

## Tobacco Buyer Explains Why Good Leaf Frequently Brings Poor Price

Companies Insist on Certain Types; Representatives Must Buy Only the Kind Wanted

By Bion H. Butler

It is unfortunate that crop prices are as low as they are under present conditions, but it is likely that all things are trying to readjust themselves to the governing conditions, and it is quite certain that a balance will be reached sooner or later, but likely on a different plane, for there is no doubt that a general working toward a lower basis for everything is in progress. As far as can be gathered from leading business men of the country the inflated conditions of the last fifteen years are ended. The farmer is the first man to be hit with the downward slide in prices, but he can not be alone long in that respect, for the decline is general the world over, and history is clear in the fact that equilibrium is constantly establishing itself in all things.

However as respects the tobacco crop some conditions are local. In talking with one of the buyers light was shed on some factors that are not clear to the tobacco grower. The man would not care to have his identity known, perhaps, so his name is not mentioned. But the substance of what he said will help folks to see more clearly what influences some of the prices. This man, like all other buyers on the warehouse floors, has his explicit instructions. He is to buy definite types of tobacco, and to pay a fixed price for those types. He pointed to three or four piles in his vicinity while he was talking and said a farmer asked him why he did not bid on a particular pile which seemed to be good tobacco. His reply was that while it was much better tobacco than much that he bought it was not the type of tobacco his company used, and he said it would be of no use to his folks if it sold at a cent a pound. He pointed to several piles that had apparently been sacrificed, for they looked like a right fair quality.

### Types of Tobacco

"They are reasonably good tobacco," he said, "but of a peculiar character that no buyer here on this market wants. I could not send that to our companies, nor could any of these other buyers. The farmer who made that tobacco simply made what is not called for. We have no choice in the matter. While tobacco is tobacco is must be remembered that mild bright leaf is not heavy dark leaf, and burley is not seed leaf, and Wisconsin tobacco is not Pennsylvania cigar. There are fashions in cigarettes. The cigarette companies want a certain amount of bright leaf for mixtures in their product. They want what they want, and they will not buy the types they do not want. The buyers on this market are competitors only to a limited extent. I do not buy what some other buyer can use and he does not buy what I want. We do not bid against each other to any extent. Another buyer may be willing to pay fifteen cents for what I would not pay anything. It is like going to a saw mill to buy lumber. One man will pay \$20 a thousand for long leaf timber. I would not give five cents a thousand for it, for what I want is some cedar shingles, which he will not consider as he is not in the shingle line.

"One of the prime difficulties is that the farmer does not know the kind of tobacco we want, and does not devote as much care to making it as he should. It is possible there is where the cooperative movement could help. But it can never do any good by merely trying to raise prices. Prices will raise themselves as far as they can be raised by having the type and quality of leaf that the buyers can use. I see lots of good leaf on the floor that I would be glad to buy if it was the kind we could use. But it is not. It is no more use to us than good seed corn is to the farmer who is hunting for good seed wheat. I have much sympathy for some of the men who see their tobacco sold for a small figure when the quality leads them to expect better money, but I can't do anything for them. The buyer can not take their tobacco and send it to his company if it is not the kind his factory uses, for it would have to be thrown out or disguised in a mixture with other leaf, and in these days of keen competition no manufacturer wants to put anything in his mixture that does not have a place there because of its satisfaction to the consumer.

### Buyer Are Limited

"The tobacco manufacturers are spending millions of dollars to inform their customers of the excellence of their products and they are trying every means to get the most suitable and satisfactory quality and type of leaf from which to make the

## Gold Prospecting On

Hard Times Revive Activity in Moore and Other Counties, State Geologist Reports

Prospectors scattered through gold bearing areas of North Carolina, some panning by hand and others working with improved instruments, offer evidence of efforts to find a livelihood from the soil in these hard times, State Geologist H. J. Bryson said on his return from a trip.

"Probably none of these miners are recovering a great amount of gold through these small scale operations, but most of them are being rewarded by at least a small return, he said. "The prospectors are at least helping to revive interest in the gold resources of North Carolina, which we hope may lead to still further and more detailed investigation later on.

"According to information received at my office, there is some form of activity in at least 18 gold properties in the state," he said, adding that these activities are being conducted in Cherokee, Burke, McDowell, Cabarrus, Montgomery, Moore, Randolph, Mecklenburg and Union counties.

goods they offer. The lot of the buyer on the warehouse floor is not one of flowery beds of ease and chicken dinner all the time, for he hears from the factory often enough about his purchases. He cannot buy any but the limited range of leaf that his company uses, and he cannot pay any but the prices fixed. His business is to buy, not to make prices or to designate types and quality. And the final arbiter is the man who buys the finished product. If the tobacco we secure for the factories suits them when we have sent it in and it is made up all is well. If not we are in hard luck, factory, buyer and all of us as well as the farmer.

"We want the tobacco that is suited for our brands, and we buy that. We pay the highest figure we are allowed to for the best quality of what we want, and what we don't want we can not buy at any price. Fortunately other buyers can as they use other types, and that lets most everything past. But if the farmer would get better acquainted with what can be used he would get more money for his crop."

### BOOK REVIEWERS HONOR MEMORY OF MRS. HART

The Carthage Book Reviewers held their regular meeting on Thursday evening with Mrs. L. C. Wallace as hostess.

Prior to the study program of the evening, the club paid personal tribute to the memory of Mrs. Augusta McKeithen Hart, whose sudden death on August 30th deprived the club of one of the most loved members. Upon motion unanimously passed, the club set apart the meeting of October 15th to be designated as a memorial meeting to Mrs. Hart at which time a book shelf of fifteen books for children of the second grade will be placed in the classroom of the second grade at the graded school building, the classroom where for a number of years Mrs. Hart was a teacher. The proposed shelf is to carry a small bronze plate bearing the name Augusta McKeithen Hart and the name Book Reviewers and the year 1931.

