

THE GIANT MARKET OF THE EAST.

THE YOUNG EAGLE OF THE CAROLINAS.—WILL SHE REACH TWENTY MILLION NEXT YEAR?

Brief Narrative of the Commencement of Wilson as a Tobacco Market. Her Wonderful Growth in Five Years, Larger Warehouses, More Gigantic Stemmeries, New Men and Modern Machinery. Some of those Who will Handle the Yellow Leaf the Coming Season.

The history of Wilson as a tobacco market should be well written. Pens doubtless more graceful and potent than this writers have from time to time conveyed in most beautiful and fascinating language, the narration of the organization of the first tobacco stock company in 1890, composed of those public spirited citizens, ever looking to the progress of their town, Messrs. Ed. M. Pace, W. F. Woodard, Calvin Barnes, LaFayette Lucas, Frank Barnes, W. W. Farmer, George Green. Of the building of the first tobacco warehouse that same year 80 x 160 feet; of the many wise acres who shook their heads and said, aha! aha!, too large, too large. Of the erection of the Planters the coming year, of the Centre in '89, the Watson in '95. So lest we trespass upon your good nature, we will not review the past, only enough to connect it with the present—nor worry your patience with any twice told tales. The coming season of 1899—1900 will find the tobacco men of Wilson Jove." Cocked and primed for action and it will be a battle royal from start to finish. The tender sentimental sweets bred during a dull season in the fertile imagination of the tobacco bachelors of this little city, will like the roses have shed their beautiful petals and exotic perfumes and live not again until the return of Spring with its days of do-nothing, balmy breezes, bursting buds and blooming flowers. The congregation who have assembled from time to time in divers places to discuss peace and war, everybody and everything, will place their minds once more upon more profitable topics and to the tune of the voice of the Tobacco Auctioneers enter into the game of life with renewed energy and spirit. The placid bosom of the Moccasin River will cease to be ruffled by cork or sinker, and run on to meet the sea in majestic quietude singing if it likes that beautiful old Hymn "Not a wave of trouble rolls across my peaceful breast" yea, even this writer will have ceased to seek for some rule of arithmetic, unknown to mathematicians, whereby he can take \$1.00 and pay with it \$2.50 worth of debts and have seventy-five cents left. His creditors will cease for a little season to chase him by day and the devil to grin at him in horrid dreams by night. Solon the wisest man of his generation, rich in wives, wit and wisdom, has said "there is a time for all things." Now as we have dealt at some length in fancy, we will for the balance of this article use only stubborn facts, stern realities and figures.

The season commencing August 1st., will find five large tobacco warehouses here in operation. They have a total capacity of displaying for sale from four thousand to five thousand piles of tobacco any day. The sale of 4,000 piles of tobacco means over 360,000 lbs. of tobacco. At an average of \$8.00 per hundred it means the distribution of \$28,000 in a single day in Wilson. That this though is no unusual days work for us, the records of the past will show. From the active preparations now being vigorously made, it is to be expected and hoped, and reasonably too, that there will be many such days the coming season.

In 1890 the market sold in round numbers one million pounds only. Each year a gradual increase until in 1894 it reached four million pounds. From then until now the figures are officials and are as follows:

From August 1, '94, to May 1, '95, 5,982,137 pounds.
From August 1, '95, to May 1st, '96, 7,519,412 pounds.
From August 1, '96, to May 1st, '97, 10,250,132 pounds.
From August 1, '97, to May 1st, '98, 9,780,216 pounds.
From August 1, '98, to May 1st, '99, 11,980,007 pounds.

It will be seen from this table that only one year we failed to gain, which

was caused by a short crop in this section of the country. To handle in seven or eight months in fact the great portion of the crop—nearly the whole of it—is sold in five months from August to December, twelve million pounds of loose tobacco is no small undertaking. It requires level headed warehousemen, energetic and untiring buyers, up to date auctioneers, efficient floor managers, expert accountants and skilled stemmers, handlers, packers etc. A well established, strong market must have exporters, stemmers and tobacco speculators with every facility for doing business at their command and ample capital. There must be plenty of floor for the accommodation of offerings and sales enough run to enable the seller to have his tobacco sold the very day he brings it to market. Tobacco must be not be permitted to lie upon the warehouse floors so long as to let it go out of order, so close together as to be trampled upon or so crowded as not to be shown upon to very best advantage. The farmer needs and richly deserves and earns all he can get for his crop and should meet with all the help and encouragement that can possibly be offered him.

Last September four warehouses were running here, in that month over three and a half million pounds were sold and yet not a blocked sale. It all moved off in perfect harmony. In thirty minutes after the sales had closed there was not any day a single pile of tobacco left upon the warehouse floors of any house. All had been taken up and carried to the houses of the buyers and stemmeries, a portion of it had been redried and packed in cases ready to take its trip across the deep sea. The farmers were paid off as fast as the tobacco was sold and like a well regulated piece of machinery everything ran in perfect order.

That Wilson has a force sufficient to handle the growing crop will be readily seen by a mention of the names of the gentlemen who will be engaged in the tobacco business here the coming year. Some of them have been with the town since its infancy and were and are the first promoters in everything that has tended to better the wants of the people of this fair section of the state. Others have come in more recent years and with heart and purse identified themselves so well with the interests of the town and community that they are now a part and parcel of it. Those who are coming, doubtless part with regret from friends they will leave behind, and with high reputations all ready made in their old homes, will here make new friends and form new associations—it is to be hoped for the betterment of us all.

