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Co-Operative Marketing Is Simply Golden Rule

Growers Unite Not Only For Financial Relief, But For Social Progress

By BENJAMIN O. TOWNSEND, Secretary and Treasurer of the North Carolina Cotton Growers' Co-Operative Association in Richmond, (Va.) News Leader.

Co-operation in its fullest sense means nothing short of reasonable reward for the labors of producer, equitable returns for investment, honest measure with full value to consumer and equal property to all. The cotton, tobacco and peanut growers of Virginia and the Carolinas should think co-operation only in a spirit of mutual benefit to themselves, the investor in manufacturing or other process of finished preparation or distribution and to the ultimate consumer, without whom these products would be all surplus and the labors of production wasted.

Truly our first step in the inauguration of our co-operative system is to stop a vast amount of unnecessary expense and waste that is now going on with the present method of marketing these farm products. This process of elimination will be one of the means of finally bringing about all other desired reforms.

Merely the Golden Rule

The true co-operative spirit, analyzed, is simply the golden rule—Doing unto others as we would be done by. While we have begun at the marketing end of the business, and it is there we find the greatest number of parasites who live upon the labor of others, who produce not and who have no regard for the cost to the world from their wasteful, negative activities we must and will not forget that there is an equal responsibility in the exercise of economic production. It is the responsibility of the consumer to pay for the product.

sec to it that we practice only honest and thrifty measures in creating a cost on production.

We are uniting ourselves not only for financial relief, but also for educational and social uplift. Co-operation is not starting out, however, with a viewpoint of the extremist attempting immediate social regeneration, nor in a spirit of idealism, looking for human perfection. Co-operation today will accept human nature as it exists, and will set about in a practical way to exercise an influence that everywhere will gradually school men whose interests are gathered into an effective unit of action for a common good. Money is the thing that today most forcefully appeals to the minds of men. So, the first lesson that co-operation will teach, is that it pays. Just how well it will pay at the start, of course, depends upon the degree of loyalty exhibited by the memberships of the associations and the degree of efficiency in management.

Intelligent Merchandising
One of the first functions of the associations is to intelligently merchandise instead of continuing the present system of dumping our products

on an uninviting and an unwilling market. This stops the practice of an unbusinesslike and an unwarranted competition between individual producers who have not the opportunity to study the varying market conditions, nor to learn how to meet inevitable marketing problems. But the associations must not stop with the elimination of competition between the millions of individuals. The several state or community organizations must federate themselves together in a coordination of their kindred interests and problems into a system of co-operation, instead of competition with one another.

Another great function of these associations is to educate all of their beneficiaries away from the demoralizing and degrading influences of an all-mercenary system of doing business and thereby encourage thrift, elevate life, and improve social position.

This benefit by no means ends with the farmer, but reaches out to every individual, in whatever vocation, living within the borders of the territory in which the associations operate and yet interfering not in the least with his private rights or individual opinions. They must in time change the power of money into a human agency for the amelioration of the ills of society, promote sound judgment good will and provide the greatest of all avenues by which the masses can advance.

"The Peace of Industry."

In conclusion, to quote one eminent writer on this subject, "Co-operation was born of the feeling that, at best, unmitigated competition was but organized war, and though war had its great conquests, its basis, its

things to blush for, if progress could not be accomplished by some nobler means. What an enduring trace is to war, co-operation is to the never ceasing conflict between labor and capital—it is the peace of industry." And again, to quote another disciple, "The future of co-operation is fraught only with good to the individual and to the state. Its star is in the ascendency, and nothing can stay its course."

Co-operation is an idea upon which my heart has been fixed for years; long before I had the opportunity of observing any attempt at its practice, sufficient to fix practical thoughts in my mind for expression. But now it is to me a great and wonderfully clear principle, upon which I can meditate with delight to myself. It is a definite practical thing, the principles and parts of which it is easy to bring into view and to understand. It is equity in its every relation to business. It is honesty, neighborliness, courtesy, intelligence and it is brotherly understanding; a spirit that when completely incarnated in the souls of all men in the earth, will mark the time of fulfillment of a scriptural prophecy.

PLANTING OF COTTON MAKES GOOD PROGRESS

Planting Under Way On The Coastal Plain of North Carolina, Says Review

Washington, April 19.—Preparation of ground for cotton planting and planting itself made better progress during the week ending yesterday than for several weeks, the Weather Bureau said today in its weekly weather and crop review.

