

TOBACCO MARKETING

Open Forum for Expressions for or Against Co-operative Marketing

MR. GIBBONS GIVES HIS VIEWS OF TOBACCO ASSOCIATION

Turbeville, S. C., May 24, 1922.

My Dear Mr. Editor, please allow me space in the dear old Manning Times for a few words in reference to the Tobacco Growers Association. I find there is two sides to that question. Some say one side is right and others say this way is right. Then how may I know which of the two is right, one thing I do know one of the two is wrong. Look our boys there is something dead up the branch and we farmers are below on the stream, subject to come in contact with all the stink and filth of the dead thing as it comes down the stream, this has been our lot all down the time of times, for we have a lot of soft handed dead beats who are always looking for an easy job at a high salary, at the expense of the poor farmers, when they want to make a deal, oh how they love the farmers, they come to us with tears in their eyes, boys the wolf can put on the sheep skin but he can't the hoof, so look out for the claws on his feet, behold the alliance the grange the farmers union the cotton growers association and last but not least here comes the Tobacco Growers Association, now tell me please how much we farmers have been benefitted by any order or association that has been presented to us we came out minus our dues and acceptance, fees, while a few got the pie. We came out at the little end of the horn, while the pie men got the head, hide and all, the rest so in my opinion there is a plenty of members in the Tobacco Association to carry it on to success. So talk less and do something. Let's have less talk and more side. By the way I want to thank Mr. R. D. Cothern for his grit in coming out like a man in the open and defending his side of the case. Hold the fort Cothern for we are coming. There is a scare crow hung up like this can't sell your Tobacco out side the association. You know boys many a fine corn silk winds up with a nubbing in the fall and that scare crow is filled with husk or sorry straw for there is very little rain in a wind cloud. So let's do all we can to raise good tobacco, the very best we can, this year, and we will have no trouble in selling that kind of weed and again when will the Tory faction or there offspring stop tryin gto steal our freedom from us. We have financial and political enemies who are always going to take advantage of us as farmers, but so far as the association is concerned the first January 1923 will tell the tail. So take due notice thereof and govern yourselves accordingly.

W. E. Gibbons

COMMENTS ON MR. STONE'S ANSWERS TO GREENVILLE

Notice in the News & Observer, of May 15, 1922, Mr. James C. Stone, President and General Manager of the Burley Tobacco Growers' Association has purported to answer

Common Sense About Eczema and Eruptions!

There's Something About S. S. S. that You'll Be Glad to Hear.

It might just as well know it right at the cause of skin eruptions, eczema, blackheads, boils and so on, it is in the blood. There is no getting away from it. Science has proved it. You can prove it. You can prove it on the cause of skin troubles and on this in the blood, it isn't common sense to simply treat the skin. The use of S. S. S. will prove to you that it is happening in your blood. S. S. S. is a scientific blood cleanser. It drives out the impurities which cause eczema, rash, pimples, boils, blackheads, freckles and other skin eruptions. When these impurities are driven out, you can't stop several very nice things from happening. Your lips turn naturally rosy. Your eyes sparkle, your complexion clears. It becomes beautiful. Your face looks like that of a young man, or if you are a woman, your complexion becomes the real kind that no woman would go without. S. S. S. is a powerful body-builder. It builds new and more blood. That's why it fills out sunken cheeks, thin limbs, helps get you back to your normal weight. It costs only 50 cents. S. S. S. is all drug stores, in 25 cent sizes. It is the most economical.

S. S. S. Give You An Angelic Skin!

Common sense to simply treat the skin. The use of S. S. S. will prove to you that it is happening in your blood. S. S. S. is a scientific blood cleanser. It drives out the impurities which cause eczema, rash, pimples, boils, blackheads, freckles and other skin eruptions. When these impurities are driven out, you can't stop several very nice things from happening. Your lips turn naturally rosy. Your eyes sparkle, your complexion clears. It becomes beautiful. Your face looks like that of a young man, or if you are a woman, your complexion becomes the real kind that no woman would go without. S. S. S. is a powerful body-builder. It builds new and more blood. That's why it fills out sunken cheeks, thin limbs, helps get you back to your normal weight. It costs only 50 cents. S. S. S. is all drug stores, in 25 cent sizes. It is the most economical.

the questionnaire presented by the Greenville Tobacco Board of Trade. In Mr. Stone's answer he advises that 50 per cent of the burley crop pool has been sold. He also says that the farmers were advanced about 35 per cent of what the tobacco will sell for at the time they finish selling. They claim to advance the farmer between 7 1-2 to 8c at the time the tobacco was delivered, and according to his statement the farmer will get about 22 to 23c for his crop.

