

THE E. S. C. QUARTERLY

VOLUME 7, NO. 3-4

SUMMER-FALL, 1949

Merchandising Set New Record in North Carolina Last
Year, Retail and Wholesale; History of Development



One of North Carolina's many fine and modern department stores (see inside cover)

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Employment Security Commission of North Carolina

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EMPLOYMENT SECURITY COMMISSION OF NORTH CAROLINA

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Informational Service Representative

Cover illustrations represent typical North Carolina industries or business activities under the Employment Security Program.

Cover for Summer-Fall, 1949—North Carolina has an abundance of group department stores, operated by native sons. Among these are Belk, Efrid, Ivey. In variety stores, Rose leads the field. Many other department, variety, food and other types originated and are operated in the State. Picture shows the remodeled and modernistic front of the Ivey Department Store in Charlotte. See articles in this issue on all merchandising groups.

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NOTE: Articles not credited with By-Line, were written by M. R. Dunnagan, editor, with cooperation of firm members.

MERCHANDISING IN STATE

Merchandising in North Carolina is big business. Both wholesale and retail trade has developed and expanded in the State to keep pace with the ever growing demands of the State's citizenship for more and better merchandise. Retail trade exceeded \$2,-137,000,000 during the fiscal year ended last June 30, and the North Carolina Department of Revenue does not claim that these figures tell the complete story. Much trading does not go on the records. But the retail trade produced through the 3% sales and use tax more than \$40,000,000 in taxes, which is the largest single item in the revenues which keep the State's governmental machinery in operation. The revenue reports show that 59,995 active merchants in the State at the end of 1948 were collecting and reporting sales taxes.

Wholesale distributors, numbering several hundreds, handle business which amounted to more than \$1,290,000,000 in the fiscal year ended last June 30. These figures include the business done by eight wholesale drug firms which have an average age of more than 54 years, the oldest having been in operation for more than 80 years. The wholesale distributors have a heavy investment in plant and merchandise and distribute large sums in payrolls in the State.

North Carolina has a few men who are merchandising geniuses. Three of these, W. H. Belk, J. B. Efrid and J. B. Ivey, all of Charlotte, have developed huge department store firms which cover this State and have overflowed into many other states. Another is P. H. Rose, Henderson, who has developed a vast variety store organization that covers several states. This State also has many other merchants who have established group or chain stores in these and other lines of merchandising which not only reflect credit upon the State, but also are important cogs in the State's business structure.

Many nation-wide chain stores of various types have numerous units in North Carolina. These chain stores purchase many millions of dollars worth of their merchandise, distributed through their units throughout the nation, from North Carolina manufacturers and producers. These items include cigarettes and other tobacco products, textiles, hosiery, clothing, furniture, novelty items and food, feed and other items produced on North Carolina farms.

This issue contains articles dealing with the early days of merchandising in the State, the extent of wholesale and retail trade at present, activities of various wholesale and retail organizations, in addition to many items about outstanding or characteristic mercantile firms doing business in North Carolina, those originating within and outside the State.

Efforts have been made to give as complete a picture of wholesale and retail trade in the State as possible. Numbers of firms have been given space. Many others could just as well have been included. Many heads of firms have been contacted in securing information, either by personal visits or by letters. Most have responded gratefully. Others have failed to respond to requests and a few have declined. The results give a fairly complete picture of merchandising in North Carolina.

Kendall Reappointed; New Members: Integrate Services

Col. Henry E. Kendall, filling out three years of the unexpired term of Col. A. L. Fletcher as chairman of the Employment Security Commission, was reappointed by Governor Scott for a four-year term expiring June 30, 1953. He and other appointees were administered the oath of office in Governor Scott's office August 1 by Associate Justice M. V. Barnhill.

Dr. Harry D. Wolf, State University professor, who had been a member since reorganization of the Commission as of July 1, 1941, as a representative of labor, was reappointed to a four-year term as a representative of the general public. As such, he succeeded S. Buxton Midyette, Jackson, who finished the unexpired term of Judge C. E. Cowan, Morganton, resigned. Mrs. Quentin Gregory, Halifax, was appointed as a representative of the general public, succeeding Mrs. W. T. Bost, Raleigh, who had resigned. Bruce E. Davis, Charlotte, assistant State director of the CIO Organizing Committee, began a four-year term representing employees, taking the place of Dr. Wolf.

Three of the members were appointed two years ago to four-year terms and will continue to serve until 1951. They are R. Dave Hall, Belmont, a member since 1941, representing employers; Charles A. Fink, Spencer, president of the State Federation of

Labor (AFL) and representing employees, also a member since 1941; and Marion W. Heiss, Greensboro, who succeeded, in turn, Senator R. Grady Rankin, Gastonia, and T. Clarence Stone, Stoneville, as employer representative.

One important step taken by the Commission at its meeting that day, in addition to routine matters, was adoption of a resolution providing for complete integration of the services performed by the Commission through its two principal divisions, Employment Service and Unemployment Compensation, particularly in the 65 local, branch and divisional offices in 54 communities of the State.

Under earlier practices of the Commission the local office manager was responsible for all functions of both divisions. When the Employment Service was loaned to the Federal Government January 1, 1942, for the war period, as was the case in all states, it became necessary to set up a separate Unemployment Compensation Division staff in each office to handle the claims load. Since the return of the Employment Service to the Commission in November, 1946, separate operations have been carried on in local offices, although some of the Central Office functions were integrated.

The new integration program, similar to steps taken by other states since the war, means that a

Pictured are members of the Employment Security Commission of North Carolina in the entrance of the Caswell Building, home of the Central office, August 1, following administration of the oath of office to Chairman Kendall and Dr. Wolfe, reappointed, and Mrs. Gregory and Mr. Davis, new appointees. Members are, left to right, Bruce E. Davis, Charlotte; Dr. Harry D. Wolf, Chapel Hill; Chairman Henry E. Kendall; Mrs. Quentin Gregory, Halifax; Marion W. Heiss, Greensboro; Charles A. Fink, Spencer, and R. Dave Hall, Belmont.

(Photo by Robert M. du Bruyne)



manager in the local offices will be responsible to the Commission for all local office functions. It will provide for the interchange of personnel in any of the local office functions, as demanded by work load, by shifting personnel from one activity to another. This step is taken to eliminate divided responsibility, thus promoting smoother operations.

Biographical sketches of the two new members of the Commission, similar to sketches of other members in earlier issues, follow:

MRS. QUENTIN GREGORY

Mrs. Quentin Gregory, Halifax, native of Reidsville and formerly Miss Nelle Haynes, is a housewife and mother, but has also found time for an active life in civic, educational, religious and patriotic organizations.

After finishing high school at Reidsville, she attended Woman's College of the University of North Carolina at Greensboro, and then entered the teaching profession. She taught for three years, two in Halifax, and it was then and there that she met and married Mr. Gregory, for many years president of the Bank of Halifax and brother of the late Senator Edwin C. Gregory, of Salisbury.

She became the mother of six sons, one of whom lost his life in action in World War II. The others range in age from 15 to 27 years. Because of her interest in her children and also in teaching she became active and interested in the work of the Halifax Parent-Teacher Association.

For 15 years Mrs. Gregory was a member of the Halifax County Board of Public Welfare, serving as chairman of this board for five years. For two years she was chairman of the Halifax-Weldon Chapter of the Red Cross. She has also been active and interested in the work of the Halifax Garden Club and served for two years as district director of the North Coastal Plain District of the Garden Club organization.

Since 1938, for 12 years, Mrs. Gregory has been a member of the board of trustees of the Confederate Women's Home at Fayetteville, and hopes that she will be able to continue on that board. In 1948 she was elected president of the North Carolina Division, Daughters of the Confederacy, to which position she was re-elected in October.

Throughout her mature life Mrs. Gregory has been an active member of the Episcopal Church and the Woman's Auxiliary of the church, having served for three years as district director of the Edgecombe District Woman's Auxiliary of the Episcopal Church.

And, as if Mrs. Gregory did not have enough to do, she admits that she has two very well-developed hobbies: birds and flowers.

BRUCE E. DAVIS

Bruce E. Davis, 53, native of Whiteville, attended the Whiteville high school and did odd-time work on his father's farm on the outskirts of Whiteville. As he approached majority, he worked for spark plug

(Continued on page 105)

PRICE DEPUTY COMMISSIONER



BROOKS PRICE

As a step toward making effective the plan for complete integration of all local office functions of the Employment Security Commission, as described in the accompanying article, Chairman Kendall announced that Brooks Price, Charlotte, field representative of the Commission, had been selected to assist in this program with the title of Deputy Commissioner.

Mr. Price came to Raleigh August 15 to take part in working out procedures for this integration of services

and to participate in training in preparation for its becoming effective September 1. He will spend much of his time reviewing local office operations in the field.

Joining the agency as field representative May 3, 1937, Mr. Price was assigned to work in several counties, an area that was reduced to Mecklenburg County, due to the heavy business of that county. He has rated "excellent" practically all of the time since he started.

Native of Union County, Mr. Price graduated from Wesley Chapel High School, Monroe, attended Strayer's Business College in Washington in 1921 and in 1922-23 studied law at Washington University. In 1931-32 he was an officer in the U. S. Capitol Police in the House Gallery in Washington.

As a youth Mr. Price worked in his father's store, later worked for a wholesale firm in Washington and for the Ford Motor Co. in Charlotte. During World War I he served in the 113th Field Artillery, 30th Division. He married Miss Mary Louise Brooks, of Pitt County, who died in 1944, and has one daughter, Dorothy Brooksyne, aged 12. He is a Methodist and served as Sunday School superintendent for several years.

Mr. Price operated a general store at Weddington, Union County, for 12 years, during which period he was engaged in farming. Also during this period he served as a Justice of the Peace for 12 years.

In 1936, Mr. Price was nominated and elected representative of Union County in the N. C. General Assembly. It was in the 1937 session that he introduced a bill providing for free textbooks for all public school children in North Carolina. This bill was modified and enacted, but its provisions have all been adopted by subsequent sessions.

As a legislator, he was a member in December, 1936, of the special session of the General Assembly, called for the special purpose of enacting an Unemployment Compensation law, establishing the Employment Security Commission (then the Unemployment Compensation Commission) and consolidating the North Carolina State Employment Service as one of the two main divisions with the Unemployment Compensation Division under the Commission—divisions he is now assisting in getting closer together.

N. C. Retail Trade Exceeds Two Billion Dollars a Year

Retail trade in the aggregate is big business in North Carolina. During the last fiscal year gross retail sales passed the two billion dollar point for the first time. In the fiscal year ended last June 30, retail sales reached \$2,137,223,018. This is 1.45 percent above the \$1,998,536,457 in retail sales for the preceding fiscal year which ended June 30, 1948.

Wholesale trade in North Carolina is also big business, amounting to \$1,290,188,180 in the last fiscal year. This shows an increase of 1.03 percent over the preceding fiscal year, 1947-48. These figures are arrived at by blowing up the sales tax of 1/20 of one percent on wholesale sales, and do not include a relatively negligible amount of non-taxable wholesale sales. The sales tax on wholesale sales amounted to \$645,094.09 for the fiscal year ended last June 30, as compared with \$588,175.21 for the preceding fiscal year, 1947-48.

The gross sales in retail trade shown above include both the taxable and non-taxable sales, as reported to the Department of Revenue by the active retail merchants in the State on their monthly reports, along with the amount of their sales tax collections. These sales tax collections for the fiscal year ended June 30, last, amounted to \$38,469,140.01, which is an increase of \$1,318,840.71, or 3 percent, over the \$37,229,454.49 collected in the preceding fiscal year, 1947-48.

The gross retail sales tax shown above does not include the Use Tax of 3 percent, which is a tax collected on purchases made by North Carolinians outside the State, usually mail order business, as reported and paid by mail order houses. This tax for the fiscal year ended last June 30 amounted to \$1,330,141.71, thus representing sales valued at \$44,338,057. This was slightly larger than in the preceding fiscal year.

Nor do the retail sales tax figures include motor vehicle use tax, which, in the last fiscal year, amounted to \$231,241.04. Since there is a limit of \$15 on the 3 percent sales tax collected on motor vehicles, and other purchases (even if the value is above \$500), this means that more than 15,416 motor vehicles were purchased outside the State during the last fiscal year and the \$15 tax paid when the owner applied for a license. And, if the average cost per car or truck purchased outside the State last year was \$1250 (only a few of the popular priced cars sell for less than \$2,000, but the bulk of these sales were used cars) then it means that North Carolina dealers lost their profits in handling something like \$20,000,000 worth of motor vehicles.

All sales taxes, including retail, wholesale and use taxes in North Carolina amounted to \$40,675,515.85 during the fiscal year ended last June 30, or an increase of 3.35 percent over figures for the preceding fiscal year, 1947-48. The Department of Revenue, however, does not claim 100 percent collections, and the official expression is "as reported monthly on

sales tax report forms". This applies also to the figures on gross sales, which includes both taxable and non-taxable sales. The actual amount could exceed appreciably the \$2,137,223,018 reported as gross sales.

The Department of Revenue reports that 59,068 active merchants were operating in the State at the beginning of the present fiscal year, July 1, 1949, as reported. It also shows the numbers of merchants by counties, their gross sales and the sales tax collected by counties. It gives the amount of sales tax collected in cities of more than 10,000 population, this list including 27 of the larger cities of the State. Another analysis shows the retail sales and use tax and, separately, the wholesale tax, all by types of business for the past fiscal year. These analyses are shown below.

ANALYSIS OF SALES AND USE TAX COLLECTIONS AND GROSS RETAIL SALES BY COUNTIES FOR FISCAL YEAR JULY 1, 1948 THROUGH JUNE 30, 1949.

County	Active Merchants July 1, '49	Gross Collections	Gross Retail Sales
Alamance	1253	\$ 791,342.31	\$ 40,869,277
Alexander	172	57,694.26	3,454,306
Alleghany	98	27,380.44	1,593,969
Anson	350	156,339.66	9,408,827
Ashe	316	68,904.77	4,649,741
Avery	188	34,343.20	2,114,452
Beaufort	713	305,811.86	18,120,266
Bertie	395	124,206.38	7,543,765
Bladen	385	138,792.54	9,056,060
Brunswick	309	41,669.25	2,412,305
Buncombe	1826	1,696,965.16	87,932,390
Burke	558	277,655.42	14,431,198
Cabarrus	1060	740,592.46	37,882,508
Caldwell	632	282,627.03	14,349,220
Camden	66	7,773.63	413,892
Carteret	441	189,242.42	10,941,804
Caswell	186	34,661.12	2,425,492
Catawba	940	651,572.22	34,488,147
Chatham	365	145,587.52	7,793,409
Cherokee	288	96,338.17	5,409,531
Chowan	200	97,466.06	4,890,145
Clay	64	9,037.73	755,121
Cleveland	756	519,471.66	27,845,493
Columbus	777	312,970.93	17,061,607
Craven	698	433,371.24	23,032,498
Cumberland	1046	958,183.71	51,088,012
Currity	109	16,306.32	985,632
Dare	127	37,063.48	1,765,325
Davidson	914	450,235.44	28,271,497
Davie	207	76,984.54	4,357,902
Duplin	633	200,654.48	10,803,929
Durham	1425	1,571,153.81	80,759,597
Edgecombe	704	450,399.39	24,192,838
Forsyth	2087	2,097,492.62	97,223,643
Franklin	430	138,424.39	8,424,848
Gaston	1619	1,003,889.04	59,525,349
Gates	140	28,059.16	1,403,940
Graham	66	29,358.96	1,830,443
Granville	331	178,378.64	10,239,252
Greene	181	58,366.30	3,433,674
Guilford	3045	2,872,461.13	151,725,343
Halifax	954	495,408.67	27,605,072
Harnett	651	327,014.83	18,347,269
Haywood	484	282,885.20	15,092,914
Henderson	465	270,913.96	16,164,976
Hertford	319	156,582.50	7,671,042
Hoke	144	62,432.71	3,973,689
Hyde	121	15,819.61	1,045,289
Iredell	873	482,163.11	26,735,379
Jackson	201	81,953.17	5,467,989

County	Active Merchants July 1, '49	Gross Collections	Gross Retail Sales
Johnston	961	410,752.51	22,614,369
Jones	126	26,278.68	1,807,534
Lee	421	280,379.64	15,366,274
Lenoir	766	486,915.05	27,272,335
Lincoln	368	184,332.15	10,019,407
Macon	196	95,152.36	4,336,000
Madison	201	63,837.76	3,932,997
Martin	392	174,742.06	9,935,363
McDowell	323	172,914.22	10,452,973
Mecklenburg	3169	4,211,613.84	209,431,852
Mitchell	222	74,113.07	4,463,075
Montgomery	305	108,705.78	6,389,430
Moore	577	243,889.53	13,795,474
Nash	856	600,696.06	30,674,216
New Hanover	1483	1,154,323.44	52,484,479
Northampton	373	96,794.47	6,371,703
Onslow	426	199,183.81	11,985,876
Orange	391	237,124.47	12,476,538
Pamlico	156	21,171.03	1,590,531
Pasquotank	492	299,481.33	15,213,643
Pender	265	50,932.65	3,229,120
Perquimans	166	56,482.33	2,855,964
Person	363	179,368.20	9,585,828
Pitt	977	566,512.36	29,997,437
Polk	157	48,533.07	3,383,189
Randolph	743	336,673.99	20,196,717
Richmond	640	333,087.21	18,826,821
Robeson	1107	568,629.79	30,750,701
Rockingham	1137	503,030.98	27,228,523
Rowan	1242	775,359.04	47,581,392
Rutherford	731	299,570.26	17,066,493
Sampson	751	226,072.24	12,155,725
Scotland	334	169,274.65	10,097,111
Stanly	588	304,068.76	16,529,331
Stokes	253	50,831.34	3,821,175
Surry	793	478,783.17	23,824,813
Swain	120	46,994.63	2,559,000
Transylvania	198	98,485.98	4,990,269
Tyrrell	86	17,944.18	1,049,349
Union	563	278,089.13	18,576,059
Vance	510	328,571.86	18,467,415
Wake	1969	2,082,362.46	109,346,536
Warren	296	115,574.63	7,402,152
Washington	209	82,958.02	4,583,330
Watauga	206	85,360.30	4,657,216
Wayne	1074	696,004.34	36,436,431
Wilkes	662	239,242.32	11,732,947
Wilson	866	520,177.26	26,147,435
Yadkin	287	75,936.62	4,054,167
Yancey	186	41,050.24	2,726,596
Foreign	583	2,061,609.93	89,739,441
Branch Agency Collections			
Use Tax on Mtr. Vehicles		231,241.04	
Total	59,068	\$40,675,616.85	\$2,137,223,018
Total Collections for 1947-48			\$39,356,776.14
Net Increase: 1948-49 over 1947-48			1,318,840.71
Percentage of Increase			3.35%

ANALYSIS OF SALES AND USE TAX COLLECTIONS AND GROSS RETAIL SALES REPORTED BY TYPES OF BUSINESS FOR FISCAL YEAR JULY 1, 1948, THROUGH JUNE 30, 1949.

Type of Business	Gross Collections	Gross Retail Sales*
APPAREL GROUP		
Boot and Shoe Stores	\$ 535,407.62	\$ 18,461,276
Clothing Stores—Ready to Wear	2,716,664.92	95,069,317
Furriers	4,523.10	192,327
Haberdasheries	368,395.00	12,771,529
Millinery Shops	68,197.26	2,421,330
Shoe Repair Shops	66,009.15	3,133,687
Others	68,461.07	2,397,387
TOTAL	\$ 3,827,663.12	\$134,446,853
AUTOMOTIVE GROUP		
Automobiles and Trucks	\$ 2,589,867.66	\$284,045,434
Filling & Service Stations	1,787,488.32	134,583,187
Garages—Repairs & Storage	296,648.49	14,823,120

Type of Business	Gross Collections	Gross Retail Sales*
Motorcycles & Bicycles	39,856.24	2,108,493
Parts, Accessories, Batteries, Tires, Etc.	871,900.87	36,120,834
Others	423,318.33	18,873,831
TOTAL	\$ 6,009,079.91	\$490,554,899
FOOD GROUP		
Bakeries and Dairy Products	\$ 62,436.99	\$ 3,777,188
Candy & Confectionery	124,869.76	4,597,121
Fruit Stores & Vegetable Markets	16,808.44	1,366,792
Grocery Stores and Meat Markets	2,170,233.20	346,092,785
Lunch Rooms, Roadside Inns, Etc.	467,014.46	16,807,808
Restaurants, Cafes, Cafeterias, & Hotel Dining Rooms	2,018,138.28	70,276,133
Others	9,855.39	656,565
TOTAL	\$ 4,869,356.52	\$443,574,392
FURNITURE GROUP		
Furniture Stores	\$ 2,548,642.08	\$ 91,739,259
Household Appliances	627,991.82	24,270,574
Musical Instruments, Music, Phonographs, Etc.	259,732.38	10,479,262
Industrial, Office & Store Fixtures	152,984.01	10,090,157
Others	187,795.45	7,082,199
TOTAL	\$ 3,777,145.74	\$143,661,451
GENERAL MERCHANDISE GROUP		
Department Stores	\$ 4,151,777.33	\$146,182,439
Drug Stores	1,246,132.86	65,061,269
Dry Goods Stores	715,996.59	25,053,942
Farm Implements, Supplies, Etc.	643,903.48	49,044,714
General Stores	2,924,184.52	139,914,051
Hardware, Paints, Oils, Varnishes, Etc.	1,383,751.03	56,213,111
Jewelry Stores	601,028.89	22,439,048
Leather, Leather Goods, Etc.	532.94	36,791
Machinery & Rd. B'lding Supplies	165,062.76	11,085,778
Second-Hand Goods Stores	16,459.21	570,698
Sporting Goods Stores	112,714.70	5,268,160
Variety—5 & 10 Spec. Stores	1,806,140.73	63,778,474
Others	126,272.72	5,309,380
TOTAL	\$13,893,957.76	\$589,957,855
LUMBER AND BUILDING MATERIALS GROUP		
Building and Const. Contractors	\$ 109,488.21	\$ 19,013,789
Building Hardware & Mac. Stores	44,606.34	3,193,819
Building Material Dealers	1,305,467.17	98,276,799
Electrical & Plumbing Contractors	54,205.65	2,368,006
Electrical & Plumb'g Sup. Dealers	1,295,015.50	57,552,013
Individual Property Owners	706.75	35,840
Others	68,936.89	4,630,859
TOTAL	\$ 2,878,426.51	\$185,071,125
UNCLASSIFIED GROUP		
Beauty & Barber Shops	\$ 55,173.45	2,106,520
Book Stores, Stat., School Supplies, Etc.	136,679.46	7,236,026
Cigar Stores & News Stands	796,728.08	28,925,385
Coal, Wood, Fuel and Ice Dealers	722,413.94	27,676,784
Feed Stores & Grain Supplies	87,954.64	13,513,418
Florists & Nurseries	188,204.83	6,972,389
Monuments & Tomb. Dealers	2,963.56	323,523
Mules, Horse & Cattle Dealers	18.46	1,015
Office Supplies	149,610.51	7,931,121
Undertakers & Funeral Parlors	149,520.94	6,570,230
All others not elsewhere specified	924,242.58	48,700,032
TOTAL	\$ 3,213,510.45	\$149,956,443
GRAND TOTAL RETAIL GROUPS	\$38,469,140.01	\$2,137,223,018
WHOLESALE GROUP		
Automobile and Trucks	\$ 43,797.41	
Auto Parts, Batteries, Tires, Etc.	64,490.77	
Beer	23,715.58	
Building Materials	17,030.67	
Clothing	3,669.49	

Type of Business	Gross Collections	Gross Retail Sales*
Cotton Merchant	10.00	
Drugs	10,746.69	
Dry Goods	5,659.56	
Elect. Plumb. Sup. & Equip.	40,571.78	
Furniture	14,660.71	
General Merchandise	12,834.44	
Grocery & Other Food Products...	174,926.86	
Hardware, Farm Implem. Etc.	34,450.69	
Machinery & Mill Supplies	31,112.62	
Petroleum Products	71,034.89	
Tobacco, Candies, etc.	23,220.59	
Others	73,161.34	
TOTAL	\$ 645,094.09	
USE TAX		
Use Tax	\$ 1,330,141.71	
Branch Agencies' Collections Use		
Tax on Motor Vehicles	231,241.04	
TOTAL	\$ 1,561,382.75	
GRAND TOTAL RETAIL, WHOLE-SALE AND USE TAX	\$40,675,616.85	

ANALYSIS OF SALES AND USE TAX COLLECTIONS BY CITIES WITH POPULATION IN EXCESS OF 10,000 FOR FISCAL YEAR JULY 1, 1948 THROUGH JUNE 30, 1949.

Cities	Gross Coll.	Cities	Gross Coll.
Asheville	\$ 1,508,180.44	Kinston	\$ 415,972.76
Burlington	625,226.44	Lexington	242,395.65
Charlotte	3,982,675.78	New Bern	373,079.17
Concord	372,841.03	Raleigh	1,794,876.38
Durham	1,510,871.89	Reidsville	213,874.30
Elizabeth City ...	279,406.95	Rocky Mount ...	651,575.86
Fayetteville	889,407.78	Salisbury	595,847.65
Gastonia	682,112.33	Statesville	350,091.78
Goldsboro	541,377.38	Shelby	345,934.60
Greensboro	2,015,160.05	Thomasville	137,681.58
Greenville	347,153.32	Wilmington	1,086,707.03
Hickory	483,747.91	Winston-Salem ...	1,921,269.49
High Point	705,463.90	Wilson	430,079.40
Kannapolis	393,028.30		
TOTAL			\$22,896,039.15

*Total taxable and non-taxable sales as reported monthly on sales tax report forms.

Trading Paths, Packs, in Early Merchandising in State

By WILLIAM S. POWELL, *Researcher, N. C. Department of Archives and History*

There is one phase of merchandising not only in North Carolina but throughout most of the United States which has changed but little during the past 100 years or more. That is the country store. While our churches, schools, and family life have been acted upon by, and reacted to, "progress" many of our country stores have gone along doing business very much as they did in the days of our great grandfathers or earlier. Some, to be sure, have added electric lights, but most of those which have them have nothing fancy, just a plain bulb hanging by two wires from a fly-specked ceiling. Occasionally there is an electric icebox but as often as not ice is kept packed away in sawdust in a little shed to one side of the store. For heat in winter there is a cast-iron potbellied stove resting in a little square of sand; some of the windows may have rusty iron bars to keep out prowlers, but most of them have heavy wooden shutters.

Even the country store did not spring up full-grown in America. It evolved from the trading experience of merchants who had done business in the New World almost since its discovery. And from the country store have grown our modern department stores, super-markets, and a host of others. Indeed, in many cases, modern towns and cities owe their origin to a rural store haply situated by the banks of a navigable stream, at a crossroad, or along the line of a railroad.

Merchants of London, Bristol, York, and other English cities early began to invest capital in foreign trade. It was, to a large extent, these investments which made possible the formation of the Virginia Company which established the first permanent English settlement in the New World. Merchant groups earlier had assisted Sir Walter Raleigh in his ill-fated attempts to settle Roanoke Island in 1585-87.

London merchants risked their capital in aiding the Pilgrims to settle the colony of Plymouth in 1620 and an association of merchants living in and about Dorchester, England, was responsible for the organization of the colony of Massachusetts.

TRADE WITH VIRGINIA—ENGLAND

Quite early in the seventeenth century Virginians became interested in the territory lying south of them and soon explored the region around the Chowan River and found it very fruitful. By 1657 this territory and that along the Albemarle Sound was being settled. In 1653 a young man from Virginia, "a trader for beavers," had gone to "Rhoanoke."

By the end of the century Carolina was a region to be reckoned with. In 1695 it was proposed that the northern part of the colony be placed under the "care and inspection" of the governor of Virginia to prevent the shipping of tobacco grown there through the inlets of Currituck and Roanoke without paying duties.

Trade between North Carolina and England flourished and on July 18, 1715, a group of merchants trading in the colony described it as a "hopeful . . . province," and reported that it had "for many years taken off . . . much of our English Manufactures, and brought . . . a large Revenue to the Crown by the Dutys upon Rice, Skins, pitch Tar and other Naval Stores & Commoditys imported from thence, and yet from the first Settlement of it, not put the Crown to one penny Expence."

EASTERN N. C. MERCHANTS

Among the early eighteenth-century merchants of eastern Carolina were "Tho^s Swann of ye precinct of pascotank," "Jno. Blish & Comp.," "Joseph Boone merchant," "Wm. Bell of Corratuck Merchant," "Jno. Newman," and "Henry Speller." Thomas

Peterson operated as a representative of Thomas Bayfield and the New Pennsylvania Company. Other merchants seem to have had close connections with Boston firms; for example, in 1711 Richard Norton, a tailor of Currituck precinct, purchased goods from Thomas Handry, a Boston merchant, while a few years later Nath: Perkins and Sam Holland, both of Boston, brought suits in Carolina courts to collect sums due them.

Perhaps the outstanding trade of these early years was with the Indians. In the seventeenth century a trading route was developed between Petersburg, Virginia, and the Catawba and Waxhaw Indians in the vicinity of and south of present-day Mecklenburg County. This trading route cut diagonally across what is now the state of North Carolina and undoubtedly contributed to the settlement of the back country. In 1715, however, during the war with the Indians, this trade was looked upon with disfavor. Eastern Carolinians suspected the Virginians of selling guns and gunpowder to the Indians without regard for the welfare of the distressed Carolinians.

INDIAN TRADE CARAVANS

William Byrd wrote about 1728 that generally in carrying on ordinary trade with the Indians it was customary for "Gentlemen" to "send for Goods proper for such a Trade from England, and then either Venture them out at their own Risk to the Indian Towns, or else credit some Traders with them of Substance and Reputation, to be paid in Skins at a certain Price agreed betwixt them.

"The goods for the Indian Trade," Byrd wrote, "consist chiefly in Guns, Powder, Shot, Hatchets, (which the Indians call Tomahawks,) Kettles, red & blue Planes, Duffields, Stroudwater blankets, and some Cutlary Wares, Brass Rings and other Trinkets.

"These Wares are made into Packs and carry'd upon Horses, each load being from 150 to 200 Pounds, with which they are able to travel about 20 Miles a day, if Forage happen to be plentiful.

"Formerly a Hundred Horses have been employ'd in one of the Indian Caravans, under the Conduct of 15 or 16 Persons only, but now the Trade is much impair'd, insomuch that they seldom go with half that Number."

STORE ON ROANOKE RIVER

Certainly by the middle of the eighteenth century, and probably much earlier, stores more or less as we understand them today were plentiful through eastern Carolina and not uncommon in some places in the back country. In 1753 John Saunders, of Suffolk, Virginia, set out on a journey which eventually took him to the new county of Orange on the North Carolina frontier. He was seeking a suitable location to open a store, a branch of the store in Nansemond County, Virginia, owned by the Hamiltons of Glasgow, Scotland. At Hick's Plantation near Ragland's ferry on the Roanoke River, Saunders found a likely site.

"Viewed the Store," Saunders wrote, which Hick "offerd to lett me and liked the Situation and build-

ings verry well and Came to an Agreement with him on the following terms Viz that if I fixed a Store there he should find me a Small flat to Cross the River with and make such other alterations in the buildings as I should think necessary and stand to all Repairs and having lett the Dwelling h. and kitchin to a man for a year I am to give him if I sett out a Store five pound Currency for the use of the Store &c the first year and for the whole Plantation yearly afterwards 12£ Stl. to be paid in goods at the first Cost, the two first years Rent to be laid out in such improvements as I shall think proper. He also has given me till the first Tuesday in December to consider of it and has promised not to lett it to any other till he has my answer."

Away from the coastal towns there were few settlements of any size and most of the stores in the back country were scattered and therefore faced little competition. Most of the merchants were centered in the vicinity of Edenton, New Bern, and Wilmington, while several kept shop on the Cape Fear at Cross Creek. From these merchants shopkeepers in the back country frequently bought their stock. As often as not, however, supplies for their stores came from Petersburg, Virginia, or Charleston, South Carolina.

MERCHANTS IN OTHER ACTIVITIES

A few of the merchants were agents for men in Great Britain and elsewhere, but most of them, especially in the Albemarle, Neuse, and Cape Fear regions, were independent. The largest house operating in the Albemarle, however, if indeed not anywhere in the southern provinces, was that of John Hamilton and Company. Formed in 1763, the company's principal stores were in Nansemond County, Virginia, and at Elk Marsh, some six miles west of the town of Halifax, in North Carolina, where two great roads leading from the back country came together. In addition to these stores the firm operated many others which, in North Carolina, stretched from the Virginia line to the Cape Fear, and also into the back country.

A merchant in those days was not a specialist but instead engaged in a variety of undertakings. Besides importing and selling assorted goods, he operated both ocean-going and smaller craft, loaned money, bought, sold, rented, and cultivated plantations, and bought and shipped local produce including, especially in the early days, large quantities of furs and skins.

The stock of the average store might consist of such a variety of articles as sugar, coffee, and tea, clothing, shoes, and hats, tools and machinery, pots and pans, and books and musical instruments. Commodities produced locally were not likely to be found for sale in the store as they were readily obtainable elsewhere.

EARLY STORES WERE CRUDE

A store in the western part of North Carolina was described in 1770 as being "a poorly-built, one-story log house, with one living room; the log sales-room

adjoining it is of medium size. Above both there is no regular ceiling but loose boards are laid across the rafters so that boxes can be stored there. Near by is a shed with a board roof supported on posts, the sides made of slabs; here hides, tobacco, iron, salt, etc. are stored." This crude store, however, served the needs of the people for miles around. It carried in stock pins, shoe-buckles, combs, buttons, tea, coffee, sugar, flax, cotton and wool, nails, rope, window glass and "indeed all kinds of necessaries."

With the coming of the American Revolution and the serious problem of inflation the situation changed. Both goods and money with any reasonable value became scarce. The value of skins declined and some of the stores in the western region reverted to the old system of barter. Salt was an especially dear commodity.

When a merchant was found who was willing to accept the near-worthless paper money his stock was soon exhausted. The purchaser seldom accepted money in change; instead he took it in thread or needles, in leather or some other item in stock at the store.

