

FARMERS WAREHOUSE CREDIT TO EASTERN TOBACCO SECTION

Grover H. Webb, John N. Fountain and Jack Moye, Live Warehousemen, Again Form Powerful Combination For Sales Service

Grover H. Webb, an experienced and successful warehouseman, has been an associate member of this warehouse firm for several years. His reputation for integrity has grown with the years and he is widely acquainted in tobacco circles where he is recognized as one of the leading warehousemen of the Belt.

Bill Sheldon, of Buffalo Springs, Va., who made many friends on this market the past two years, will do the auctioneering again this season.

Combining his business efficiency and years of experience as warehouseman again this season with that of the other partners, will be John N. Fountain. Mr. Fountain, well known for his genial manner and straightforward dealings, is widely acquainted, which, with a sincere concern, has had a great influence on the expansion of this warehouse and the Farmville market.

Jack Moye, who has had years of experience and rendered exceptional service on the Greenville, Wilson and Farmville markets, is again a valuable member of this firm and will give a cordial hand to old friends at the Farmers this year.

The customers of this warehouse and the Farmville market as a whole, recognize the initiative and ability of these men and the market has been enhanced by their association from the beginning. They are seasoned and able warehousemen with many friends and valuable contacts among the farmers of this territory. They form a firm of popular tobaccoists who work faithfully to satisfy their customers with good sales and for the advancement of the market as a whole.

The Farmers tobacco sales firm operates two modern warehouses; No. 1 is on Wilson street, the other, which covers an acre and a quarter, is situated on South Main street near the Norfolk-Southern railroad. These were formerly known as Knott's warehouses.

Large and competent sales and office forces have been assembled by the management, who, well chosen in the beginning, have served long and faithfully at their respective posts and from the time a tobacco grower drives into the Farmers Warehouse

until he receives his check, he will find a friendly courtesy accompanying every phase of the operation connected with his sale.

Members of the clerical force include: Earl Trevathan, bookkeeper; Mrs. Curtis Flanagan, pay-off bookkeeper; H. R. Acton, book man; Roy Vandiford, floor manager for No. 1; Willie Gray Allen, floor manager for No. 2; W. M. Webb, A. P. Caton, Arnold Lancaster, Roy Roberts and John D. Dixon, weigh masters; Julian Edwards, ticket marker; Mrs. Ed Nash Warren, Mrs. E. R. Russell and Mrs. Pat Ruffin, bill clerks.

AIMS AND PURPOSES OF THE NORTH CAROLINA TOBACCO ADVISORY COUNCIL

(By W. P. Hedrick)

The economic welfare of the people of this state is essentially a question of income received from their services and investments—TOBACCO—its production, warehousing, processing and manufacture represent to North Carolina the most important source of monetary income.

Tobacco is our largest income producer. Last year, 1945, the income from this source was over 51% of our total income from all agricultural crops—more than 358 million dollars. The production, warehousing, processing and manufacture of tobacco means so much to the state that a group of interested citizens recently got together and proposed that some organization be set up to bring together the four branches of the industry for their preservation and promotion.

Hen. R. Gregg Cherry appointed a committee to study the tobacco situation and make recommendations. This committee met in Raleigh on Nov. 30 and recommended that a "North Carolina Tobacco Advisory Council" be set up within the Department of Agriculture. The Council in its recommendations felt that there should be a suitable medium for consultation and coordination on the part of representatives of all the groups dealing with the production, marketing, selling, manufacturing and processing of tobacco.

The general purpose of this group will be to sponsor and encourage the continued production of the world's finest tobaccos, through intensified research relating to soils, fertilization, cultural practices, plant diseases, entomology, seed selection and methods relating to harvesting, curing, handling, sorting and grading of tobacco. It is the feeling of the Council

that constant exchange of ideas and advice on the part of representatives of such groups is not only desirable but essential in view of the place that the production of tobacco occupies in the agricultural program of the state, representing, as I said before, 51% of the total agricultural income.

The membership of the Council consists of representatives of the farmers' organizations, representatives from our State College and Extension Service, director of the Extension Station and the Research Department of Duke University. The warehousemen are represented. Burley growers and warehousemen and what we hope will develop into a new industry in Western North Carolina, growers of Turkish tobacco. The manufacturers and processors have their place on the Council as well as the bankers and merchants.

It must be remembered that all of us have a stake in our agricultural income. The aims and purposes of the Council are to weld together these groups for the preservation and protection of the industry. The farmers have complete control over production, choice of seed varieties, cultivation and harvesting and curing. Each of these factors is important, and the Council proposes to render research programs which will promote the continued growth of the world's finest tobaccos.

Due to the great demand and competition for tobacco, buyers have been lax in their inspection and appraisal of lots of tobacco on the warehouse floors. The farmers, quick to observe this practice, have become careless in the sorting and handling of their crop. As we move from this period of strong competition and demand to more stabilized conditions, our sorting and handling program should be intensified, and farmers should be kept abreast with the changes which will affect the profitable marketing of their crop.

The warehousemen, the agent through which the tobacco is sold, has established the auction system as the medium of sale. The warehouse furnishes all facilities with which the sales are conducted as well as the auctioneer. When the sale is completed the warehouse pays the farmer, enabling him to get immediate cash for his crop. The warehouseman acts as sales agent for the producer, and as disbursing agent for the buyers.

The Council proposes to encourage the study of the sales methods of the industry with a view to improvement.

Bee hives should face the south or southeast and should not be in a heavily shaded group. A good young queen placed in the hive now will assure a strong force of workers to live over the winter.

WELCOME . . . — TO OUR STORE — Mr. Tobacco Grower!

Make our store your headquarters when in Farmville selling tobacco or shopping.

YOU WILL FIND COMPLETE LINES OF FURNITURE FOR ANY ROOM IN YOUR HOME—YOU WILL FIND US WAITING FOR YOU AT THE SAME OLD PLACE ON MAIN ST. NEAR THE BANK — FOUR LARGE FLOORS DEVOTED TO THE DISPLAY OF FINER FURNITURE FOR THE HOME.



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For Each and Every Pile Of Your Tobacco

— A SALE EVERY DAY —



GROVER H. WEBB



JOHN N. FOUNTAIN



M. J. (JACK) MOYE

Operators of the Farmers Warehouses have served the Tobacco Farmers of Eastern Carolina for the past several years and their experience in Selling Tobacco will assure your satisfaction on every load. Our First Sale Opening Day, August 19, Will Be Farmers Warehouse No. 1

No. 1 FARMERS WAREHOUSES No. 2