We are reliably informed the outside tobacco sold at auction brought \$22.66 for 74,162,931 pounds. We have understood that the various speakers from Kentucky claim the pool will pay the farmers from 5 to 6c a pound more for their tobacco than the tobacco sold for on the loose leaf floors. Mr. Stone also makes a statement that he is handling tobacco for the pool for a total cost of forty and one mill per 100 pounds actual operating expenses. This operating expenses, includes all receiving plants managements, including common labor, salaries of graders, and general office expense, including salaries, but does not include the cost to the farmer in payment for the real properties which are being used for receiving plants, which will be about 1c per pound per year.

Judging from Mr. Stone's own statement figuring the 120,000,000 pounds at 40c per 100 will give him an income of \$480,000.00. Does Mr. Stone mean to tell the business men and warehousemen in the state of North Carolina that he has operated these warehouses at this cost when they claim they have cost \$7,000,000.00 worth of warehouses in the state of Kentucky, which interest at 6 per cent would be \$420,000.00, and additional taxes and insurance which would certainly amount to as much as \$2.00 per 100 or \$140,000.00. The actual cost for handling tobacco as per his statement at 40c per 100, or \$480,000.00 plus 1-4 the value of the \$7,000,000.00 worth of warehouses would be \$1,750,000.00 making a total expense to the farmer of \$2,810,000.00 which is to be paid out of the proceeds of the sale of the 120,000,000 pounds of burley tobacco pooled by the Tobacco Growers Association, or 10 to 11 per cent of the sale of the tobacco at 22 to 23c per pound, the figures that he expects to receive.

Granting they have pooled 120,000,000 pounds of tobacco and they sell this tobacco at a 23c average you will see it takes about 10 per cent of the cost of the tobacco to pay for the use of the warehouses, salaries and other expenses.

Following the present auction system the farmers pay 2 1-2 per cent commission, 10c per 100 for weighing, and a auctioneer's fee of not over 25c per pile. At this rate for tobacco averaging 25c on the warehouse floor the farmer would pay from 3 1-2 to 3 3-4 per cent for selling his tobacco, thus saving from 6 to 6 1-2 per cent and the interest on the money by selling his tobacco at auction than by the system used by the Burley association of the tobacco growers. Do the farmers of Eastern North Carolina want to change the present system to the system now used by the Burley Tobacco Growers Association, which according to their own statement will cost them from 2 1-2 to 3 times as much to sell their crop and wait for an unlimited time before receiving their money?

Mr. Stone also tells us he only has about 20 per cent of the common tobacco outside of the greens. We think Mr. Stone should be absolutely fair with you and tell you exactly the amount of green tobacco he has and what he paid the Directors of the association to acquire this tobacco.

Mr. Stone advises the farmers that after they once place their tobacco in the pool the tobacco entirely loses its identity and they are to accept the grade these graders put on this tobacco and the price these salesmen accept for this tobacco regardless of whether or not they want to sell. The proceeds of the sale after the entire pool has been disposed of will be paid to the farmers, less the current expenses, which according to his statement will amount to more than 10 per cent of the actual price of the tobacco. Wilson Tobacco Board of Trade.

THE BUSINESS OF TOBACCO WAREHOUSESES HAS BEEN THE RESULT OF SERVICE

The marketing of tobacco for the past half a century has been one of gradual growth. Constant changes, the addition of newer and more improved methods and more progressive

Put Your Starting Battery Problem Up to Us

We have the solution. Ask us about our free testing service—it's insurance against many battery troubles.

Godwin and Woodruff
Summerton, S. C.

G. C. COOPER,
Licensed
Optometerist
EYES
Carefully Examined,
Glasses Fitted, Broken
Lenses Duplicated.
Satisfaction Guaranteed.
SUMTER, S. C.

ideas, have made the warehouse business an efficient selling system of service to the entire community.

The marketing of tobacco has never been a business of ease and comfort as some would have us believe. Each decade has had its quota of failures as in other lines of business. Warehouses and markets with obsolete methods that failed to keep abreast of the community, have had to give way to others that were better prepared to render a public service.

The growth of the warehouse business in Danville has been gradual but slow, assets have increased in order to take care of the demands of the market, but the percentage of increase of assets and incomes for years past has been only a fraction of the unprecedented increase in values of farms and farm crops of this section.

The Auction Sale Warehouses have never been without opposition. Visionary reformers have always played upon the credulity of tobacco farmers and one campaign of opposition and misrepresentation has only given way to make room for a succeeding one.

In all sections of the tobacco belt for months past the supposed defects and evils of the present system have been manufactured and magnified, while the tobacco farmers have been told that by growing a large crop of tobacco and refusing to sell it at auction, they may become rich, live in ease and luxury, and have a golden stream continually pouring into their pockets.