SALEM STORE PROSPERED

The store in Salem, in the Moravian settlement, seems to have steered a smooth middle course. It engaged in barter generally, but did not refuse paper money. That money, however, was spent for more goods as rapidly as possible. By carefully canvassing the length and breadth of the land the store's stock was kept at a relatively high level. At various times goods were brought in from Pennsylvania, Virginia, South Carolina and the towns of New Bern, Hillsboro, Cross Creek, Wilmington, and Edenton and from Bladen County, in North Carolina. Customers at the store, in turn, came from almost as broad a territory. Virginians seem to have been regular customers and military commanders not infrequently called for supplies and equipment.

Immediately after the Revolution one of the Moravians observed: "It cannot be denied that this country is in the condition of a patient convalescing from fever, who begins to be conscious of his weakness and still needs medicine and care. The land itself, the people of property, commerce, public and private credit, the currency in circulation, all are laid waste and ruined."

Within a year of the end of the Revolution North Carolina's trade reached larger proportions than ever before. Recovery was rapid and "the increased and increasing trade of this State" was worthy of note. In a few brief years the merchants of Philadelphia, New York, and New England were competing keenly for the trade of New Bern.

EVERY TEAMSTER A TRADER

Although it probably is impossible to know for certain, it seems to have been about this time that that great American institution, the traveling salesman, came into his own. Called "traders" at first, and more recently "peddlers" and "drummers," these men early began to fill a real need in the commercial

life of the state. During the Revolution the scarcity of goods and the high prices were so tempting that "every teamster became a trader," it was said in 1777. A teamster from Maryland passing through Salem that year purchased "a barrel of sugar and some pounds of pepper, which he took to Maryland to sell at a profit." In 1780 two traders asked to be allowed to display their wares before the Moravians for three or four days. Before long these special salesmen were making regular appearances on the various festive occasions—court week, militia muster, and election day. Long trips were not unusual for these men. In 1820 Henry Guy of Johnston County was reported "absent in the western part of this state selling goods and is not expected to return for some time to come."

As an example of the expanding trade it is interesting to note what items a store offered for sale. In 1808 one store listed: "Tobacco, raw and prepared in all ways; molasses; cheese; tar; oil and fish-oil; soap; candles; pomade; brushes of all kinds; raisins; almonds, and sweetmeats; Neuremburg toys; cow-nuts; salt fish of all kinds; paint, and needles; turpentine; black glass bottles; colored paper; pencils of all kinds; corks; Scotch snuff; olive oil; fans; pocket mirrors; hog bristles; tambours; needle cases; black arsenic; marbles fish hooks; burning-glasses tooth brushes; lacquered paste-board articles; shoe wax; pieces of wax; blank books, rosin; paper made elsewhere, for instance drawing and music paper; paper hangings; West Indian fruit; rice."

By 1819 this same store had begun to sell household and kitchen supplies.

COUNTRY STORE DEVELOPS

It was about this time, it seems, that the country store began to show signs of developing into the now old-fashioned country store not yet gone from the face of the earth. It became a favorite gathering place for the idle and the curious; it was an important social center. Frequently militia musters were held nearby and on election day boxes were set up to receive ballots.

The merchant, along with the farmer, was referred to by editors and political leaders as "the substantial citizenry." His was an important place in the community. The credit he granted kept not only the small farmer, but some larger ones as well, the mechanic, and the professional man in business through bad seasons. By 1860 there were in North Carolina 3,479 merchants including grocers, druggists, inn-keepers, traders, and bankers.

After the Civil War many merchants no longer were content to clutter their stores with saddles and fine silks, with cracker barrels and wooden boxes of plug tobacco. They began to specialize—to sell silks and satins and imported gowns, or to stock only carpets and furniture, or nails and hinges and window glass. Others, however, stuck to their guns and even today it is possible to find stores not very dif-

North Carolina Home Base of Large Department Stores

North Carolinians justifiably point with satisfaction and pride at the several huge department store groups which had their origin in North Carolina and have overflowed into other states. In at least three instances, farm boys started with nothing, not even a high school education, and through sheer diligence, thrift, and the acquisition of know-how through trial and error, have developed far-flung and remarkably successful mercantile organizations.

Notable among these are William Henry Belk, Joseph B. Eford and Joseph B. Ivey, all of whom have most assuredly won the titles of merchant princes. Their careers bear complete evidence that money in quantity is not required to start and build a large and thriving business.

Their experiences and the extent of their achievements are recounted in the items that follow, along with records of younger department store or junior department store operations in North Carolina.

BELK STORES

Charlotte, N. C.

Belk's, starting with a little store containing 2,000 square feet in Monroe on May 29, 1888, has developed into North Carolina's largest department store group and into the largest group of stores in the South.

While Belk stores are opening rapidly, the latest count showed that 278 Belk stores are operating in 13 States, each store a separate corporation in each of which William Henry Belk, the founder, is a heavy stockholder and an officer. Belk stores are to be found in many cities and towns in North Carolina, South Carolina, Georgia, Florida, Alabama, Tennessee, Kentucky, Mississippi, Maryland, Virginia, Ohio, Florida and Arkansas.

The Belk organization maintains three large buying offices, one at Charlotte, one at Los Angeles,

California, and the other in New York City. Managers and buyers of the various Belk stores visit these buying centers frequently, making their purchases well in advance to suit the types of trade in their respective areas.

The Belk group had its beginning in Monroe in which about two clerks were employed. William Henry Belk, founder, was born near Waxhaw in Union County in 1862. His father was a casualty of the War Between the States and left three sons, all under six years of age. His mother, on whose judgment and advice he leaned for many years, reached the ripe old age of 96, death coming in 1932. Coming up in the lean post-war years, Young Henry Belk early displayed the traits of character, honesty, integrity and enterprise, upon which his vast organization has been built.

In 1878, when he was 16 years of age, Mr. Belk became a clerk in the B. D. Heath Dry Goods Store in Monroe at a salary of \$5.00 a month and in the first three months saved \$14.85. In the next 11 years the salary was increased to \$40 a month and his position was that of actual head of the store. The next year, having saved \$750, he decided to go into business for himself. He borrowed \$500, on which he paid ten percent interest.

At the end of the year 1888, after seven months of operation, Mr. Belk had repaid the borrowed money, paid all rents, clerk hire and other expenses and had a clear profit of \$3,300. In 1891, Mr. Belk persuaded his brother, Dr. John Montgomery Belk, born in 1863, whom he had assisted with his medical education and who had established a practice in nearby Anson County, to join him in the mercantile venture. Dr. Belk continued as an active member of the firm, which then became Belk Brothers Co., until his death in 1928.

The first outside unit opened was Klutzz and Belk, Chester, S. C., in 1893, and the second unit, Harry and Belk, was opened in Union, S. C., in 1894.

During the next year the turn of events in the Belk organization meant much to the State of North Carolina. W. H. Belk had an urge to cast his lot in Texas. He went to Houston, surveyed the area and found a building which he could acquire satisfactorily. He returned home to consult with his mother; she discouraged the move to Texas. As an alternative, Mr. Belk suggested that they move to Charlotte and establish a home and headquarters in that city. His mother agreed and the Charlotte store was opened in 1895, and in Charlotte is located the headquarters for the vast Belk organization.

The Charlotte store today is the result of several expansions through the years. The building is six stories high, 75 x 400 feet and extends all the way through the block from East Trade to East Fifth Street. This is a complete and thoroughly modern department store and like most of the other Belk stores contains a beauty parlor, a shoe repair shop,



Architect's sketch of the Belk-Broome Co. store at Morganton, one of the Belk Department Stores, opened for business in September.



Modern Hudson-Belk store in Raleigh, a leading eastern North Carolina department store.

a photo shop and other extra departments. The nearly 190,000 square feet and more than 500 workers in this store are a great contrast to the 2,000 square feet and two clerks, with which Mr. Belk started his business 61 years ago. Today more people shop in a single day in Belk's Charlotte store than lived in North Carolina in 1895.

Today William Henry Belk, 87 years of age, is more active and energetic in handling the huge business he has developed than many men much younger. He is president of all of the North Carolina affiliated stores corporations and is an officer in all of the affiliates in the other 12 States in which Belk stores are now found. It has been a Belk trait to watch for bright, capable young men, usually from rural areas, and bring them into the organization. As they have developed, he has made them managers and officers of the many Belk stores and corporations.

Key men, all North Carolinians, who have been trained the Belk way and have become important officials in the Belk organization, include H. G. Leggett, Lunchburg, Va.; Fred B. Leggett, Danville, Va.; Robert A. Leggett, South Boston, Va.; E. O. Hudson, Orangeburg, S. C.; Karl G. Hudson, Raleigh; B. Frank Matthews, Charlotte; J. H. Matthews, Gastonia; E. Colin Lindsey, Ocala, Fla.; W. H. B. Simpson, Greenville, S. C.; George W. Dowdy, Charlotte; Dr. W. D. Simpson, Greenville, S. C.; J. W. Hensdale, Fayetteville; P. P. Scarborough, Wadesboro; Ray W. Cline, Concord; A. F. Stevens, Winston-Salem; K. W. Broome, Hickory; W. E. Gallant, Anderson, S. C.; J. G. Hudson, Spartanburg, S. C.; Arthur L. Tyler, Rocky Mount.

Dr. John R. Cunningham, president of Davidson College, at a banquet given four years ago by the Charlotte Chamber of Commerce in honor of W. H. Belk, said that, "his achievements rest on his character" and further that "his character is the product of his Christian faith". It is estimated that at least 300 churches have been assisted in their building program and church activities through the individual gifts of Mr. Belk and those made through the "John M. Belk Memorial Fund", which he established in

1928 in honor of his brother and long time associate. He and his brother established a great hospital in Taichow, China, "The Sarah Walkup Memorial Hospital", in memory of their mother. Mr. Belk has been a member of the Presbyterian Church since his young manhood and has been a consistent and faithful church worker.

The basis of the Belk success has been the operation of the democratic principle in all Belk activities. All Belk stores operate under profit sharing plan for all workers, with certain requirements as to length of service. Hospitalization is provided for all employees and life insurance policies are carried on key personnel in the organization with retirement plan at age 60, in addition to the Old Age and Survivors Insurance as provided by the Federal Government.

In 1915 Mr. Belk married Miss Mary Irwin, who has been active in church, civic and patriotic organizations. Mr. and Mrs. Belk have five sons and one daughter, all of whom have grown up in the store and have assumed important executive positions. The late Dr. John M. Belk had seven daughters, all of whom are stockholders in the various Belk corporations and some assist in directing the activities of certain stores.

As stated, W. H. Belk is president of all of the North Carolina units and an official in all units in other States. This includes units which contain the Belk name as well as others without the Belk name, such as Leggett's and Hudson's.

W. H. Belk, Jr., is a vice-president in charge of the financial interest of the Belk stores; John M. Belk is a director in charge of personnel; Irwin Belk is a director in charge of the Belk investments; Henderson Belk, a director, who went on a bridal trip to Europe the past summer, recently opened a new store in Thomasville, Ga.; Thomas M. Belk, a director, is an executive in the Belk Buying Service; Sarah W. Belk is an executive in women's wear.

The spirit of competition is strong among the 278 Belk units, both in buying stock of goods at advantageous prices and in selling goods in their respective overlapping area. This spirit of competition and the high Belk standards of merchandising keep all of the Belk managers and their personnel on their toes and these conditions contribute much to the remarkable success of the Belk units.

Locations and names of the Belk Stores in North Carolina are as follows: Aberdeen, Belk-Hensdale; Ahsokie, Belk-Tyler; Albemarle, Belk's; Asheboro, Hudson-Belk; Asheville, Belk's, Fain's and B & J Department Store; Belmont, Belk-Matthews; Boone, Belk's; Brevard, Belk's; Bryson City, Belk's; Burlington, Belk-Beck; Canton, Hudson's; Charlotte, Belk Brothers, Belk's Basement and College Street; Cherryville, Belk-Matthews; China Grove, Belk-Cline; Clinton, Belk-Williams; Concord, Belk's; Draper, Belk-Cline; Dunn, Belk's; Durham, Belk-Leggett; Edenton, Belk-Tyler; Elizabeth City, Belk-Tyler; Elkin, Belk-Doughton; Farmville, Belk-Tyler; Fayetteville, Belk-Hensdale; Forest City, Belk-Logan;

Franklin, Belk's; Gastonia, Matthews-Belk; Goldsboro, Belk-Tyler; Greensboro, Belk's and B & M Department Store; Greenville, Belk-Tyler; Hamlet, Belk's; Henderson, Leggett's; Hendersonville, Belk-Simpson; Hickory, Belk-Broome; High Point, Belk-Stevens; Jackson, Leggett's; Kannapolis, Belk's and Belk's Bargain; Kings Mountain, Belk's; Kinston, Belk-Tyler; Laurinburg, Belk's; Leaksville, Belk-Cline and Boulevard Store; Lenoir, Belk's; Lexington, Belk-Martin; Lincolnton, Belk-Schrum; Louisville, Leggett's; Lumberton, Belk-Hensdale; Madison, Belk-Cline; Marion, Belk-Broome; Marshall, Belk-Broome; Monroe, Belk Brothers, Inc.; Mooresville, Belk's; Morganton, Belk-Broome; Mt. Airy, Belk's; Mt. Gilead, Belk-Cline; New Bern, Belk's; Newton, Belk-Brumley; N. Wilkesboro, Belk's; Oxford, Leggett's; Plymouth, Belk-Tyler; Raeford, Belk-Hensdale; Raleigh, Hudson-Belk; Randleman, Belk-Yates; Red Springs, Belk-Hensdale; Reidsville, Belk-Stevens; Roanoke Rapids, Leggett's; Robbins, Belk-Cline; Rockingham, Belk's; Rocky Mount, Belk-Tyler; Roxboro, Leggett's; Rutherfordton, Belk's; Salisbury, Belk-Harry; Sanford, Williams-Belk; Shelby, Belk-Stevens; Siler City, Belk-Yates; Smithfield, Hudson-Belk; Sparta, Belk's; Spruce Pine, Belk-Broome; Statesville, Belk's; Sylva, Belk's; Tarboro, Belk-Tyler; Thomasville, Hudson-Belk; Troy, Belk-Cline; Valdese, Belk-Broome; Wadesboro, Belk's; Warrenton, Leggett's; Washington, Belk-Tyler; Waynesville, Belk-Hudson; W. Jefferson, Belk's; Whiteville, Belk-Hensdale; Williamston, Belk-Tyler; Wilmington, Belk-Williams and X Department Store; Wilson, Belk-Tyler; Winston-Salem, Belk-Stevens.

EFIRD'S DEPARTMENT STORES

Charlotte, N. C.

Efird's Department Stores, with headquarters in Charlotte and operating 52 units, largely in North and South Carolina, has developed into one of the largest groups of department stores in the southeast since members of the Efird family started their mercantile careers soon after the turn of the century.

In fact, the development of the huge group of Efird Stores by half a dozen Efird brothers, is a saga that reads more like a Horatio Alger story than the development of a great mercantile establishment.

John E. Efird, father of these boys, owned a large farm in Burnsville Township, Anson County, where each of these boys served his apprenticeship in farming as he grew up. In the winter months, these boys attended school in a one room shanty in the neighborhood. Their mother, determined that her children should receive the rudiments of an education, rented a house in Palmersville, 30 miles away, furnished it and carried with them a cow. She kept house while the children attended school in the village. Each Saturday their father brought a load of wood and provisions for the next week, spending Sunday with his family. This continued for two years from October to April. Meanwhile, a good



Entirely modern and modernistic in many of its appointments is this large Efird Department Store in Charlotte.

school had opened in Wadesboro, 17 miles away, and the third year similar arrangements were made for the children to attend school there.

Joseph B. Efird, second son to enter the business and chief promoter of the organization of the Efird stores, got a job as clerk in a country store on Saturdays when he was 15 years old and was fascinated with his new job. Meanwhile, Hugh Martin Efird, older son, had clerked in a store just across the line in South Carolina. When the owner died he was selected to close out the business for the widow. She was so pleased that she made him a present of \$1,000. With this money, H. M. Efird went to Charlotte, bought a small interest in the Racket Store, later the Bee Hive, on the corner of East Trade Street, at College Street.

When J. B. Efird was 19 years of age, H. M. Efird sent for him and gave him a job in the store at \$15 a month. After six months an epidemic in Charlotte caused him to be laid off. He returned home for six months and then returned to the store at the same salary. In fact, J. B. Efird worked with the store for \$15 a month for two years before he got a raise. Because of the other stockholders his brother did not increase his salary, although he was selling rings around older clerks drawing much higher wages. But J. B. Efird was learning the business. About the same time another brother, Edmund L. Efird, went to work for the firm.

Then, in 1907, J. B. and E. L. Efird, with \$1,000 they had saved, opened the first Efird store in Concord. They marked their goods in plain figures, sold at one price and for cash, and in a very short time had developed a splendid business.

Meanwhile, H. M. Efird had acquired additional stock in the Bee Hive. He had visions of building a much larger store and talked with the late W. C. Wilkinson, president of the Merchants & Farmers National Bank, about financing a new store. Mr. Wilkinson was sympathetic, but asked young Efird what would happen if he should die. He replied: "J. B. knows more about merchandising than I'll ever know. J. B. will carry on."

Before very long, in 1909, H. M. Efird did die and J. B. Efird went to Charlotte to handle the business there. Some of the stockholders were inclined to close out the business, but J. B. Efird wanted to continue. Mr. Wilkinson, remembering what H. M.

Efird had said about his brother, loaned J. B. and E. L. Efird money with which to buy a controlling interest in the store. They changed the name to Efird's Department Store. On the site of the old Bee Hive, where three of the Efird brothers started as merchants, is now located the Martin Department Store, so named in honor of the memory of Hugh Martin Efird.

Meanwhile, in 1910, Paul H. Efird entered the firm and opened the third Efird store in Gastonia. Others followed. In 1912 E. L. Efird opened the Winston-Salem store and J. W. Efird opened the Rock Hill, S. C., store in 1913. John Ray Efird entered the business in 1912 and by 1920 Efird stores had been opened in 20 cities and towns.

The Efird brothers worked night and day, spent little on themselves and continued to open stores as enough money was saved to start additional units. Only one of the Efird boys, Samuel M. Efird, remained on the farm. Also, as the Efird stores prospered, the father of these merchants was elected vice-president of the parent organization and in his later years he was able to relax and enjoy life.

The Efird Department Stores carry popular priced and better merchandise and cater to all types of people, including textile workers, wage earners and farmers and, with one exception, sell for cash only. All stores also carry all types of goods for the home and for the family in their various well defined departments. The exception to this general rule is the large Charlotte Store. H. M. Efird, it will be recalled, had plans for a modern high type department store. He died before his plan could be developed. J. B. Efird, who took over when he died and has continued to head the organization, decided to make H. M. Efird's dream come true. In Charlotte he planned, erected and in 1923 opened one of the most complete and modern department stores in North Carolina.

The huge store, in the most central location in the downtown shopping area on North Tryon Street, has six large selling floors and a mezzanine containing beauty parlor, service department and offices. It was one of the first stores in the south to have escalators providing convenient easy travel to the upper floors and for 25 years it was the only store in Charlotte with this added facility, as well as a full complement of elevators. The store handles a great variety of merchandise including men's women's and children's clothing, yard goods, notions, shoes, furniture, rugs and carpets, appliances, radio and television, jewelry, silverware, houseware, china, and gift items of many kinds.

Through the New York buying offices the store has access to all the markets from New York to California and abroad.

This Charlotte store is now in the midst of a great remodeling program, including the opening last year of its new fifth floor cafeteria which is one of the most popular down town eating places, and the completely new remodeled second floor was opened in

September. Other floors are now in the process of modernization.

As has been the case from the beginning, all Efird's Department Stores are separate corporations. All of the stock is owned by members of the Efird family. Most of these corporations own their own store buildings, which stand out in the cities and towns in which they are located.

The patience, diligence, thrift and hard work, which are very evident characteristics of J. B. Efird, have been and still are pronounced characteristics of the brothers and of the second generation Efirds, who are now assuming important places in the management and direction of the Efird Department Stores. It is the policy of the organization to expand operations as rapidly as real estate values settle to a sound basis and merchandising conditions are favorable. Two stores have been opened recently in North Carolina.

The Efird's Department Stores have approximately 2,000 employees in North Carolina, with an annual payroll of several million dollars and approximately 1,000 workers in stores outside of North Carolina. The organization provides hospitalization, sickness benefits, accident and life insurance plans for all employees. There is also a retirement plan for employees through a profit sharing trust agreement whereby a share of the profits are set aside for the employees in a trust administered by the American Trust Co., Charlotte.

Efird's Department Stores maintain a buying office in Charlotte which purchases merchandise for all of the Efird Stores and also maintains an office at 200 West 34th Street in New York City.

Joseph B. Efird is chairman of the board and is just as active and as interested in the work of his organization as he was when he started almost 50 years ago. He is the only survivor of the Efird brothers who started this vast merchandising system soon after the turn of the century. H. M. Efird died in 1909; J. R. Efird, who was vice-president and



Section of the Shoe Department of Efird's Department Store, Asheville.

FOUR N. C. NATIVES ACHIEVE FAME AS MERCHANDISING LEADERS



WILLIAM H. BELK



PAUL H. ROSE



JOSEPH B. IVEY



JOSEPH B. EFIRD

manager of the Columbia, S. C., store, died in 1939; E. L. Efir, who had charge of the Winston-Salem store for many years, died in 1945; and Paul H. Efir, who had charge of the modern Charlotte store, died in 1948.

Second generation Efirs, who have moved into official positions with the organization include J. B. Efir, Jr., and Hugh Martin Efir, sons of J. B. Efir; John Ray Efir, Jr., son of J. R. Efir; Paul Efir, Jr., and John E. Efir, sons of Paul H. Efir, who have succeeded their father as managers of the big Charlotte store since his death last fall; and Jasper W. Efir, Jr., who is in school, but will join the organization soon. These young Efirs give every evidence of having what it takes to carry on the vast Efir's Department Store organization which their fathers founded.

J. B. Efir, while spending from 12 to 15 hours daily in developing the Efir stores, has not found time to play, although a member of three country and city clubs in Charlotte, has devoted much time to civic, religious, community and welfare work. He has been active on Community Chest and Red Cross boards, served for several years on the YMCA board and as a YWCA trustee for more than 25 years. For more than 30 years he was treasurer of the First Baptist Church of Charlotte, also serving as chairman of the board of deacons and of the finance committee. When the Myers Park Baptist Church was organized, Mr. and Mrs. Efir donated their beautiful home site of three to four acres and valued at \$60,000 to \$75,000 as a site for the church, now being erected at a cost in excess of \$1,000,000. Mr. Efir is a member of the board of deacons and the building committee of this church. Mr. Efir and his family a few years ago donated a library building to Wingate Junior College. He has served on the general board of the North Carolina Baptist Convention and is a director of the North Carolina Baptist Hospital, Winston-Salem. He is a director of the American Trust Co., Charlotte, and of several textile corporations.

Locations of the 37 Efir's Department Stores in North Carolina are as follows: Charlotte (2), Wilmington, Greenville, Raleigh, Winston-Salem (2), Asheville, Salisbury, Durham, High Point, Gastonia,

Lumberton, Rocky Mount, Concord, Goldsboro, Monroe, Lexington, Burlington, Wilson, Shelby, Albemarle, Statesville, Lenoir, Laurinburg, Greensboro, Kannapolis, Kinston, Sanford, Smithfield, Rockingham, Mount Airy, Fayetteville, Henderson, Hendersonville, Thomasville and Erwin.

J. B. IVEY & CO.

Charlotte, N. C.

J. B. Ivey & Co., 127-131 North Tryon Street, Charlotte, is the parent organization and holding company for the controlling stock for six large modern department stores operating in North Carolina, South Carolina and Florida. The home unit and largest of these separate corporations is the Ivey Department Store in Charlotte, established in 1900.

Founder, president and principal figure in this large mercantile corporation is Joseph Benjamin Ivey, now 85 years old and still active in his mercantile business, his many religious, civic, charitable and humane activities and in his hobby, growing beautiful flowers. J. B. Ivey, son of a circuit riding Methodist preacher, was born in Shelby, June 8, 1864. In 1900 Mr. Ivey and his brother, who was a silent partner for a time, opened a small store, 20 feet wide, on North Tryon Street, with four employees. Their combined capital was \$2500, of which \$1000 was in borrowed money.

This proved a poor location and before the end of the first year the store moved to 13 West Trade Street. Soon additions were made to the store but by 1914 it was outgrown and the Ivey store moved into a new building, erected for the purpose, at 13 North Tryon Street. This building was four stories high with a basement and had a frontage of 65 feet. In 1924, Mr. Ivey and his associates moved into their own building at the corner of North Tryon and West Fifth Streets, the present location of Ivey's in Charlotte. In 1939, sixty feet were added to the rear of the building and a program of modernization of each floor was begun. The firm owns the area extending through the block to North Church Street, and will extend its building all the way to Church Street whenever additional space is needed. The present store building is 88 feet wide by 300 feet long, with

six floors including the basement, or a total floor space of about 160,000 square feet. The Charlotte store is already one of the largest in the southeast and is probably the leading store in North Carolina.

In March, 1905, David Owens, then manager of the local Kress Store, joined the Ivey organization and was a dynamic force in the expansion of the store. Mr. Owens has been vice-president and general manager for many years. He is the former president of the National Retail Dry Goods Association and has been a leader in civic and religious activities in Charlotte for many years.

In 1929 W. T. Buice joined the firm and later became the other vice-president. George M. Ivey, son of the founder, joined the firm in 1920 and is secretary-treasurer of the holding corporation. In 1935, the Ivey organization began its expansion program. The firm joined with Keith's Department Store in Greenville, S. C., to form the Ivey-Keith Co., a leading department store in that city. In 1937, Ivey's Inc., was opened in Asheville and is the leading department store in Western North Carolina. Later Ivey's opened stores in Orlando and Daytona Beach, Fla. This year another unit was added when the firm acquired Taylor's in Raleigh. The Raleigh store is now known as the Ivey-Taylor Co.

Officers of the parent firm, J. B. Ivey & Co., are J. B. Ivey, president; David Owens and W. T. Buice, vice-presidents, and George M. Ivey, secretary-treasurer. These are also the officers of the subsidiary companies, except that in each local organization the store manager is an executive vice-president. George M. Ivey, Jr., son of the secretary-treasurer, is learning the business in the company's Greenville, S. C., store. John Buice, son of the vice-president, is divisional merchandise manager for the first floor departments in the Orlando store.

The parent company is capitalized at \$2,225,000 and owns the controlling stock in all of the subsidiary companies. About a year ago 25 percent of the stock of J. B. Ivey & Co. was made available to the public and was quickly purchased. The subsidiary com-

panies include Ivey-Keith Co., Greenville, S. C.; Ivey's, Inc., Asheville; Yowell-Drew-Ivey Co., Orlando, Fla., and Daytona Beach, Fla.; Ivey Realty Co., Charlotte, holding company for the Charlotte store building and warehouses; Ivey-Land Co., Daytona Beach, which owns the store in Daytona Beach; and Ivey-Taylor Co., Raleigh. Jack Taylor, former owner of Taylor's, is a director of the Raleigh and parent companies. Managers and executive vice-presidents of the five stores outside of Charlotte include: W. R. Chappell, Greenville; Ralph P. Grant, Asheville; James B. Keith, Orlando; Paul A. Guthrie, Daytona Beach, and M. C. Perrine, Raleigh.

Indicative of the popularity of the Ivey Stores is the fact that last year the five units did business in excess of \$19,000,000. Each store is an independent unit, has its own staff of buyers, its own office set-up and its own credit manager who handles its accounts individually in each store.

In the early days, J. B. Ivey did all of the buying, but now there are approximately 150 individual buyers for the six Ivey stores. Buying offices are maintained in New York City and Los Angeles, California, these offices being owned by the member stores, which use them as headquarters for buyers in those markets, and for reports on conditions in the markets, thereby guaranteeing the latest information on new merchandise.

Reflecting the deep religious nature of J. B. Ivey, all Ivey stores keep their display window shades down on Sundays. No store advertising is carried on Sundays. No work and no business travel is engaged in on Sundays. Carrying his convictions further, Mr. Ivey pioneered in early closing and shorter days for his employees. No time clock and no separate entrances are provided for employees. The Charlotte Ivey store also pioneered in operating a lunch room for its employees. All employees enjoy paid vacations, group insurance is provided for employees, and commissions on sales, with regular drawing accounts are provided for all sales people, while non-sales employees receive annual bonuses.

Throughout his long life Mr. Ivey has been a leader in religious, charitable, civic, patriotic and other organizations. Only a few of his many activities include: steward of the Methodist Church for 50 years, superintendent and teacher in the Sunday School for 60 years, president N. C. Sunday School Association, delegate to nine Quadrennial General Conferences of the Methodist Church, member YMCA board, member Charlotte School Board, member of board of trustees of Lake Junaluska Assembly and numerous others.



Recently installed Sportswear and Junior Department, second floor, Ivey-Taylor Co., successor to Taylor's, Raleigh.

EXTRA COPIES—REPRINTS: A few copies of this magazine are sent usually to all firms about which an article is included. A reasonable number of extra copies may be sent on request as long as they are available. Due to heavy demands, we may not be able to fill all requests. We are advised that our printer, Owen G. Dunn Co., New Bern, N. C., is prepared to supply as many reprints of any article in this issue as may be desired in single sheets, folders or otherwise at reasonable cost and will submit sample proofs and prices, if notified promptly—before the type is thrown in.

JOHNSON COTTON CO., INC.

Dunn, N. C.

The Johnson Cotton Co., parent corporation, with headquarters at Dunn, and with eighteen stores in North Carolina and two in South Carolina, in addition to two fertilizer manufacturing plants and six cotton gins, had its beginning in a small general merchandise store at Coats, Harnett County, in 1909.

Nathan M. Johnson, founder and president, was only 17 years of age when he opened his little store at Coats. A year later he moved to the larger town of Dunn and continued his general store operations. In 1921 he gave his firm the name "Johnson Cotton Co." due to extensive dealing in cotton, cotton seed, and cotton ginning. The business was still owned by Mr. Johnson.

Johnson Cotton Co. was incorporated January 1, 1937, and associates of Mr. Johnson were permitted to buy stock. Mr. Johnson continued to hold the controlling interest in this corporation and has continued as its president.

Officers of the Johnson Cotton Co. are N. M. Johnson, president; W. J. Thompson and N. M. Johnson, Jr., vice-presidents; W. G. Smith, secretary-treasurer; T. H. Sansom, chairman of board; and J. O. Warren, assistant secretary-treasurer. These officers form the Board of Directors and are stockholders in the parent organization and all the other individual units.

All of these officers have grown up with the organization. Mr. Sansom joined Mr. Johnson in 1921; Mr. Thompson came with the firm September 1, 1933; Mr. Smith joined the organization January 1, 1934; N. M. Johnson, Jr., joined the organization in 1934, and returned after a tour of duty with the U. S. Navy during the war. Mr. Warren came with the firm in 1936. I. R. Williams is attorney for the organization.

Johnson Cotton Co. stores handle complete farm and home supplies, including cotton, general merchandise, hardware, furniture and home furnishings, building materials, bottled gas and appliances, electrical appliances, oil and coal-burning tobacco curers, John Deere farm implements, and fertilizers manufactured by the two affiliated corporations, Johnson Cotton Co., Dunn, and Josey Fertilizer Corp., Wilmington. Each store has a separate warehouse for storing goods until they are needed for the retail trade.

The South Carolina stores are located at Conway and Lake City. James P. McAlpine is manager of the Conway store, and B. H. Smith the manager of the Lake City store.

Managers of the North Carolina stores, each a separate corporation, and their location, are as follows: Wade Tart, Clarkton; C. E. Mallard, Fairmont; F. A. Dawson, Fayetteville; Ernest C. McLamb, Goldsboro; Mrs. Lucy Long, Lillington; John Godfrey, Louisburg; H. K. Herlong, Lumberton; L. W. Turner, Raeford; John Tulloss, Rocky Mount; Clyde Gentry, Roxboro; Ivan Johnson, Sanford; N.

J. Dark, Siler City; J. M. Tart, Smithfield; L. B. Fussell, Wallace; Lloyd Johnson, Wendell; Mrs. Myrtle Davis, Wilmington; Marvin Wade, Wilson.

LEDER BROTHERS, INC.

Whiteville, N. C.

Leder Brothers, Inc., with home offices and principal store at Whiteville, was organized as a partnership and started its business of operating modern department stores in 1925. The firm now has 12 complete units, 10 in North Carolina and one each in South Carolina and Virginia.

Leder Brothers was founded 25 years ago by J. Herman Leder and Morris Leder, who are still active in increasing the services and extending the business of the company. To facilitate the expansion program, the firm was changed from a partnership to a corporation in 1947. The officers are J. Herman Leder, president; Morris Leder, vice-president and J. Paul Hatley, secretary-treasurer.

This firm, in each of its units, carries a full line of clothing, shoes, piece goods and all other items to be found in modern department stores. Complete clothing needs are carried for all members of the family and many nationally known brands of merchandise are handled at economical prices.

During the past two years this firm has made extensive improvements in modernizing its facilities for increased service and efficiency. The home and parent store in Whiteville recently moved into new and enlarged quarters with modern fixtures and fully air-conditioned.

In its 12 stores Leder Brothers employs approximately 250 people, practically all of them residents of the communities in which the stores are located. The slogan for all of the units is "Shop With Confidence and Wear With Pride".

In addition to units at Marion, S. C., and Chase City, Va., North Carolina unit locations and managers are as follows: Whiteville, Home Office Supervision; Wilson, Leon Leder; Goldsboro, Morris Leder; Jacksonville, Sam Leder; Clinton, Joe Leder; Smithfield, C. E. Williams; Plymouth, Julius Segerman; Rockingham, W. H. Jenkins; Concord, C. A. Plyler.

THE SPAINHOUR STORES

North Wilkesboro, N. C.

The Spainhour group of six modern department stores, with headquarters in North Wilkesboro, had their beginning in a small wooden store in the crossroads community of Dellaplane in Wilkes County in 1870, only five years after the close of the War Between the States.

The late R. A. Spainhour, founder of the store, related that for many years during the Reconstruction Period, during which the people were poor and could get little money, most of his trade was carried on by barter, rural people trading farm produce for the merchandise they needed. The store operated at Dellaplane was eight miles east of North Wilkes-

boro and 40 miles from Statesville, in which was located the nearest bank and the closest railroad. Goods were hauled by mule team and wagon from Statesville to this rural store.