Planting of cotton was underway during the week, the review said, on the coastal plain of North Carolina and was begun at points in Tennessee and southeastern Oklahoma. Planting has been almost completed in southern Georgia and the condition of the early planted crop is reported as good with chopping out begun, the review added. The condition and progress of early planted cotton in southern Texas was reported as only poor to fair due to dry weather and high winds. Germination of the later plantings in Florida has been slow on account of lack of moisture.

Weather conditions were favorable for truck crops in the Gulf and Atlantic states, except in a few instances where too dry, particularly in Florida.

Collectors meet many men of promise.

FATTY ARBUCKLE GETS SURPRISE

All of Comedian's Contracts Cancelled and Films Are Withdrawn

Los Angeles, April 19.—Silence pending further developments was the avowed policy today of Roscoe C. (Fatty) Arbuckle film comedian, whose contract have been cancelled and finished screen plays withdrawn, according to announcement in New York last night by Will H. Hays, head of the Motion Pictures association.

"Gosh," was Arbuckle's comment, when informed last night of Mr. Hays' announcement.

Arbuckle recently was acquitted in San Francisco of a manslaughter charge in connection with the death of Virginia Rappe.

The portly comedian added: "This is a complete surprise and I might say a shock to me. It is the first I have heard of it. I don't know that it is all about, for thought I was well alerted on my 'comeback'."

"You see, it's this way. Joseph Schenck of New York, who produces my pictures, will be in Los Angeles tomorrow. He will know all about his matter. As I am entirely at sea, so far as being able to explain it, I shall content myself with remaining silent."

EMPLOYMENT SHOWS A MARKED INCREASE

Number Now Employed Materially Greater Than Year Ago, Says Report

Washington, April 20.—The number of persons employed in industry at the end of March 1922, was materially greater than it was one year ago, the Department of Labor declared tonight in a statement summarizing reports from employing concerns in all sections of the United States. Nine out of thirteen industries

in industry and underpower the number of workers increased during the year by 43.4 per cent, and in boots and shoes 22.3 per cent. The automotive industry had an increase of 20.8 per cent. The decreased employment appeared in cotton manufactures, iron and steel trades, and paper making.

As a result of wage decreases during the year, the total amount of wages paid was lower in eight industries than it was a year ago. In hosiery and underwear manufacture, however, the wage total paid during the month was 48.3 per cent more than during the same period in 1921.

MILLIONAIRE DODGE IS HELD IN LIQUOR CASE

Found Guilty of Possessing, Transporting and Furnishing Intoxicants

Kalamazoo, Mich., April 19.—John Duval Dodge, Detroit millionaire, and Rex Earl, an architect of Kalamazoo, were convicted in circuit court here today on a charge of illegally possessing, transporting and furnishing liquor. Attorneys for the defendants immediately gave notice of appeal and Judge Wetmer withheld sentence.

The Charges against Dodge and Earl resulted from an automobile ride here on the night of March 11, when they invited three young women into their car and drove them against their protests into the country. During the ride, the three girls testified they were offered liquor.

Dodge and Earl are liable to sentence to one year imprisonment or \$1,000 fine and costs of the trial, or both.

The Sink in the Ground
Mr. G. E. Thornton and Mr. Harvey Westbrook visited the sink in the ground two miles south of Newton Grove last week. Mr. Thornton says the place is about 12 feet across at the top and looks to be about 35 to 40 feet across at the water which is about 12 feet from the top. He does not think the sink is over 25 or 40 feet deep. The place is in a hill but not far away is a small branch and about half a mile from the sink a small creek starts. Mr. Thornton thinks an underground stream has run under where the sink is now until it washed away so much dirt that the ground from above finally gave away causing the sink. This explanation seems reasonable and must be true. Mr. J. F. Thornton, who lives about three miles from the place, was here yesterday and said that fully a thousand people visited the sink the past Sunday.

A mistake, when discovered, always looks stupid.

BOTH SENATORS FAVOR COOPER

Lieutenant Governor Cooper's Indorsement Vacated

Washington, April 20.—Senator Simmons and Oregon Governor Cooper today indorsed the candidacy of Lieutenant Governor W. B. Cooper to succeed Asbury at the state board of the Federal Reserve bank.