The Warehouses Have No Fight With The Co-operative Movement

The Warehousemen are making no fight against the co-operative movement—This is a matter for the individual farmer. Each and every farmer has the right to join any movement he desires or market his tobacco in any way he chooses.

It is also the privilege of the individual warehouses, jobbers and buyers of tobacco to join in this movement, as they have done in some sections of the tobacco belt.

We do not deny that there are many adverse circumstances confronting the marketing of tobacco, yet with those who have made a study of the business for years past, we believe that the best way out of the present difficulty is through an agency that already exists—The present Warehouse System—one that has served successfully for half a century. The present system requires no favored legislation no political or social revolution. It builds up instead of tearing down.

For these reasons the Danville Warehouses prefer to stay out of the co-operative movement, believing that we can render a greater service and be of greater benefit to the entire tobacco section, by handling tobacco as we have in the past—Selling at auction on the warehouse floor, where the big tobacco buyers of the world will bid competitively for your tobacco—you receiving cash for your crop the day it is sold. Season for 1922-23 opens October 2nd.

Danville Warehouse Co.
(Signed): Acree's, Union, Planters, Banner, Hollands, Central.
—Danville Register of May 14.

IMPERIAL TOBACCO COMPANY THREATENS TO WITHDRAW

Danville, Va., May 19.—Declaring for the "open shop" principle, a group of citizens of South Boston have purchased Independent Warehouse, which was recently sold at auction, and have announced that auction sales will be conducted in it during the coming season.

This will destroy the "100 per cent pool" arrangement which was seen when the Tobacco Growers' Association leased all warehouses except the Independent, which was closed, it is said.

The building brought \$35,000. It is reliably understood that the Imperial Tobacco Company, which has a plant at South Boston, became greatly concerned over the prospect of no auction sales, and threatened to withdraw from the local field. The action taken by the citizens in buying in the warehouse is said to have had conciliatory effect. The motive in obtaining the warehouse is said to have been for the purpose of giving growers who have not signed the pooling agreement an opportunity to sell at auction there, instead of coming to Danville. —From Baltimore Sun and Wilson, N. C. Times of 19th.

FARMER JONES WRITES

I will thank you to publish this letter for me:

I am astonished at the Cooperative Association securing the services of all the pin-hookers as graders for our tobacco. Our chief reason for joining was to get rid of him.

Wonder what will happen next? I am in it now and still have my pin-hookers but, believe me, if I can get out of this mess when I sign my name to another pool contract, rosters will lay eggs and hens will have teeth. No more California lawyers' pie wagon for me with promise of luxury and a continuous stream of over-flowing gold as has been pictured to us by some of our associations organizers and solicitors.

Brother pooler, look out for overhead expense and keep your eyes open, for there is a big pin hooker day coming in our association and our auction sale boys will be rid of him and we will wish we could sell our tobacco at auction, get all our money the day we sell, and go home free from bondage.—Danville Register.

Farmer Jones,
Hale Ford, Va.

ASKS FOR INFORMATION

Editor Danville Register,
Dear Sir:

Please publish this letter for me: As a farmer of many that has not signed the pool contract, I want to ask, for information through your paper, where is there a farmer that has got a job with the pool? It looks to me like the thing has gotten out of the hands of the farmer before it starts, and into the hands of the banker and the highups and the warehouseman. Now I hear that they have employed every pin-hooker on the Danville, Virginia market to grade and price all the tobacco. I

thought they wanted to get rid of the pin-hooker. So if this is the man you were afraid of we non-signers and all our friends had better stay out and sell our tobacco at auction this time and not be bothered with him as the pool has gotten them all.

A Farmer.
Boxboro, N. C., Rt. 3.

MORE MONEY FOR THE POOLED TOBACCO CROP

The following special dispatch from Frankfort, Ky., appeared in the Louisville Courier-Journal of Wednesday: Frankfort, Ky., May 16.—A report made here today by W. C. Hanna, Commissioner of Agriculture, shows that the Burley Co-operative Tobacco Marketing Association received a materially higher average price for its tobacco than did the owners of the burley tobacco that was sold independently.

The report is for 1921 tobacco sold up to March 1, about the time that the independent loose leaf houses were closed. The figures on the pooled tobacco were 20,675,455 pounds for \$5,995,951.54, or an average price of \$29 per hundred pounds. A contrast is shown by comparing the independent figures, which were 49,837,048 pounds for \$10,588,579.16, or an average of \$21.24.

Approximately 40,000,000 pounds of the association tobacco has been marketed since March 1, according to Mr. Hanna, at prices "well above" those obtained for tobacco independently sold.