Later the store was moved to Moravian Falls and still later to Wilkesboro, which had become the center of a large trading area. When the railroad was built by the Southern from Winston-Salem to a point across the Yadkin River from Wilkesboro and the newer North Wilkesboro at the end of the line began its remarkable growth, another Spainhour store was opened in the new town by J. E. Spainhour, son, and E. B. Sydnor, brother-in-law, of J. E. Spainhour. This firm became Spainhour-Sydnor Co., as it is today, although Mr. Sydnor is no longer a member and is now president of the Richmond Dry Goods Co., Richmond, Va. (Mr. Sydnor died Sept. 29, 1949.)

The Spainhour stores are still owned by members of the family, although each is a separate corporation. The son of the founder, J. E. Spainhour, and his four sons, W. R. Spainhour, Hickory; L. S. and Roy Spainhour, North Wilkesboro, and E. S. Spainhour, Elkin, developed and expanded the stores. W. R. Spainhour, Hickory, died in 1945, and Jack E. Spainhour has since headed the Hickory store.

J. E. Spainhour is still active manager of the home store at North Wilkesboro, where one of his sons is active. The Sydnor-Spainhour Co. at Elkin was established in 1926, with E. S. Spainhour in charge. J. E. Coleman is manager of the Hickory store, the Spainhour Co., opened in 1929. Spainhour's at Statesville opened in 1942 and S. A. Black is manager. The Morrisett Co., Winston-Salem was acquired by the Spainhours in 1945 and P. L. Coleman is manager. C. P. Rice is manager of the Lenoir store, Spainhour's, opened in 1947.

All of the Spainhour stores are thoroughly modern and up-to-date, but the Hickory store is modernistic as well. Recently it has been enlarged and renovated and takes its place as one of the fine stores in North Carolina. A Hickory police officer, asked directions to the Spainhour store, gave them and

added: "You can't miss it. It covers a large part of the block." The letterheads carry "Spainhour's—Hickory's leading store" and "The Quality Store of Specialized Shops".

WHITE'S STORES, INC.

Greenville, N. C.

White's Stores, with the main office in Greenville and branches in five other North Carolina towns, handle general merchandise and are generally classified as junior department stores.

Sam T. White, president and general manager, organized and incorporated the firm in 1922 and has long been one of the prominent merchants in eastern North Carolina. Associated with him as officers are William H. White, his son, secretary and treasurer, and Mrs. Helen F. White, his wife, vice-president. These officers and Charles A. White, form the board of directors.

Sam T. White, the founder, serves as general manager of the main store in Greenville. Other stores, with their managers, are as follows: Washington, A. J. Rector; Windsor, Gray Bland; Ahoskie, R. L. Drake; Scotland Neck, R. J. Stogner; Mount Olive, Thomas Lazarik.

In addition to the retail stores, this firm operates a wholesale department which supplies all of White's stores and numbers of other accounts in the eastern section of the State.

B. C. MOORE & SONS, INC.

Wadesboro, N. C.

B. C. Moore & Sons, Inc. with headquarters in Wadesboro, operates 35 department stores located in North Carolina, South Carolina, Georgia, and Alabama.

The company was founded in 1923 as a partnership composed of the late B. C. Moore and his four sons and two daughters. Mr. Moore withdrew from the business in 1931.

The firm operated as a partnership under the trade name of B. C. Moore & Sons until 1946 when the stores were incorporated with an authorized capital stock of \$1,250,000.00 under the trade name of B. C. Moore & Sons, Inc. with headquarters at Wadesboro. Recently the authorized capital stock was increased to \$2,250,000.00. The wholesale part of the firm was incorporated with an authorized capital stock of \$1,000,000.00 under the trade name of Moore Bros., Inc., with headquarters at Cheraw, S. C.

Officers of the two corporations are: W. Bryan Moore, Wadesboro, president; Bennett A. Moore, Cheraw, S. C., first vice-president; H. King Moore, Asheboro, second vice-president; Col. Roy C. Moore, Cheraw, third vice-president and secretary-treasurer; A. Rae Moore, Timmonsville, S. C., fourth vice-president; Hawley C. Cobb, Wadesboro, assistant secretary-treasurer.

During the past year in North Carolina, selling space was doubled in the St. Pauls store by taking

(Continued on page 135)



Section of Lincolnton department store of B. C. Moore & Sons, Inc., headquarters in Wadesboro.

N. C. Has 42 Variety Chain Groups Owning 250 Stores

North Carolina has more than 250 stores classified as variety stores, many of them also referred to as junior department stores, which are members of North Carolina owned and North Carolina operated chain or group organizations. These are in addition to many one-unit stores owned and operated in the State and probably another hundred variety stores which are members of chains or group organizations owned outside the State.

It will doubtless be a revelation to most of the citizens of the State to know that 42 variety store organizations had their origins and have their headquarters in North Carolina and operate more than 250 stores in North Carolina. In addition, many of these variety store organizations which are truly North Carolina firms, also operate a hundred or more variety stores in states outside North Carolina.

Largest of these North Carolina chain variety store organizations is Rose's 5-10-25¢ Stores, with headquarters at Henderson, which operates 66 variety stores in North Carolina and 62 such stores in other states. Other North Carolina organizations operate from 18 on down to two units in the State and many of these branch out into other states.

Listed on this page are stores which operate chains or groups of stores from their bases in North Carolina. This list includes all stores of record, except those given additional space in brief articles below, including generally the larger of the variety chain stores.

ROSE'S 5-10-25¢ STORES, INC.

Henderson, N. C.

Rose's 5-10-25¢ Stores, with headquarters in Henderson, is a North Carolina chain of variety stores that has overflowed into four other States and is continuing its program of expansion. This firm now operates 128 stores, 66 of which are located in North Carolina cities and towns.

Paul H. Rose, young business man, started this large chain in 1915 when he purchased a stock of variety merchandise and opened his first store in Henderson. He and Mrs. Rose worked day and night in preparation of this opening, which involved his idea of an open display of the variety stock. The business was an immediate success. During the next year he opened a store at Oxford with his brother, T. B. Rose, Jr., as manager and also opened stores in Louisburg and Roxboro that year. All profits from these stores were used to open new units by this partnership.

Rose's 5-10-25¢ Stores was incorporated May 1, 1927, with P. H. Rose as president and treasurer, and T. B. Rose as vice-president and secretary. The authorized capital was \$250,000 with 7 per cent cumulative preferred shares callable at 110. Extensive common stock was sold giving the firm new working capital.

VARIETY CHAIN STORES OWNED AND OPERATED BY NORTH CAROLINIANS

(Others listed in accompanying article)

Asheboro—Jones Variety Stores, 122 Sunset Avenue, W. A. Jones, owner, three stores.

Burgaw—Westbrook's 5¢-\$5.00 Stores, H. G. Westbrook, owner, three stores.

Carthage—Lee's Stores, Inc., LeRoy Lee, president, five stores.

Chapel Hill—Bruce's 5¢-\$1.00 Stores, B. Whitmire, owner, six stores.

Charlotte—Crest Stores Co., 833 N. Tryon Street, I. H. Madalia, president, six stores. Southern 5 & 10¢ Stores, 219 N. Graham Street, Ben Jaffa, partner, eight stores.

China Grove—L. C. Variety Stores, Mrs. L. C. Pirie, owner, two stores.

Durham—Marion 5¢ to \$1.00 Stores, 302 S. Driver Avenue, Marion D. Huggins, owner, seven stores. Paragon 5¢ to \$1.00 Stores, 744 9th Street, Tillman J. Mathes, owner, two stores. United Department Stores, 114 E. Chapel Hill Street, E. J. Evans, president, six stores.

Gastonia—Yearwood's 5, 10 & 25¢ Stores, 1209 W. Franklin Avenue, L. H. Yearwood, owner, two stores.

Greensboro—Lewis Variety Stores, Lewis Sutner, owner, two stores. Moore's 5¢-\$1.00 Stores, 402 State Street, I. R. Moore, owner, two stores.

Hamlet—Cade's 5-10-25¢ Stores, David F. Cade, owner, three stores.

Hickory—Wallace, Inc., S. R. Wallace, president, five stores.

Jacksonville—Jean's 5 & 10¢ Stores, J. Shapiro, president, two stores.

Kernersville—P. & N. 5 and 10 & Dept. Stores, Inc., H. C. Porter, president, four stores.

Leaksville—De Hart 5¢ to \$1.00 Stores, N. V. De Hart, owner, two stores.

Liberty—Ruth's 5¢-\$1.00 Stores, Thomas B. Smith, owner, two stores.

Morganton—Carolina 5-10-25¢ Stores, Inc., West Union Street, O. H. Pitts, president, six stores.

Pilot Mountain—M. A. Pickett's 5 & 10¢ Stores, M. A. Pickett, owner, two stores.

Raleigh—Spivey Stores, Inc., 117 E. Martin Street, M. R. Spivey, president, two stores.

Rich Square—Bauham & Weaver Co., two stores.

Roxboro—Bruce's 5¢-\$1.00 Stores, Nina McC. Inman and Frank M. Wright, partners, three stores.

Selma—Norton's 5¢ to \$5.00 Stores, Wilburn L. Norton, owner, two stores.

Smithfield—J. E. Gregory & Co., J. E. Gregory, owner, three stores.

Taylorsville—United Variety Stores, L. M. Hinshaw, owner, six stores.

Troy—United Stores, Mrs. M. Moscovitz, owner, four stores.

Valdese—Becker's Variety Stores, Wm. T. Becker and Mrs. W. H. Becker, partners, two stores.

Wadesboro—McConnell's 5 & 10¢ Stores Co., W. R. McConnell, owner, five stores.

Waynesville—Stovall's 5-10-25¢ Stores, George D. Stovall, owner, four stores.

Wendell—Hunter's 5¢-\$1.00 Stores, Mrs. Kelly Hunter, owner, two stores.

Wilmington—Winthrop's 5 & 10¢ Stores, 719 N. 4th Street, Winthrop Yeapanis, owner, five stores.

In 1935 the outstanding preferred stock was called, owners having an option of \$110 a share or two shares of common stock. Practically all accepted the common stock. In that year 14 new stores were started, giving a total of 87 stores and a large warehouse was erected in Henderson, operating as the Rose Merchandise Company. Again in 1937 five shares of stock were issued for each outstanding



Asheboro variety store of Rose's 5-10-25¢ Stores, headquarters in Henderson.

share. In that year 102 stores were in operation and the business approached \$5,500,000.

During the war period expansion was slowed down. In 1944 the charter was amended, increasing the authorized capital stock to \$2,500,000. All stock was called and reissued at \$10 a share instead of the former \$1.00 a share, thus increasing the par value of the outstanding stock from \$145,630 to \$1,456,300. The annual report as of December 1, 1948, showed an earned surplus of \$2,755,000. Last year the stores showed sales of \$17,581,000, net earnings of \$937,000 and dividends of \$291,000.

Rose's 5-10-25¢ Stores owns the buildings occupied by its general offices, store and warehouse in Henderson and also owns a few of the stores operated in other cities and towns. It employs a total of more than 3,000 employees in all of its units, approximately 1600 of them in North Carolina. About 100 are employed in the home office. The company maintains a buying office on Fifth Avenue, New York City, under management of R. H. Martz, formerly a store manager.

Officers of the corporation are P. H. Rose, president; T. B. Rose, Jr., executive vice-president; R. W. Bruin and H. P. Butcher, vice-presidents; W. T. Newcomb, treasurer; L. H. Harvin, Jr., secretary; John T. Church, assistant secretary. B. H. Perry is a director and attorney for the company. The directors include these officers and N. B. Rose, Mrs. Alice R. Vaughn and J. G. Brafford.

The firm's buyers are T. B. Rose, Jr., L. H. Harvin, Jr., J. G. Brafford, Mrs. M. S. Gerber, R. F. Neal, J. R. Tolbert, J. L. Seal, G. W. Schertzinger and Miss Alice Vice, with Miss Lucy P. Jones and John T. Church as assistants. Department heads are R. W. Bruin, H. P. Butcher, G. E. Rose, W. T. Newcomb, Miss Augusta Winstead, W. B. Beasley, J. A. Hornaday, W. M. Haithecock, Hugh E. Jones, G. W. Schertzinger, Mrs. Martha Huff and C. D.

Hamm, with J. C. Folger and R. C. Haddock as assistants. District superintendents are N. B. Rose, L. W. Barnes, S. L. Clary, E. D. Jones, V. M. Turner and W. J. Thomas.

Locations of the 66 stores in North Carolina and their managers are as follows: Henderson, F. C. Poe; Oxford, L. E. Rudisill; Louisburg, R. F. Smithwick; Roxboro, Dennis O. Dunn; Lenoir, J. H. Scott; Laurinburg, C. D. Raynor; Rockingham, G. R. Keim; Statesville, H. F. Watts; Siler City, Miss Ruth White; Mebane, Miss Mary Jobe; Hamlet, W. H. Fisher; Enfield, Miss Garlinda Weaver; Reidsville, W. P. Morgan; Scotland Neck, C. F. Smithwick; Mooresville, C. W. Pierce; Roanoke Rapids, W. H. Jones; Smithfield, Mrs. Ruth Gentry; Cherryville, E. M. Fuller; Edenton, P. M. Wallace; Littleton, J. M. Pigford; Dunn, J. P. Walker; Warrenton, J. C. League; Farmville, J. P. Jones; North Wilkesboro, J. T. Baity; Thomasville, L. L. Ledwell; Sanford, A. C. Townsend; Weldon, Mrs. Ala M. Oakley; Albemarle, R. E. Laughter; Asheville, H. W. Boxley; Beaufort, J. W. Haynes; Williamston, T. E. Forehand; Wadesboro, P. D. Stephenson; Clinton, W. H. Windley; Lumberton, H. M. Leckie; Kinston, R. B. Parnell; Morganton, C. T. Buzhardt; Whiteville, H. B. Barbee; Morehead City, P. R. Branch; Marion, W. I. Haithecock; Burlington, C. H. Tucker; Durham, H. G. Patterson; Leaksville, Mrs. Mary W. McKinney; Mt. Airy, E. S. Bowman; Ahsokie, C. J. Schumaker; Fayetteville, L. W. Rawl; Plymouth, O. T. Ward; Benson, Mrs. Hazel Brown; Hertford, Miss Kathleen M. Nelson; Robersonville, J. C. Lamb; Mt. Olive, Miss Irene Servert; Belhaven, N. M. Hilliard; Rutherfordton, E. T. Adams; Forest City, C. H. Berthold; Chapel Hill, J. P. Johnson; Greenville, J. A. Taylor; Valdese, Mrs. Nellie W. Craig; Fairmont, J. C. McAdams; Canton, W. C. Gardner; Elkin, Miss Clarice Oakley; Brevard, Mrs. Frances Millner; Lincolnton, N. C. Keyt; Windsor, Harry E. Heafner; Kings Mountain, W. F. Haithecox; Jacksonville, M. G. Blankenbeckler; Kannapolis, Robert F. Smith, and Asheville, C. O. Perkinson.



Lincolnton department store, one unit of the Eagle Stores Co., headquarters in Charlotte.



Interior view of Belmont department store of Eagle Stores Co., Charlotte.

EAGLE STORES CO.

Charlotte, N. C.

The Eagle Stores Co., 101 North Graham Street, Charlotte, was organized as the Eagle 5-10-25¢ Stores by Rush Stroup, who operated units in Kings Mountain and Morganton, in which city headquarters was maintained until 1936, at which time 10 stores were in operation.

On March 1, 1936, the business was purchased and the firm incorporated as the Eagle Stores Co., Inc., by C. J. Ferguson and C. R. Delk and associates. Officers of the corporation are C. J. Ferguson, president; C. R. Delk, vice-president and treasurer, and S. R. Goans, secretary. These officers are directors of the firm, along with H. B. Tyson, B. I. Boyle, Mrs. Rush Stroup of Shelby; and J. G. Winchester, J. F. Betts and A. R. Balsam, all of New York. Both Mr. Ferguson and Mr. Delk were for several years with the McLellan Stores in the New York office, Mr. Ferguson as personnel director and Mr. Delk as buyer.

Taking over ten stores at the time of the purchase and incorporation, the Eagle Stores Co. has since opened 30 stores, now operating 40 stores in four states, North and South Carolina, Tennessee and Virginia. Stores are located in 18 North Carolina cities, 14 in South Carolina, and four each in Tennessee and Virginia. The firm operates the warehouse at 312 West Tremont Avenue, Charlotte, from which all of the stores are supplied. L. G. Gerock is warehouse manager.

The Eagle Stores Co. employs approximately 700 workers in all of its stores, about 300 in North Carolina stores. The firm employs a well developed training and promotion system. After training as stockmen the employees move up to assistant managers and after a period of training, become managers of new stores. Managers with best records are promoted to buyers and to superintendents. Three superintendents are employed, each supervising the work in their three respective districts.

The Eagle Stores Co. operates 21 distinct departments in practically all of its stores, which are classi-

fied as variety stores. Items carried range from 5¢ to \$1.00.

Locations of the North Carolina stores and their managers are as follows: Kings Mountain, E. B. Smith; Morganton, R. E. Helton; Lincolnton, J. P. Walker; Belmont, R. E. Palmer; Newton, P. C. Nannery; Sylva, B. S. Baker; Canton, R. H. Stebbins; Waynesville, Miss M. E. Leatherwood; Forest City, Miss V. D. Flack; Shelby, M. S. Michael; Asheboro, M. L. Shands; Gastonia, G. C. Huntley; Lenoir, L. S. Eddy; Wadesboro, W. T. Creech; Williamston, H. L. Michael; Clinton, U. G. Davis; Statesville, J. R. Moore; Roanoke Rapids, L. R. Mauney.

WOOD'S 5 & 10¢ STORES, INC.

Rockingham, N. C.

Wood's 5 & 10¢ Stores, Inc., with home offices at Rockingham, was organized and incorporated in May, 1934, by R. L. Phillips, his two nephews, M. L. Wood and T. P. Wood, and W. H. Anderson. This firm now operates 15 stores, 10 in North Carolina and 5 in South Carolina.

Officers of the firm are R. L. Phillips, president and treasurer; W. H. Anderson, vice-president; M. L. Wood, vice-president and general manager; T. P. Wood, secretary and merchandise manager, and H. C. Gibson, assistant secretary and assistant treasurer. These officers, exclusive of Mr. Gibson, form the board of directors.

Wood's 5 & 10¢ Stores was capitalized at the beginning at \$10,000. Since that time the capital stock has been increased twice and now includes \$50,000 in common stock and \$50,000 in preferred stock. The firm has an earned surplus of \$126,000.

In the 15 stores, employment averages from 200 to 250, including part time workers, and in the 10 North Carolina stores the average ranges from 150 to 200 workers. The North Carolina payroll, including the Rockingham store, office and warehouse amounts to approximately \$225,000 a year.

The policy of the firm is to expand gradually as suitable locations are found. It also follows the policy of renting the stores it operates. Approximately half of the merchandise handled by the 15 stores is bought in bulk and supplied from the warehouse in Rockingham.

Wood's 5 & 10¢ Stores have experienced very satisfactory growth in the 15 years of operation. In the past five years the volume of sales has increased approximately 300 percent, due in part to the increase in the stores operating and to increase in business of those already in operation.

Operation of the firm in Rockingham has resulted in the employment of workers representing 75 families in the community, in the home office, warehouse and local store. The company provides life insurance, health and accident insurance and hospitalization for all of its employees, paying 75 per cent of the premium cost.

President Phillips, before joining his nephews in the organization of Wood's 5 & 10¢ Stores, was for

several years cashier of the Farmers Bank and Trust Co. of Rockingham.

The ten Wood's 5 & 10¢ Stores in North Carolina are located in Rockingham, Lumberton, Chadbourn, Whiteville, Laurinburg, Red Springs, China Grove, Troy, Rowland, High Point.

MACKS 5-10-25¢ STORES, INC.

Sanford, N. C.

Macks 5-10-25¢ Stores, Inc., Sanford, now operating 25 stores, was organized and started as a partnership in December, 1923, by A. H. McIver and Doyle McFarland, who continued the business as a partnership for about 15 years.

Macks 5-10-25¢ Stores was incorporated August 1, 1938, with A. H. McIver as president and treasurer; Doyle McFarland as vice-president, and O. T. Sloan as secretary and general manager. These officers form the board of directors. The capital stock was doubled in April, 1946, through declaration of a 100 per cent stock dividend.

The first store was opened in December, 1923, in Sanford and it was February, 1925, before the second store was opened in Dillon, S. C. Since that time stores have been opened as opportunities presented themselves and the policy of the firm is to continue opening new stores in the chain as occasion arises. At present the firm is also engaged in improving and enlarging the stores already in operation.

During the past six years the business of the firm has approximately doubled, due in part to increased business in the branches operated and in part to opening new stores. The firm has followed the policy of renting its stores when that is convenient, but in a few cases individual members of the firm and the firm itself have purchased buildings in order to protect their interests.

In North Carolina approximately 225 workers are employed in the 12 stores operated in this State and approximately the same number is employed in the 12 stores operated in South Carolina and the one store in Virginia.

Macks 5-10-25¢ Stores are classed as variety stores. They handle dry goods, notions and numerous other items. Approximately 60 per cent of the business handled is in items that range in price from 5¢ to 25¢, but many items up to \$5.00 are handled.



Sanford department store, a unit of Mack's 5-10-25¢ Stores, with headquarters in Sanford.

In Sanford, Macks 5-10-25¢ Stores operates its own warehouse department from which it sells goods only to its own stores. This warehouse contains approximately 10,000 square feet of floor space. J. H. Lucas is warehouse manager. The Sanford store, one of the larger units, has a floor space of 6,000 square feet. The Sanford store manager is J. H. Joyce.

Locations of the other North Carolina stores and their managers are as follows: Aberdeen, Mrs. Lucy McLeod; Raeford, H. L. Williams, Jr.; Southern Pines, Mrs. Thelma K. Holt; Red Springs, Robert Marr; Madison, Thomas Crumpler; Lexington, P. T. Brooks; Wake Forest, G. A. Thomas; Warsaw, Miss Mamie L. Bethea; Carthage, Mrs. Daisy C. Kelly; Carolina Beach, D. B. Mixon; Greensboro, Robert L. Lemmond.

WILLIAMS' 5 & 10¢ STORES, INC.

Tarboro, N. C.

Williams' 5 & 10¢ Stores, with headquarters at Tarboro, operates eight junior department stores, five in North Carolina and three in Virginia. A warehouse is operated in Tarboro to supply the stores in this chain.

Williams' 5 & 10¢ Stores was organized and incorporated July 15, 1940, but members of the firm had previously operated a store in Kentucky under the firm name of Williams and Hull. Principal officers of the firm, all of whom received their variety store experience with the Rose organization, includes R. E. Dowd, native of Dunn, President; H. W. Hull, secretary-treasurer and manager of the Tarboro store; M. W. Maxwell, vice-president and manager of the Greenville store; Mrs. R. E. Dowd and Mrs. H. W. Hull, vice-presidents.

The policy of this firm is to expand, opening new stores and purchasing stores already operating in various localities. The latest store was opened recently in Richmond, Va. Also, present policy is to lease or rent store buildings in which Williams' Stores are operated.

While the bulk of the business is in 5 & 10¢ goods, the firm actually handles goods at prices ranging from 5¢ to \$5.00. Included among the higher priced items are, hosiery, overalls and other items purchased primarily from North Carolina manufacturers and all selling at popular prices. Some of the stores also carry men's furnishings. Two of the larger units are at Tarboro and Greenville, while most of the other stores are still small.

Locations of North Carolina stores and their managers are as follows: Tarboro, H. W. Hull; Erwin, J. W. Whittington; Maxton, P. R. Phillips; Greenville, M. W. Maxwell; LaGrange, Miss Janie Sutton.

POPE'S 5¢-\$5.00 STORES

Fuquay Springs, N. C.

Pope's 5¢-\$5 Stores, with general offices and warehouse at Fuquay Springs, operates a chain of five variety stores in the central section of North Carolina.

James M. Pope, Sr., was the founder of these stores. His first mercantile venture was a dry goods store he opened in Angier about 1925 and operated for a few years. Later he was a partner in a dry goods store in Fuquay Springs with Hubert Westbrook, under the firm name of Westbrook & Pope. Mr. Pope later bought out this business. Mr. Pope opened his first variety store in Lillington in 1934.

Locations of stores now operated and their managers are as follows: Fuquay Springs, Nelson Arrington; Angier, Herndon Wells; Lillington, Raymond A. Capp; Nashville, Basil Ayers; Erwin, George Bennett. The store operated in Apex for several years was closed during the war period and the one operated in Yanceyville was sold to Bruce's 5 & 10¢ Stores, Chapel Hill, in 1942, both due to hauling and personnel problems.

In 1944, James M. Pope, Sr., sold out the business to his two brothers, O. B. Pope and W. P. Pope, and his own three sons, Hoyt W., James M., Jr., and John W. Pope. This year the three sons of James M. Pope, Sr., now retired, bought the interest of their two uncles and now operate the business. These three sons have plans for expanding as conditions permit.

Pope's 5¢-\$5 Stores operate their own wholesale department in Fuquay Springs, from which all of the stores are supplied. This firm employs approximately 25 employees in all of its units.

CHANDLER'S, INC.

Rocky Mount, N. C.

Chandler's, Inc., with headquarters at 114 Sunset Avenue, Rocky Mount, was started as Chandler's 5¢ to \$1.00 Stores in 1941 by R. M. Chandler as individual owner.

Mr. Chandler had been with the McLellan Stores for 15 years and had been manager of the Rocky Mount store for a few years, when he decided to organize his own firm. He was still employed by the McLellan Stores when he bought his first store in Lake City, S. C. The second store was opened in Rocky Mount.

In 1948 the firm was incorporated as Chandler's, Inc.; the officers are R. M. Chandler, president, treasurer and general manager; J. A. Glover, vice-president, and D. M. Malone, secretary and assistant treasurer. These officers are the stockholders and directors of the corporation.

Chandler's now operates four stores in North Carolina and has embarked on a policy of expansion gradually as opportunities arise. The stores are classified as junior department stores and handle items, the most of which range in price from 5¢ to \$1.00. At present the firm leases the store buildings where it operates. About 30 workers are employed in the four units in North Carolina.

Locations of the four stores in North Carolina and their managers are: Rocky Mount, D. M. Malone; Farmville, W. C. Adams; Roanoke Rapids, J. A. Glover; Fremont, Mrs. Lucille Register. R. E. McLawhorn is manager of the Lake City, S. C., store.

Nation-Wide Variety Store Chains Operating in State

Many variety store chains, nation-wide in their operation, have stores in many North Carolina cities and towns. Some of these stores may be classed as junior department stores, since they have well-defined departments.

An interesting fact about these variety or junior department stores, as well as those with home offices in North Carolina, is that they buy many millions of dollars worth of goods produced in North Carolina for distribution through their stores in this State and throughout the nation. In fact, officials of one such chain make the assertion that it spends much more in North Carolina than is represented by the business done in this State.

Information concerning some of these chain stores and particularly their operations in North Carolina is given in items below.

F. W. WOOLWORTH CO.

New York City

F. W. Woolworth Co., with headquarters in the Woolworth Building, 233 Broadway, New York and with an international chain of variety stores, operates 24 of these 5 & 10¢ stores in North Carolina and spends approximately \$16,000,000 a year for prod-

ucts manufactured, processed and grown in North Carolina.

F. W. Woolworth, credited with being the originator of the 5 & 10¢ idea, started this vast string of popular stores in 1879, or 70 years ago. While a young clerk in a dry goods store, he conceived the idea of pricing a number of items on a counter and displaying a sign "Any Article 5¢". This proved so popular that he decided to try it in a store of his own. After two or three failures, his determination finally brought success in Lancaster, Pa. Dramatizing his idea, he began an expansion program as a result of which more than 2,700 Woolworth stores are now in operation in the United States, Canada, England, France, Germany and Cuba.

Of the more than 82,000 stockholders of F. W. Woolworth Co., as shown in a recent publication, 278 were listed as residents of North Carolina. Two Woolworth supervisors administer the company's affairs in this State. They are J. O. Vann, Greensboro, and J. E. Luther, operating from Asheville and Hendersonville. These superintendents report to the Woolworth District Office in Atlanta.

The 24 North Carolina stores are located in Raleigh, Durham, Elizabeth City, Greensboro, Charlotte,

Asheville, Wilmington, Winston-Salem, Burlington, Salisbury, Wilson, Goldsboro, Fayetteville, Rocky Mount, High Point, Shelby, Gastonia, Hendersonville and Kannapolis.

The term variety store naturally implies the handling of a wide variety of merchandise. The average Woolworth store is certain to handle as many as 10,000 different items. The Woolworth stores started with the idea of selling merchandise at 5 & 10¢. Such items still form the bulk of the business but many items with higher price range are to be found in the Woolworth stores. In addition to the usual merchandise, lunch counters and soda fountains are operated in many of the stores.

While selling a large volume of variety merchandise to North Carolina people, F. W. Woolworth Co. purchases from North Carolina farms and factories, products valued at approximately 16 million dollars annually, including such items as men's, women's and children's hosiery, cotton handkerchiefs, infants wear, store fixtures, rayon and cotton ribbon, wooden ware, elastics, toys made from Carolina pine, crochet threads, cotton clothesline and twine and many farm products used in the store restaurants.

Approximately 1300 North Carolina people are employed in the 24 Woolworth stores in the State.

S. H. KRESS & CO.

New York City

S. H. Kress & Co., with headquarters at 114 Fifth Avenue, New York City, and operating 253 stores in 229 cities located in 29 States and Hawaii, operates 13 stores in North Carolina and purchases approximately \$2,250,000 worth products from North Carolina producers.

Samuel H. Kress founded the system in April, 1896, by selecting Memphis, Tennessee, as the site for the first Kress store. The second was opened in Nashville, Tennessee, the next year. The Kress firm is one of the oldest and has become one of the largest variety store organizations in the country with an annual business of approximately \$165,000,000. The Kress firm owns sixty per cent of the store buildings in which it operates and the average business of each store exceeds a half million dollars.

The founder, S. H. Kress, continued as president until 1924, when he became chairman of the board. His brother, Claude W. Kress, was president for 17 years and died in 1941. Another brother, Rush H. Kress, served as vice-president and treasurer for many years and as president from 1941 to 1945. He is now vice-chairman of the board. William L. Baker, who started as a stockman in a southern store more than 40 years ago, was elected president in 1945 and retired recently. O. N. Birkland is now president of the corporation.

Among the purchases from North Carolina producers are approximately \$1,500,000 worth of hosiery, retailed in Kress stores throughout the country; \$335,000 for soda and lunch supplies; more than a quarter million dollars for dry goods; and other

merchandise including toys, notions, hardware and crockery.

The Kress organization is a member of the North Carolina Citizens Association and local units are members of local Chambers of Commerce, Civic Associations and Merchants Associations. The organization provides splendid vacation, health and accident, life insurance, retirement and other benefits for all of its employees.

The 13 North Carolina stores are supervised by two district men, O. K. McCarter and G. N. League. Locations of the North Carolina stores and their managers are as follows: Asheville, G. C. Nelson; Charlotte, D. E. Jackson; Durham, C. B. Hilliard; Fayetteville, L. W. Payne; Gastonia, C. M. Hunt; Goldsboro, E. L. Williams; Greensboro, T. M. Clower; High Point, W. F. Turner; New Bern, J. I. Mabe; Rocky Mount, J. L. Suiter; Salisbury, W. L. Touchstone; Wilmington, A. C. Davis; Winston-Salem, T. S. Bayne.

McLELLAN STORES CO.

New York City

McLellan Stores Co., with executive offices at 55 Fifth Avenue, New York 3, N. Y., had its birth in North Carolina in 1916, when W. W. McLellan, a Scot from New York, acquired a controlling interest in a nine-store group in North Carolina. Today this firm operates 230 stores in 29 states, roughly the eastern half of the United States.

However, McLellan Stores Co. is still largely a North Carolina organization, following its incorporation in the Tarheel State in 1916 of the acquired nine units, eight of which are still in operation. These eight original McLellan stores still in operation in North Carolina are located at Kinston, Washington, High Point, Lumberton, Greenville, Salisbury, Concord and Hendersonville. The other original store was in Gastonia.

So successful was the beginning of the McLellan stores in this state, that four other North Carolina stores were opened during the next year. McLellan officials were so highly pleased with the acceptance of the McLellan idea of quality goods at low prices ranging from 5¢ to \$1.00, that they used North Carolina as a springboard for the development of this vast chain of variety stores.

North Carolina now has 22 McLellan stores, equalled by only one other state, Massachusetts, and McLellan's purchases more of its goods from manufacturers in North Carolina than are purchased in any other state except New York.

The mother state has also contributed an impressive list of talented sons to McLellan's. William L. Nolan, chairman of the board of McLellan Stores Co., who served as president from 1941 to 1947, started with the company as manager of the store in Kinston in 1917. L. B. Brafford, now general superintendent of the western districts, embracing eight midwestern states and 62 stores, is a native of Concord. He has been with the company 22 years, starting as manager, and is one of the three key men in

the field representing the Sales and Store Management Division.

Another North Carolinian, R. P. Walsh, born in Charlotte, has been with the company for 13 years, the first six of which he spent in the stores. With the exception of time out for Army service, Mr. Walsh has been in charge of the Display Department since 1942. He directs the construction of model counters and window displays, which are photographed and sent to local stores for reproduction.

R. A. Robbins, manager of one of McLellan's largest stores, Chattanooga, Tenn., was born at Wilmington. He has been with the company for 20 years, both in the stores and on the road as superintendent, and is now manager of this important unit.

A. F. Adams, native of Dunn, is a district superintendent in the northeast. He has been with the company for 15 years as manager, and served as Sales Promotion Manager in the N. Y. office for several years. He supervises 12 stores in New York, Connecticut, and Pennsylvania. N. G. Bailey, born in Green Mountain, N. C., is a district superintendent in the southeast, supervising 15 stores in Georgia and South Carolina. He has 14 years of service. E. L. Lewis, with McLellan Stores for 15 years and a native of Winnabow, is a district superintendent for the southeast, responsible for 15 stores in North and South Carolina.

Estimate of annual purchases from North Carolina firms is approximately \$2,000,000, amounting last year to \$2,125,000, topping the merchandise purchased in all other states except New York. McLellan officials report that hosiery was purchased from approximately 30 hosiery manufacturing plants located in almost as many cities and towns in the state; toys were purchased from two manufacturing firms; underwear from one; men's and boys' wear from three firms; footwear, ladies' wear, and crochet cotton from one firm each, and textiles from two North Carolina firms.

