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FIVE CENTS

## MAKE YOUR WILL FRANK PAGE TELLS KIWANIAN'S HERE

### Banker Stresses Need of Properly Safeguarding Property Against the Future

### "HAVE LAWYER DRAW IT"

The importance of making a will and the value of establishing trusts for the safeguarding of one's property were pointedly told members of the Kiwanis Club of Aberdeen at their weekly meeting Wednesday by Frank Page, former head of the State Highway Commission, now vice president of the Wachovia Bank & Trust Company at Raleigh. That the talk was planted in fruitful soil was revealed when a display of hands showed that not more than one-third of those present had made their wills.

Mr. Page told of what becomes of one's life savings if one dies without leaving a will, showing the unsatisfactory distribution of property in nine cases out of ten. He pointed out the advantages of a trust company as executor of estates as against individual executors, citing experiences of his own in untangling estates handled by individuals and telling of savings to estates administered by trust companies. "A man capable of handling your estate must be a successful business man, and a successful business man is too busy to give the necessary time to it," he said. "A trust company has a trained force for the sole purpose of handling estates; it never dies, is efficient and is economical. Its fees are saved many times over as compared with administration by individuals."

The importance of having a lawyer, "the best one you know," draw your will for you was another point emphasized by the speaker. The properly drawn and executed will saves many entanglements, embarrassments and expenses after you are gone, he said.

### The Living Trust

On the subject of living trusts, Mr. Page told his hearers of the possibility of judicious investments of one's funds through a trust company which has the knowledge and ability to keep the "cats and dogs" out of your safe deposit box and securities yielding an average of six percent in their place. He spoke of the value of life insurance trusts which provide for the judicious investment of funds left in the form of insurance, "cash which is the easy prey of relatives and friends with ideas of their own for its investment." Mr. Page told of the experience of one widow whose \$35,000 received in life insurance lapsed but two years because of poor advice and judgment.

Mr. Page bemoaned the fact that he saw so many unfamiliar faces at a gathering in his own home town, showing what an absence of ten years brings about, and expressed his pleasure at being able to be here at this time to renew acquaintances and meet the newcomers. He was graciously introduced to the Kiwanians by Murdoch M. Johnson of Aberdeen. The luncheon was held at the residence of Mr. and Mrs. J. R. Page.

James McClamrock, a young attorney of Greensboro, will discuss legal practice in the minor courts of the state at next week's meeting, speaking along the lines with which he made such a distinct impression at the annual meeting of the State Bar Association held recently in Pinehurst.

### 500 SEE SMALLEST AUTO ON EXHIBITION IN ABERDEEN

Some 500 people visited the Franklin Sales Company showroom in Aberdeen yesterday to see the new "baby" automobile, the Austin Bantam, on exhibition for the first time in this section. One's first impression is that the car is a toy, but upon closer inspection it is found to be an automobile complete in every detail, and with plenty of room for two people inside the coupe.

The car will be on exhibition here all week, and will be shown in Hamlet Monday where Jesse W. Page, Jr., of the Franklin company has established a branch office. After next Monday the car will again be here for demonstration purposes.

## "State's Biggest Man"

### Mrs. Jane McKimmon's Work Among Farm Women Wins Her Wide Recognition

Mrs. Jane McKimmon, who was a speaker at the meeting of the Southern Pines Chamber of Commerce, Tuesday, is one of North Carolina's most valuable workers in the general welfare of the state. For years she has been helping the women, especially those in rural sections, to know better how to care for themselves and their families, and she has been spoken of as the most valuable citizen and "the biggest man" in North Carolina. Her efforts among the farm homes have been phenomenal, and she holds the confidence of the farm women to an extent that is remarkable. Other states have attempted to get her away, but she is a North Carolinian and she says she proposes to stay among her own people and serve them as long as she lives. A fitting tribute to her work was a building for women at the old State Fair Association grounds in Raleigh which was named the McKimmon building.—Editor.

## County Gains 7,021 in 10 Years, Census Shows

### Final Figures Received Show Mineral Springs Township 4,294, Pinehurst 234

The total official population of Moore county under the 1930 Federal census is 28,408, as against 21,387 in 1920, a gain for the ten years of 7,021 persons.

Delay in the returns from Mineral Springs township have made the figures for the county incomplete up to this time. These figures were received by The Pilot this week from A. I. Ferree, Asheboro, supervisor of the census for this district. Besides showing Mineral Springs township as having a total of 4,294 against 2,890 in 1920, they show the following for Mineral Springs and Pinehurst towns: Mineral Springs, 267; Pinehurst, 234. The balance are outside these towns. In the figures in The Pilot last week, Mineral Springs township was estimated at 3,500, 794 below the official tally.