Future reports made by the Commissioner of Agriculture will not include the tobacco sold by the co-operative association, it was said, because it is not sold at auction.

This would seem to be a pretty conclusive answer to the people who have been claiming that co-operative selling had proved a failure in Kentucky.

In the same issue of the Courier-Journal a special dispatch from Lexington, Ky., reported that the members of the Burley Tobacco Growers' Co-operative Association will all receive their money today, Saturday, this being the second distribution of checks for the pooled sales of the last crop.

A dispatch from Hopkinsville, Ky., in the same issue of the Courier-Journal told of the progress being made in the effort to form a Dark Tobacco Growers' Co-operative Association. In fourteen school districts on last Tuesday pledges were received for 4,690 acres, leaving but 2,985 acres in these districts unsigned.

LOOKOUT ASKED FOR NEW WEEVIL IN MISSISSIPPI

A weevil has been found in Stone County, Mississippi, in considerable numbers, which is injurious to potato, tomato, and turnips. Southern entomologists are especially requested by the United States Department of Agriculture to keep a sharp lookout for this species. It seems to be identical with *Desiantha nociva* Lea, known in Australia as the tomato weevil. It is about one-third of an inch long, dull gray in color, and bears on the wing-covers a pale V-shaped mark. It has been known in Australia since 1908, and does much damage. The larvae feed upon the plants at night, hiding underground during the day.

The State entomologist for Mississippi is trying to find out how far this weevil has spread, and the Bureau of Entomology is actively co-operating.

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Cures Malaria Chills and Fever, Dengue or Bilious Fever. It kills the germs.

DISCHARGE NOTICE

I will apply to the Judge of Probate for Clarendon County on the 19th day June, 1922 at 11 o'clock A. M. for Letters of Discharge as guardian for Beulah Hicks, now Beulah Hardy, formerly a minor.

Charlton DuRant,
Guardian.
Manning, May 16, 1922.

NOTICE OF DISCHARGE

I will apply to the Judge of Probate for Clarendon County, on the 29th day of May, 1922, at 11 o'clock a. m. for Letters of Discharge as Guardian for Lucille Johnson, formerly a minor.

William Johnson,
Guardian.
New Zion, S. C., April 26, 1922.

CITATION NOTICE

The State of South Carolina, County of Clarendon.

By J. M. Windham, Probate Judge: Whereas Home Bank & Trust Company made suit to me to grant them Letters of Administration of the Estate and effects of Theodora Sheriff.

These are, therefore, to cite and admonish all and singular the Kindred and Creditors of the said Theodora Sheriff deceased, that they be and appear before me, in the Court of Probate, to be held at Manning on the 22nd day of May next, after publication hereof, at 11 o'clock in the forenoon, to show cause, if any they have, why the said Administration should not be granted.

Given under my hand this 9th day of May, Anno Domini, 1922.

J. M. Windham,
Judge of Probate.

CHICHESTER'S PILLS

THE DIAMOND BRAND

Best of Ask your Druggist for Chichester's Diamond Brand Pills in Red and Gold metallic cases, with the Blue Ribbon. Take one or two of these Druggist. Ask for CHICHESTER'S PILLS IN RED AND GOLD METALLIC CASES. Sold by Druggists Everywhere.

THURSDAY JUNE 8TH

We are now ready to announce the OPENING date of our

Extraordinary Composition Sale

which will take place at our old stand, 33 South Main Street Sumter, S. C., Thursday June 8th.

We have no doubt that the many friends who have been doing business at THE BATTERY for the last seven years, will now take advantage of the opportunity in obtaining their requirements in dependable merchandise at BANKRUPT Prices.

We have a very large stock, over \$40,000 worth of staple merchandise overcrowding our floor space to the utmost capacity, and we must of necessity reduce the stock in order to be able to do business, hence, we have employed the very sharpest instruments in slashing the prices so that it will move.

Everything in the store, thousands upon thousands of items have been placed on the slaughter counters and racks, at the mercy of the almighty dollars. There will be no backsliding or retreating from the onslaught of the grim, relentless and overpowering advance of necessity. Everything must go. Every article must move, the the prices of every item has been cleanly shaved to the core.

We are mailing to every household within a radius of 50 miles, a descriptive circular. If you did not get it, please write us, phone us or call for it at the store and you will get one. It will be worth your effort.

The offer we are making to accept in settlement for all accounts owing us at the same rate we have settled with our creditors, will stand open till the first of August next.

Remember the Opening date, Thursday June 8th. Everything will be ready on that date.

THE BATTERY

33 S. Main St.,
SUMTER, S. C.

Look for the YELLOW Front.