In North Carolina the stores are supervised by District Superintendents W. W. Stack and E. L. Lewis, with R. W. Hill as general superintendent.

Locations of North Carolina stores follow: Kinston, Washington, High Point, Lumberton, Greenville, Wilson, Burlington Rocky Mount, Wilmington, Goldsboro, Elizabeth City, Raleigh, New Bern, Salisbury, Concord, Hendersonville, Mount Airy, Hickory, Lexington, Charlotte, Thomasville and Albemarle.

W. T. GRANT CO.

New York City

W. T. Grant Co., with home office at 1441 Broadway, New York City, operates 10 retail stores in North Carolina and purchases many millions of dollars worth of goods produced by North Carolina manufacturers for distribution to its 482 stores from coast to coast.

W. T. Grant founded this nation-wide concern in 1906 and still participates in the company's affairs as chairman of the board of directors. The first

North Carolina store was opened in Raleigh in June, 1921, and stores were opened later in nine other cities. In its 43 years of operation, Grant's has emphasized presenting everyday necessities of acceptable quality at low prices. It takes pride in its "known for values" identification.

Grant's buys considerably more goods from North Carolina manufacturers than it sells in the State. Many of Grant's most important suppliers for cotton fabrics and finished goods for all of its stores are North Carolina firms. In addition to the millions of dollars worth of materials purchased directly from North Carolina sources each year, many more millions of merchandise distributed by Grant stores are manufactured from textiles woven in North Carolina mills.

While the W. T. Grant Co. is known as a "variety chain," its stores specialize in textiles and wearing apparel, the major portion of their volume coming from such items as hosiery, sheets, blankets, towels, shirts, dress goods and drapery fabrics, of the types manufactured in North Carolina mills.

H. T. Carmichael, as manager of District 17, supervises the company's stores in North Carolina and Virginia. This district is a part of Grant's Atlanta Region, which is managed by R. Lee Waterman, a Grant vice-president, who makes his home in Atlanta, Georgia.

Locations of Grant Stores in North Carolina and their local managers are as follows: Raleigh, J. D. Setliffe; Charlotte, J. S. Callaway; Hickory, J. R. Robbins; Goldsboro, G. H. Rogers; Kinston, N. D. Currie; Elizabeth City, G. F. Walter; Kannapolis, J. P. Henderson; Greensboro, W. C. Sawyer; Concord, A. M. Wrenn, and Greenville, W. Chapman.

H. L. GREEN CO., INC.

New York City

H. L. Green Co., Inc., with headquarters at 902 Broadway, New York City, has been operating four limited price variety stores in North Carolina since 1933, but these stores had been operating about ten years prior to that time by the company's predecessor.

This firm handles the usual type of variety store merchandise, ranging in price from 5¢ to \$1.00 and with a few items retailing for more than \$1.00. Much of the merchandise sold by H. L. Green Co. is purchased from North Carolina manufacturers for sale in its stores in this and other States. In fact, the firm estimates that its purchases in North Carolina exceed the amount of its retail sales.

A. A. Hall, district manager, with headquarters in the Winston-Salem store, supervises the 14 stores in Georgia, South Carolina, Florida, North Carolina and Virginia. The firm employs an average of about 250 persons in North Carolina.

Store locations in North Carolina and managers are as follows: Wilmington, C. D. Kerby; Durham, O. G. Crispens; Greensboro, G. W. Herndon; Winston-Salem, E. P. Gaines.

DEPARTMENT STORE**J. C. PENNEY CO., INC.**

New York City

J. C. Penney Co., with central office at 330 West 34th Street, New York, N. Y., has more than 1600 stores in all of the 48 States, including 31 stores in North Carolina, making it the largest department store chain in the world.

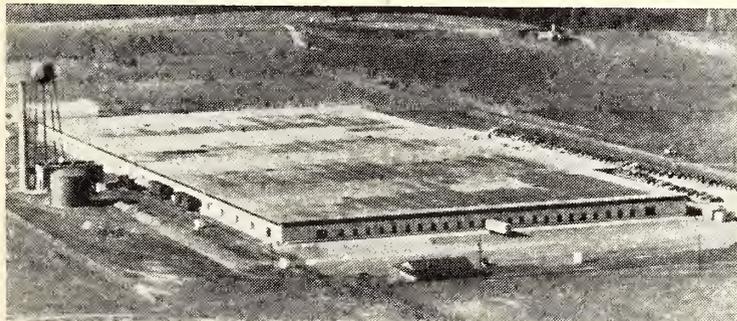
The first Penney store was opened in 1902 in Kemmerer, Wyoming, in a building 25 x 40 feet. James Cash Penney, the founder, called this store "The Golden Rule" and in the first year did business of almost \$29,000. The policy was cash and carry.

In 1909 Mr. Penney established headquarters in Salt Lake City and in 1913 moved the headquarters to New York. Meanwhile, Earl C. Sams joined him in 1907 and they launched upon a partner-ownership expansion program. When Mr. Penney retired as president and became chairman of the board, Mr. Sams succeeded him and in 1947 Mr. Penney became honorary chairman and Mr. Sams chairman of the board. J. C. Penney Co. maintains a staff of 200 buyers and all purchases are checked in the Penney Research Laboratory. Three huge warehouses are operated, one of which is in Statesville, N. C.

Penney stores do not handle "luxury" or "cheap" merchandise, but advertise quality goods "For people who live simply but well". The stores specialize in women's hose, blankets and work clothes, handling such items as dresses, suits, coats, shirts, skirts, underwear, sports wear, sheets, curtains, towel and yard good. The company offers to its employees liberal discounts, group life insurance, sickness and death benefits and profit sharing retirement plans.

The large warehouse at Statesville was opened about two years ago in order to be near the source of suppliers. This warehouse is one-story high and contains eight acres of floor space, located on a 30 acre area. From this warehouse many thousands of items of merchandise are shipped to the Penney Stores in all of the 48 States.

The first Penney store in North Carolina was opened in New Bern in 1924. The newest Penney stores were opened in Lenoir and Roanoke Rapids in 1941. Operations in North Carolina are under the general supervision of W. E. Gardner, district manager with headquarters at Atlanta, Ga.



Huge warehouse of J. C. Penney Co. near Statesville, one-story high and covering eight acres of space, which supplies Penney stores in the 48 States.

Last year the firm purchased from North Carolina producers goods valued at approximately \$32,000,-000 including piece goods, blankets, underwear and hosiery.

Locations of the 31 North Carolina stores are as follows: Albemarle, Asheville, Burlington, Concord, Elkin, Fayetteville, Goldsboro, Greenville, Henderson, Hendersonville, Hickory, High Point, Kannapolis, Kinston, Lumberton, Monroe, Mount Airy, New Bern, North Wilkesboro, Oxford, Reidsville, Roanoke Rapids, Rockingham, Rocky Mount, Salisbury, Shelby, Statesville, Wilmington, Wilson and Winston-Salem.

KENDALL REAPPOINTED; NEW MEMBERS;

(Continued from page 84)

and automobile firms in Toledo, Ohio, until he was drafted into the service in World War I. Soon the war ended and he was discharged, returning to Whiteville.

Later he worked in ship construction and retail selling in Baltimore, and around 1931, he went with an aluminum firm in Hartford, Michigan, in the sales end in several southern states. Later he became sales manager for the firm in Tennessee, Kentucky and West Virginia. It was while visiting mines in these states that he became interested in the labor movement, an interest that increased while he lived in Harlan, Kentucky. There he took an active interest in organizing the miners in Harlan County.

As World War II approached and aluminum became scarcer, he returned to North Carolina around 1940 and helped with the construction work at Fort Bragg and Camp Davis, then got a job as insulator at the North Carolina Shipbuilding Co. at Wilmington. Preliminary work included help in installing boilers in the first ship launched at Wilmington—the Zebulon B. Vance—in which he took great pride. At the shipyard he was active in attempting to organize his union, the Industrial Marine and Shipbuilding Workers of America—CIO, of which he is still a member.

While working at the shipyard and being employed by the union, he served on the local Appeals Panel of the War Manpower Commission as labor representative. In recognition of his services he was awarded a certificate by Dr. J. S. Dorton, then State director of the War Manpower Commission. He also served on the local Advisory Council of WMC, and later was named by Governor Cherry as labor representative on the State Veterans Committee.

In mid-1946 he joined the CIO Organizing Committee in Charlotte at the request of State Director William Smith, who appointed him as assistant State director. As such, he has been handling all proceedings before the National Labor Relations Board and other agencies.

Mr. Davis married the former Miss Alice Elizabeth Rogers of Raleigh and they have one child 23 years of age.

Eight Wholesale Drug Firms, Long, Prosperous Records

North Carolina has eight wholesale drug firms which have a combined age of 433 years, or an average age of slightly more than 54 years each. The oldest of these is the Dr. T. C. Smith Co., which started in Charlotte in 1869, or 80 years ago, operated there 18 years, then sold out and opened again in Asheville, where it continues to operate. Youngest of the group is the O'Hanlon-Watson Drug Co., Winston-Salem, in operation for 29 years.

Robert R. Bellamy & Son, Wilmington, is the next oldest firm, having started in 1885, now 64 years old, followed closely by Burwell & Dunn Co., Charlotte, which bought out the Dr. T. C. Smith Co. there in 1887 and is thus 62 years old. The Scott Drug Co., Charlotte, is 58 years old, followed by the Justice Drug Co., Greensboro, 51 years old; The W. H. King Drug Co., Raleigh, 50 years old, and the Peabody Drug Co., Durham, 39 years old.

All of these wholesale drug firms have performed valuable service over these long years in supplying the retail drug trade in North Carolina and extending into other states. All have been remarkably successful and are extending their growth and enlarging their earnings for the owners. Details of these eight firms are given below.

DR. T. C. SMITH CO.

Asheville, N. C.

The Dr. T. C. Smith Co., 10-16 South Lexington Avenue, Asheville, founded in 1869 and now celebrating its 80th anniversary, is the oldest wholesale drug firm in North Carolina, one of the oldest in the entire Southeast, and is one of the oldest merchandising firms in the State in any type of business. The firm is now operated by the third generation of the family.

The founder of the business was Dr. T. C. Smith who started the wholesale and retail drug business on Independence Square, Charlotte. After 18 years of operation there, Dr. Smith sold his business to Burwell & Dunn Co., a firm still in operation in Charlotte, in 1887. As the Burwell & Dunn Co. expanded, the address is shown as No. 2 South Tryon Street and 1-3-5 West Trade Street, a part of which was the address of Dr. Smith's wholesale and retail firm.

Through persuasion of Col. Frank Coxe, Dr. Smith then moved to Asheville and started business in the then small community destined to become the "metropolis of Western North Carolina". Retail drug stores were scarce in the mountain area at that time and for several years the wholesale drug firm supplied country merchants with patent medicines and family remedies. As the mountain area developed its resort facilities and visitors came from larger cities, the demand for many kinds of pharmaceuticals increased and the Dr. T. C. Smith Co. was kept on its toes to supply the needs of the increasing numbers of drug stores opening in the area.

This firm, started as an individually owned business by Dr. Smith, later in partnership with his sons and after his death as a partnership of his sons, was incorporated in 1932 and has continued its expansion until its business covers the entire western area of North Carolina and Eastern Tennessee. In its 80 years of operation it has weathered all wars, depressions and storms, due to the solid foundation of "fair dealing and efficient service" on which its founder built the business through his many years of operation. Sons and grandsons have continued his principles.

The Dr. T. C. Smith Co. handles all types of nationally known drugs and pharmaceuticals and other merchandise usually handled in retail drug stores, except candy and tobacco products. It employs regularly 35 workers, of whom five are salesmen covering the territory. It occupies two adjoining buildings with five floors which provide 25,000 square feet of floor space.

Dr. Smith, the founder, as a young man served four years in the Confederate Army as a hospital steward, giving him his taste for medicine. As soon as the war was over, he entered the University of New York, graduating with the M. D. degree. However, the business end appealed to him more than did the professional end of medicine, so he turned his face to Charlotte and there established his business in 1869. After he sold this firm in Charlotte and was considering opening another in the rural community of Asheville in 1887, someone asked C. E. Graham, then one of North Carolina's most successful men, what he thought of the prospects in the mountain town. He replied: "Dr. Smith would build up a good trade on a desert island".

In his business Dr. Smith is credited with two well authenticated "firsts". He purchased and sold the first full case of cigarettes in the State. The other is that Dr. Smith installed in his store in Charlotte the first commercial telephone installed and used in the City of Charlotte, on January 18, 1880. It is interesting to note that the first residential telephone was installed at the same time by Col. Frank Coxe, who later induced Dr. Smith to move to Asheville, and these friends engaged in trial conversations and tests during the evening and the next day. This resulted in the opening of an exchange in Charlotte with 25 subscribers April 20. The exchange proved unprofitable, so the promoters, in January, 1883, removed the wires and instruments and moved them elsewhere.

Dr. Smith was active in his business until his death in 1913, when the management was taken over by his two sons, Thomas Carlisle Smith and Frank S. Smith. The latter, a Ph.G. of the College of Pharmacy of the City of New York in 1894, served as first president from the time of incorporation of the firm in 1932 until his death in 1934. Present

officers are T. C. Smith, son of the founder, president; E. Bretney Smith, vice-president; T. Carlisle Smith, Jr., secretary, and F. Stacy Smith, treasurer.

ROBERT T. BELLAMY & SON, INC.

Wilmington, N. C.

Robert R. Bellamy & Son, wholesale druggists, was started by Robert R. Bellamy as individual owner around 1885 and has long been one of the best known firms in the Cape Fear section of the State.

Mr. Bellamy, after graduating from Davidson College, became associated with William H. Greene, one of the founders and first president of the North Carolina Pharmaceutical Association and first president of the State Board of Pharmacy.

Mr. Bellamy was licensed as a pharmacist in 1885 and soon after opened his own drug store at Front and Market Streets. In addition to conducting a wholesale and retail business he was president of the Delgado Mills Co. and Astyptodyne Co. and a director of the Peoples Savings Bank.

Meanwhile, his son, Hargrove Bellamy, became a partner in the business and headed the firm after the death of his father in 1926. In 1947, this son established a memorial to Robert R. Bellamy in the School of Pharmacy in the University of North Carolina.

Later Robert R. Bellamy & Son was incorporated; the officers of the corporation are: Hargrove Bellamy, president; Robert R. Bellamy, his son, vice-president and treasurer, and W. W. Gayer, vice-president and general manager.

Robert R. Bellamy & Son carries a complete line of drugs, pharmaceuticals, chemicals, proprietary medicines and other drug supplies. The firm covers a large portion of eastern North Carolina and North-eastern South Carolina and has experienced remarkable growth during the past few years.

BURWELL & DUNN CO.

Charlotte, N. C.

Burwell & Dunn Co., service wholesaler, 203 S. College St., Charlotte, is one of the oldest wholesale drug firms in North Carolina, having been organized in 1887 by W. R. Burwell and R. A. Dunn. When organized the firm occupied two buildings on the southwest corner of Tryon and Trade Streets, now known as Independence Square, later moving to the present location on the southeast corner of Fourth and College Streets.

In 1895 the officers were listed as W. R. Burwell, president; R. A. Dunn, vice-president and treasurer; and M. M. Murphy, secretary. Early in the operation of the firm Thomas J. Smith joined the firm as an officer and director. W. H. Wearn, pharmacist, was engaged for many years in compounding drugs for the firm and continued in this capacity until his death in August 1932. He was succeeded by Samuel P. Hall who served until his death in June 1949.

R. A. Dunn, long a director in the Commercial National Bank, oldest bank in North Carolina, served as president of that institution from 1906 to 1911 and was again elected bank president in 1918. He

served as president until 1936 when he was elected chairman of the board of directors, which position he held until his death in 1945.

Present officers of Burwell & Dunn Co. are Mrs. R. A. Dunn, president; S. A. Beaty, vice-president, treasurer and general manager; and Reuben C. Russell, vice-president and secretary. The volume of the business has more than doubled in the six years since 1943. Burwell & Dunn Co. now occupies two adjoining buildings, with total office and warehouse space of approximately 35,000 square feet. The business covers portions of North Carolina and South Carolina within a radius of 80 to 125 miles of Charlotte. Approximately 50 workers are employed, with service records averaging twelve and a half years. Seventeen of the employees have been with the company for more than twenty years.

The firm carries a complete line of pharmaceuticals, proprietary medicines and sundries. It was the first firm in this section to stock Eli Lilly and Company products in 1904.

The policy of the company is, as it has always been, to give prompt efficient service to its customers.

SCOTT DRUG CO.

Charlotte, N. C.

The Scott Drug Co., 112-116 South College Street, Charlotte, is another of the long established and prominent wholesale drug firms in North Carolina. While it was not incorporated until 1923, its predecessor dated back to 1891.



Part of the three buildings forming the home of the Scott Drug Co., wholesale, Charlotte.

At that time, 58 years ago, Jno. M. Scott, who began work for Wilson Drug Co. in wholesale and retail manufacturing departments and later graduating in pharmacy, formed a partnership under the firm name of Jordan & Scott, wholesale druggists, composed of Mr. Scott and R. H. Jordan, a retail druggist. This firm was located at 106-108 North Tryon Street. Mr. Jordan retired from the firm the next year.

In 1900 Mr. Scott incorporated Jno. M. Scott Co. with his brother, Walter Scott, who also was a pharmacy graduate, and had worked for Burwell & Dunn. Five years later this firm built the first unit of its present three-building plant at 112-116 South College Street. The other two buildings were added as the business increased.

With Jno. M. Scott & Co. as the holding company, the Scott Drug Co. was incorporated in 1923 with Walter Scott as president, Jno. M. Scott, vice-president and chairman of the board, and E. M. Hannon, secretary and treasurer. Meanwhile, Jno. M. Scott had been elected president of the Charlotte National Bank in which position he served for many years until 1939. At that time the Charlotte National Bank was sold to the Wachovia Bank and Trust Co. and Mr. Scott served as chairman of the Charlotte Board of the Wachovia until his death in 1945. During this time, Walter Scott handled the wholesale drug business until his death in 1940.

In 1946, following Jno. M. Scott's death, Walter Scott, son of the former president, who had served as executive vice-president for several years, was elected president of the company. Other officers elected then were: J. W. Bennick, vice-president, and J. L. Fesperman, secretary and treasurer. These officers, along with Courtney Mauzy, trust officer for Wachovia; Stewart W. Cramer, Jr., and Muscoe Burnette, Jr., form the board of directors of the Scott Drug Co., now occupying approximately 50,000 square feet of floor space in its three adjoining buildings. It serves an area within a radius of 100 miles of Charlotte. The firm employs 55 workers, 11 of whom are salesmen covering its area of operation.

In 1941 employees of the company formed the "Quarter-of-a-Century" Club, which was composed of eight members, with Mr. Hannon as president and Mr. Bennick as secretary and treasurer. At that time the company presented each of these eight members with handsome solid gold wrist watches. This club now has ten members.

The firm handles a complete line of druggists' sundries, holiday goods and wholesale products of nationally known manufacturers.

O'HANLON-WATSON DRUG CO.

Winston-Salem, N. C.

The O'Hanlon-Watson Drug Co., 444 North Main Street, Winston-Salem, was organized in 1896 and started business in the Sheppard Building located directly behind the present Twin City Club, West Fourth Street.

The business was started by E. W. O'Hanlon,

native of Fayetteville, who attended the University of Maryland Pharmacy School, and came to Winston-Salem as a young man in 1891. For a few years he worked for S. H. Smith, retail druggists, and in 1896 rented the Ogburn Building on the site of the present drug store and started in business. In 1905, he bought the three-story building and, following a fire in 1914, he erected the present O'Hanlon Building, eight stories high, then the highest building in Winston-Salem. Mr. O'Hanlon, now 79 years old, is still in active control of both the wholesale and retail firms.

Associated with Mr. O'Hanlon and in active charge of the business until his death in an automobile accident in 1946, was Haywood P. Watson, Jr., Lexington native and son of a druggist. As a boy Mr. Watson worked at the O'Hanlon Drug Store, later attending Page's School of Pharmacy. From the time of the organization he was treasurer and general manager of the O'Hanlon-Watson Wholesale Drug Co. Following death, James M. Darlington, who had been with the company for 10 years, became treasurer and general manager.

Present officers of the company are: E. W. O'Hanlon, president; S. R. Ireland, vice-president; James M. Darlington, treasurer and general manager. These officers, with Mrs. Annie B. Cooksey and Leslie W. Lackey, form the board of directors. The original capital of the firm was \$80,000, increased since to \$120,000 by a fifty per cent stock dividend. In addition to regular annual dividends, the firm has accumulated a very satisfactory earned surplus. This firm operates in an area represented by a radius of about 75 miles from Winston-Salem and operates two trucks in its city delivery. It employs regularly 26 workers.

Recently the O'Hanlon-Watson Drug Co. acquired an additional building giving an additional 6500 square feet, making a total of 30,000 square feet of floor space, and renovated the entire store building, installing the most modern and up-to-date wholesale drug store fixtures.

JUSTICE DRUG CO.

Greensboro, N. C.

The Justice Drug Co., wholesale druggist, Davie Street and Edwards Place, Greensboro, celebrated last year its 50th anniversary of service to the retail drug trade in the Piedmont section of North Carolina.

Lunsford Richardson, registered pharmacist, later to become famous as the founder and operator for many years of the Vick Chemical Co., started the wholesale drug firm of the L. Richardson Drug Co. in 1898. During the preceding year, Mr. Richardson had established the firm of Richardson & Farriss, a retail store which occupied the same building in which William Sidney Porter, better known as O. Henry, started his career as a drug clerk.

Soon after the organization of this firm, Mr. Richardson became interested in Vick's Croup Salve, formed his own company and sold his interest in the



Home of the Justice Drug Co., wholesale, Greensboro.

retail store. This business grew rapidly and soon required more than the 500 feet of floor space at 534 South Elm Street and Mr. Richardson bought a five-story brick structure at Davie Street and Edwards Place.

Three years later, in order to devote his full time to the exploitation of the Vick's household remedies, Mr. Richardson sold his interest in the wholesale drug business to R. L. Justice who changed the name to Justice Drug Company. In 1920 Mr. Justice retired from the business, selling his controlling interest to P. A. Hayes and Associates. On January 1, 1921, P. A. Hayes was elected president, with no change in the other officers.

The company now occupies a five-story, a three-story and a two-story brick building, totalling 100 feet on Davie Street and 150 feet on Edwards Place. The business employs 60 persons, officers and employees, including seven salesmen and covers an area represented by a radius of approximately 100 miles from Greensboro. The company specializes in everything sold by retail druggists, including pharmaceuticals, drugs, sundries, and many other nationally advertised drug products. The firm has enjoyed steady progress and during the past 25 years has more than doubled its volume of business.

The present officers are: P. A. Hayes, president; D. F. Hayes, S. T. Forrest, and W. P. Brewer, vice-presidents; C. J. Kee, secretary-treasurer.

THE W. H. KING DRUG CO.

Raleigh, N. C.

The W. H. King Drug Co., wholesale drugs and sundries, 117-119 South Wilmington Street, Raleigh, was organized and incorporated in 1899 and operated the business for several years on the corner of Wilmington and Martin Streets. Later the firm moved to 117-119 East Martin Street and still later, built its own modern home at its present location.

After Mr. King's death, B. W. Hunter, formerly a New Bern druggist, managed the business for a period. Then John F. Sprague, general manager of

Sharp & Dohne, bought Mr. King's interest and served as president and manager until his death in 1915.

At that time B. F. Page bought the controlling interest in the corporation and became president and general manager continuing as such until his death July 22, this year. Mr. Page, native of Asheboro and U. N. C. graduate in pharmacy, started in the retail drug business in Asheboro, then moved to Greensboro with the L. Richardson Drug Co., wholesale and manufacturing druggists, which later became the Justice Drug Co. In 1913, Mr. Page came to Raleigh as secretary and assistant manager of The W. H. King Drug Co. In both Greensboro and Raleigh, Mr. Page conducted Page's School of Pharmacy for many years.

Homer C. Starling, Sampson County native and U. N. C. graduate in business administration, worked for the Peabody Drug Co. in Durham for a few years and in 1931 joined The W. H. King Drug Co. as credit manager. Later he was elected treasurer. Earle Jones, with 36 years experience in the drug business, has been an important member of The W. H. King Drug family for eight years.

Following Mr. Page's death, the directors elected new officers as follows: Homer C. Starling, president and general manager; Earle Jones, vice-president and Mrs. B. F. Page, secretary-treasurer.

Approximately 95 workers are employed, including 15 outside salesmen, which cover an area embraced in a radius of about 150 miles of Raleigh. The present building, occupied in 1927, and the equipment are up-to-date. The building is four stories high and has approximately 43,000 square feet of floor space. Warehouses give an additional 12,000 square feet of space.

Business of the company has more than doubled in the past 15 years. The firm features Eli Lilly & Co. pharmaceuticals, and many other nationally advertised drug products.

In 1936 The W. H. King Drug Co. bought the Peabody Drug Co. in Durham and has operated it very successfully since that time. Last year the W. H. King Drug Co. purchased the Marvin-Florence Drug Co. of Florence, S. C. and changed its name to The King Drug Co. All three companies have the same officers, except that J. A. Weatherford is executive vice-president of the Peabody Drug Co. and Harry H. Montgomery is executive vice-president of The King Drug Co. in Florence.

PEABODY DRUG CO.

Durham, N. C.

The Peabody Drug Co., 305 W. Pettigrew Street, Durham, was organized and incorporated in 1910 by H. R. Goodall and associates. For several years both before and after Mr. Goodall's death in 1928, John Ferrell was manager of the business. From 1930 to 1938 Alf Duckett was manager of the firm.

In 1936 The W. H. King Drug Co., of Raleigh, purchased Mr. Goodall's interest in the business from

(Continued on page 138)

Wholesale Distributors Have \$1,290,000,000 Business

North Carolina has several hundred wholesale distributors handling all types of merchandise that is handled by such firms. Their business for the fiscal year ended last June 30 amounted to \$1,290,188,180, according to a compilation made from figures supplied by the North Carolina Department of Revenue. This was an increase of 1.03 percent over the business handled during the preceding fiscal year, 1947-48.

These figures are arrived at by using as a base the tax of 1/20th of one percent on wholesale sales and do not include a relatively negligible amount of non-taxable wholesale sales.

Wholesalers have heavy investments in plants and merchandise in stock. They also employ a large number of workers in their plants, as outside salesmen and as truck operators delivering their merchandise to the retail trade. It is obviously impossible to give details of operations of several hundred wholesale distributors, but information about representative wholesale firms in the State is detailed in the items below.

J. G. BALL CO.

Raleigh, N. C.

J. G. Ball Co., 320 West Davie Street, Raleigh, organized in 1890, is believed to be the oldest wholesale grocery firm now operating in North Carolina.

Jesse G. Ball organized and started the business as an individual owner and continued to head the firm until his death October 11, 1948, at the age of 86 years. In the beginning Mr. Ball handled practically all of the business himself with one or two helpers. One of his helpers, a negro and former slave, Bob Hinton, was with him for about 30 years and died at the age of 90.

Friends recall that Mr. Ball distributed kerosene oil from a horse drawn wagon and later used the first gasoline truck in this area. He distributed the first soft drinks in this area, ginger ale, packed in straw in barrels and shipped from Baltimore. He was one of the first distributors of meats, sending silver dollars in advance during depression periods for his meat supplies. Mr. Ball securedhardtack, fatback and other groceries to supply soldiers in the Spanish-American War camp located near the Federal Cemetery. It is recalled that Mr. Ball manufactured and distributed cigars, two men making them by hand. It is also recalled that around 1900 chickens sold for 6¢ each and eggs were 6 to 10¢ a dozen.

During World War I, Mr. Ball supplied soldiers at Camp Polk with potatoes and various items of food, candy and tobacco.

In 1906 J. G. Ball Co. was incorporated with J. G. Ball as president, treasurer and general manager and other members of his family as the other officers. In 1919 Julian A. Rand bought an interest in the

company and at that time became secretary and treasurer.

In October, 1949, following Mr. Ball's death, Mr. Rand was elected president and treasurer and became general manager of the business. George W. Ball, Morehead City, executor of his father's estate, was elected vice-president and Jesse G. Ball, Jr., became secretary.

J. G. Ball Co. makes a specialty of York River and Summer Sweet canned vegetables and Del Monte canned fruits and handles the usual lines of nationally advertised groceries.

The firm employs about 15 workers, including three outside-salesmen and operates three trucks in delivering groceries over an area included in a 50-mile radius of Raleigh.

THE THOMAS & HOWARD CO.

Hdqrs., Gastonia, N. C.

The Thomas & Howard Co., with headquarters in Gastonia, organized in Durham in 1898 and with 10 units in North Carolina cities and a dozen in South Carolina, is by far the largest and is one of the oldest and most prosperous and progressive wholesale grocery firms in North Carolina.

Founders of this firm were C. C. Thomas, Durham, for many years during his lifetime the chief promoter and operator, and C. L. Howard, also of Durham, who is retired now and lives in Florida. Mr. Howard still owns stock in the organization, although no longer active in its operation. The Thomas & Howard Co. observed last year its 50th anniversary of very successful operation.

E. E. Boyce, with home office of the firm in Gastonia, has been president of The Thomas & Howard Co. for several years and has continued to direct the expansion of units and operations of the firm in South Carolina and the 10 units in North Carolina.

Locations of North Carolina units and their executive officers follow: Washington, J. F. Timberlake; Rocky Mount, J. F. Johnson; Durham, D. P. Montgomery; Greensboro, J. L. Nichols; Salisbury, C. H. Wentz, (Mr. Wentz is also vice-president of the North Carolina Wholesalers Association); Charlotte, W. D. Flinton; Statesville, F. R. McLain; Hickory, O. H. Furr; Shelby, Howard Timberlake; Asheville, Charles Woodward.

ATLANTIC TOBACCO CO.

Wilmington, N. C.

The Atlantic Tobacco Co., of Wilmington, with branches in Fayetteville, Raleigh and in Florence, S. C., is probably the second largest wholesale firm operating in North Carolina.

This firm was organized and incorporated in May, 1920. J. N. Alexius is president; C. L. Davis is vice-president; W. W. Hinnant, Raleigh, is secretary-treasurer; H. D. Alexius is assistant treasurer, and J. N. Alexius, Jr., is assistant secretary.

The Atlantic Tobacco Co. enjoys a very large business throughout eastern North Carolina and eastern South Carolina. It employs approximately 75 people and has a sizeable payroll. The firm employs 25 salesmen and operates 23 trucks. Warehousing space is considered adequate.

The firm handles many outstanding brands of cigars, such as Roi Tan, Hav-a-Tampa, Bayuk Phillies, White Owls, Robert Burns, King Edwards, Dutch Masters and Websters, and all standard brands of cigarettes, tobaccos and pipes.

JOB P. WYATT & SONS CO.

Raleigh, N. C.

Job P. Wyatt & Sons Co., 325-331 South Wilmington Street, Raleigh, wholesale hardware, farm machinery and implements, is one of North Carolina's oldest mercantile firms, having been organized January 1, 1881, as a partnership by Job P. Wyatt and Phillip Taylor.

The business started as a retail hardware store, 15 x 60 feet, at 15 East Martin Street. After two or three moves, the store moved to its present site in 1912. Four years later the building burned and was replaced and in 1947 the last important expansion took place. The present three-story building is 105 x 265 feet, containing approximately 85,000 square feet. Three warehouses give an additional 35,000 square feet.

In 1890 Mr. Wyatt bought the interest of his partner, Mr. Taylor, and took in his two brothers, E. S. and P. T. Wyatt, as partners. E. S. Wyatt died in 1907. P. T. Wyatt, now 83 years old, has been with the firm for 63 years, with no thought of retiring. He was bookkeeper under the partnership and has been secretary since its incorporation.

The wholesale department was started in 1907 and now constitutes 95 per cent of the business of the firm. Six outside salesmen handle the sales, which cover an area embraced in a radius of 100 miles of Raleigh. Wholesale and retail departments employ approximately 60 workers.

Job P. Wyatt & Sons Co. handles all types of heavy and shelf hardware, paints, ammunition, guns, rifles, lawn mowers, farming implements of all types, field and garden seeds and bulbs, insecticides, harness and other farm and garden supplies. It maintains a repair department for all types of farm machinery. Planet, Jr. Cultivators, Stonewall Cotton Plows were on the first inventory of the firm in 1881 and are still handled. An extensive business has been developed in flower bulbs shipped direct from Holland and England.

In 1911 Job P. Wyatt & Sons Co. was incorporated with Job P. Wyatt, the founder, as president and general manager. Later that year Mr. Wyatt died and his son William L. Wyatt became president, a position he still holds. Three generations are represented in the store including P. T. Wyatt, brother of the founder, sons of the earlier owners and grand-



Home of Job P. Wyatt & Sons Co., wholesale and retail hardware, Raleigh.

sons who are now being trained to take over the business.

Present officers of the company in addition to president W. L. Wyatt are: Robert J. Wyatt and William L. Wyatt, Jr., vice-presidents; M. F. Wyatt, treasurer; P. T. Wyatt, secretary; Ed M. Wyatt, assistant treasurer; Robert J. Wyatt, Jr., assistant secretary; Sam A. Jones, credit manager, and W. G. Quarles, manager, Seed Department.

BARNES-SAWYER, GROCERY CO., INC.

Ahoskie, N. C.

The Barnes-Sawyer Grocery Co., Inc., Railroad Street and Hayes Avenue, Ahoskie, was organized in May, 1919, by J. Bailey Barnes and associates. At that time Mr. Barnes was elected president and manager of the company and has headed the firm since. In addition to Mr. Barnes as president and chairman of the board, the officers include: J. L. Darden, vice-president and manager; J. B. Barnes, Jr., secretary, and A. J. Jenkins, treasurer; J. P. Nowell is an additional director.

The company owns and operates three warehouses, which have a total floor space for office and warehouse purposes of approximately 45,000 square feet. Normally, this firm employs 34 persons and operates a fleet of 18 automobiles and trucks for sales and delivery purposes.

The Barnes-Sawyer Grocery Co. operates within an area embraced in a 65 mile radius of Ahoskie, covering eight counties in the prosperous farming section of eastern North Carolina. During its 30 years of operation it has enjoyed continuous growth and now serves more than 800 customers in its trading area.