The study for the evening was on modern poetry. Miss Judith Wainer gave an interesting talk on the poetry of Emily Dickerson, and Mrs. O. B. Welch read a paper on the life and poetry of Edwin Arlington Robinson. The hostess was assisted by Mrs. O. B. Welch.

### PLAN INTERESTING MEETING FOR WOMEN OF COUNTY

A meeting which bids fair to be one of unusual interest to the women of the county is planned for Wednesday, October 7, at 10:00 o'clock, at which time Miss Willie Hunter, clothing specialist from State College, will meet with the home demonstration club women and any others who care to attend in the office of Mrs. W. L. Ryals in Carthage to discuss clothing problems. Miss Hunter will give a forecast of the fall and winter styles in materials, clothing, hats and accessories.

In the afternoon, as many of the women as can do so will go to Hemp to attend the Hemp fair and especially to see the exhibit of old textiles and hand-woven materials. Those who go to the clothing meeting and expect to take the trip to Hemp will please carry their lunch.

## Correct Bad Vision Early, Says Symington

Children Suspected of Eye Trouble Should See Oculist For Examination

Frequently the parents, according to the United States Public Health Service, may suspect that the child is suffering from some slight defect in vision, and occasionally there may be obvious visual disturbances which should be corrected. Children with such conditions should be taken to an oculist as soon as there is evidence of trouble. If glasses are required, it will take some time for the child to become accustomed to wearing them, and the habit of using them should be acquired before the child enters school. However, the chief advantage of early correction of visual defects is that it usually requires less treatment; and in some cases such early treatment may cure the condition and secure for the child normal vision which might have been impossible had correction been delayed.

Although we may have given our children every attention, trained them in habits of cleanliness and good personal hygiene, fed them the proper food, and corrected so far as possible all physical defects, there yet remains a very important matter to be considered, namely, the prevention of a possible attack of smallpox or diphtheria. In this day and age it is almost criminal neglect on our part to fail to see that our children are protected against these preventable diseases. The best time to start their immunization treatment is after the child is six months of age. The reaction to the treatment is much milder at this age, although it is just as effective; but what is of more importance, especially in the case of diphtheria, is that they are immune to the infection at this time in life when the disease is most serious. Statistics prove that the death rate from diphtheria is much greater among children attacked before they are five years of age. There are very few states in which children are admitted to the public schools without evidence of vaccination against smallpox, and many are now requiring diphtheria immunization. In fact, many communities are now practically free from diphtheria epidemics, due chiefly to the fact that they require diphtheria immunization of all school children.

### WELFARE CONFERENCE AT GOLDSBORO OCTOBER 9

The Central District Welfare Conference will be held in Goldsboro October 9 under the auspices of the State Board of Charities and Public Welfare and the North Carolina Association of Superintendents of Public Welfare. R. H. Edwards, superintendent of public welfare in Wayne county, is district chairman and will preside over the one-day session.

Counties making up the Central District are: Caswell, Iredell, Granville, Vance, Warren, Northampton, Halifax, Nash, Franklin, Durham, Orange, Chatham, Wake, Johnston, Wayne, Harnett, Lee Moore, and Hoke.

This will be the second in a series of conferences being held over the state. The first meeting will be held in Wilmington October 8. The last of the three eastern conferences is scheduled for Edenton October 10. The three western conferences will be held October 20, 21 and 22, in High Point, Gastonia and Rutherfordton.

The public is invited to attend the meetings as the program will be arranged so as to interest all concerned with the public welfare. Unemployment relief will be discussed at each meeting, in addition to other problems of timely interest.

### T. L. RIDDLE OF SANFORD HONORED BY JR. O. U. A. M.

The appointment of T. L. Riddle of Sanford as district deputy state councilor of the Jr. O. U. A. M. has been announced by S. F. Nicks, state councilor. Mr. Riddle will serve as executive of the 17th district, which is composed of Lee, Moore and Montgomery counties. His term of office is to run parallel with that of the present state councilor.

Mr. Riddle's appointment to this position of high honor in Junior circles has been met with commendation on the part of his brother Juniors and friends. He has been very active in the Jr. O. U. A. M. for a number of years and his splendid services have been rewarded with many testations of approval, including several high offices.

### CAUGHT FISH AND RED BUGS

Paul T. Barnum, W. H. Coffey, Dave Coffey and Norfleet P. Ray have returned from a fishing trip to Sneeds Ferry. They report fish and red bugs plentiful in those parts.

Listed Below Are a Few Sales Made at the

# Aberdeen Warehouse

TAPP and FULLER, TIMBERLAND, N. C.

152 Pounds @ 14 c  
140 Pounds @ 12<sup>3</sup>/<sub>4</sub> c  
176 Pounds @ 23 c  
50 Pounds @ 26 c

R. L. DIXON, RAEFORD, N. C.

308 Pounds @ 26 c  
340 Pounds @ 25 c  
256 Pounds @ 10<sup>1</sup>/<sub>2</sub> c

TOMMIE UPCHURCH, RAEFORD, SOLD 4,000 POUNDS FOR ABOVE 18c AVERAGE

HODGES & STEPHENS, ST. PAULS, N. C.

116 Pounds @ 27 c  
44 Pounds @ 25 c  
14 Pounds @ 27 c  
20 Pounds @ 30 c

HORNE & ROBESON, CUMBERLAND COUNTY

20 Pounds @ 26 c  
120 Pounds @ 25 c  
56 Pounds @ 26<sup>1</sup>/<sub>2</sub> c

Our Sales Monday Averaged \$13.06 Per Hundred

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