There were 218 farms enumerated in the township, making the total number of farms listed in the county, 2,051.

There were but 189 "unemployed" persons in Moore county at the time of the taking of the Federal census, according to figures just received from A. I. Ferree, supervisor of the census for this district. The figures given below represent the number of persons "reported on the unemployment schedule as usually working at a gainful occupation, without a job, able to work, and looking for work, as determined by a count of the persons reporting 'Yes' both in Column 12 and in C, column 13, on the Unemployment Schedule."

Carthage township	61
Bensalem township	None
Sheffields township	9
Ritters township	10
Deep River township	1
Greenwood township	12
McNeill's township	59
Sandhill township	37
Mineral Springs township	No report.

These figures are preliminary and subject to correction, and will be supplemented later by data for other classes of persons not at work at the time of the census, such as those who had a job but were sick or temporarily laid off.

## NEW ORGAN INSTALLED IN COMMUNITY CHURCH

The new organ was installed in the new Community Church in Pinehurst during the past week, one of the finest instruments in the state, according to George W. Dunlap, who heard it played at the Aeolian factory before it was shipped here. It is one of the latest model instruments and in keeping with the handsome new edifice in which it is installed. The Rev. Murdoch McLeod announced this week that the church would be in readiness for dedication and use by the middle of August.

## COMMERCE BODY HEARS VALUE OF CURB MARKETS

### Mrs. McKimmon Tells Southern Pines Chamber of Success in 24 Counties

### REAL COMMUNITY ASSET

The greatest agency for social, economic and educational good in the development of relationship between peoples of the city and those of the country is the curb market, Mrs. Jane McKimmon, State Home Demonstration Agent, told directors and guests of the Southern Pines Chamber of Commerce at their regular meeting held in the Southern Pines Country Club Tuesday noon. Mrs. McKimmon addressed the meeting on the invitation of Shields Cameron, secretary of the organization, and in the interest of the possible development of a curb market in Southern Pines, a matter which is having the serious attention of the Chamber of Commerce and merchants at this time.

That the usual objections raised to curb markets, principal among which is the possible loss of trade by grocers and produce merchants in a town, have in all instances where such markets operate been proven unwarranted, and that in all instances the markets have become assets rather than liabilities was Mrs. McKimmon's statement.

### Sales Amount to \$300,000

"Twenty-four markets operating for the most part one day a week in twenty-four counties of the state last year returned \$300,000 to farm women—and some men—for surplus products of the farms. This money for the most part stays in the town where the market is located. The market brings the people in to sell and produces the money with which they, in turn, can buy from the merchants. Without a market they do not come to town, nor have they the funds with which to buy."

Mrs. McKimmon told of the success of the largest curb market in the state, that at Rocky Mount, which operates one day a week except during three months of the summer when it operates two days a week. Last year those selling their excess farm produce on this market received \$35,000 for their offerings. The offerings of the various farmers—mostly women—include chickens, eggs, butter, sausage, greens, canned vegetables, lettuce, bread, flowers, nuts, shrubs, mayonnaise, turkeys and potatoes.

The vault to the town promoting such a market was stressed by Mrs. McKimmon. The market, she said, soon becomes a social gathering place for the women from miles around. They drive in each Saturday morning, bringing their baskets of whatever they have to offer. They learn salesmanship through the systematic methods employed on the market; they learn economics in the matter of raising what will sell and getting the proper price for it; education in the comparison of their methods with others, in the exchange of ideas with others; good will in the acquaintanceships engendered. More people become acquainted with the town and its merchants and people, more goods are sold, more money placed in circulation. More people stay for the movies.

Mrs. McKimmon paid a high tribute to the Chamber of Commerce and to the women of Southern Pines for the planting of the town's highways and streets and expressed a wish that more towns of the state would follow the example. Dr. L. B. McBrayer, in introducing the speaker referred to her as "having done more for North Carolina than anyone he knew," and after her talk expressed the thanks of the Chamber for her visit and suggestions. E. H. Garrison, county farm agent, and Mrs. W. L. Ryals, county home demonstrator, made brief remarks on the subject of curb markets.

The possibility of the establishment of a market in Southern Pines will be further discussed and possibly acted upon at a future meeting of the Chamber of Commerce directors. Meanwhile the cooperation of the merchants in the movement is being sought.