The company has always carried a large stock of varied lines of merchandise. In addition to a com-

plete line of heavy and fancy groceries, it handles tobacco products, fountain supplies, toilet articles, drug sundries, hardware, farming implements, paints, agricultural insecticides, wire nails, fence wire, galvanized roofing and building materials.

BENNETT-LEWALLEN CO., INC.

Winston-Salem, N. C.

Bennett-Lewallen Co., Inc., wholesale distributors, located at 147 North Main Street, Winston-Salem, is an old North Carolina corporation doing a successful business in Winston-Salem and the territory embraced within a radius of approximately 40 miles from Winston-Salem.

This firm handles a diversified line of high quality merchandise, specializes in Hav-a-Tampa Cigars and handles cigarettes, tobacco, candies, gum, paper products, drug sundries, fountain supplies, pipes, smokers' supplies, restaurant supplies, institutional groceries and miscellaneous notions. Among these items are a large number of exclusive and selected sales distributions of nationally advertised products.

Bennett-Lewallen Co. employs approximately 25 persons regularly and has an annual payroll in excess of \$80,000 a year. The firm employs eight outside salesmen and uses six trucks in the delivery of its products to retailers.

S. W. Airey is manager of the firm and is also president of the North Carolina Wholesalers Association.

J. M. MATHES CO., INC.

Durham, N. C.

J. M. Mathes Co., Inc., Duke Street, at Morgan Street, Durham, wholesale distributors, was organized in 1929 by J. M. Mathes and associates and operated as such until 1939, when the building was purchased by Edwin S. Yarbrough, Jr., and W. Byers Watkins and the business was reorganized. Officers are E. S. Yarbrough, Jr., president; W. Byers Watkins, vice-president and treasurer, and E. S. Yarbrough, Sr., secretary.

The two-story building, in which the offices are located, along with a warehouse in Durham and a branch business in Fayetteville, give approximately 35,000 square feet of office and warehouse space. R. M. Geddie is manager of the Fayetteville branch.

J. M. Mathes Co. covers 18 counties from Virginia to South Carolina through the central section of North Carolina. The company employs normally



Home of J. M. Mathes & Co., Inc., wholesale distributors, Durham.

about 40 persons and operates a fleet of 23 automobiles and trucks for sales and delivery purposes.

The firm makes a specialty of Hav-a-Tampa Cigars and handles other cigars, tobaccos, cigarettes, pipes, smoking supplies, fountain supplies, paper products, school supplies, toilet articles, drug sundries, candies, confectioneries, razor blades and others.

During the decade in which the present owners have operated the firm the business has increased approximately 400 percent and the area of operation has been expanded extensively.

President E. S. Yarbrough, Jr., is also secretary-treasurer of the North Carolina Wholesalers Association.

THOMAS H. BRIGGS & SONS, INC.

Raleigh, N. C.

Thomas H. Briggs & Sons, Inc., 220 Fayetteville St., Raleigh, wholesale and retail hardware, was organized and began business August 15, 1865, last year of the War Between the States, and has weathered all wars and depressions since. It is now in its fourth generation of ownership in the same family, with the fifth generation coming up.

Thomas H. Briggs, the founder, was engaged in contracting, home building, manufacturing millwork and blinds and building supplies. He decided to go into the hardware business, wholesale and retail, and opened his store in the 100 block of Fayetteville St., one block north of the store he built ten years later, which is still the home of the firm. When he moved into the present site, he took into the firm as partners his two sons, James A. and Thomas H. Briggs, Jr.

It is told that Mr. Briggs went north to purchase his stock of goods for opening his store 84 years ago. In New York, Philadelphia and New Haven some of the firms he approached called him a rebel and because the South was broke and had just suffered defeat, refused to do business with him. Since that time, the Briggs firm has steadfastly refused to purchase stocks from those firms. On the other hand, the firm has continued to purchase goods from some of the first firms from that day to this. Among these products are Sargent Hardware and Disston saws.

When the aged founder died, his two sons continued the business until James A. Briggs died in 1926. His two sons, James A., Jr., and Everett, then joined the firm, each with a one-fourth interest. It was then that the firm was incorporated, with Thomas H. Briggs, Jr., as president and treasurer; James A. Briggs, Jr., as vice-president and general manager, and Everett E. Briggs, as secretary. Thomas H., Jr., died in 1928 and James A., Jr., and Everett E. bought his former interest. James E., son of James A., Jr., entered the firm then as a minority stockholder.

When James A. Briggs, Jr., died in 1930, he left his interest to his two sons, James E. and Dunwood Briggs, and when Dunwood died in 1933, James E. Briggs bought his interest. At that time, Everett

E. became president, James E. vice-president and general manager and C. P. Spruill became secretary-treasurer. Mr. Spruill retired in 1937 and H. G. Walker became secretary-treasurer.

When Everett Briggs died in 1946, James E. Briggs became president and Mrs. Everett (Annie G.) Briggs became vice-president. These two own the business.

N. L. STEDMAN & CO.

Halifax, N. C.

N. L. Stedman & Co., wholesale grocers, was organized in 1909 by N. L. Stedman, who had operated a general store started at Tillery around 1900.

Two years after moving to Halifax and starting the wholesale business, Mr. Stedman sold a half interest to F. H. Gregory, a silent partner. R. L. Applewhite, who had started work for Mr. Stedman at Tillery in 1906 and moved with him to Halifax in 1909, bought a third interest in the business and became an equal partner in 1914. In the years that followed, partners who bought into the firm were C. H. Boykin, C. G. Vaughan and W. D. Dickens.

The four partners now owning one-fourth interest and operating the business are R. L. Applewhite, F. H. Gregory, C. H. Boykin and C. G. Vaughan. Principal members of the office staff are J. W. Cobb, accountant, and Mrs. Martha Burton, bookkeeper.

In 1914 the partnership organized the Stedman Stores Co., a department which now operates ten retail stores, nine in North Carolina and one in Virginia. All of these stores are in small towns within a radius of 50 miles of Halifax and sell groceries, sundries and other farm family supplies.

In addition, the wholesale firm organized the Stedman Fertilizer Co., retailing fertilizer; the Stedman Cotton Account, buying cotton, and the Stedman Peanut Account, engaged in buying peanuts from the growers. N. L. Stedman & Co., in its various activities including retail stores, employs between 50 and 75 workers. Business of the firm ranges around \$500,000 a year. The firm handles nationally advertised brands and supplies its retail units from three warehouses in Halifax, operating two trucks in its wholesale distribution.

Mr. Stedman remained active in the business until a short time before his death in 1945. Meanwhile, his partners, particularly R. L. Applewhite, had assumed the bulk of the responsibility of operating the various activities of the firm.

GRAY & OGLESBY

Kinston, N. C.

Gray & Oglesby, Kinston, is a partnership wholesale grocery firm, started in 1933 by C. E. Gray, with extensive wholesale and retail experience, and Jesse F. Oglesby, with extensive banking and limited wholesale business experience.

In a recent nation-wide survey made by a national wholesale organization, this firm took top honors in its volume and area in low cost operation and efficiency, indicating the firm claims of lowest prices and better service to the accounts it services.



Home of Gray & Oglesby, leading wholesale grocers, Kinston.

Gray & Oglesby carries a complete line of wholesale grocery and perishable products. It carries the Pocahontas and Powhatan brands of canned vegetables, distributes the food items under the Donald Duck label and features the All Gold brand of canned fruits. The stock is unusually complete.

In 1946 the company occupied a new and modern wholesale building which contained approximately 45,000 square feet of office and warehouse space, including cold storage space for 11 cars of perishable goods.

Gray & Oglesby employs 28 workers regularly and covers an area within a radius of approximately 65 miles of Kinston. It operates 9 trucks in delivering its goods and employs six outside salesmen.

Since 1939, this firm has increased more than 100% in dollar business and approximately 100% in tonnage. This success is attributed to fair dealing, good merchandise and efficient service at low cost.

LEXINGTON GROCERY CO.

Lexington, N. C.

The Lexington Grocery Co., Lexington, with a branch at High Point, was organized and incorporated in 1901 by J. T. Hedrick and associates. The High Point branch was established in 1910 and branches were also operated at Asheboro and Troy, but these were later sold to other interests.

In 1920, Mr. Hedrick sold his interest to J. W. Hedrick, H. T. Link, H. W. Dorsett and B. H. Finch. In 1937 some of the above officers died and the firm was again reorganized and officers elected included: H. T. Link, president; Mrs. C. C. Cox, Thomasville, vice-president; and Fred C. Wilson, secretary-treasurer and manager of both the Lexington and High Point units.

The plants employ approximately 25 workers and operate a fleet of 15 delivery trucks and salesman cars in an area embraced in about a 25 mile radius of both units.

The Lexington Grocery Co. has built a business that has passed the \$2,000,000 mark a year. It distributes Pocahontas and Hunt canned goods, Dixie Crystal sugar, and everything in the line of heavy groceries, as well as cigars, cigarettes and tobaccos.

C. W. HOWARD & CO., INC.

Kinston, N. C.

C. W. Howard & Co., Inc., 500 E. Gordon Street, Kinston, was started in 1915 as a stock company by C. W. Howard and associates. Later the charter was surrendered and it was operated as a partner-

ship for a period, after which Mr. Howard operated the firm as sole owner.

In 1946 the firm was again incorporated with a capital stock of \$100,000. The officers are: C. W. Howard, president; W. S. Hemby, vice-president; C. W. Howard, Jr., treasurer, and A. B. Howard, secretary. C. W. Howard, Jr., and A. B. Howard are sons of the president of the company and A. B. Howard was recently added to the official family.

This firm has approximately 30,000 square feet of floor space in its office and warehouse and has modern cold storage facilities with a capacity of eight cars for handling fresh fruits and vegetables. Approximately 500 cars of produce, of which about 100 cars are of bananas, are handled annually by this firm, which stresses its quick and efficient service to its customers.

C. W. Howard and Co. specializes in Fairfax Hall and William Byrd brands and Just Suits labels of canned fruits and vegetables. It has A. C. L. siding in addition to operating nine trucks and employs five outside salesmen. Normally it employs about 25 workers and operates in an area within a radius of about 50 miles from Kinston.

SIMPSON-PEACOCK CO.

Salisbury, N. C.

The Simpson-Peacock Co., wholesale grocery firm, 305-317 North Lee Street, Salisbury, was organized and incorporated in 1906, by P. N. Peacock, S. C. Peacock and H. T. Simpson with a capital stock of \$10,000. However, members of this firm had been in business earlier with the Miller Grocery Co. and later the J. K. Link Co.

First officers of the Simpson-Peacock Co. were P. N. Peacock, president; H. T. Simpson, vice-president and A. H. Snyder, secretary-treasurer. Soon after, Mr. Snyder sold his interest to the other members of the firm and organized Snyder Bros., later bought by Thomas & Howard Co. Around 1920, the Simpson-Peacock Co. charter was surrendered and the firm was operated as a partnership by P. N. Peacock, S. C. Peacock and H. T. Simpson.

In 1934, the firm was re-chartered and the officers were P. N. Peacock, president; S. C. Peacock, vice-president; P. N. Peacock, Jr., secretary, and Mrs. P. N. Peacock, treasurer. About 12 years ago S. C. Peacock died and Mrs. S. C. Peacock became vice-president of the company. Back in 1928, Mr. Simpson sold his interest in the firm to members of the Peacock family.

The firm has a capitalization of \$100,000 and has earned a surplus of \$75,000. The Simpson-Peacock Co. doubled its space in 1941 and now has floor space of approximately 20,000 square feet. The firm employs 17 workers, operates a fleet of six trucks and has four salesmen covering Rowan, Cabarrus, Iredell, Davie, Davidson and Stanly Counties.

The firm distributes Stokeley's finest canned fruits and vegetables and many other canned goods, cereals, a complete line of cigars, cigarettes, tobacco, drugs,

household products, sundries, candies and confectioneries.

During the past few years the business of the Simpson-Peacock Co. has exceeded a million dollars a year.

HARVEY C. HINES CO.

Kinston, N. C.

The Harvey C. Hines Co., Kinston, was established as a wholesale firm in 1908, by Harvey C. Hines, Sr., who continues to head this expanding firm. In 1932 the firm was incorporated with Mrs. Hines as the additional principal stockholder.

During the years of its operation this firm has developed three additional and well defined departments. In addition to its wholesale grocery business, it operates a Hines Ice Cream department, has the Coca Cola bottling franchise for Kinston and also operates an ice manufacturing plant. The wholesale grocery activities cover an area within a 30 mile radius of Kinston, while the ice cream distribution extends to a 50 mile radius. The Coca Cola and ice manufacturing activities extend over the Kinston area.

During its years of expansion the Harvey C. Hines Co. has added a building first on one side, then on another, to house its added activities. At present, a modern new Coca Cola bottling plant is being erected near the city limits on the Kinston-Goldsboro highway to take care of the expansion in this department.

The firm specializes in the distribution of Delicious brand flour, Kleenex and other paper products, Delsey tissues and many other nationally advertised groceries and sundries.

Harvey C. Hines continues as president of the firm and two of his sons are officers. William W. Hines is vice-president; A. L. Weise is secretary and Harvey C. Hines, Jr., is treasurer.

J. T. HOBBY & SON

Raleigh, N. C.

J. T. Hobby & Son, 506 West Jones Street, Raleigh, was started in 1908 as a partnership by J. T. Hobby, Sr., and J. H. Poole, operating as Hobby and Poole.

After about six years of operation Mr. Hobby bought Mr. Poole's interest and operated the business individually until 1932 when his son, J. T. Hobby, Jr., became a partner. The firm was incorporated in 1947 with J. T. Hobby, Sr., as president; J. T. Hobby, Jr., secretary-treasurer, and Mrs. J. T. Hobby, Jr., vice-president. The authorized capital is \$100,000 and the firm does a business of more than \$1,000,000 a year.

J. T. Hobby & Son operated at 112 East Martin Street until 1946 when the new building was occupied. This building contains 20,000 square feet of office and warehouse space, including 400 square feet, or the equivalent of one car load, in cold storage space. It has Seaboard Railway siding for two cars.

The firm makes a specialty of Lilly Tulip Cups, Kasco Feed and a general line of nationally adver-



J. T. Hobby & Son, wholesale distributors, Raleigh, prevent loss from rats by use of elevated platform for flour, meal and feed (see illustration).

tised groceries for restaurants, institutions and the general trade.

One novel feature of J. T. Hobby & Son is that the firm operates strictly on a cash basis. It issues a monthly price list of all items handled, subject to price changes during that period.

Another novel feature, suggested by an employee of the firm, is that all flour, meal and feeds are stacked on platforms built on metal containers 21 inches high. Rats and mice are not able to climb these metal containers and the firm claims that it saves hundreds of dollars a year by this method. These elevated platforms also allow air circulation and prevent dampness and mold. (See picture.)

GEORGE S. EDWARDS & CO.

Rocky Mount, N. C.

George S. Edwards & Co., Main and Marigold Streets, Rocky Mount, more than a half century old, began business in July, 1892, as a partnership, composed of George S. Edwards and George J. Hales. In 1910, Mr. Edwards bought his partner's interest and operated the firm under individual ownership for many years. In 1926, the firm was incorporated with Mr. Edwards and his son, George R. Edwards, as principal stockholders.

The capital stock is \$60,000, in addition to a healthy earned surplus. George S. Edwards is president; George R. Edwards, secretary-treasurer, and H. L. Griffin, vice-president. This firm has approximately 20,000 square feet of office and warehouse space. It has 15 employees and operates five trucks and employs four outside salesmen and covers a radius within 50 miles of Rocky Mount. Indicative of its healthy growth, the business of the firm has doubled during the past ten years.

George S. Edwards & Co. specializes in the Budweiser Beer account and carries a general line of groceries, hardware and farm supplies, all nationally advertised.

Remarkably active after operating this business for 57 years, Mr. Edwards has served as a director of the Planters National Bank & Trust Co. since its organization in 1899, and as a director of the Citizens Savings and Loan Association for 45 years. In addition he operates a large tobacco, cotton and peanut farm in Nash County.

SANDLIN & CO.

Fayetteville, N. C.

Sandlin & Co., 211 Rankin Street, Fayetteville, was organized and incorporated January 1, 1923, when D. U. Sandlin bought out the Fayetteville branch of the Adams Grain and Provision Co., of Charlotte. Mr. Sandlin had been manager of the Adams organization since 1913.

Present officers of Sandlin & Co. are: D. U. Sandlin, president; R. E. Sandlin and L. J. Sandlin, his sons, vice-presidents, and Miss Bertha Sandlin, his daughter, secretary-treasurer. A few others, in addition to the members of the family, own some stock in the corporation.

Sandlin & Co. has developed a business that runs around \$750,000 a year. The firm uses two warehouses with combined space of approximately 8,500 square feet and covers an area within a radius of 40 miles from Fayetteville. It employs 13 workers, three of them outside salesmen and uses three trucks in the distribution of its merchandise.

This firm distributes groceries, grain, flour and feeds, including such items as Pocahontas and Powhatan canned vegetables, Roddenbery pickles and peanut butter, Cane Patch syrups, Statesville Flour Mills flour and feed, and hardware, nails, roofing, galvanized ware and ammunition.

BILBRO WHOLESALE CO.

Greenville, N. C.

The Bilbro Wholesale Co., Greenville, was organized in 1933 as a partnership by W. O. Bilbro, A. T. Bilbro, his son, and H. H. Duncan and for a time operated both a wholesale and retail business. About two years later the Bilbro's and Duncan divided the business, Duncan taking over and continuing the retail end and the Bilbros operating the wholesale end of the business.

About that time two of Mr. Bilbro's sons, C. O. and R. B. Bilbro, joined the firm and Hugh Stokes bought an interest in the business, continuing as a silent partner until his death in 1945. Following his death, the Bilbros bought his interest and the father and three sons continued its operation as a partnership.

The Bilbro Wholesale Co. carries a complete line of groceries, hardware, drugs and feeds. Among its specialties are Roller-Champion flour, Libby and Pocahontas lines of canned vegetables and fruits. In its 22,000 square feet of office and warehouse space, the firm has ample provision for enlargement of refrigeration for perishable products.

Approximately 20 workers are employed regularly. The firm covers a radius of about 60 miles from

Greenville. It operates seven trucks and trailers for delivery and employs four outside salesmen. A substantial increase in business has been shown through the years.

WAYNE WHOLESALE GROCERY CO., INC.

Goldsboro, N. C.

The Wayne Wholesale Grocery Co., 312 N. Center St., Goldsboro, was organized and incorporated in April, 1944, having bought out the firm of J. Andrew Smith, 312 N. Center St., who started the business in 1920. The present officers of the corporation are: J. Randolph Baker, president, Sara B. Baker, secretary-treasurer, and C. W. Prince, general manager.

The present firm and its predecessor has served the retail stores in and around Goldsboro for 29 years. At present the company serves about 800 retail outlets within a 50 mile radius of Goldsboro. The company occupies approximately 20,000 square feet of office and warehouse space, employs around 20 regular workers and has an annual payroll of over \$50,000. The company operates its own sales cars and trucks which fleet amounts to 14 pieces of equipment.

The firm handles a complete line of heavy and fancy groceries, hardware items, notions, candies, tobaccos, paper goods and features the following well known lines: White Silk enriched flour, Diamond feeds, Pocahontas and Powhatan canned vegetables, Libby's 100 famous foods, Del Monte vegetables and fruits, the Green Giant and Niblet line, Scott tissues and kleenex, Blue Horse school supplies, Ruberoid asphalt roofing products, Republic common nails, Wheeling galvanized ware and Clapps baby foods.

The company has maintained a satisfactory volume in sales.

MUNN, GRIFFIN & CO., INC.

Rocky Mount, N. C.

Munn, Griffin & Co., Inc., wholesale fruits and produce, 502 South Church Street, Rocky Mount, was organized in 1916 by M. D. Munn and C. A. Griffin, as a partnership, taking over a wholesale firm which had been in operation since 1900.

Following Mr. Munn's death in 1946, the firm was incorporated in 1947 with George C. Winstead as president and general manager; William P. Biggers,



Home of Munn, Griffin & Co., Inc., wholesale fruits and produce, Rocky Mount.

Durham, vice-president; and W. M. Christian, secretary and treasurer. These officers and W. E. Griffin, Durham, and D. A. Alford, Jr., form the board of directors. The authorized capital stock is \$300,000. The firm is closely associated with two other wholesale firms, Biggers Bros., Charlotte, and Durham Fruit and Produce Co., Durham.

During recent years, this firm has developed a business that produces sales of more than a million dollars a year. It occupies a building containing 31,000 square feet of floor space including a 30-car capacity modern fresh-air cold storage space.

Munn, Griffin and Co. employs 32 workers with an annual payroll of approximately \$100,000. It employs 10 outside salesmen and uses 15 delivery trucks in covering an area embracing a radius of 75 miles around Rocky Mount.

This firm has long been a distributor of the United Fruit Co., bananas, apples grown in Virginia and other apple producing areas and all other types of available fruits and produce.

GARLAND C. NORRIS CO.

Raleigh, N. C.

The Garland C. Norris Co., wholesale distributor, 122 Glenwood Avenue, Raleigh, with a branch at Sanford, was organized at Apex in 1904 by Garland C. Norris, then 18 years of age, whose entire capital of \$75.00 was invested in 25,000 cigarettes. That bill was discounted as has been the case with every bill since the firm began business.

In 1921 Mr. Norris moved the business to Raleigh and Stacy Allen was taken in as a partner. This partnership continued until 1941 when Mr. Allen died and his interest was purchased by Mr. Norris.

Garland C. Norris Co. was incorporated in 1933, with Garland C. Norris as president and treasurer; Stacy Allen, vice-president, and Alvin W. Jenkins, secretary. Present officers include Mr. Norris as president and treasurer; Mrs. Mary B. Norris, his wife, vice-president, and R. G. Walker, secretary. The firm was capitalized at \$141,000, which has not been changed.

The branch at Sanford was established in 1927 and J. Allen Norris, nephew of the president, is manager of the Sanford unit. In the wholesale activities, both the Raleigh and Sanford units cover areas embraced in a radius of approximately 25 miles. The firm employs approximately 28 workers in both units, including ten salesmen, and operates three transport vans and seven trucks. Floor space in the two units is approximately 50,000 square feet.

Garland C. Norris Co. is distributor for Dixie and Vortex Cups and other paper products, ice cream cones, coca cola syrup and other well known items.

In addition to a wholesale business, Mr. Norris organized in 1934, Garland C. Norris, Inc., of Lakeland, Fla., a firm engaged in processing and canning fruit juices, the Golden Tap brand. During the approximately six months of heavy operations in processing and canning fruit juices, this firm em-



Rear view of home of Garland C. Norris Co., wholesale distributors, Raleigh.

employs approximately 25 workers. Distribution of Golden Tap products cover North and South Carolina and parts of Virginia, Tennessee, Georgia, Florida and Alabama.

EGERTON WHOLESALE CO.

Greensboro, N. C.

The Egerton Wholesale Co., 224 North Forbis Street, Greensboro, was started by J. B. Leathers in 1914. A few years later Charles Wood bought an interest in the business and it was operated for a period as the Leathers-Wood Co. Early in the 1920's, the business was bought at a receiver's sale by the Barbee-Hayes Co. The business was bought in 1939 by the Harrell Co., which operated it for several years.

As of January 1, 1945, the business was bought by L. Egerton and his wife, Mrs. Mary Grier Egerton, and has since been operated by them as a partnership.

The Egerton Wholesale Co. operates over an area included within a 30 mile radius of Greensboro. It employs about a dozen workers and has five salesmen who operate two sales trucks and three cars. Business has more than doubled in the four years of the Egerton operation.

This firm specializes in White Owl, Robert Burns and Royalist Cigars. It operates what is said to be the only built-in cigar humidior in the State, designed to keep cigars in proper order. It also handles institutional supplies, fountain supplies, paper supplies, confections and novelties and has more than doubled its coca cola fountain syrup distribution during the past four years.

Approximately 6,000 square feet of floor space are utilized in the operation of the office and warehouse.

W. G. WEEKS & CO.

Rocky Mount, N. C.

W. G. Weeks & Co., Rocky Mount, wholesale grocery firm was organized as Matthews-Weeks Co. in 1902 by G. T. and J. W. Matthews and W. G. Weeks as a partnership. In 1920, Mr. Weeks bought out

his partners and reorganized the firm as W. G. Weeks & Co.

Later his two sons, W. G. Weeks, Jr., and George L. Weeks, who have grown up with the business, became partners in the firm. For more than 25 years W. G. Weeks & Co. have been distributors of Kings Flake Flour, Cream of the West Flour products by the Austin Heaton Co., Durham, and Largo Feeds. In addition to regular lines of wholesale groceries, the firm handles hay, grain and field seed, catering to retailers in agricultural areas.

The firm operates three delivery trucks and employs two salesmen in an area covering approximately a 50 mile radius of Rocky Mount.

A. L. RAYNOR

Fayetteville, N. C.

A. L. Raynor, wholesale groceries, Bryan Street, Fayetteville, started business in 1921 as a retail store. Seven or eight years later, during the depression, he started the wholesale business and through hard work, service, courtesy and fair prices, has built a splendid wholesale business.

Mr. Raynor utilizes approximately 5,500 square feet of floor space and employs 13 workers, three of whom are outside salesmen. He uses three trucks in the delivery of products to his customers in an area included in a 50-mile radius of Fayetteville.

Mr. Raynor handles the usual lines of heavy and fancy groceries.

CHARLES L. GRAY CO.

Rocky Mount, N. C.

The Charles L. Gray Co., 153 S. Washington St., Rocky Mount, wholesale grocers was organized August 7, 1935, by Charles L. Gray, as individual owner, following several years of experience in the wholesale business.

This firm specializes in Famo flour, Stokeley's canned goods and Hunt canned fruit lines, in addition to carrying a general line of groceries, cigars, cigarettes, tobaccos, paper products, drugs, soaps and sundries.

The Charles L. Gray Co. operates two trucks and three salesmen in an area covering a radius of about 25 miles around Rocky Mount.

TRADING PATHS, PACKS

(Continued from page 89)

ferent in appearance from what they were three-quarters of a century and more ago. A country store in Currituck, for example, just a few years ago had on its shelf pieces of glassware very much sought after by antique dealers in some of our larger towns. Several of the stores in the very interesting village of Ansonville in Anson County might well be studied by Hollywood as models of ante-bellum stores. Between Collington Island in the east and Cherokee County in the west can be seen a panorama of merchandising history: old-fashioned country stores only a few miles from very modern air-conditioned stores well-stocked with products of the world.

Two Big Machinery, Equipment Firms Started in Raleigh

DILLON SUPPLY CO.

Raleigh, N. C.

The Dillon Supply Co., with home office at 218 S. West St., Raleigh, and branch units in Durham, Rocky Mount and Goldsboro, sells and repairs all types of mill machinery, from set screws to locomotives and has developed in its 36 years of operation an organization which has achieved remarkable success.

Clyde A. Dillon, a young man from Petersburg, Va., had worked in Raleigh for about three years when he decided to launch a business of his own in 1914. Mr. Dillon started in a very modest way an enterprise which now furnishes industrial machinery equipment and supplies over a very large portion of North Carolina. Brought in as an assistant, his younger brother, Grover L. Dillon, whose work with the firm was interrupted by military service in World War I, became an officer of the company after the war. The Dillon Supply Co. was incorporated in 1919 with C. A. Dillon as president; Robert W. Wynne as vice-president and Grover Dillon as secretary-treasurer.

The authorized capital stock was \$300,000 with \$150,000 paid in. The capital has been increased through the years until it is now \$750,000, with a very satisfactorily earned surplus.

Present officers of the firm are C. A. Dillon, president; D. Graham McLeod, vice-president; Grover L. Dillon, secretary-treasurer, and Haslin Simon, assistant secretary-treasurer. The officers form the board of directors of the company and all have grown up with the firm. Mr. McLeod developed the business of the Rocky Mount store and Mr. Simon has been with the firm since 1936.

Additional key-men in the organization are Maurice P. Thiem, sales manager; Walter G. Baskerville, purchasing agent; J. Ralph Satterfield, credit manager; John A. Miravalle, manager of the storerooms and warehouses of the Raleigh unit; George P.

NORTH CAROLINA EQUIPMENT CO.

Raleigh, N. C.

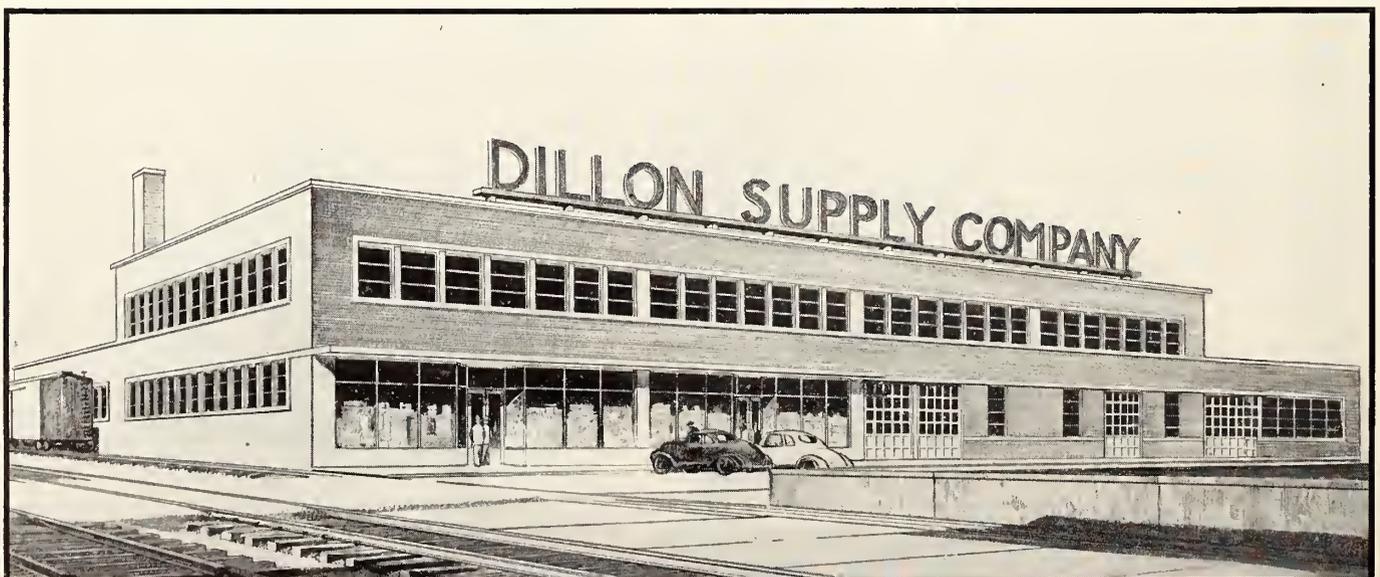
The North Carolina Equipment Co., with headquarters at 3101 Hillsboro Street, Raleigh, started in 1930 by one man and a helper, now is a vast distributing organization operating in 15 cities in five States along the seaboard from Virginia to Florida. The organizer was A. E. Finley and his helper was H. J. Midgette, now vice-president and general manager of the Florida-Georgia Tractor Co., of Miami, Fla.

The first place of business was on West Hargett Street. After a few years the firm renovated and moved into a building across the street from its present location, which was built and occupied in 1940. Mr. Finley operated the business as individual owner for eight years. In 1939 the North Carolina Equipment Co. was incorporated. Its present officers are: A. E. Finley, president and chairman of the board; D. J. Jones, executive vice-president; W. C. Calton, vice-president and general manager; W. L. Smith, vice-president and assistant general manager, and J. H. Harper, vice-president and secretary-treasurer.

During the 18 years since the North Carolina Equipment Co. started, it has opened four additional branches. The first was opened at Statesville and later was transferred to Charlotte. Since then plants have been opened in Asheville, Wilmington and Guilford, a few miles west of Greensboro. The Raleigh plant contains 16,000 square feet and a new shop recently completed gives an additional 9,000 square feet. A large addition to the Asheville plant was completed last year and an addition to the Guilford building has just been completed. In addition to the distribution activities, all of these plants have machinery repair shops.

The firm employs approximately 150 workers, including a sales force of 14 men. An interesting note about this organization is that it does not have a

Home office and part of main plant of Dillon Supply Co., Raleigh, machinery, equipment, supplies and repairs.



Raleigh office and warehouse building of North Carolina Equipment Co., handling construction equipment, industrial and logging machinery.



DILLON SUPPLY CO.—Cont.

Moore, manager at Durham; Ernest L. Sherin, manager at Rocky Mount, and Bruce A. Humphries, manager at Goldsboro.

In 1948 the company decided to separate the farm machinery business in two of its units from the industrial machinery and mill supply business. Two new farm machinery units were organized and incorporated, Dillon-Bell Implement Co. at Goldsboro and Dillon-Weaver Implement Co. at Rocky Mount.

In addition to handling all types of industrial machinery, heavy and light, for railroads, contractors, machinists, farmers, miners, mills and other large activities, the Dillon Supply Co. operates repair shops in all of its units, which are manned and equipped to handle any type of machinery from railroad locomotives on down. The assembly line method is used in the repair shops. All units have railroad sidings for convenient handling of large machinery in addition to approximately 50 trucks, which are used in handling machinery and equipment distributed by the four units of the Dillon Supply Co..

In addition the Dillon Supply Co. operates as a wholesale distributor to approximately 230 firms in Central and Eastern North Carolina, for the F. E. Myers and Bros. Co. water systems. It also supplies many dealers with Disston chain saws, Peerless pumps and numerous other machinery items.

Among the numerous items handled are Erie City high pressure boilers; Simonds and Hoe knives, saws, and files; Myers pumps; Worthington pumps and compressors; Century electric motors; Walker-Turner and Crescent woodworking machinery; Toledo pipe threading tools; Link-Belt stokers and transmissions; Pyrene fire extinguishers; American pulleys; National boilers and radiators; Curtis compressors; Canton stokers; Johns-Manville roofing and packing; National welding equipment and numerous other nationally advertised items of various manufactures. In fact, in a recent radio guessing contest on the number of items handled it was revealed that the Dillon Supply Co. handled more than

10,000 separate items, many of these of multiple kinds.

The Dillon Supply Co. in its offices and four units, exclusive of the two farm implement corporations, employs approximately 225 workers with an annual payroll of about \$150,000. The diversity of the business handled results in very regular employment. The company has adopted a very liberal policy toward its employees; it carries hospitalization and surgery insurance on all employees and their dependents and limited life insurance on all employees after six months of service. After six months of service each employee accumulates leave to a maximum of four weeks in the calendar year and any unused leave is paid for at the employee's regular salary or wage.