At this early date it is impossible to know so as to mention intelligently all who will be connected with the various tobacco interests—of the warehouses we will only mention a few of the employers.

THE PLANTERS WAREHOUSE
Will again be conducted by Messrs. T. M. Anderson and T. N. Jones. In 1891 these clever gentlemen formed a co-partnership and have ever since then conducted with marked success the Planters. Mr. J. I. Thomason, their Auctioneer, came here with them. He gives universal satisfaction to all patrons of this popular house. He or they need no commendation at our hands.

THE WOODARD WAREHOUSE.
An addition having been just completed to the Woodard warehouse it now contains 24,480 square feet of sales floor and will easily hold one thousand piles of tobacco. The offices have also been enlarged, a new front made and freshly painted. The firm who will run this house is composed of Messrs. W. F. and David Woodard. They are the pioneer warehousemen of Wilson: Mr. W. F. Woodard the senior member being the only member of the Tobacco Board of Trade who was an active stock holder in the first tobacco ware-

house in Wilson—"the Woodard" then 80 x 160, now 240 x 102. The floor managers of this splendid house will be Messrs. Frank Watkins, C. Meadows and C. W. Woodard, favorably known all over Eastern Carolina as hard workers for their customers and intelligent business men. They have secured as Auctioneer Mr. Harrison of Greenville Tenn., an expert judge of the weed and a standard high grade Auctioneer. The clerical department will be under the charge of Mr. R. W. McFarland, formerly of the Watson Warehouse, assisted by Mr. Jno. Smith, a lightning calculator, of Greene county.

THE WATSON.

The Watson people are also at work upon an addition to their warehouse. When completed they will have a sales floor of 22,100 square feet. The proprietors of this well known house are Mr. L. E. Cooper—one of the best judges of tobacco in the state and K. H. Watson. For an Auctioneer they will have Mr. A. O. Davis of Danville who comes with the highest of credentials. Mr. T. S. Pace, well and favorably known as a book-keeper will be with them in that capacity. Mr. S. T. Boykin as grading manager and S. A. Wootten as delivery clerks.

THE CENTRE

The Centre Brick Warehouse will be conducted by Messrs. U. H. Cozart, T. M. Washington and S. M. Bobbitt—a triumvirate that will be very hard to down, for they are all young men and are known throughout the country as indomitable workers and fine judges of tobacco. As an auctioneer they secured Mr. W. T. Burton, of Reidsville, one of the best in this State. Their office force will remain unchanged. Messrs. J. C. Eagles, W. G. Carr and G. L. Morgan having charge of the books—all rapid calculators and clever boys. Mr. Amos Hayes will be their floor manager, and Mr. Will Crisp the delivery clerk. This firm have also enlarged their sales floor, making it now contain 26,000 square feet. A driveway is in course of construction on either side of the building.

THE BANNER.

The Banner Warehouse is a brick building just completed, 200x110, situate on Tarboro and South streets. It was built by Mr. Silas Lucas, the 20th century hustler, and is arranged with all modern improvements known to the times. The proprietors of this new candidate for honors will be Messrs. John Lovelace, E. A. Darden, John A. Clark and Haywood Edmundson. Their firm will be known as Lovelace, Darden & Co. The first three members of the firm are tobacco men of many years' experience. The last named gentleman is a successful farmer of Greene county. That they will make a strong team and a high reputation for themselves as warehousemen, goes without saying. As an auctioneer they have secured Mr. Chas. Davis, of Asheville, "one of the finest."

So much for the warehousemen who

Continued on 7th page.

A Wife Says:

"We have four children. With the first three I suffered almost unbearable pains from 12 to 14 hours, and had to be placed under the influence of chloroform. I used three bottles of *Mother's Friend* before our last child came, which is a strong, fat and healthy boy, doing my housework up to within two hours of birth, and suffered but a few hard pains. This liniment is the grandest remedy ever made."

Mother's Friend

will do for every woman what it did for the Minnesota mother who writes the above letter. Not to use it during pregnancy is a mistake to be paid for in pain and suffering. *Mother's Friend* equips the patient with a strong body and clear intellect, which in turn are imparted to the child. It relaxes the muscles and allows them to expand. It relieves morning sickness and nervousness. It puts all the organs concerned in perfect condition for the final hour, so that the actual labor is short and practically painless. Danger of rising or hard breasts is altogether avoided, and recovery is merely a matter of a few days. Druggists sell *Mother's Friend* for \$1 a bottle. The Bradfield Regulator Co., Atlanta, Ga. Send for our free illustrated book.



Land Sale.

By virtue and in pursuance of the terms of a judgment rendered in the Superior Court of Wilson county in a Special Proceeding entitled Calvin Adams and wife vs. James Adams and wife, I will sell on Saturday, June 10th, 1899, 12 o'clock, noon, at the court house door in Wilson, sell to the highest bidder for cash the following described lands, to-wit: One tract of land lying and being situate in the State of North Carolina, Wilson county, Spring Hill township, the same being lot No. 6 in the division of the lands of Albert Adams, Sr., deceased, and more particularly described as follows: Beginning at a stake in the corner of Lot No. 5, and runs thence with the line of lot No. 5, S. 137 poles to a stake in the line of lot No. 1, thence with the line of lot No. 1, 11 1/2 poles to a stake in William Hawley's line N. 89 E., 30 poles to a stake; thence N. 110 poles to a stake; thence N. 86 W. 32 poles to the beginning containing 25 acres more or less. J. R. UZZELL, Commissioner. This May 8th, 1899.

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