L. Robertson Sunday afternoon.

Miss Edna Clark has been spending quite a time with her sister, Mrs. Howard Crawley of Essex.

MARRIAGE LICENSES.

Only two marriage licenses were ssued since last week: Moses Fields to Daisy Harris, July 15; Virginus Satterwhite to Roberta Wilson, July