NORTH CAROLINA EQUIPMENT CO.—Cont.

single woman employee. Even the stenographer, clerks and telephone operators are men.

The North Carolina Equipment Co. is distributor of construction equipment, industrial and logging machinery, trailers and dump bodies, including such items as International tractors, Diesel engines, Bucyrus-Erie & Heil tractor equipment; Northwest shovels, cranes and draglines; Euclid earth moving equipment; Galion motor graders and road rollers; Cedar Rapids asphalt plants and rock crushing equipment; Jagger mixers, pumps, hoists and paving equipment; Elgin street sweepers and garbage bodies and many other nationally advertised machinery items produced by leading manufacturers.

The power behind this rapidly expanding organization, A. E. Finley, served for several years as secretary to the general manager of the Virginian Railway Co. in Norfolk, Va., and studied law at night. Deciding that his field was selling, he served a brief apprenticeship in the equipment business as office manager of General Utilities Co., Norfolk. Then he went on the road as salesman in the Carolinas. Mr. Finley joined two other partners in a distribution

(Continued on page 138)

Ancient, Odd, Interesting Retail Firms in Operation

North Carolina has a wealth of odd, interesting and old retail firms, some of which gain recognition from length of operation, others from types of stores operated and still others to interesting and peculiar types of operators—the human equation. Some stores have been operated by fathers, sons, grandsons and even by the fourth generation.

For example, one store that has attracted unusual attention is the general store operated at Ivanhoe in lower Sampson County by Charles R. Corbett. The store is so full of goods that the purchaser cannot get inside. He calls for what he wants and Mr. Corbett burrows his way through his stock until he finds what he is looking for and then works his way back to his porch, where the trading is done.

Another is Smith's Book Store in Charlotte. It seems to have gone modern in recent years, but for many years the purchaser would find books piled high on floor, tables, shelves and wherever they would lodge. By naming his book or books, he and Mr. Smith would start looking and finally one would come up with the book or books. It was a treat to booklovers to browse through this store.

Still another is the home appliance store operated as Hunter Brothers in Fayetteville. The proprietor and surviving brother is Thomas M. Hunter who is credited with doing business amounting to a million dollars a year. Mr. Hunter was president of the North Carolina Merchants Association for the year 1936-37. For many years Mr. Hunter has been in demand as a public speaker, his earlier appearances having been as an entertainer of children. Also, he speaks and writes on serious subjects. Nothing unusual about all of this, except that Mr. Hunter is almost completely blind, and has been from childhood. Yet, he is a graduate of the University of North Carolina and has a fine philosophy of life. He does not consider his blindness a handicap, even though he cannot read a line, and is an inspiration to anyone who comes in contact with him.

The Harvey store at Kinston, starting out many years ago as a general store, has enlarged and expanded through the years until it has become a department store, supplying most anything wanted for the farm, the home, and the family.

The Wright stores, originating in High Point and with stores there, in Raleigh, in Greensboro and probably in other cities, started from scratch and have prospered. They handle men's clothing, furnishings and shoes.

Ed Mellon & Co., Charlotte, is one of the most complete and most modern men's and women's clothing, furnishings, shoe and luggage stores in the State with its several up-to-the-minute shops. It is now being operated by second generation Mellons and Sheltons.

Also modern and complete is the Tate-Brown Co. store in Charlotte. It has complete men's and women's clothing, furnishings and shoes and other de-

partments. While the founder names have passed from the ownership, it has operated successfully for many years, under the Patterson regime.

A leader in men's clothing, furnishings and shoe styles for a couple of generations is the Vanstory store in Greensboro, which has long been operated by McKnights.

An up-to-date men's, women's and children's store, with other departments, is the R. L. Baldwin store in Durham, with a modern branch or unit now operating in Rocky Mount.

The Weil department store in Goldsboro, recently burned and rebuilt, has been a popular shopping place for two or more generations.

The Meyers department store and the Ellis-Stone department store, the latter with a unit in Durham, have long been leading women's stores in Greensboro.

Boylan-Pearce, Raleigh, long a popular department store, has passed from the founders and is now in the second generation of Holomans.

The Capitol Department Store, Fayetteville, is popular, having been greatly enlarged and modernized. It is operated by second generation Steins and recently had 6,000 visitors for its Fashion Show opening after enlargement.

D. G. Craven Co., Winston-Salem, a favorite woman's store for more than a quarter of a century, with an early slogan of "17 Hours from Broadway", now revised.

Mantaldo's, operating in Winston-Salem, Greensboro, Charlotte, and probably in other cities, has been a leading style firm for women for a number of years.

The Anchor Store, operating in Winston-Salem, has been an important department store for 30 years or more.

Bon Marche, Asheville, has attracted women of western North Carolina to its well appointed departments for many years. It is now operated by third generation Lipinskys.

This list could be prolonged through many pages



First location and part of the original building, remodeled and enlarged, of the Blanchard store which opened in 1832 at Small's Cross Roads, Chowan County, now operated by Bertram Hollowell.

and many others should be included, but information and space are lacking. More details, however, are given on several stores, unusual in some respects, in the items that follow.

J. C. BLANCHARD & CO., INC.

Hertford, N. C.

Blanchard's, Hertford, in operation for 117 years, is the oldest store, as far as can be learned, that has been in the same family and in continuous operation to be found in North Carolina. This store has made two or three moves, but it uses as its slogan "Blanchard's" since 1832.

William Rawls Blanchard, born in Gates County March 12, 1810, founded this store at Small's Cross Roads, 12 miles north of Edenton, in 1832, when he was 22 years of age. Five years later he moved the store to Nixon's Bridge, three miles above Hertford, on the Perquimans River. Here he operated the famous floating bridge on a toll basis—barrels supporting the plank floor—but apparently free for his customers and people crossing to attend church.

Mr. Blanchard engaged in several other lines of business, farming, operating a cotton gin, operating a cane sugar mill, invented and manufactured several items, including plows. During operation at Nixon's Bridge, he had several partners, the firm's name changing frequently to include the partners, among them James E. Skinner, John S. Wood, Robert J. Saunders, Josiah H. White and Hubert S. Ely, his son-in-law. Nixon's Bridge was an extensive shipping point, ocean traffic extending to New England and the West Indies.

During the War Between the States the stock of goods was well depleted and in 1866 the store was moved to Hertford, a one-story small building. Mr. Ely was in charge for four years, then withdrew, and his interest was purchased by the founder's youngest son, Thomas C. Blanchard, who took charge of the store at Hertford. Mr. Blanchard continued to live at Nixon's Point and did not move to Hertford. He died there Dec. 19, 1875.

The firm name was changed to W. R. Blanchard & Son in 1870 and, after his father's death, Thomas Blanchard became sole owner, operating as T. C. Blanchard. Fire destroyed the building in 1879, but a part of the stock was saved. The firm moved to its present site—the building occupied then was later moved to the rear of the lot and used as a warehouse. In 1881, William S. Blanchard, an older brother, bought an interest and the firm became T. C. Blanchard & Bro. T. C. Blanchard retired in 1912 and J. C. Blanchard, son of W. S., bought T. C.'s interest, the name changing to W. S. Blanchard & Son.

Meanwhile, a new building was erected in 1909, the present building, since remodeled. The firm was reorganized again in 1920 under the name of J. C. Blanchard & Co. J. C. Blanchard continued the operation of the business until his death a year or two ago. The bulk of the stock in the now incorporated Blanchard's is owned by the J. C. Blanchard Estate, Mrs. Blanchard and two daughters. In the

reorganization following Mr. Blanchard's death, L. C. Winslow, who had been with the firm for several years and virtually manager in recent years, was elected president and treasurer of the corporation and continues in charge. Members of the Blanchard family are the other officers.

Blanchard's continues to be a general store, handling all types of goods, but has been departmentalized and continues to enjoy a thriving business after 117 years of passing from generation to generation.

To commemorate the 100 years of operation, members of the family issued in 1932 a 28-page booklet entitled "A Century of Merchandising, 1832-1932, Blanchard's since 1832". This booklet, printed by the late W. O. Saunders of Elizabeth City, contains a complete historical sketch of W. R. Blanchard, the founder, and later members of the family, his picture, pictures of his birthplace, his home, his first store, the floating bridge, later stores and other members of the family. It is a rare booklet now and highly prized by members of the family.

A. V. WRAY & 6 SONS

Shelby, N. C.

A. V. Wray & 6 Sons, Shelby, has an intensively interesting and unusual history. Beset by fire, bankruptcy, change of personnel, depression and other experiences in its 38 years of operation, this firm has come through all of its ups and downs to become firmly established as one of the leading department stores in western North Carolina.

Albert Victor Wray, the founder, was a native of Cleveland County and descended from James Wray of the Double Shoals section, James Alexander Linton Wray and his father, George Washington Wray. Members of another branch of this well known family operate the Nu-Wray Inn, famous hostelry in Burnsville. "A. V.", as he was familiarly known, went to Lynchburg, Va., as a young man and acquired merchandising experience with the once famous house of "Guggenheimers". It was there that he met and



Home of A. V. Wray & 6 Sons, Shelby department store.

married Miss Margaret Lee Jones, who became the mother of these six sons and two daughters.

In January, 1910, A. V. returned to Shelby and took a position with Nix Brothers Co. A year later he acquired a half interest in the firm and soon afterwards purchased the entire company. At that time the firm was operated on the same site that the present store occupies and carried the largest, most complete and varied stock of merchandise in that section, valued at the then vast sum of \$15,000.

A. V. Wray was an alert business man and a tireless worker. He was a frequent visitor to the larger markets and was a shrewd buyer. He catered especially to the wants of the women and took the then radical step of employing a woman in his store, Miss Ina Sisk, now Mrs. Ina Forney. This proved a satisfactory move and it resulted in bringing women's "unmentionables" from under the counters and placing them on display.

The business continued to grow and in the early 20's, Mr. Wray took in a partner. They entered the wholesale business in addition to the retail activities. In 1925 Mr. Wray bought out his partner. Soon after this incident the firm adopted the name A. V. Wray & 6 Sons, said to have been suggested by Senator Lee B. Weathers or some member of his family. As Mr. Wray's sons grew up, he brought them into the firm in order to keep them out of mischief, at which, according to reports, they were past masters.

The association of the Wray boys, as their minds became occupied with business, proved an asset to the firm and during their first year together the business increased by more than 30 percent. These children, in order of age, were Albert Victor Wray, George Washington Wray, Robert Lee Wray, (a daughter, Mrs. Sarah Ellen Wray Rabon), Harvey Linton Wray, Charles William Wray, and Stough Alexander Wray. (A daughter, Marjorie Mays Wray, died at age three).

The responsibilities of the business were handed down by Mr. Wray to his sons according to their ages. Vick was the first to receive his share of responsibility, then George and Lee and on down the line. Buck Rabon joined the firm soon after his marriage to Mr. Wray's daughter, Sarah, and he now heads the shoe department, considered one of the largest in western North Carolina.

In February, 1927, the firm was burned out, suffering a severe loss. Business was opened up immediately in another stand while the burned building was being replaced. The new store on the old site was reopened in 1928. In 1933, the firm was thrown into bankruptcy, but with the help of a relative, the store was reopened in one month under the same name and in the same building.

George Wray left the firm and entered business for himself about 1936. Soon after, Vick, the eldest



A. V. WRAY
1879-1943

son, entered private business. He died in April, 1941. About the same time Lee Wray, the third son, engaged in private business. He died in June, 1948. When Mr. Wray's health began to decline and he was forced to retire in 1939, the business was turned over to this three younger sons. Harvey was appointed general manager, with Charles and Stough as his assistants. The entire store was remodeled in 1940 and an adjoining store building was taken over, doubling the size of the store. Business began to climb to higher levels after these improvements.

Soon after the beginning of World War II, in April, 1943, A. V. Wray died suddenly from a heart attack at the age of 64 years. In succession three of the Wray boys were called into the service. In July, Harvey entered the Medical Corps, for service of two and a half years. Charles became general manager, but in April, 1944, he was called into service with the engineers for two years. Stough then became general manager, but he too was called into service with the Air Corps, for one and a half years. While the Wray boys were away, Buck Rabon, their brother-in-law, held the position of manager.

The Wray boys returned home in January, 1946, and resumed their respective places with the firm, Harvey as general manager and Stough and Charles as assistants. The business continues under the policy established by the founder. Since the war, the firm has had gross sales to the amount of 15 times the business the firm did in 1911. The policy of service, value and friendliness, established by A. V. Wray, is being carried on with success and satisfaction by his sons.

ALFRED WILLIAMS & CO.

Raleigh, N. C.

Alfred Williams & Co., 119 Fayetteville St., Raleigh, booksellers, publishers, office outfitters and engravers, was established in 1867 and is now being operated by third and fourth generation descendants of the founder, Alfred Williams, and among them are Alfred Williams III and IV.

The business started as a book and stationery store and also as a publishing company featuring school textbooks. It was individually owned until the founder retired in 1888, when it was purchased by his nephew, Alfred Williams II, and Edgar Haywood, and operated as a partnership. In 1924, when Mr. Haywood died, his interest was purchased by the two sons of the other partner, Alfred Williams III and B. Grimes Williams.

Following the death of Alfred Williams II in 1937, his two sons purchased his interest and are still partners in operating the business. Additional departments have been added through the years. The book, gift, engraving and picture framing activities are "drop in" business, handled in the store. Office machines, supplies and furniture activities are carried on through outside contacts in 65 counties east of Greensboro. The firm employs five outside salesmen and a total of 22 workers in all of its operations. The three-story building contains 12,600 square feet.

Alfred Williams III and B. Grimes Williams, along with A. E. Lewis, manager, operate two other firms, the North Carolina School Book Depository, which handles school textbooks on a State-wide basis, and the North Carolina Distributing Co., which distributes paints and varnishes on a State-wide basis. These two firms were incorporated in 1911, are complementary in their seasonal activities and operate by contact and by mail orders. The building at 811-13 West Hargett St. contains 9,500 square feet, and eight workers are employed.

JAMES H. CLARK & CO., INC.

Elizabethtown, N. C.

"Everything" is the advertising slogan of James H. Clark & Co. Inc. of Elizabethtown, one of the largest retail organizations in the southeastern section of the State. The firm carries almost anything the average home or farm needs, and if it is not in stock, orders it.

The store is really a group of stores. One carries all types of piece goods, clothing, furnishings and shoes; the hardware store, located across the street, carries all kinds of farm machinery, furniture, home appliances, electrical gadgets and other home and farm appliances; a third has a complete line of fancy and heavy groceries and a meat market; and fertilizers and cotton are also handled in connection with a modern gin outfit.

James H. Clark & Co. was started in 1910 by James H. Clark, an individual owner, who opened in a small building not far from the present large plant. The stores and storage space now embrace considerably more than 10,000 square feet of floor space.

In addition to his mercantile business, Mr. Clark operates several farms, is president of the Clark Tractor and Equipment Co., Clark Motor Co., and Bank of Elizabethtown. Mr. Clark also is distributor in Bladen County for the products of the Gulf Refining Co. His son, J. H. Clark, Jr., handles this end of the business and is vice-president of the bank.

As busy as Mr. Clark has been, he has found time to make valuable contributions to the State of North Carolina as a member of various commissions and boards. His most recent, and probably his most valuable contribution has been his work as chairman of the North Carolina Medical Care Commission.

LAZARUS BROTHERS

Morganton, N. C.

Lazarus of Morganton, founded in 1893 by Isaac and Nathan Lazarus, has reached the 56th milestone, a ripe old age for a firm in the newer Western North Carolina area. The firm laid a solid foundation and the name has continued, although Isaac Lazarus died in 1925 and Nathan Lazarus died in 1938.

In 1903, Harry L. Wilson joined the firm as delivery boy, worked his way up in the business and in 1920 became a partner. In 1947 Mr. Wilson and H. L. Riddle, a silent partner, bought the business from the estates of the two founders and continue

to operate under the original name. Col. Harry L. Wilson, Jr., back from the war, joined the firm in 1947 and is manager of the Women's Department. J. C. Braswell, with the firm for a decade, is manager of the Men's Department.

The firm has just completed a remodeling of the entire store building, which is 50 by 110 feet in size and located opposite the Courthouse Square. The business has increased in volume every year since it started and has enjoyed splendid growth during the past few years. The store handles wearing apparel for men, women and children.

Harry L. Wilson, store manager and former delivery boy, has developed into something of an institution in himself. He admits to a great interest in North Carolina and her activities, has been a political stalwart and has served on many State boards and commissions in past years.

MEMORY COMPANY

(Now J. C. Lennon)

Whiteville, N. C.

The Memory Company Store, first store to be opened in the community of Whiteville, was operated by members of the Memory family for just about 100 years, until about four years ago when it was sold to J. C. Lennon, who has since operated it.

Col. T. S. Memory founded the store around 1844. He later ran into difficulties and went into bankruptcy. The assets were distributed among the creditors as a specified part on the dollar. Later, Col. Memory started again, and prospered. He went to New York and told a former creditor he wanted to pay the balance. The creditor replied that nothing was due, the account had been closed. But Col. Memory insisted and paid the balance not covered by the settlement.

He operated the store for 40 years or more and around 1890 it was taken over by his son, J. L. Memory. He operated it until around 1910, when he sold out to his brother, S. E. Memory, who, in turn, operated the store until about 1944.

The original building was used about 50 years but was not torn down until a few years ago. About 50 years ago a new building was erected on the same lot and near the original building. It is still in use. The store continues to carry general merchandise, just about everything for the home, the farm and the family.

RAMSEY-BOWLES CO.

Statesville, N. C.

The Ramsey-Bowles Co., Statesville, starting in 1897 as a general store and developing into a department store, is one of those father-son-grandson stores somewhat rare in North Carolina and especially in the western part of the State. For 52 years the Ramseys have had an interest in the store through several changes in name and part ownership.

M. E. Ramsey & Co. was the original name, the firm consisting of M. E. Ramsey with L. C. Caldwell

as a silent partner. The firm opened up with a bankrupt stock of goods. Mr. Caldwell sold his interest to C. S. Tomlin and J. F. Bowles, traveling men, and this partnership took the name of Ramsey-Tomlin & Bowles. Later two of the partners bought out Tomlin and operated as the Ramsey-Bowles Co.

In 1909 the firm was incorporated as the Ramsey-Bowles-Morrison Co. with W. H. Morrison as a member. In 1925, M. E. Ramsey, the founder, died, and in 1926 Morrison sold his interest to the other members and the name became Ramsey-Bowles Co., as it is today. Mr. Bowles died in 1937 and the Ramseys acquired his interest. Two Ramsey sons of the founder are principal officers of the firm now, M. E. Ramsey as president and F. W. Ramsey as secretary-treasurer, with Herman Wallace as vice-president. Two grandsons, sons of M. E. Ramsey, are in the store, M. E. Ramsey, III, manager of the Ladies' Ready to Wear Department, and Joe Ramsey, manager of the Men's Department.

When first incorporated in 1909, the firm was capitalized at \$19,300. This was doubled by a 100 percent stock dividend in 1919, increasing it to \$38,600, its present capital. The firm handles everything in men's, women's and children's furnishings and shoes, yard goods and notions and enjoys a thriving and growing business.

OLIVER OSCHO RUFTY

Salisbury, N. C.

Oliver Oscho Ruffy, 126 E. Innis St., operates the only general store in Salisbury, a store he has run for half a century, or since he was 20 years of age. As a youth he worked for an uncle and early started

in business for himself. He started in a very small way and has enlarged as his business grew.

His general store has been unusually successful and he has salted his earnings away in real estate and several farms. His friends and neighbors, as well as a large rural list of customers, describe him as honest, popular, reliable and reputable—attributes which have contributed to his success.

Mr. Ruffy's store carries hardware, machinery, clothing, groceries, seeds and plants and just about anything else a farm family needs. Although 70 years of age, he is still very active in the business, in which members of his family are active, particularly his daughter, Miss Addie Ruffy, who is his right-hand man.

GLENN KETNER

Salisbury, N. C.

Glenn Ketner, 130 E. Innis St., Salisbury, an orphan, after work for a wholesale firm in Salisbury, started his own grocery and market at the age of 18 years, now operates four stores and is building a fifth. His business in the 17 years has developed into more than a million dollars a year.

With little more than honesty, courage and determination as capital to start on, Mr. Ketner, now only 35 years of age, has built an enviable reputation and continues to expand his business into other areas. In addition to his original store in Salisbury, he now operates one store in Albemarle, two in Kannapalos and was engaged in building a store in Lexington which is expected to be in operation by the time this item appears.

This 18 year old orphan apparently is going places.

Food & Drugs Handled by Large National & Local Firms

COLONIAL STORES INCORPORATED

Atlanta, Georgia

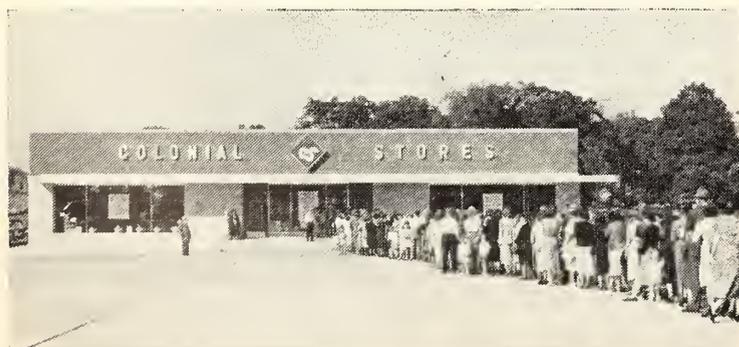
Colonial Stores Incorporated, with headquarters at 682 Whitehall St., N. W., Atlanta, Ga., operating 375 grocery stores and supermarkets in six southeastern states, 81 of which are located in 64 North Carolina cities and towns, had its beginning in one small grocery store opened by David Pender, native of Tarboro, N. C., in Norfolk, Va., in 1901.

Mr. Pender continued to open stores in Virginia,

North Carolina and other states until, in 1940, he was operating 295 stores. Meanwhile, in 1892, the late L. W. Rogers opened a food store in Atlanta. Mr. Rogers also began an expansion program. In 1925 his stores were incorporated as the Southern Grocery Stores, Inc. By 1930 this organization was operating 259 food stores and markets.

Then, in 1940, the David Pender Grocery Co. and the Southern Grocery Stores, Inc., were merged and incorporated as the Colonial Stores Incorporated. Scott W. Allen, who started as a clerk in a Rogers store and who will soon complete a 50-year span with the former and present organizations, was elected president of Colonial Stores Incorporated in 1947 and still occupies that position. Other officers are: Joseph Seitz, executive vice-president; T. W. Kehoe, vice-president; J. W. Wood, Eastern Division vice-president; A. C. Edens, Central Division vice-president; W. C. Moseley, Southern Division vice-president; J. B. Pollard, treasurer; G. W. Waters, controller; and F. L. Stevens, secretary.

With general headquarters in Atlanta, store operations are supervised from the three division head-



Crowds line up for opening of a new Colonial Stores unit in Charlotte earlier this year.

quarters, Eastern at Norfolk, Central at Columbia, S. C., and Southern at Atlanta. Two division managers of store operations, H. W. McCullough and C. H. Campbell, directly supervise the activities of stores in North Carolina. Mr. McCullough will move his headquarters from Durham to the warehouse in Raleigh, when the new building is completed in 1950. Mr. Campbell's office is located in Columbia.

Work was due to begin in October on the construction of a new, modern, streamlined warehouse for Colonial Stores near Raleigh to take the place of the warehouse near Durham, which burned in October, 1948. The building site comprises about 16 acres and is located on U. S. Highway No. 1, between the Norfolk Southern underpass and Crabtree Creek, northeast of Raleigh.

The foundation will be built of reinforced concrete, the building proper to be of structural steel and brick. Floors over the basement will be precast concrete slabs with an overlay of concrete, and all floors in the warehouse section are to be specially treated for hardness. Steel windows, glazed with heat reflecting glass, will be used where necessary.

The main building will contain the grocery and produce warehousing facilities and a garage for servicing the company's fleet of trucks. A partial second floor will contain a delicatessen kitchen, offices and a cafeteria-meeting room for approximately 150 employees. This structure, which will contain 150,000 square feet of space, will be a lasting monument to the pioneering work almost half a century ago of a young North Carolina grocery merchant, David Pender.

In addition to the 81 stores and supermarkets in 64 North Carolina cities and towns, Colonial Stores operates units in Virginia, Georgia and South Carolina, with four in Alabama and one in Florida. Three bakeries, located in Charlotte, Norfolk and Atlanta, supply all stores with "Our Pride" breads and six warehouses strategically located throughout the Southeast keep the stores supplied with baked goods, groceries, meat and produce.

Colonial Stores purchases large quantities of the merchandise with which its units are stocked from producers in the areas in which it operates. Indirectly large sums are spent annually for goods produced in North Carolina and distributed by food processing and manufacturing companies to Colonial Stores' staff of buying specialists.

Of the more than 6,000 Colonial Stores employees, about 1,000 are employed in the bakery, warehouses and stores in 64 North Carolina cities and towns. Employees have two weeks of vacation with pay annually and, at small cost, have advantage of group hospitalization for themselves and their dependents, group life insurance, sickness and death benefits through a Mutual Benefit Association, a retirement plan at age 65 in which the company pays 80 percent of the cost, in addition to workmens' compensation, Old Age and Survivors Insurance, an employees credit union and other benefits.

MANAGER NOT STUDYING BOSS, BOSS BOUNCED HIM OUT ON EAR

David Pender, while actively directing the operation of his several hundred grocery stores in North Carolina and Virginia, particularly, from his home office in Norfolk, Va., (now a part of Colonial Stores Incorporated), had an "annoying" habit of dropping in unexpectedly on the managers of his units to see how business was being handled.

One day he walked into one of his North Carolina stores and found the manager—let's call him John Smith for convenience—sitting on the counter, swinging his feet and resting comfortably. Now, sitting on the counter was strictly against Pender store rules and Smith knew it. But he felt safe.

"Young man," asked Mr. Pender, as he entered the store. "what do you think Mr. David Pender would say if he were to see you now?"

"I don't give a d—— what Old Man Pender would say. Anyway, he's up in Norfolk and I'm down here."

"Young man, let me have the keys to the store and you can move right out and rest as much as you like. I am Mr. David Pender."

The supervisor and auditors were called in and Mr. Smith was checked out.

Colonial Stores, with from one to nine in a community, are located in the following North Carolina cities and towns: Aberdeen, Ahoskie, Asheboro, Beaufort, Belhaven, Burlington, Chapel Hill, Charlotte, Clinton, Concord, Dunn, Durham, Edenton, Erwin, Elizabeth City, Elizabethtown, Farmville, Fayetteville, Fort Bragg, Gastonia, Goldsboro, Graham, Greensboro, Greenville, Hamlet, Henderson, Hertford, Hickory, High Point, Kinston, Laurinburg, Leaksville, Lexington, Louisburg, Lumberton, Mebane, Monroe, Morehead City, Nashville, New Bern, Oxford, Plymouth, Raeford, Raleigh, Red Springs, Reidsville, Roanoke Rapids, Rockingham, Rocky Mount, Roxboro, Salisbury, Scotland Neck, Smithfield, Southern Pines, Statesville, Tarboro, Warrenton, Weldon, Williamston, Wilmington, Wilson, Windsor, Winston-Salem.

GREAT ATLANTIC & PACIFIC TEA CO.

The Great Atlantic & Pacific Tea Co., with district headquarters in Charlotte, operates 135 stores in North Carolina and maintains a huge warehouse at its Carolina's headquarters, 2024 Thrift Road, Charlotte.

This organization, familiarly known as A&P, was founded in 1859 by George Huntington Hartford.

Recently the A&P has occupied its huge new warehouse and office quarters on Thrift Road, between Tuckaseegee Road and East Morehead Street, Char-



One of the large A&P Super Markets, located in Burlington.

lotte. On a nine acre site the Piedmont and Northern Railroad built this vast warehouse covering 162,000 square feet of floor space, in a one-story building, at a cost of \$1,000,000. Equipment in the building cost an additional \$250,000. Normally this warehouse will carry a stock of goods valued at \$1,750,000.

The new building is ultra-modern in all of its appointments and is the largest of the 13 A&P warehouses operated in the Southern States. It supplies the 179 A&P Stores located in the Carolinas. Two other sub-warehouses for storing and distributing highly perishable goods are maintained in Asheville and Raleigh.

In the warehouse plant a mechanical grocery warehouse is operated with an air-conditioned egg candling room, a cooler room for butter, cheese and lard, an air-conditioned room for candy, dried fruits, beans and other items. In the produce section are six banana-ripening rooms, each with a capacity of one car load, two tomato ripening rooms, each holding a car load, refrigeration rooms for wet and dry storage of produce, freezer room for fish and poultry and air-conditioned general offices for 100 employees and a cafeteria for the office force and 125 additional produce and warehouse employees.

On one side of the warehouse is railroad siding for 15 cars at a time and on the other side are facilities for handling 15 trucks at a time. The A&P employs 75 trucks each making several round trips weekly to the 179 stores in the Carolinas. Last year the equivalent of 5,435 freight car loads were handled, an average of 17 car loads each week day. The new warehouse and facilities will greatly increase the amount of produce handled.

Of the former warehouse space in the three buildings on West Hill Street at Cedar Street, Charlotte, the bakery now occupies one of the buildings, the former office and produce warehouse building is now used by the A&P bakery for storage, and the third building will be returned to P&N Railroad, from which it was leased. This was the second A&P warehouse in Charlotte and was occupied for 22 years.

A&P announces that it is the largest single purchaser of North Carolina food and North Carolina products, spending millions of dollars annually for products for distribution to its other stores throughout the nation. Its North Carolina purchases exceed its sales in the State.

A&P operates 135 stores in North Carolina, which are located in the larger cities and towns throughout the State. The first North Carolina store was operated in Greensboro in 1915. The first Charlotte store was operated two years later.

P. M. Bealer, Jr., Vice-President of A&P, is in charge of the Southern Division operations in the Carolinas. Other key-men in the Carolinas are J. G. Christian, Jr., sales manager; W. Gotsch, buyer; W. S. Taylor, office manager; H. W. Winterling, warehouse superintendent; L. A. Bell, meat superintendent; R. C. Hughes, grocery superintendent.

NATIONAL FOOD STORES, INC.

High Point, N. C.

National Food Stores, Inc., with general offices and warehouse at 315-317 West Commerce Street, High Point, operating nine "Big Bear Super Markets" was incorporated in 1928 by G. E. Hutchens, Mrs. Elizabeth R. Hutchens, his wife, and J. T. Ferebee. The designation of the stores as "Big Bear Super Markets" was adopted in 1938 and the National Food Stores were all given the new name.

Officers of the corporation are G. E. Hutchens, president and treasurer; G. W. Hutchens, second vice-president and advertising manager; Robert L. Hutchens, assistant treasurer; J. T. Ferebee, secretary and purchasing agent; and S. F. Fortner, general store supervisor. Mr. Ferebee has been associated with the National Food Stores since 1930 and has been secretary of the corporation since 1934.

Mr. Hutchens, head of the firm, after several years of experience in grocery and meat market business, developed the Big Bear Self-Service Stores and is now engaged in extending self-service to include meat markets also. One store has been operating successfully with the meat market on the self-service basis. This service is being extended to all of the other stores in the chain.

Construction is now underway in the erection of a new store on the old bus station site, N. Wrenn Street, High Point, which will be the largest unit in the chain. Recently the National Food Stores has completed an addition to its warehouse containing 17,500 square feet of space on one floor, thus giving a total of 30,000 square feet of floor space. Recently a new one-story frame office building, 40 x 50 feet, located on Tomlinson Street, was completed and occupied.

Five of the Big Bear Super Markets (and one Little Bear) are operated in High Point, one in Asheboro and two are in Winston-Salem. Locations of the High Point markets and their managers are: Little Bear, 1548 English Street, George E. Knight; Big Bear, 702-706 English Street, R. L. Frady; 1303 N. Main Street, C. M. Ivey; 111 E. Washington Street, G. W. Peace; 1110 S. Main Street, Carl Bailey; 1100 E. Green Street, Paul Barker; the Asheboro store, W. R. Kelly; the two Winston-Salem stores, F. A. Patterson, supervisor of both stores, North Liberty Street at Patterson Ave. (entirely self-service), J. B. Stoves, Jr.; 601 N. Cherry Street (in city market), R. L. Winfrey.

Business of the Big Bear Super Markets of the National Food Stores has developed steadily and satisfactorily until it now reaches approximately \$4,000,000 a year. The firm employs approximately 115 workers regularly with additional help for week ends and special occasions.

President Hutchens recently acquired the old Methodist Church property in the heart of Thomasville, 97 x 138 feet, which is to be used for the erection of a modern Big Bear Super Market with plenty of parking space. This store is to be erected in the near future.

PROGRESSIVE STORES, INC.

Sanford, N. C.

The Progressive Stores, Inc., with 17 units, all located within a radius of 90 miles of Sanford and all in North Carolina, was organized and incorporated in 1929 by the operators of the Howard-Bobbitt Co., wholesale distributors of Sanford. The officers were and continue the same as those of the Howard-Bobbitt Co.

The organizers were R. E. Bobbitt, principal promoter, who continued as president until his death in 1945; R. T. Howard, vice-president, and M. W. Beckwith, secretary-treasurer, with other associates.

At the time of the organization, the capital stock amounted to \$44,000. The present capitalization and surplus, after stock dividends and sales of new stock, is \$250,000.

Present officers of the Progressive Stores include: Dewey H. Cooper, president; A. E. White and A. K. Hunt, vice-presidents, and R. J. Benson, secretary-treasurer and general manager. White and Benson joined the firm in 1924 and Cooper and Hunt have been with the organization since 1929; in 1939 Cooper was elected vice-president and Benson became secretary-treasurer.

When the officials of the Howard-Bobbitt Co. decided to enter the chain store field and organized the Progressive Stores in 1929, they bought two stores in Sanford from O. F. Patterson and also bought a store in Siler City. The officers adopted a policy which they still follow of purchasing or opening up a new store whenever and wherever a favorable opportunity presents itself. They are continuing to open up new stores, two having been opened last year, and are now engaged in a series of improvements and enlargements of the stores operating. Three stores, two large and one small, are operated in Sanford, but in other places the one unit store plan is followed.