Mr. Cooper was in Washington today in connection with his aspirations to land the position of the American Bank and Trust company, of Wilmington, into the Commercial National bank of Wilmington.

The controlling agency announced late today that this conversion had been approved and that the Commercial National bank of Wilmington had been selected as a federal charter for a capital of \$10,000,000.

Lieutenant Governor Cooper left Washington today to attend the Democratic convention at Raleigh. Meanwhile, members from North Carolina and other southern states are coming to Washington and stand a good chance to get the job just vacated by Governor Lever.

Mrs. J. M. Miller, of Greensboro, representing the Gifford Battle association of the Daughters of the American Revolution, and corresponding secretary of the state division of the Patriotic association, is among the active delegates to the annual congress of the Daughters. Miss Katherine Cannon, of Greensboro, is also among the many Tar Heel delegates attending the annual meeting of the organization.

The civil service commission announces that the positions will be held May 15 in the office vacancies at Columbia, South Carolina, and Springfield, Massachusetts, and Taylorville, Illinois.

POSTOFFICE ADVISES ON FAKE INVESTMENTS

Calls Attention To Treasury Savings Certificates As Investments

Acting Postmaster E. C. West of the Dunn, North Carolina, postoffice, is co-operating in a nation-wide campaign of the government to protect the American people against false and unwise investments and to bring hidden surplus funds into circulation.

The government is warning people against financial transactions with strangers and advising them to put their money in good securities, place their funds in banks or invest in Treasury Savings Certificates at the postoffice. It is difficult to convict swindlers who obtain money from unsuspecting people in this manner until some of the federal or state laws have been broken.

Department officials say they are amazed that people will pass by a bank or the postoffice which offer protection of funds and safe investment to hand their money over to some smooth-talking swindler about whom they know nothing. Postmasters have been called upon by the department to use their influence in every way possible to prevent the loss of millions of dollars each year through unscrupulous promoters and swindlers.

Acting Postmaster West says: "I am sending letters to the patrons of this office, even to those of limited means, calling their attention to an investment guaranteed both as to principal and interest by the United States Government and which will increase 25 per cent in five years. Through this postoffice it is possible to purchase a \$25 Treasury Savings Certificate for \$20, a \$100 certificate for \$80 and a \$500 certificate for \$300, representing an investment yielding, at purchase price, 4 1/2 per cent interest, compounded semi-annually. If the purchaser wishes to cash his certificate before the end of five years, he can get his money back with interest figured at about 3 1/2 per cent, compounded semi-annually. I am hoping the people of this community will take advantage of this offer or get their money into a bank as a protection against possible loss."

"Self-made man"—one who exercised sound judgment in the selection of his wife.—Minneapolis Daily Star.

A mistake, when discovered, always looks stupid.

IMPROVEMENT IN BUSINESS SHOWN

Better Fundamental Conditions Throughout Country, Says Department

Washington, April 20.—A profound improvement in business throughout the country is shown in the latest statistics of commercial and industrial movements during March, according to the monthly survey of current business made public tonight by the Commercial Department. Optimism, always returning with the opening of spring weather, the department declared, has had much to do with the recent increase in retail trade and better feeling prevailing generally, despite news of floods and a late crop season.

This optimism, the department asserted, is based upon better fundamental conditions throughout the country which are reflected in the trend of reports received by the government.

"Two outstanding features of more than ordinary importance," it said, "are the marked increases in iron and steel activity and the big increase in construction. Since the first of April, the coal strike has resulted in almost total cessation of work in the anthracite mines and a reduction of more than 56 per cent in bituminous output; however, owing to exceptionally heavy stocks of coal this situation has so far had but little effect upon business."

Exports of cotton in March, the department announced, amounted to 161,484 bales, while cotton consumption by textile mills amounted to 518,450 and stocks in cotton mills and warehouses showed a seasonal decline the total amounting to 3,320,000 bales or about 1,250,000 bales less than a year ago.