## PAGE TRUST CO. LOANS TO STATE AT RECORD RATE

### Buys \$2,000,000 Highway Anticipation Notes at Two and Three-Quarters Percent

### O'BERRY PRAISES BANK

The Page Trust Company of Aberdeen was the purchaser on Tuesday of an issue of \$2,000,000 in State highway serial bond anticipation notes at the remarkably low figure for the state of two and three-quarters percent. The notes are dated July 10 and due April 7, 1931, and are in anticipation of an authorized issue of highway bonds to be sold next year.

This is the second time within a year that the local institution has been the low bidder on State financing issues, the Page Trust Company on June 20, 1929 being awarded \$4,000,000 in notes issued to take up maturing obligations, the interest rate at that time being five and three-quarters per cent.

The present interest rate is the lowest in the state's history and is slightly lower than the rate at which the United States government recently sold a four million dollar bond issue.

"There could be no better evidence than this of the financial stability and strength of North Carolina," Governor Gardner said, while Captain Nathan O'Berry, state treasurer, lauded the Page Trust Company, saying it is a source of gratification that the state has a bank of its character.

These notes anticipate bonds which are a part of the \$4,000,000 authorized by the 1927 general assembly for road construction. The money will be used on projects contracted for but not completed.

In bidding for this note issue the Page Trust Company was in competition with some of the largest financial institutions in New York. The First National Bank of New York was second low bidder, offering 2.80, the Bancamerica-Blair Corporation third with 2.90, followed by Lehman Brothers and other important Wall street houses.

## Delegates Elected to Dem. State Convention

### M. G. Boyette Presides at County Meeting to Select 20 to Go to Raleigh

The principal business of the Democratic county convention at Carthage on Monday was the election of delegates and alternates to the State convention held yesterday at Raleigh. The Moore county meeting was called to order at 1 o'clock. County Prosecuting Attorney M. G. Boyette was elected chairman, Miss Bessie McCaskill secretary, and after Chairman Boyette spoke of the record and aims of the party in the county the following were elected as delegates and alternates for the Raleigh meeting:

### Delegates

D. A. McLaughlin, Vass; John Beasley, Carthage; Donnie McDonald, Cameron; Thad Page, Aberdeen; M. C. McDonald, West End; B. H. Lewis, Southern Pines; Gordon Cameron, Pinehurst; N. J. Muse, Carthage; E. J. Tillman, Vass; Dunk McCrummon, Vass; Edgar Brown, Hemp; M. M. Johnson, Aberdeen; D. G. Stutz, Southern Pines; O. U. Alexander, Deep River; W. D. Matthews, Vass; J. W. Pickler, Pinebluff; Stacy Brewer, Vass; Jesse Page, Eagle Springs; Geo. H. Humber, Carthage and N. I. Finaison, Highfalls.

### Alternates

Mrs. Howard Burns, Southern Pines; Mrs. Edwin McKeithen, Aberdeen; C. C. Muse, Carthage; Mrs. Will Keith, Vass; Mrs. J. D. McLean, Cameron; P. A. Fisher, Carthage; D. Al Blue, Southern Pines; W. B. Graham, Vass; Mrs. C. C. Fry, Hemp; Mrs. Lessie Brown, Carthage; Mrs. J. S. Milliken, Southern Pines; Miss Bertha Monroe, West End; G. A. Charles, Aberdeen; Mrs. A. P. Thompson, Pinehurst; Fuller Monroe, Eagle Springs; Mrs. Fannie Downing, Carthage; Mrs. J. F. Davis, Highfalls; P. H. McDonald, Carthage; W. C. Leslie, Vass and W. H. McNeill, Lakeview.

## Motor Truck Revolutionizes Market of Peach Crop As Big Business Opens Here

### Puts Business on Cash Basis and Opens up Hitherto Unexplored Fields For Distribution of Fruit From Tree to Consumer

### NO UNCERTAINTY NOW ABOUT PRICES

By Bion H. Butler

The peach industry in Moore county was never in a more promising condition in its history, an optimistic brother remarked to me Tuesday, and here are the conditions that led him to his prophetic mood.

The fruit is in healthy condition this season, and under control as far as insect pests are concerned. Orchards are handled with more economy this year, and cost-cutting has been scientific and effective. Keeping down costs of production is almost an obsession in all farm operations this year, but not to the point of neglecting anything that can help production and quality of product. We have made a better crop for less money than was probably ever known in peach history. That is one thing in favor of the industry. At least that is the way my informant told the story.