The Progressive Stores employ approximately 75 full time workers and 55 part time workers for week ends and special occasions.

The firm has health, accident and hospitalization insurance for all employees, most of which is paid for by the organization and dependents of employees are brought under the hospitalization plan.

Of the 17 stores operating in North Carolina, 11 are self-service stores and 7 include meat markets. All of the stores, each of which is classified as a retail chain grocery handling fancy groceries and fruits, are supplied by the parent organizations, Howard-Bobbitt Co.

The three Sanford stores have as managers, George W. Parks, J. P. Cox and A. E. Smith. Locations of other stores and their managers follow: Wilson, E. B. Wilkerson; Red Springs, W. C. Murchison; Lillington, H. D. Carson; Apex, S. A. McGimsey; Pittsboro, R. O. Hawkins; Clinton, W. C. Collins; Troy, W. A. Kelley; Liberty, Ralph T. McManus; Mt. Olive, W. E. Hester; Maxton, E. L. Jones; Smithfield, T. W. Patterson; Fuquay Springs, W. W. Blackburn; Aberdeen, Ebb W. Barrington; Raeford, J. E. Byrd.



Home of Milner Stores Co., Raleigh, operator of 14 Piggly-Wiggly Stores in this area.

MILNER STORES CO.

(Piggly-Wiggly)

Raleigh, N. C.

The Milner Stores Co., with wholesale department and offices at 3701 Neil Street, Raleigh, was organized in 1921 as a partnership, composed of H. H. Milner and his brother, P. C. Milner, who operate Piggly-Wiggly stores in this area.

In 1928 the firm was incorporated with H. H. Milner as president and general manager; P. C. Milner, vice-president and manager of the Durham units; Murray Allen, secretary, and O. C. Stewart, treasurer. Present officers are the same except that R. V. Liles has become treasurer of the company.

The Milner Stores Co. holds the franchise from the Piggly-Wiggly Corporation for use of the Piggly-Wiggly name in Wake and Durham counties and in Smithfield. The firm operates 14 stores, nine in Raleigh, four in Durham and one in Smithfield. The original Raleigh store was opened at 110 Fayetteville Street in 1921 and is still in operation.

In its wholesale department the Milner Stores Co. occupied cramped quarters at 612 West Hargett Street, Raleigh, until 1947. Its new quarters and office building was occupied in March of that year. The new building contains 42,000 square feet of floor space all in one-story, has Seaboard Railroad siding sufficient for handling 12 car loads of food products at a time and space for six trucks at a time on the other side. This warehouse is completely polarized; that is, it is fully equipped with fork-lift trucks. Refrigeration space is sufficient for handling six car loads of perishable produce, two of which are for bananas.

The Milner Stores Co. employs about 125 workers in all units and uses five trucks for delivering food products daily from its wholesale department to the 14 Piggly-Wiggly stores. Merchandise handled includes groceries, meats, fruits and vegetables, frozen foods and dairy products.

STEDMAN STORES, INC.

Halifax, N. C.

Stedman Stores Co. was organized in 1914 by the partners who were operating N. L. Stedman & Co., wholesale grocers at Halifax, which had its beginning as a wholesale firm in 1909.

The organizer of the firm was N. L. Stedman, who had started the operation of the general store at Tillery around 1900 and moved the business to Halifax in 1909. In addition to operating the wholesale and general store business Mr. Stedman and his associates organized the Stedman Fertilizer Co., retailing fertilizer, the Stedman Cotton Account, buying cotton, and the Stedman Peanut Account, buying peanuts from growers. Mr. Stedman was active in the business until his death in 1945.

Present partners in the Stedman Stores Co. are four men, most of whom grew up in both the wholesale and retail enterprises. They are R. L. Applewhite, F. H. Gregory, C. H. Boykin and C. G. Vaughan, equal partners.

The first retail store was operated in Halifax; the second was opened at Rosemary, now a part of Roanoke Rapids, and the third at Garysburg. Nine of the ten stores are operated in North Carolina, all within the close radius of Halifax. The tenth is in Boykins, Va., across the State line. At one time the firm operated as many as 21 stores and in the 35 years of operation has bought, opened, closed and sold many different units.

Stedman Stores Co. owns its store building and three warehouses in Halifax and store buildings in other places. All the stores handle groceries and sundries, which are supplied from the wholesale department. Two trucks supply all the stores which are located within a 50 mile radius of Halifax from the warehouses at Halifax. The firm has no plans for immediate expansion but is prepared to open additional stores when and where opportunities offer.

Stedman Stores Co. has a special profit sharing plan for its managers in all of its stores. The North Carolina stores, their locations and managers are as follows: Elm City, Tom Langley; Enfield, Alvin Woodard; Halifax, Whit Stephenson; Jackson, H. O. Griffin; Nashville, G. W. Myrick; Roanoke Rapids, Clifton Floyd; Spring Hope, R. T. Geddie; Tillery, Harvey Harris; Whitakers, Harold Futrell.

DRUG STORES

WALGREEN DRUG STORES

Chicago, Illinois

Walgreen Drug Stores, with headquarters at 4300 Peterson Avenue, Chicago 30, Illinois, is a 48-year old organization which operates 417 drug stores throughout the United States, including six stores in North Carolina. The firm purchases millions of dollars worth of North Carolina products which are distributed at retail through Walgreen Drug Stores located in more than 200 American cities.

Walgreen Drug Stores occupied last spring a new and thoroughly modern headquarters building in



Modern drug department of the recently remodeled Walgreen Drug Store in Winston-Salem.

Chicago, in which offices of the principal officials, including Charles R. Walgreen, Jr., president, and H. T. Fowler, vice-president of Store Operations, are located. H. E. Bolen, with offices in Atlanta, Ga., is director of Store Operations for the firm's Southern Division. S. C. Hyken is district manager of the Southeastern District, a part of the Southern Division, under which all of the North Carolina stores are included.

The six North Carolina cities in which Walgreen Drug Stores are located and their managers are as follows: Charlotte, J. A. Sauers; Durham, Walter E. Power; Greensboro, I. Applebaum; High Point, M. A. Dente; Raleigh, E. S. Lawhorn; Winston-Salem, P. Thompson.

Many millions of dollars worth of cigarettes and tobacco products, in addition to great amounts of cotton textiles, are purchased by Walgreen's from North Carolina manufacturers. Also Walgreen stores purchase many thousands of dollars worth of merchandise locally.

Besides featuring an extensive Prescription Department and a complete line of drugs, merchandise handled by Walgreen Drug Stores includes toiletries, household supplies, tobaccos, hosiery, hospital supplies, bristle goods, electrical appliances, radios, photographic equipment, luggage and sporting goods. Walgreen Drug Stores also have complete fountain luncheonette service.

ECKERD DRUGS, INC.

Charlotte, N. C.

Eckerd Drugs, Inc., a chain drug store, with headquarters in Erie, Penna., entered the retail field in North Carolina when the first store was established in Charlotte in 1922.

The Southern Eckerd group of stores now includes two units in Charlotte, two in Columbia, S. C., and one each in Greenville, S. C., and Chattanooga, Tenn., in addition to the five stores in other North Carolina cities. Managers and locations of the stores in North

Carolina include: Charlotte, Tryon Street, J. T. Sullivan; Raleigh, George F. Bryan; High Point, J. N. Stamps; Durham, Charles A. Beaman; Winston-Salem, E. G. Green, Jr. The warehouse supplying these stores is located in Charlotte.

Eckerd Drugs was established in 1898 and observed its 50th anniversary last year. The founder was J. Milton Eckerd, who continues as president of the organization. Other officers are E. M. O'Herron, Sr., vice-president; John M. Eckerd, secretary, and E. M. O'Herron, Jr., treasurer; T. H. Williams is general manager of the Southern Eckerd Stores.

The policy of the company is to continue expanding as opportunity offers. All of the stores handle medicines, drug sundries, prescriptions, hospital supplies, first-aid needs and the usual drug store merchandise. Several of the stores also operate fountain and luncheonette departments. Approximately 200 workers are employed in the North Carolina stores.



Section of the new Eckerd's Drug Store in Winston-Salem.

Clothing, Furnishings, Apparel, Shoe, Furniture Stores

LARKINS CLOTHING STORES

Kinston, N. C.

Larkins Clothing Stores, with general offices at 102 South Queen Street, in Kinston, and a buying office at 421 Seventh Avenue in New York City, operates 20 stores, 17 of which are in North Carolina with three located in South Carolina.

This organization was started by C. H. Larkins, Sr., in 1929. Officers of the corporation are C. H. Larkins, Sr., president and treasurer; Margaret H. Larkins, his wife, first vice-president; C. H. Larkins, Jr., his son, second vice-president; and John D. Larkins, Jr., his brother, and a State Senator, is secretary and general counsel for the organization.

Larkins Clothing Stores are retail installment credit clothiers, handling men's and women's clothing and furnishings in all of the units. It is the policy of the firm to extend credit to all persons and particularly the working class of people. The various units now employ about 135 persons.

This firm includes nine separate corporations with nine principal offices, five branch stores and six affiliated units. The North Carolina units and their managers are as follows: Larkins-Kinston, Inc., Ed Phillips, manager; Larkins-Wilmington, Inc., C. L. Davis, manager; Dorset's Inc., Lumberton, J. M. Brummit, manager; which also operates a branch store in Whiteville, Floyd Swagerty, manager; King's Kredit Klothing, Inc., Fayetteville, Eugene Norton, manager; Larkins-Henderson, Inc., W. A. Hoyle, manager (the branch store at Oxford was closed the first of this year); Larkins-Harville, Inc., Lenoir, T. C. Harville, manager; Larkins-Morganton, Inc., T. E. Harris, manager, with a branch at Marion, E. O. Dixon, manager; Larkins-Statesville, Inc., A. P. Weaver, manager, with a branch at Mooresville, J. M. Tate, manager.

Affiliated stores are Dee's Clothing Store, Greenville, N. C., E. D. Larkins, brother of the president, manager; Harris Style Shop, Inc., Forest City, T. E. Harris, manager, with a branch being opened at Spindale; Crawford's, Inc., North Wilkesboro, T. C. Pritchett, manager, with branch being opened at Elkin.

Affiliated stores in South Carolina are Boyd's, Inc., at Florence, M. B. Neal, manager; Brock's, Inc., at Marion, J. B. Askew, manager; and the Outlet Store at Mullins, owned and operated by C. H. Larkins, Jr., and M. H. Larkins, co-partners, with Eugene McLawhorn, manager.

WINNER'S INC.

Asheville, N. C.

Winner's Inc., with headquarters at 34-36 Haywood Street, Asheville, an organization with several units, engaging primarily in retailing wearing apparel and shoes, was incorporated December 21, 1946, as a successor to Winner's, a partnership originally organized by Harry Winner in 1933 to operate a specialty shop in Canton.

The main store and largest unit of the corporation is located at 34-36 Haywood Street, Asheville, and handles high priced quality wearing apparel. This store also includes the Ernie Miller Shoe Salon and the Thomas Salon of Beauty. Winner's also operates the Gold (Red) Cross Shoe Store at 20 Haywood Street, Asheville, opened August 14, 1947. This store sells exclusively the famous Red Cross Shoes and also handbags and hosiery. At the same time a store was opened in Waynesville to handle men's, women's and children's wear, including shoes. Stores formerly operated in Brevard and Morganton have been sold.

For its retail trade Winner's buys extensively, merchandise manufactured by North Carolina firms,

including particularly paper and paper boxes, supplies, hosiery and other merchandise.

Officers of the company are Harry Winner, president, general merchandise manager and manager of the main store; H. S. Winner, vice-president, assistant general manager of the corporation and manager of the Canton store; J. M. Winner, secretary-treasurer, and G. J. Howard, comptroller. Other key personnel includes Leo C. Pace, manager of the Gold (Red) Cross Shoe store, and Bennie F. Reese, manager of the Waynesville store. Main store department managers include: Mrs. Hazel Wrenn, sportswear, suits and blouses; Mrs. Jo Carlson, dresses and coats; Mrs. Sadie Swann, lingerie and corsets; Miss Violet Miller, handbags, jewelry and accessories; Mrs. Vera Mallory, millinery; Mrs. Pearl McCourry, men's and boys' wear and toys; Mrs. Florence McNeely, girls' and infants' wear; and Mr. Sloan Dickey, children's shoes.

E. L. Miller, Jr., is lessee of the Ernie Miller Shoe Salon and A. Thomas Crocker is lessee of the Thomas Salon of Beauty, both in the main store in Asheville.

ROSCOE GRIFFIN SHOE CO.

Rocky Mount, N. C.

Roscoe-Griffin Shoe Co., with headquarters in Rocky Mount and five unit shoe stores, each a separate corporation, was started as an individually owned shoe store in Rocky Mount in 1918 by Roscoe Griffin.

In 1919, Clyde D. Griffin, (not related to Roscoe Griffin, although Roscoe Griffin married Miss Cora Griffin, a cousin of Clyde Griffin) went to work in the Roscoe Griffin shoe store in Rocky Mount. After Clyde Griffin had a few years of training in the shoe business, he and Roscoe Griffin opened a shoe store in Raleigh. It was incorporated in 1924 as the Roscoe-Griffin Shoe Co.

Another Griffin shoe store was opened in Durham in 1931, in which Dillard Griffin, son of Roscoe Griffin, is manager. Coburn Griffin, younger brother of the manager, is a salesman in the Durham store, learning the business. Still another store was opened in Greensboro in 1934 and Sidney Griffin, brother of Roscoe Griffin, is manager. In 1940, the Griffin firm opened the Shoe Department of the B. A. Sellers Department Store in Burlington and continues its operation, under management of Horace Griffin, nephew of Roscoe Griffin.

Roscoe Griffin, founder, who remained in Rocky Mount, has retired and the business there is handled by John Griffin, his brother, and Page Keel, his son-in-law.

In the Raleigh corporation Roscoe Griffin is president and vice-president and Clyde D. Griffin is secretary-treasurer and manager. In the Raleigh unit also, Maurice Griffin, son of Clyde Griffin, is employed as a salesman and is learning the business.

While the older generation owners are cautious, the second generation of Griffins are intent upon extending the units by opening new stores in other cities.

In the five units are employed 35 to 40 workers.

Principal lines of men's, women's and children's shoes handled in all the stores are Florsheim, Tweedie, Naturalizer, Paramount, Life Stride, Buster Browns, Teenage, Modern Miss, Les Bar, Daniel Green, Roblee and Portage. The firm also carries men's, women's and children's socks and stockings, shoe trees, polishes and other items usually found in a shoe store.

MERIT SHOE CO., INC.

Endicott, New York

Merit Shoe Co., Inc., Endicott, New York, with 19 retail stores in North Carolina, is a subsidiary of and engaged primarily in retail distribution of the merchandise manufactured by the Endicott-Johnson Corporation. This firm is engaged in retailing footwear and accessories for the entire family, consisting of shoes, rubbers, hosiery, house slippers tennis shoes and handbags. Quite a bit of the hosiery sold in this State and in other units of the firm are purchased from several North Carolina mills.

The Merit Shoe Co. opened its first store in North Carolina, August 1, 1925, and reports a very satisfactory business in the State during the 24 years of operation and expansion of the system in North Carolina.

The Merit Shoe Co. operates a warehouse in Salisbury, from which it distributes its stock to the 19 retail units. N. P. Phillips is supervisor of the North Carolina stores and makes his headquarters in the Salisbury unit. Retail stores are located in the following cities: Albemarle, Burlington, Concord, Elizabeth City, Fayetteville, Gastonia, Goldsboro, Greensboro, Greenville, Hickory, High Point, Kannapolis, Lexington, Monroe, New Bern, Reidsville, Rocky Mount, Salisbury, Wilmington.

GLAMOR SHOPS, INC.

New York City

Glamor Shops, Inc., with executive and buying offices and warehouses at 519 Eighth Avenue, New York 18, N. Y., operates 15 stores in North Carolina located primarily through the tobacco belt, and plans have been developed for opening several additional stores in this State.

Glamor Shops carry a complete line of women's and children's ready to wear merchandise in the popular price range. Items carried consist of dresses, coats and suits, furs, blouses, sweaters, sportswear, handbags, hosiery, shoes and other accessories. The policy of the firm is to give the customer the quality, style and price at the level the customer can afford.

This firm has considered the erection or purchase of a distribution warehouse at some central point in North Carolina to supply the stores in this State. Definite action has not been taken in this direction, but it is expected that as the North Carolina operations expand a warehouse will be established in this State. Local stores join in the promotion of worthy local projects, charitable drives, trade days, assistance to institutions and other local activities.

Harold Levin, president of the company, spends much of his time touring the cities and towns where local Glamor Shops are operated and frequently visits North Carolina. Mr. Levin is the top executive of the organization and is very keenly interested in the supervision and direction of the merchandise and the selection of new sites. R. C. Leibe, Jr., resident of North Carolina, is vice-president and general manager of the organization and keeps in close touch with operations in all stores in this State.

All of the store personnel are residents of the communities in which the stores are located. Approximately 200 workers are employed in the North Carolina stores.

HEILIG-MEYERS CO.

Goldsboro, N. C.

Heilig-Myers Co., Goldsboro, was incorporated and started business in April, 1940 but had its actual beginning in a small furniture store opened in Goldsboro in 1913 by W. A. Heilig and J. M. Meyers, as partners.

The business prospered and was expanded into four units in four different towns and in 1941, three new partners were taken into the business, Mr. Heilig's daughter and Mr. Meyers' two sons, all of whom have contributed to the growth of the organization.

The partnership was dissolved January 1, 1946, the Meyers retaining three of the stores. In 1946 two new units were added and in 1947 another store was opened, making a total of six stores. Officers, all living in Goldsboro, include J. M. Meyers, president; H. Meyers, vice-president, and S. S. Meyers, secretary-treasurer.

Heilig-Meyers Co. carries many well known brands of furniture, household furnishings and appliances. Its customers include, not only the residents of cities in which stores are operated, but also come from surrounding areas.

Locations of the stores and their managers, including two who are father and son are as follows: Wilson, W. C. Baker; Rocky Mount, D. B. Spivey; Scotland Neck, Media Rose, Jr.; Williamston, J. B. Bell; Charlotte, J. L. Bell; Goldsboro, J. E. Watson.

Officers of the corporation plan to expand their business by opening new units when and as conditions justify. In 1948 this corporation did a retail furniture business in excess of one million dollars. It employs approximately 60 workers and its payroll amounts to approximately \$180,000 annually.

HEILIG-LEVINE

Of Raleigh, Inc.

Heilig-Levine of Raleigh, Inc., Heilig-Levine of Kinston, Inc., and Heilig-Levine Furniture Co., New Bern, are three separate corporations, largely owned by the two principals, W. A. Heilig and Albert Levine, and Morris Heilig, engaged in the sale of home furniture, home furnishings and home appliances.

These firms are part of the former Heilig & Meyers, a partnership with headquarters in Goldsboro. The partners in this business are W. A. Heilig, J. M.

Meyers, Mrs. Albert Levine, H. Meyers, S. S. Meyers. This firm was dissolved January 1, 1946, the Heilig interests retaining two of the stores, those in Raleigh and Kinston, and the New Bern store was established and incorporated in 1946. The Raleigh and Kinston stores were incorporated July 1, 1947.

W. A. Heilig is president of all three of these corporations. Mrs. Albert Levine, his daughter, is vice-president and Albert Levine is secretary-treasurer and general manager of the Raleigh corporation. In the Kinston corporation, Albert Levine is vice-president and Albert Levine is secretary-treasurer and general manager of the store. In New Bern, Albert Levine is vice-president, Morris Heilig is secretary-treasurer, and James Ridoutt is manager of the store.

The Raleigh store and warehouse contain about 38,000 square feet and employs 20 workers; the New Bern store has about 12,000 square feet of display space and a warehouse, employing eight workers, and the Kinston store has 11,000 square feet of display space and two warehouses with 11 workers. The three firms have enjoyed large and growing business from their beginnings.

NEW STATE ADVISORY COUNCIL OF EMPLOYMENT SECURITY COMMISSION

Early in September Governor W. Kerr Scott announced the appointment of a new State Advisory Council of the Employment Security Commission to take the place of the group whose terms had expired but who were continuing to serve until their successors were appointed. Capus M. Waynick, now ambassador to Nicaragua, had served as chairman of the Council for several years, until his resignation when he received the appointment as ambassador.

Dr. Thurman D. Kitchin, president of Wake Forest College and only member of the former Council, was reappointed and designated as chairman. He was named as a representative of the general public. Employers and employees are represented on the Council. Other members appointed are as follows:

General Public: Mrs. Gaston A. Johnson, High Point; W. B. Horton, attorney, Yanceyville; C. P. Clark, insurance, Wilson, and Dr. Alphonso Elder, president of North Carolina College, Durham.

Employers: Corbett Scott, proprietor, Asheboro Printing Co., Asheboro, and L. L. Ray, executive vice-president, N. C. Dairy Products Association, Raleigh.

Employees: Joel B. Leighton, C.I.O. Textile Workers Union, Rockingham; J. A. Scoggins, vice-president, State Federation of Labor (A.F.L.), Charlotte.

LARGE LARD CANS FULL OF SAND GOOD FOR INVENTORY—NOT LONG

The manager of a chain grocery store in a North Carolina town a few years ago was a very personable and likable fellow. He was popular with the customers and had been a factor in enlarging and extending the business of the store extensively.

As was the custom, reserve stocks of goods were carried in a cutoff space in the back of the store, readily available when needed. When the auditors reached the store for a routine inventory, they found a rather large stack of lard cans in the back of the store. Lard, it seemed, had not been moving so well.

The inventory checker kicked the lard cans gently with his toe to see if they contained lard. The sound was not just right. He kicked again, and again. Then he decided to open up the lard cans. He found that a large number of them had been emptied of lard and had been filled with sand.

Alerted, they found numbers of other substitutes for items that came in the containers—all of which formed the basis for prosecuting the manager in the courts.

Retail Merchants Have Large and Effective Association

By WILLARD L. DOWELL, *Executive Vice President, Secretary and Treasurer,*
North Carolina Merchants Association

Forty-seven years ago 65 altruistic and forward-looking retail merchants from various sections of North Carolina assembled in the City of Raleigh to discuss their common problems and their meeting was so productive of good results they determined to form an organization of the retailers of the State. Thus, the organized merchants movement of the State began through the establishment of the North Carolina Merchants Association.

At the beginning of this century the problems of retailers were few in number and simple in character compared to the problems of a social and economic nature confronting merchants today; but nevertheless, the merchants of nearly a half century ago had their problems and they knew that the only way to overcome them was by united action, just as the progressive retailers of this day know that unity and cooperation are essential if they are to master and solve the difficulties and problems affecting retail distribution.

RETAILING THEN AND NOW

A half century ago retailing was largely a question of barter and sale, a hit-or-miss proposition, and the misses greatly outnumbered the hits. Efficiency in store management, buying, selling, advertising, promotional activities, and all the other attributes of a modern and successfully operated store were totally lacking.

In that day the one-price merchant was a rarity; today, the merchant who has more than one price is the exception. In that day a dealer would receive a bill of goods and price them at as high a figure as he could hope to get by with; today, the successful merchant endeavors to price his wares at the lowest figure consistent with a reasonable return upon his investment. In the olden days the doctrine of Caveat Emptor—let the buyer beware—was the accepted rule; today, the slogan of the successful merchant is, "The customer is always right." Of course, we know the customer is not always right, but this slogan reflects the attitude of the merchant to do the right thing and to deal squarely with his customer at all times and under all circumstances.

At the beginning of this century, the word "cooperation" had not found its way into the merchant's vocabulary. Competitors looked upon each other as grand rascals, and if a merchant perchance entered the store of his competitor it was thought that he was spying out the land, snooping around in an endeavor to learn some secret. It is a far cry from that day to this, when merchants meet in the friendliest sort of way and swap ideas and experiences and render every aid possible to each other.

The North Carolina Merchants Association properly claims some of the credit for this change in attitude upon the part of retailers as well as in the

CONVENTION CITIES AND PRESIDENTS OF THE N. C. MERCHANTS ASSOCIATION

Convention cities and dates, presidents and their residences and terms of office of the North Carolina Merchants Association, organized in Raleigh in June, 1902, are as follows:

CONVENTION CITY	PRESIDENT	RESIDENCE	TERM
1903—Winston-Salem.....	John Dunn	New Bern	1902-1903
1904—Asheville.....	Clarence Sawyer	Asheville	1903-1906
1905—Morehead City.....	Clarence Sawyer	Asheville	1903-1906
1906—Greensboro.....	J. W. Carter and N. L. Cranford	Winston-Salem	1906 (Each 1907 ½ Yr.)
1907—Charlotte.....	Archibald Nichols	Asheville	1907-1908
1908—Elizabeth City.....	(Not on record)		1908-1909
1909—Raleigh.....	E. E. Broughton	Raleigh	1909-1912
1910—Salisbury.....	E. E. Broughton	Raleigh	1909-1912
1911—Hendersonville.....	E. E. Broughton	Raleigh	1909-1912
1912—Raleigh.....	Joseph Garibaldi	Charlotte	1912-1914
1913—Wrightsville Beach.....	Joseph Garibaldi	Charlotte	1912-1914
1914—Durham.....	L. B. Markham	Durham	1914-1916
1915—Asheville.....	L. B. Markham	Durham	1914-1916
1916—Winston-Salem.....	R. L. Poston	Statesville	1916-1917
1917—Wilson.....	J. Frank Morris	Winston-Salem	1917-1919
1918—Wrightsville Beach.....	J. Frank Morris	Winston-Salem	1917-1919
1919—Wrightsville Beach.....	Elmer Oettinger	Wilson	1919-1920
1920—Asheville.....	R. B. Peters	Tarboro	1920-1921
1921—Greensboro.....	B. F. Roark	Charlotte	1921-1922
1922—Wrightsville Beach.....	S. P. Burton	Asheville	1922-1923
1923—Statesville.....	W. N. Dixon	Winston-Salem	1923-1925
1924—Morehead City.....	W. N. Dixon	Winston-Salem	1923-1925
1925—Charlotte.....	J. C. Williams	Wilmington	1925-1926
1926—Goldsboro.....	Bascom T. Baynes	Greensboro	1926-1927
1927—Durham.....	M. E. Newsom	Durham	1927-1928
1928—Elizabeth City.....	H. W. Courtney	Lenoir	1928-1929
1929—Hickory.....	Dallas Holoman	Raleigh	1929-1930
1930—Wrightsville Beach.....	J. H. Blount	Greenville	1930-1931
1931—Greensboro.....	A. A. Schiffman	Greensboro	1931-1932
1932—Asheville.....	R. R. Gay	Rocky Mount	1932-1933
1933—Winston-Salem.....	A. W. Bunch	Statesville	1933-1934
1934—High Point.....	David Owens	Charlotte	1934-1935
1935—Charlotte.....	J. G. Harrison	Mount Airy	1935-1936
1936—Raleigh.....	T. M. Hunter	Fayetteville	1936-1937
1937—New Bern.....	L. Lyons Lee	Asheville	1937-1938
1938—Blowing Rock.....	W. F. Dowdy	New Bern	1938-1939
1939—Durham.....	O. A. Swaringen	Concord	1939-1940
1940—Elizabeth City.....	J. H. Early	Winston-Salem	1940-1941
1941—High Point.....	George W. Dowdy	Charlotte	1941-1942
1942—Raleigh.....	C. C. Shell	Roanoke Rapids	1942-1943
1943—Raleigh.....	F. R. Stout	Greensboro	1943-1944
1944—Raleigh.....	Clyde R. Greene	Boone	1944-1946
1945—No Convention Held.....			
1946—Wrightsville Beach.....	Oliver R. Matthews	Gastonia	1946-1947
1947—Raleigh.....	J. H. Blount	Greenville	1947-1948
1948—Charlotte.....	T. M. Driskill	Charlotte	1948-1949
1949—Charlotte.....	John M. Carroll	Asheville	1949-1950

change in merchandising methods, because from the very beginning it has endeavored to elevate merchandising standards and to bring about friendly relations and a genuine spirit of cooperation between merchants.

ASSOCIATION OBJECTIVES

Those attending the organization meeting of the North Carolina Merchants Association were naturally exercised about the problems which confronted retailers at that time. The credit situation was appalling for credit granting was purely a guessing game and was not predicated upon experience and founded upon fact, as it is today. The trade was

shot through and through with all kinds of abuses—manufacturers and wholesalers sold direct to consumers and to unscrupulous and irresponsible peddlers after taking orders from established retailers; the market was flooded with adulterated and misbranded goods; merchants were afforded no protection from fake and fraudulent schemers and they had no way of voicing their protests except as individuals—the need for organization and concerted action was imperative.

With this hasty and inadequate picture of prevailing conditions at the time of the organization of the North Carolina Merchants Association, it is not surprising that the organizers stated the objectives and purposes of the association to be:

“1. To safeguard the interests of *all* merchants of North Carolina.

2. To correct the evils attending the credit system, and, if possible, to provide an interchangeable system of credit reporting throughout the State through the organization of local merchants associations.

3. To abate trade abuses, injurious and unbusinesslike practices, and to secure the cooperation of manufacturers and wholesalers in promoting a more healthy condition of the trade.

4. To secure and promote State and National legislation favorable to merchants and consumers, and to oppose such legislation as would prove detrimental to their welfare.

5. To protect the public against the sale of impure foods, misbranded and shortweight goods, misleading and dishonest advertising.

6. To disseminate trade information, encourage improved business methods, and generally to advance the interests of merchants and secure more friendly relations.”

CATEGORIES OF SERVICE

The phraseology employed in the association's constitution in listing the objectives of the organization is simple enough, but upon analysis and practical application one quickly observes that each objective mentioned opens numerous avenues of service, and it may be stated that the principal functions and services of the association fall within the following categories which I will mention very briefly merely in order to give some idea of the scope of the association's activities.

Legislative—The association enjoys an exceedingly enviable legislative record. Since my connection with the association 22 years ago, there have been in round figures 23,000 bills introduced in the General Assembly of North Carolina, hundreds and hundreds of which would have adversely affected merchants, but during that time only one bill which the association opposed has been enacted into law and that was the Sales Tax Statute which was enacted in 1933 as an emergency and temporary measure after a prolonged legislative battle extending over a period of six months.

While the legislative activities of the association

are naturally more in opposition than in advocacy of legislation, nevertheless, when the need is apparent the association sponsors legislation and in this respect it also has an enviable record for during the past 22 years it has successfully advocated hundreds of beneficial legislative acts. In fact, every law that has been written into the statute books of this State for several decades, which is beneficial to retail merchants and which makes for better conditions of the trade, was enacted through the advocacy, influence and untiring efforts of the North Carolina Merchants Association.

Protective—In addition to protecting merchants from discriminatory and harmful legislation, the association engages in many other protective activities, such as its constant and vigorous opposition to illegal sales, untruthful advertising, unfair competition, irresponsible peddlers, itinerant merchants, shop lifters, lottery schemes, check flashers, and all sorts of fake and fraudulent schemers; and which also include its efforts to abate trade abuses, injurious and unbusinesslike practices and its watchfulness in an endeavor to prevent unjustifiable increases in taxes, utility, freight, motor and insurance rates, and similar imposts which accounts for a substantial portion of the overhead operating expenses of every retailer.

Informational—Under this category of services the association endeavors to keep the membership informed with respect to all sorts of matters affecting their interests. It disseminates information mainly through the columns of its monthly publication—*The Retailer*—through the issuance of bulletins, by group meetings, individual conferences, and particularly through the medium of personal correspondence in replying to inquiries on the widest imaginable variety of subjects. Through this service the association has become a central clearing-house for information to both merchants and consumers of the State upon all matters affecting retail distribution.

Governmental—In recent years a large portion of law concerning retailers has been delegated to administrative agencies so the association keeps in close touch with the heads of these agencies, both State and Federal, and advises them of the views of retailers respecting the orders, rules and regulations of their agencies in an endeavor to correct, eliminate or soften their impact upon the retail industry. However, probably the greatest service rendered under this category is the representation the membership has in Raleigh in connection with matters arising between the member and the State Government. Every year I represent hundreds of members of the association before various departments, bureaus, commissions and officials of the State Government on a very wide variety of matters, such as, in securing rulings, interpretations and opinions respecting State statutes; filing articles of incorporation or amendments to existing charters; obtaining notary commissions; acquiring information relative to questions arising out of the laws pertaining to

labor, employment, taxation, etc.; affecting adjustments of sales tax audits; obtaining refunds for over-payment of license, privilege and other taxes, and numerous other matters.

Public Relations—Space will permit the mention of only one other of the principal categories of service of the North Carolina Merchants Association and that is "Public Relations." In this field the association strives at all times to build good-will for merchants by furnishing information to the press, the radio, and to government officials and private citizens on matters affecting retail distribution. Under the heading of Public Relations there is also included appearances before civic clubs and other organizations for addresses on topics which create good-will by calling attention to the high ethical standards of retailers and the important place retailing occupies in the economy of the Nation.

Retailing is a great industry—the third largest in the United States—and those of us who are engaged in merchants association work should lose no opportunity to tell the world that retailing is one of the most responsible, patriotic and indispensable industries in the Nation.

SEVEN THOUSAND MEMBERS

There are, of course, many functions and services of the association which have not been mentioned in this article due to the limitations of space, so suffice it to say that its every service is a constructive one and that due to the diversity of interests of the membership, that is, dealers in every conceivable classification of retailing, it is necessary for the association to carry on a very broad program of activities and one that is beneficial to all retailers of the State, irrespective of their membership in the organization.

With altruism and unselfishness motivating its conduct, The North Carolina Merchants Association with its membership of approximately 7,000 of the most progressive retailers of the State, has become an institution in North Carolina and one of the largest and most active state associations of merchants in the United States. With the passing of the years it has grown in prestige and influence and it enjoys to a marked degree the confidence and respect of the citizens of the State in both official and private life.

Wholesale Association Promotes Interest of Members

By E. S. YARBROUGH, JR., *Secretary-Treasurer, North Carolina Wholesalers Association, Inc.*

The North Carolina Wholesalers Association, Inc., was founded in 1938 and the purpose of the Association as set forth in its Certificate of Incorporation is "To promote through mutual cooperation, consistent with law, the interest of the business of the wholesalers . . . in the State of North Carolina, and the welfare of all persons, firms and corporations engaged therein."