Prices during March showed a tendency towards a lower level, the retail food price index dropping to the lowest point so far recorded, while farm prices increased. Advances in the volume of sale and prices of the principal commodities during March were:

GRAVEN COUNTY IMPORTS MANY FOOD PRODUCTS

About \$3,000,000 Was Sent Out Of County in 1921 For Foodstuffs

Raleigh, April 21.—Many counties in North Carolina will find food for thought in an analysis of the survey recently made in Craven County of the food and feed products imported into that county in 1921. A total of nearly \$3,000,000 was sent out of this county for food and feed products. Of that amount \$1,115,000 was represented by purchases of feed stuffs including hay, corn, oats, meal and chops, produced by farmers of other states, shipped hundreds of miles, and sold at a profit through two or three dealers.

A total of \$1,100,000 was spent for ham, bacon, beef, lard, poultry and eggs. Another \$100,000 went for butter and cheese and canned milk. While a similar sum was spent for canned vegetables and fruits and tinned meats. Fifty thousand was spent for imported syrup.

There is not an agricultural leader in North Carolina who will agree that hay and other feed-stuffs can be imported into North Carolina at anything like the cost of production at home. Most of them agree that hay particularly can be grown in most sections of the state at half the retail price of the imported product—and yet North Carolina is sending to other sections, and putting into the pockets of dealers and railroads, between 60 and 75 million dollars a year for these products.

FORMER BANKER OF FAIRMONT ARRESTED

H. L. Blue, Jr., Charged With Embezzlement Of Funds Of Institution

Lumberton, April 20.—H. L. Blue, Jr., former assistant cashier of the Bank of Fairmont was arrested and placed in jail here last night on the charge of embezzlement of \$2,000 and other monies from the bank.

The warrant was sworn out by Clarence Latham, chief state bank examiner. Records of the Fairmont bank were damaged by fire, which followed an explosion in the bank on the night of February 28. The damage to the records made an audit of the bank's affairs difficult. The bank has not been opened since the fire.

Dame Fortune is one dame that doesn't smile on you because you are handsome.—Quincy (Ill.) Whig-Journal.

NOTED EDITOR TO DELIVER ADDRESS

W. J. Cameron, of "Independent," To Speak at Buie's Creek Finals

W. J. Cameron, editor of Henry Ford's paper, the Dearborn "Independent," will deliver the address to the graduating class at Buie's Creek School on Thursday, May 17, according to announcement made yesterday by Dr. J. A. Campbell, head of the institution. Rev. J. A. Billie, of Raleigh will deliver the alumni address.

This year's class at Buie's Creek will number 51, said Dr. Campbell, and the enrollment for the year has passed the 50 mark. Commencement exercises will begin with the annual program by the primary grades on Saturday, May 13. The commencement program will be delivered on Sunday, May 14, by Dr. Paul Bagby, of Wake Forest. The program for the remainder of the week follows:

Wednesday, May 17
2:30 P. M.—Contest for declamation's medal.

4:00 P. M.—Senior Class exercises.

8:00 P. M.—Sappho and Astro Literary societies contest.

Thursday, May 18
10:30 A. M.—Contest for orator's medal.

Noon—Address to graduating class by Mr. Cameron.

1:30 P. M.—Alumni luncheon and address.

4:00 P. M.—Baseball game between seniors and alumni.

8:00 P. M.—Annual play.

PUBLIC SCHOOLS RECEIVE INDORSEMENT OF LEGION

Department of Florida Adopts Resolutions Favoring Vocational Training For Veterans

Washington, April 20.—During the fourth annual convention of the American Legion, department of Florida in session just closed at Palm Beach there was unanimous and enthusiastic adoption of the following resolution:

"Resolved, That the convention favors federal support of the public schools under a system that will not interfere with state supervision of such schools; and be it

"Resolved further, That this convention favors an improved system for the vocational training of ex-service men, backed by ample appropriations."

Senators and representatives in Congress who favor the Towner-Sterling bill, establishing a Department of Education with a Secretary in the President's Cabinet, find in this action of the premier young American man organization great encouragement. So many organizations of all sorts have endorsed the bill that sentiment in Congress is rapidly crystallizing toward its early passage. To find the ex-service men of Florida solidly behind support for the public school is very gratifying to all friends of the bill and all proponents of Americanization plans which are to work out through the public school.

HORRIBLE ACCIDENT OCCURS NEAR BENSON

Young Twelve Year Old Boy Dies As Result Of Automobile Accident

One of the most horrible accidents ever happened in this county occurred Sunday afternoon near Benson when a car driven by young Golden Parker struck the twelve year old son of Mr. Wiley Grimes, who was riding a bicycle. The injured lad was taken to Fayetteville to the hospital where he died about 9 o'clock Sunday night. The remains were carried to his home near Benson early Monday morning and interment was made the same day.