### Marketing Simplified

Fruit is beginning to move, and the early stuff has already brought a lot of money in to the community. The early pick is selling for \$1.75 to \$2.00 a bushel at the orchards in baskets. At the orchard, mind you; not at the track. The stuff is selling to trucks and there is one of the biggest innovations that have come into the history of the peach industry. All over this peach district trucks are coming in from distant points, and the trucks buy peaches and go away with them. They are not merely coming after defective fruit as was the case for a few years, but they are coming now for the best there is and paying a price for good fruit. Then they start out with that fruit and go to all the towns and cities in their range, and the range is as far as New York and Pennsylvania, and they sell the fruit direct without any other distributors. They take fresh peaches from the trees, deliver to the city they go to, or to the towns they pass through, sell as many baskets as are wanted, sell out completely perhaps, or sell a smaller number, and then pass on to the next town, or come back and get another load.

The result is that they have found a market for less than car loads and have made an outlet into every town in their range. They can deliver stuff as far north as Baltimore for less than express rates, and they deliver at the door of the fruit store or the house or anywhere else they sell, and they can bring into the Sandhills market every village cross roads along their lines of travel.

### Orchard to Consumers

Here introduces a marketing factor that has in the past been impossible, for it opens a new world, which is dual in its character. It is a world of less than carload shipments, and a world of isolation from the railroad service. In the past New York, New Jersey and Pennsylvania have taken over half of the crop of North Carolina peaches and they have been consigned to five big towns in those states. The cities distant from these five points have been forced to get along with limited shipments, because only a limited number of concerns will take a carload or more of fruit. So the towns of from five to forty thousand people have been supplied with few North Carolina peaches. But now with trucks coming after them and taking them away in lots of 150 to 175 crates, and driving past the doors of the consumer, it becomes possible to put a basket or more or a full truck load, in the hands of a buyer in any place along the road. The result is that a big opening has presented itself, and the truckmen have appropriated it. So far this year we have not figured very big on the shipments in the government reports, nevertheless the banks report a large amount of preliminary money already coming in for peaches, and the movement has not begun.

Trucks come on their own initiative, but the fruit, take it way, and the transaction is finished. There is no waiting for returns, no uncertainty about what the commission house will say, no consigning cars to New York or Boston or to the Potomac yards, and getting disappointing information later from the shipment. Cash is left when the fruit goes away with the trucks, and the trucks are coming in large numbers. The truckman takes the responsibility of being the market man, and he does not have to set his truck on the track any place and wait for buyers to come. He goes to his buyers and all the world in a radius of 500 miles is his market. And this market does not in the least interfere with the older rail market. The big cities will still buy their large receipts of carload stuff, and the commission house will continue to handle the trade that comes through their channels. But the truckers will go out into all the little and big towns that do not have an organization for handling fruit in big shipments, and they will deliver their loads at such economic figures that many people who in the past never saw a Carolina peach before and at a price people can pay to buy them freely. The truck promises to do for the peach man what the automobile has done for the traveler.

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## Tobacco Market Opens Here September 23

### Official Opening Dates for Five States Set at Meeting of Tobacco Association

The Aberdeen tobacco market will open this year on September 23, one day earlier than last year.

Re-electing A. B. Carrington, of Danville, Va., as president, the Tobacco Association of the United States closed its annual convention last week after approving the date for the opening of the tobacco markets of Virginia, North Carolina, South Carolina, Georgia and Florida.

The nominating committee recommended re-election of all officers and governors in its report, which was adopted as follows; first vice president W. T. Clark, Wilson, N. C.; second vice president, E. J. O'Brien, of Louisville, Ky.; third vice president, J. A. Clark, Bedford, Va.; chairman of the board, T. M. Carrington, Richmond, Va.; secretary-treasurer, R. T. Corbelle, Richmond.

All members of the board of governors were re-elected. Opening market dates agreed upon in the various tobacco growing states affiliated with the association were as follows.

Georgia—July 29, six days later than the opening date last year.

South Carolina—August 5, six days later than the opening date last year.

Eastern Carolina—September 2, one day earlier than last year.

Middle belt—September 23, one day earlier than last year.

Old belt—September 30, one day earlier than last year.

Dark Virginia belt—November 4, eight days earlier than last year.

William L. Cooper, director of the bureau of foreign and domestic commerce in an address before the association, said that the tobacco section of his bureau would be enlarged to become a division of the Commerce department this month.

### REV. W. C. BARRETT DIES

Many in this section are mourning the death of the Rev. W. C. Barrett of Laurinburg, who died last Sunday. Mr. Barrett was born and raised in the Bethlehem community. The funeral at Laurinburg on Monday was widely attended, many from Moore county being present.