The organization meeting was attended by twenty-three leading wholesalers from all parts of the State. The last meeting was attended by well over one hundred, a substantial increase. The original incorporators were the late W. E. Colton and G. D. Moody of Charlotte and W. W. Hinnant of Raleigh. The first officers were: President, L. P. Wrenn, Granite Mercantile Co., Mt. Airy; vice-president, the late W. E. Colton, Carter-Colton Cigar Co., Charlotte; and secretary-treasurer, S. W. Airey, Bennett-Lewallen Co., Winston-Salem.

The organization was extremely active until the war interfered. Last year the Association renewed its activities and the present officers are: president, S. W. Airey, Bennett-Lewallen Co., Winston-Salem; vice-president, Charles H. Wentz, Thomas & Howard Co., Salisbury; and secretary-treasurer, E. S. Yarbrough, Jr., J. M. Mathes Co., Inc., Durham.

With the growing complexity of laws, regulations and other problems which are common to the group, the Association expects to be of more and more service to the State wholesalers.

The Association is sponsoring and hopes to get passed by the next Legislature an Unfair Sales Practices Act similar to ones already in effect in some 33 states. The purpose of this act is to set up a code of fair practice standards for both the wholesalers and retailers in the State directed to the maintenance of fair competitive conditions in the industry and full protection of the purchasing public.

One of its provisions is to prevent the use of loss leaders for the purpose of fooling the public and injuring or destroying competition. The practice of selling merchandise regularly at less than cost is now recognized as a vicious tool of monopoly. The alarming growth of this unfair competition in recent years makes it imperative for some form of protection for the average local merchant in the State. These acts are in effect anti-trust laws and tend to contribute to the effectiveness of the Sherman anti-trust law.

The wholesale distributors of North Carolina perform a vital and necessary service for the people of their state and feel that recognition of this service should be given by the lawmakers in their effort to eliminate some of the nefarious practices that are carried on to the detriment of the economic conditions of the State of North Carolina.

Few people realize that the wholesale jobbers in North Carolina have a huge capital investment, employ an army of people and do an annual business of more than \$1,290,000,000.

N. C. Automobile Dealer Group Most Active in Nation

By MRS. BESSIE B. BALLENTINE, *Executive Secretary, North Carolina Automobile Dealers Association*

The North Carolina Automobile Dealers Association has many "firsts" to its credit. It had a membership, as of May 31st of this year, of 1,002, which is considerably more than 90 per cent of its potential membership unless more automobile dealers go into business in North Carolina.

This dealer group was the first trade association in North Carolina to establish a group insurance plan for its membership and their employees after the 1947 General Assembly passed legislation providing that such associations could operate a group insurance plan.

The insurance plan in operation provides for death benefits, dismemberment benefits, and surgical and hospitalization benefits. The plan as first adopted did not include provisions for dependent coverage, but last December the Association broadened its insurance plan and today provides dependency coverage for surgical and hospitalization benefits which are included in the overall plan.

This trade group, through its legislative committee, sponsors legislative programs which have direct bearing and also no direct bearing upon the operation of the Association or the business of franchise automobile dealers. For instance, in the latter field it has been very active in sponsoring highway safety programs.

It is young in years, having just recently celebrated its fourteenth anniversary. The membership has almost doubled since 1945, with consistent growth since that time. In 1945 this membership roster stood at 595; in 1946 it was 743; in 1947, 842; in 1948, 939; and today, as mentioned above, it has 1,002 active members. Membership dues are based upon the number of units sold by the individual member during the past year and these dues are considerably lower than the dues for similar organizations in other states.

The current officers of the Association are M. Brack Wilson of Smithfield, president; T. A. Williams of Greensboro, vice-president; T. D. Hunter, Jr., of Hendersonville, secretary; W. F. Yarborough of Fayetteville, treasurer; and P. L. Abernethy of Charlotte, director for North Carolina in the National Automobile Dealers Association. The Executive Office is maintained in Raleigh and has a staff of twelve people. In addition, the Association has an attorney and a public relations adviser on a retainer basis.

Directors of the association are: L. T. Russell, Canton; E. G. Thomas, Hendersonville; H. G. Sain, Marion; A. F. Kilby, North Wilkesboro; Fred H. Deaton, Statesville; E. D. Craig, Gastonia; Frank D. Gossett, Charlotte; Clyde H. Harriss, Salisbury; F. J. DeTamble, Winston-Salem; H. G. Ilderton, High Point; John M. Tiller, Durham; T. L. Black, Pinehurst; H. J. Rawls, Fairmont; W. F. Yarborough,

Fayetteville; M. Brack Wilson, Smithfield; C. L. Carrow, Kinston; W. P. Sutton, Wilmington; J. W. Babson, New Bern; David Davenport, Rocky Mount; Walter Harrington, Greenville; W. P. McDowell, Jr., Elizabeth City, and W. L. Jenkins, Aulander.

The Association renders many services to its membership, included in which is a weekly bulletin that keeps members informed as to pending legislation in the national Congress, pending legislation in the North Carolina General Assembly when it is in session, interpretation of laws and rules and regulations directly and indirectly affecting automobile dealers which are promulgated by governmental agencies of all levels, special title service, and a monthly compilation of the number of new cars and trucks sold by makes in the 100 counties in the State.

The group insurance plan referred to above is held up as a model throughout the United States for automobile dealer groups. Representatives of foreign governments have even visited Association offices to ascertain how this widely covering group insurance plan operates.

There are more than twenty direct services which the Association and its Executive Office render to the membership. The annual convention, held each May, is attended by hundreds of dealers and the list of speakers at the annual meeting is always impressive, with several national figures always appearing on the program.

It is reported in trade circles that the Association has the largest membership, when measured against the total number of dealers in the State, of any similar trade organization in the United States.

B. C. MOORE & SONS, INC.

(Continued from page 97)

over an adjoining building in addition to the one already operated; larger quarters were secured in Siler City, and second floors have been opened up in Lincolnton and Red Springs.

In addition to opening up new stores, a general program of improvement is being carried out in the stores in the other three States.

The store managers have an opportunity to become stockholders in the firm. A pension plan is in operation for all employees and under a profit sharing plan, all employees receive Christmas bonuses and fiscal year bonuses.

Locations of the North Carolina stores and their managers are as follows: Asheboro, C. Graham Mangum; Lincolnton, Lex Ramseur; Marshville, Hugh P. Stafford; Red Springs, Sam B. Laney; Red Springs (Moore's Dept. Store), W. H. King; Siler City, James Paul Hunt; St. Pauls, L. D. Short; Troy, Joe W. Huntley; Wadesboro, John A. Ratliffe; Wadesboro (Moore's Value Center), W. C. Moore.

N. C. Readjustment Allowance Program, Sept. '44-July '49

By MRS. VIOLA T. MARCH, *Senior Statistician, Bureau of Research and Statistics, ESC*

On July 25, 1949, the Servicemen's Readjustment Allowance Program for unemployed and self-employed veterans officially terminated except for a limited group. No more self-employment benefits will be paid, and compensation for unemployed veterans will be paid only to two small groups. First, veterans who reenlisted in the armed forces during the 1945-46 recruiting drive will remain eligible for these benefits for two years after their service ends. Secondly, veterans who served during the war and were discharged after July 25, 1947 (the date set as the official end of hostilities) will remain eligible until two years after their date of discharge.

The passage by the Congress of the Servicemen's Readjustment Act of 1944, popularly known as the "G. I. Bill," which in Title V provides for allowances to unemployed veterans of World War II, gave authority to the Veterans' Administration to delegate the responsibility for that part of its program to state employment security agencies. In North Carolina the Employment Security Commission, by agreement, assumed responsibility for handling all claims for veteran's readjustment allowances and to make or authorize payments.

On September 4, 1944, this new phase of operations became effective. At that time the Employment Service offices were operated by the War Manpower Commission; so the Commission's claims deputies held a series of training conferences for Unemployment Compensation claimstakers and Employment Service interviewers throughout the State to make sure that at every point where the vital contacts with veterans might be made, there would be a fully informed U. C. or E. S. representative to handle applications and claims for veterans readjustment allowances.

ELIGIBILITY—DISQUALIFICATIONS

In order to be eligible to receive a readjustment allowance the veteran had to meet three specific requirements. First, he had to be discharged or released from service under conditions other than dishonorable. Secondly, he must have been in active service after September 16, 1940, and before the end of the World War II, July 25, 1947. Thirdly, he had to have at least ninety days of active service, unless he was discharged because of a service connected disability. If the veteran were able to satisfy these conditions, he could claim and receive an allowance for any week of unemployment, or partial unemployment: first, if he earned less than \$23 in such week; secondly, provided he resided in the United States at the time of making the claim; thirdly, that he was able to work and available for suitable work; and, fourthly, that he registered with and continued to report to a public employment office.

A veteran could be disqualified to receive a read-

justment allowance under three conditions. First, he voluntarily left suitable work without good cause or was discharged or suspended for misconduct in the course of his employment. Secondly, he failed to accept suitable work when it was offered or failed to attend an available free training course without good cause. Thirdly, the unemployment was due to a work stoppage resulting from a labor dispute, unless the veteran was neither participating nor directly interested in the dispute and did not belong to the grade or class of workers involved in it. In all three cases the period of disqualification consisted of the week in which the disqualifying act occurred and normally not more than four immediately succeeding weeks. However, the period of disqualification could be extended but not to exceed eight additional weeks in the case of any one disqualification.

UNEMPLOYED AND SELF-EMPLOYED

The weekly readjustment allowance provided in the G. I. Bill was \$20 to run for a period determined by each veteran's length of service up to a total of 52 weeks at any time from 1944 to July 25, 1949. The amount of the allowance for any week was \$20 less any wages earned during the week over \$3. Self-employed allowances first became available in November, 1944, for self-employment during the preceding month of October.

If a veteran was not working for wages or salary, but was self-employed, his allowance was determined on a monthly basis. He was entitled to receive an allowance equal to the amount by which his net earnings fell short of \$100 per month for the previous calendar month. The same limitations as to periods of entitlement up to 52 weeks, depending on the length of military service, applied. Any veteran whose claim for an allowance was denied, was entitled to a fair hearing before one of the Employment Security Commission's claims deputies with the right to carry the decision to an appeals deputy if he were not fully satisfied with the decision rendered.

These allowances provided financial aid during the interim of a veteran's discharge from service and his employment in suitable work. The allowances were of two kinds: (1) those for the veterans who were trying to find the right job; and (2) those for the veterans who went to work for themselves but could not net as much as \$100 a month. Of course, each veteran unable to find a suitable job had to decide for himself when he returned home whether he wanted to use up his benefits right away and claim allowances until he was permanently placed—either in a job for himself or with someone else—or whether he wanted to let the G. I. benefits stand as a reserve against future contingencies when he might need it more.

PENALTIES IN FRAUD CASES

Any veteran who knowingly accepted an allowance to which he was not entitled became ineligible to receive any further allowance. Any veteran claiming a readjustment allowance was required to report earnings. One of the responsibilities of the Commission's claims agents throughout the State was bringing to account those persons who obtained payments through fraud and misrepresentation. For any action which may have been necessary in these cases, the Commission forwarded the case history to the Veterans' Administration for proper attention. Any veteran who drew an allowance to which he was not entitled was required to refund the amount drawn, whether there was evidence of fraud or not.

In all cases involving fraud more severe steps were taken. If a veteran obtained or received any money, check, or allowance under the G. I. benefits without being entitled to it, and with the intent to defraud the United States, he was punished by (1) a fine of not more than \$1,000, or (2) imprisonment for not more than one year, or (3) both the fine and imprisonment. If a veteran made or caused to be made any false statement of a material fact in any claim for an allowance under this program, he was guilty of a misdemeanor and upon his conviction he was fined not more than \$1,000, or imprisoned for not more than one year, or both.

N. C. VETERANS GET \$94,523,000

Approximately 375,000 North Carolina veterans have been discharged from the services to date, and about 56 percent of this number received unemployment or self-employment benefits at on time or another. In administering the Servicemen's Readjustment Allowance Program the Commission made for the Veterans' Administration payments amounting to \$94,592,951 to some 210,386 unemployed and self-employed veterans before the major portion of the program terminated on July 25, 1949. About 155,025 veterans in the State received \$48,494,027 in unemployment payments since the program was launched in September 1944. A total of \$46,098,924 was paid to around 55,361 self-employed veterans who earned less than \$100 a month for a maximum of 10.2 months since November 1944. A total of 13,710 unemployed veterans drew their maximum amount of allowances, and 22,531 self-employed veterans exhausted their benefits. Approximately 95 percent of the self-employed veterans were farmers or other agricultural self-employed workers.

A total of 2,100,801 checks covering 2,436,982 weeks of compensation were issued to unemployed veterans, and 483,006 claims were certified for self-employed veterans. During the latter part of July and the first part of August this year most of the 18,007 veterans then on the active rolls received their last checks, since Congress stipulated that benefits would expire two years after the end of hostilities which was set by Presidential order as of July 25, 1947.

30% EXHAUST BENEFITS

Servicemen's Readjustment Allowances for unemployment, starting low in the last four months of 1944 and remaining moderate during most of the year 1945 but increasing monthly, reached the highest annual peak in 1946 when 1,017,745 weeks were compensated and a total of \$20,306,790 paid out. In June of this year 27,644 veterans drew benefits during the peak-load week, the highest number paid during any single week the program was in effect. Although the greatest number of checks issued was in August, 1946, with 105,697, the month of May 1946 had the greatest number of weeks compensated, a total of 121,000, and a total of \$2,415,830 paid out, the largest amount for any one month throughout the duration of the program. Also, 1946 was the year more veterans claimed unemployment allowances for the first time with 81,445, or approximately 53 percent of the total number. The year 1947 experienced 4,067 exhaustions of unemployed benefits which was the highest yearly total and about 30 percent of the total number exhausting their benefits during the entire program.

Self-employed claims activities which began in October 1944, rose gradually in 1945, gained momentum in 1946, and soared to the highest heights in 1947 when 203,944 claims were certified involving the payment of \$19,244,245, which accounted for approximately 42 percent of the total paid during the program. In this same year 13,495 self-employed veterans exhausted their benefits, or about 60 percent of the entire number of exhaustions. However, in May 1946 a total of 36,319 self-employed veterans were paid \$3,782,089, which was the peak month of the entire program.

The greatest number of veterans claiming self-employment allowances for the first time occurred in 1946, when 30,997 filed, or around 56 percent of the total. March of that year (1946) proved the peak month of the whole program with 7,308 self-employed veterans filing new claims. Since the majority of the veterans claiming benefits for self-employment in North Carolina were farmers, it was logical that more should file during the first few months when the yearly agricultural season was beginning.

PEAK REACHED IN 1946

More veterans filed claims for first allowances during the first quarter of 1946 than any quarterly period of the entire program. At this time a total of 34,805 veterans filed for unemployment benefits, or about 23 percent of the total number; and 16,258 veterans registered for self-employment benefits, or approximately 29 percent of the complete total. As a result more money was paid out in benefits in the second quarter of 1946; for unemployed veterans received \$6,850,100 and self-employed veterans got \$8,206,090 which represents around 14 percent and 18 percent of the total amounts respectively. During this second quarter of 1946 a total of 303,410 checks for unemployment were certified and 341,855 weeks

compensated for unemployment, showing the greatest activities in these two phases of the program. However, more claims were certified for self-employment in the second quarter of 1947, or 83,467.

During this same quarter 5,848 veterans exhausted their self-employment benefits which was the largest numerical increase of any quarter. It was not until the second quarter of 1949, the last complete quarter of the program, that the unemployed veterans reached their peak of exhaustions; as a total of 2,181 exhausted their benefits at this time.

BENEFITS PAID TO UNEMPLOYED VETERANS UNDER THE G. I. PROGRAM BY YEARS
September 1944—July 1949

Year	No Checks Issued	Amount Paid	No. Weeks Compensated	No. Vet. Claiming First Allowances	No. Vet. Exhausting Benefits
Total.....	2,100,801	\$48,494,027	2,436,982	155,025	13,710
1944.....	5,449	108,371	5,722	1,474	-----
1945.....	78,509	1,709,648	86,873	17,335	205
1946.....	898,707	20,306,790	1,017,745	81,445	1,854
1947.....	489,011	11,368,572	571,553	26,706	4,067
1948.....	319,231	7,510,432	378,036	15,283	4,159
1949.....	309,894	7,490,214	377,053	12,782	3,525

BENEFITS PAID TO SELF-EMPLOYED VETERANS UNDER THE G. I. PROGRAM BY YEARS
October 1944—July 1949

Year	No. Claims Certified	Amount Paid	No. Vets. Claiming First Allowances	No. Vets. Exhausting Benefits
Total.....	483,006	\$ 46,098,924	55,361	22,531
1944.....	-----	-----	37	-----
1945.....	3,378	329,760	1,587	-----
1946.....	187,964	18,421,310	30,997	1,014
1947.....	203,944	19,244,245	16,028	13,495
1948.....	60,314	5,550,232	4,330	5,793
1949.....	27,406	2,553,377	2,382	2,229

PEABODY DRUG CO.

(Continued from page 109)

his estate and has since operated it, but as an independent firm. Officers of the Peabody Drug Co. are H. C. Starling, president; J. A. Weatherford, executive vice-president; Mrs. B. F. Page, secretary and treasurer. Except for Mr. Weatherford, the officers are the same as those of The W. H. King Drug Co.

The Peabody Drug Co. operates in an area within a radius of approximately 100 miles from Durham. It operates two trucks in making deliveries within the city of Durham, shopping goods to points outside. Four salesmen cover the territory and the firm employs approximately 30 workers.

Mr. Weatherford, who has been with the firm for 30 years, was employed for several years as pricer of merchandise. In 1938 he succeeded Mr. Duckett as general manager of the business and was elected vice-president in the re-organization.

The Peabody Drug Co., as has its parent organization, has practically doubled its business during the past 15 years. It also features Eli Lilly & Co. pharmaceuticals and other nationally advertised drug supplies.

North Carolina

JAMES CHADWICK

North Carolina ethereal inspired in riches full
Attired by God, perpetual, majestic, wonderful
Nature incarnate in your beauty still
Breathed by God, His holy will.

Your mountains lifting their lofty peaks on high
Pushing their scenic grandeur to the sky
Statured tall in sacred might
Inspiring souls as they pass by.

Apollo swiftly drew his rein
Awed to find such scenic gain
Spending time that he should use
Seeing celestial serenity in his review.

The deer in flight
The fox at night
Wide mouth bass, brim, and pike
Carolina, indeed, a sportsman's paradise.

Alder trees and bubbling brooks
Rippling grain by the shady nook
Open plains with pumpkin ripe
Into the mountains down the country side.

The snowflakes myriad castles diamonds blow
The dogwood in sequestered valley grow
The jasmine burning bright upon the sand
Touched by God His omnipotent hand.

The lakes tranquil at night
Painted shadows coloring the twilight
The wide mouth bass leap to rise
The day is done, restful peace, perfect sight.

Created in beauty
Exalted in splendod
North Carolina eternal be
Endowed by God, His masterpiece.

NOTE: James Chadwick, author of this poem, is assistant secretary of the Columbia Marble Co., Marble, Cherokee County, N. C., and prepared an interesting article for the Winter, 1947, issue of "The E. S. C. Quarterly" under the title "International Demand for Cherokee County Marble". He is the author of several poems which have been used in leading publications, including "The Unmarked Grave", "To a Monument", "To a Cemetery", "What Price Mother", "Christmas Day", "Easter Morning", "Thanksgiving Day" and others.

THE NORTH CAROLINA EQUIPMENT CO.

(Continued from page 119)

venture in Raleigh which continued for three years. In 1931, a depression year, Mr. Finley decided to start his own business and founded the North Carolina Equipment Co. This was the beginning of the vast distribution system which A. E. Finley and Associates now control. In addition to the headquarters in Raleigh and four other plants in North Carolina, Mr. Finley controls 10 plants in four other states. These include Hampton Roads Tractor & Equipment Co., Norfolk, Va.; Southern Equipment Sales Co., Columbia, S. C., and four Florida-Georgia Tractor Co. corporations; one at Savannah, Ga.; one at Jacksonville, Fla. with branches at Orlando, and Tampa, and another at Miami, Fla.

Publications of Employment Security Commission of North Carolina

(FORMERLY "UNEMPLOYMENT COMPENSATION COMMISSION OF NORTH CAROLINA")

- Biennial Report, 1936-1938.
Biennial Report, 1938-1940.
Biennial Report, 1940-1942.
Biennial Report, 1942-1944.
Biennial Report, 1944-1946.
Biennial Report, 1946-1948.
Annual Report, 1937. (Mimeographed.) Out of print.
Annual Report, 1938. (Mimeographed.) Out of print.
Annual Report, 1939. (Mimeographed.)
Annual Report, 1940. (Mimeographed.)
Annual Report, 1941. (Mimeographed.) Out of print.
Employment Security Law as amended (1949).
Employment Security News (mimeographed—weekly), started in 1936 by the North Carolina State Employment Service. Not issued during Calendar year 1945.
North Carolina Employment Security Information, Volume I, Numbers 1-12, 1941. (Discontinued.)
The U. C. C. Quarterly
Vol. 1, Nos. 1, 2, 3, 4 (1942-43)
Vol. 2, Nos. 1, 2, 3 (1944)
(No. 4 not issued)
Index to Vols. 1 and 2 (1942-44)
Vol. 3, Nos. 1, 2, 3, 4 (1945)
Vol. 4, Nos. 1-2, 3, 4 (1946)
Index to Vols. 3 and 4 (1945-46)
(Included in Vol. 5, No. 2-3)
The E. S. C. Quarterly (Name changed April 1, 1947)
Vol. 5, Nos. 1, 2-3, 4 (1947)
Vol. 6, No. 1, 2-3, 4 (1948)
Vol. 7, No. 1, 2, 3-4 (1949)
Rules and Regulation. Amended June 14, 1949.
Index and Digest of Commission Decisions 1-600.

CIRCULARS AND FOLDERS:

- Benefit Payments for Partial Unemployment.*
Employer Experience Rating in North Carolina.
Information for Workers about Unemployment Compensation.

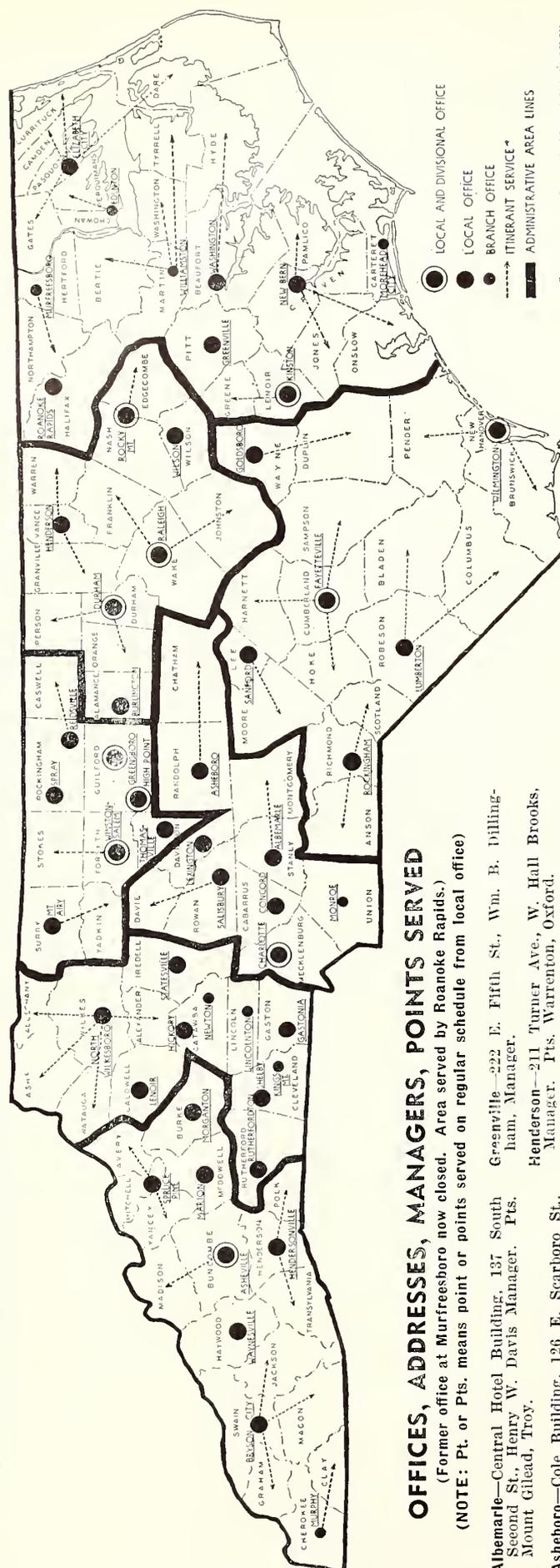
POSTERS:

- Employer's Certificate of Coverage and Notice to Workers.*
Notice to Workers—Partial Benefits.
Are You Protected?

STATISTICAL STUDIES BY BUREAU OF RESEARCH & STATISTICS:

- (Current series, mimeographed.)
Unemployment Compensation Trends (monthly). This report began with June 1943, and succeeds three of the former monthly series reports:
(1) Summary of Claims Activity
(2) Summary of Local Office Operations
(3) Number and Amount of Benefit Payments, by Office (monthly).
(Special Studies, 1944-1945-1946 by Bureau of Research and Statistics)
Changes in Covered Employment 1939-1942-1944, by Industry
Experience Rating in N. C., 1946 and 1947
Experience Rating in N. C., 1948 (out of print)
Experience Rating in N. C., 1949
Measurements of Industrialization and Employment Stability
Special Survey of Veterans Readjustment Allowances
Trends in Covered Employment and Weekly Wages 1942-1945
Intrastate Labor Shifts 1942-1945 By Industry
The Effect of War and Demobilization on Industry Turn-over in N. C.
Evaluation of Local Employment Office and Personnel Performance 1946
Trends in Employment and Wages 1945-1946-1947
The March of Industrialization
Trends in Manufacture 1945-1946
Trends in Employment by Size of Firm 1945-1946
Analysis of Claims With Benefit Years Ending in 1947.
N. C. Employment and Labor Force, 1947.
Labor Supply Survey in All Towns of 1000 Population and Over
Employment and Wages by County and Industry, 3rd Qtr. 1947 to 2nd Qtr. 1949, Inc..
Labor Market Information Brief by Industry and Area
The Course of Inflation
Economic Disorder Produces Economic Insecurity
The Influence of Industry on Population Change
Industry Turn-Over, 1946-1947
Research in the Employment Security Program
Measurements of Employment Instability

64 LOCAL EMPLOYMENT SECURITY OFFICES LOCATED IN 53 NORTH CAROLINA TOWNS

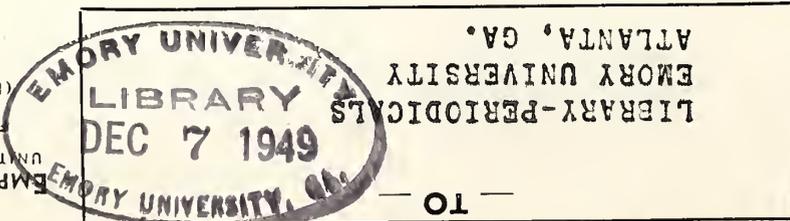


OFFICES, ADDRESSES, MANAGERS, POINTS SERVED

(Former office at Murfreesboro now closed. Area served by Roanoke Rapids.)
 (NOTE: Pt. or Pts. means point or points served on regular schedule from local office)

- Albemarle**—Central Hotel Building, 137 South Second St., Henry W. Davis Manager. Pts. Mount Gilead, Troy.
- Ashboro**—Cole Building, 126 E. Scarborough St., Reid A. Cooke, Manager. Pt. Siler City.
- Asheville**—Piedmont Building, 86-88 Patton Ave., Bonny C. Wilson, Manager. Divisional Office 14 Eagle St. Pts. Black Mountain, Marshall.
- Bryson City**—Hyatt Building, Everett Street, Simon P. Davis, Manager. Pts. Robbinsville, Franklin, Sylva.
- Burlington**—Piedmont Hotel Building, 108 Andrews St., Charles R. Stone, Manager.
- Charlotte**—505½ W. Trade St., George H. Everett, Jr., Manager. Divisional Office, 318 South McDowell St. Pt. Cornelius.
- Concord**—Pythian Bldg. Annex, Market St., Lewis B. Morton, Manager. Pt. Kannapolis.
- Durham**—Pollard Building, 111 N. Church St., Mrs. Ethel C. Lipscomb, Manager. Divisional Office, 126 Parrish St. Pts. Chapel Hill, Hillsboro, Roxboro.
- Edenton**—204 Citizens Bank Building, 216-18 Broad St., Mrs. Corie B. White, in charge. Pt. Hertford.
- Elizabeth City**—108 North Martin St., Howard W. Winstead, Manager. Pts. Currituck, Gatesville, Manteo, Buxton.
- Fayetteville**—Prince Charles Hotel Building, S. Thaddeus Cherry, Manager. Divisional Office, 124 Pittman St. Pts. Dunn, Clinton, Raeford, Lillington.
- Gastonia**—272-278 E. Main Ave., Earle W. Brockman, Manager. Pt. Belmont.
- Goldsboro**—Edgerton Building, 207 East Walnut St., Clay B. Rich, Manager. Pts. Mount Olive, Warsaw, Wallace.
- Greensboro**—231½ North Greene St., Doyle A. McCool, Manager. Divisional Office, 801 East Market St.
- Hickory**—Lutz Building, 1223 Eleventh Ave., H. D. Boyles, Manager.
- High Point**—Terry Building, 310½ N. Main St., Ralph E. Miller, Manager. Divisional Office, Davis Building, 728 E. Washington St.
- Kings Mountain**—Bridges Building, S. Cherokee St., Mrs. Mary E. Goforth, in charge.
- Kinston**—112 E. Gordon St., Herman Wellons, Manager. Divisional Office, 408 S. Queen St. Pt. Snow Hill.
- Lenoir**—Hedrick Building, 133 N. Church St., Augustus H. Jarratt, Jr., Manager. Pt. Granite Falls.
- Lexington**—39 W. Second St., Simon N. Graham, Manager. Pt. Denton.
- Lincolnton**—Reinhardt Building, 10 W. Main St., Paul H. Lawing, in charge.
- Lumberton**—108 W. Second St., Carl D. Brothers, Manager. Pts. Whiteville, Elizabethtown, Fairmont.
- Marion**—114½ East Court St., David S. Gray, Jr., Manager.
- Monroe**—213 Secret Building, 103 W. Franklin St., Miss Helen Cason, in charge.
- Morehead City**—700 Evans St., Mrs. Julia F. Tenney, in charge. Pt. Camp Lejeune.
- Morganton**—Cobb Building, 104 S. Sterling St., Austin L. Clodfelter, Manager. Pt. Valdese.
- Mount Airy**—Merritt Building, 101½ N. Main St., Carl M. Baber, Manager. Pts. Elkin, Yadkinville.
- Murphy**—County Court House, Alexander W. McIver, in charge. Pts. Andrews, Hayesville.
- New Bern**—Stanly Hall Building, 303 Pollock St., Benjamin F. Gillikin, Manager. Pts. Bayboro, Trenton.
- Newton**—Feinster Building, Cephas A. Cloninger, in charge.
- North Wilkesboro**—Duke Power Building, 309 Ninth St., Mrs. Kathryn A. Loft, Manager. Pts. Boone, Sparta, Taylorsville, Jefferson.
- Raleigh**—313½ Fayetteville St., Lee J. Craven, Manager. Divisional Office, 113 East Davie St. Pts. Franklinton, Fuquay, Louisburg, Wake Forest, Wendell, Clayton, Smithfield.
- Reidsville**—Amos Building, 122 Gilmer St., James A. Gawthrop, Manager. Pt. Yanceyville.
- Roanoke Rapids**—216 Roanoke Ave., Fred W. McNeil, Jr., Manager. Pts. Enfield, Scotland Neck, Ahoskie, Jackson, Rich Square, Murfreesboro.
- Rockingham**—221 E. Washington St., Richard E. Smith, Jr., Manager. Pts. Laurinburg, Wadesboro.
- Rocky Mount**—Wilkinson, Bulluck & Co. Bldg., 126½ N. Main St., Wm. J. Ecklar, Manager. Divisional Office, Douglas Building, 211 N. Main St. Pt. Tarboro.
- Rutherfordton**—Williams Building, 201-205 W. First St., Earle W. Justice, Manager. Pt. Forest City.
- Salisbury**—Professional Building, 127 W. Innes St., Mrs. Julia G. Eagan, Manager. Pt. Mocksville.
- Sanford**—Gavin Building, 114 Wicker St., L. Garland Scott, Manager. Pts. Carthage, Robbins, Southern Pines, Pinehurst.
- Shelby**—Finance Building, 215 E. Warren St., John M. Gaston, Manager.
- Spray**—County Adm. Building, Boone Road, Wade W. Lemons, Manager. Pt. Madison.
- Spruce Pine**—Ellis Bldg., 100 Oak St., Davis M. Nichols, Manager—Pts. Bakersville, Burnsville, Newland.
- Statesville**—Stearns Building, 147 E. Broad St., Wade H. Wilson, Manager. Pt. Mooresville.
- Thomasville**—Hill Building, 7 East Main St., Marion H. Randolph, Manager.
- Washington**—Daniel & Warren Building, 149 N. Market St., Guy W. Churchill, Manager. Pts. Belhaven, Swan Quarter.
- Waynesville**—Stretch Building, Church Street, Miss DeBrayda Fisher, Manager. Pt. Canton.
- Williamston**—Tar Heel Bldg., 134 E. Main St., J. Kelly Gay, in charge. Pts. Windsor, Plymouth, Columbia.
- Wilmington**—First Federal Building, 26 North Second St., William H. Powell, Manager. Divisional Office, First Federal Building, 22 N. Second St. Pts. Burgaw, Southport, Supply.
- Wilson**—Wiggins & Graves Building, 133 W. Barnes Street, Mrs. Jeannette M. Grabner, Manager.
- Winston-Salem**—805 N. Liberty St., William H. Stevenson, Jr., Manager. Divisional Office, 807 N. Liberty St. Pt. Kernersville.

EMPLOYMENT SECURITY MAIL
 UNITED STATES POSTAGE ACCOUNTED FOR UNDER ACT OF CONGRESS
 (PAR. 13, SEC. 579, P. L. & R.)



E. S. COMMISSION
 BOX 589, RALEIGH, N. C.
 OFFICIAL BUSINESS