It seems that Golden Parker was driving a Hudson car and going at a terrific rate and the younger boy was coming out of a cross road into the highway upon his bicycle and did not hear the approaching machine which struck him, knocking him, it is reported here, about eighty feet. His legs and arms were broken and his body sustained many ugly wounds.

The injured boy was immediately rushed to Fayetteville to a hospital but his wounds proved fatal and he came about 9 o'clock. The remains were sent to his home early Monday morning.—Smithfield Observer.

We don't waste time; we waste ourselves. We don't kill time; we kill ourselves. We don't cheat time; we cheat ourselves.

A fortune awaits the man who can make a pair of gloves and guarantee the finger tips against breaking.

MORE TAXES FOR COMMON FOLKS

Anything To Get Sales Tax Wedge In Will Be Acceptable

(Copper's Weekly.)
It was the people of small income, or no income to speak of who called round the flag in 1917 and fought the war. Almost ever since a persistent effort has been made to make them pay for the war.

This effort has almost invariably taken the form of a sales tax, and all sorts of excuses have been invented for it from the enforcement of the prohibition law to the paying of a bonus until recently most of the latest advocates of a sales tax have been against providing compensation for the ex-service men.

Anything that will get the sales-tax wedge in is now acceptable.

As Abraham Lincoln's common folks are so numerous, they just naturally outnumbered all the rest, it fell to them to do the fighting when the bands began to play. Many of the uncommon folks fought too and fought well, but they were a mere handful.

The common folks did the fighting because they had the fighters. And one would think the uncommon folks should do the paying because they have the dollars, but in certain quarters a strong desire seems to exist to let the common folks do most of the paying. This desire takes the form of a sales tax.

In this country we expect everyone to pay taxes according to his ability to pay—that is the great American principle. But that isn't the principle of a sales tax which would tax everything we eat and wear. A general tax on sales would tax the common folk proportionately 10 times as heavily as the rich. A "production" tax, one which taxes the manufacturer and lets him increase prices accordingly, would be no better and might be worse.

Our present system of paying for the war works out something like this. The example is cited by labor:

"Smith, let us say, has an income of \$50 a year and pays \$100,000,000 taxes. As we suppose has an income of \$2,500. In some way, not to be detailed in a short article, he spends \$1,500 and saves \$1,000.

Under the income-tax law Smith would pay \$55,540, while Jones would pay nothing, because the law grants him as a married man an exemption of \$2,500 and \$400 for each child. Under a sales tax of 1 per cent Smith would pay \$2,500, or 1 per cent on what he spent, but nothing on what he saved away. Jones would pay \$15.

This sort of explains why the uncommon folks are so strong for the sales tax, while the common Joneses are unenthusiastic.

The great sales tax argument is that the tax will be paid by the spender, which is true, but the editor of Labor points out that the poor are the best spenders in the world, because they have to spend virtually all they get in order to live.

A few months ago Congress greatly reduced the taxes on luxuries, excess profits and large incomes. If we must have more revenue to pay the soldiers a bonus, instead of raising it by a tax on consumption, we might better put the reduced taxes back. The extra burden should fall on the man who can buy luxuries and is able to bear it and not on those whose great problem from year's end to year's end is to make both ends meet.

"I suppose a sales tax," says Senator Copper "or any more special taxes which would fall upon the people of small income, no matter whether the tax is proposed to pay the bonus or for any other purpose."

NEVIN NATIONAL NEWS

Special Washington Correspondence

Washington, D. C., April 18.—The Committee on Irrigation of which Congressman Lyon is a member, has favorably reported back to the House a bill providing for the co-operative reclamation of waste lands of the United States with Federal aid. This measure includes a provision for reclaiming swamp, overflowed and cutover land, and for that reason would result in great benefit to North Carolina and the South, if enacted into a law. It proposes to create a fund of \$250,000,000 from which loans will be made by the secretary of the interior for the purposes mentioned.

Mr. Lyon and other members of the committee are enthusiastic as to the virtues of this bill, and will exert every influence to have it made a law. At a banquet held here by the United States Reclamation Service representatives of 36 states were present, and all heartily endorsed the plan and promised to work for its passage.