

LIVE MEN WILL Jump at This Offer

A few live salesmen will profit by answering this ad. Others will wait and wish they had. Willys Light Junior is a new power and light plant selling for \$295.00, other sizes for every need at pre-war prices. Every one in your vicinity without central station current a good prospect. Greatly reduced prices and an easy payment plan makes this an unusually attractive proposition. Dealers backed by national organization. This is a great opportunity for a few live salesmen who will act quickly.

**H. E. CROOK CO.,
INC.**

Willys Light Division

No. 28 Light St.
Baltimore, Md.

"And There Wasn't the Slightest Smell from Dead Rats."

Writes John Simpkins, farmer of Amundale, N. J.: "Rats were costing me hundreds yearly; tried dogs, ferrets, poison, could not get rid of them. Bought \$1.25 pkg. of RAT-SNAP (5 cakes.) Used half, not a live rat since. Dead ones a plenty. I like RAT-SNAP because after killing, rats it dries them up—leaves no smell." Three sizes, 35c, 65c, \$1.25.

Sold and guaranteed by Culpepper Hardware Store, City Drug Store, G. W. Twiddy, John C. Bond, Edenton; W. A. Leggett, Edenton; Sawyer's General Store, Camden.

THE FARMER AND HIS PROBLEMS

Some Interesting Facts About
Farms, Farmers and
Farming.

It is a pitiful commentary on the wisdom of mankind that when America has greater crops than ever before known there are almost sure to be twice as many people in the land in need of food as there are when the crops are small. This has worked out after this fashion so many times that one United States congressman has made the statement in print that he does not know how the farmers of the country would get along if it were not for the pests that ruin portions of the crops every year.

The production of food in the United States is not decreasing; it is increasing. The average grain, potato, peach, pear and apple production per year from 1911 to 1915 inclusive was 5,820,510,000 bushels, while for 1919 it was 6,183,171,000 bushels. In 1920 the production was unprecedented, the combined yield of the ten principal crops running thirteen per cent above the average for the five years preceding; and the corn crop was so large that it did not pay to gather it, and yet in Connecticut hundreds of school children are starving.

Since 1916 the value of the agricultural output of the United States, expressed in terms of that wobbly thing which we call the dollar, has each year exceeded twenty billion dollars. In 1919 the total was nearly twenty-five bil-

lion dollars; but in 1920, with larger crops, the value was estimated at \$19,856,000,000, or \$5,105,000,000 below the total for the preceding year.

In the month of May, 1920, a general scare was sent out through all the papers of the country that owing to the shortage of farm labor there was a practical certainty that the whole country would be faced with a food shortage. As late as June 15th the publisher of Farm, Stock and Home, of Minneapolis, was urging the conscription of farm labor, so that the food supply of the country should not be menaced; and on the same date the then governor of New York State appointed a Farm Labor Committee having as part of its mission "the economic problem confronting the farmer, in order that there may be a fuller production of food stuffs."

Within a few weeks from that time farmers all over the country were complaining that they had lost money on their season's work, and if they had been able to secure all the help desired their losses would have been greater. In Alabama the farmers in 1920 harvested four hundred thousand tons more of the commodities which feed and clothe the world than they did the previous year, and received \$128,436,000 less for their work.

Farm Values and Incomes.

Uncle Sam's farmers own one-third of the nation's total wealth. The value of farm property is now estimated as in excess of eighty billion dollars, which is five times the value of all the railroads, twenty times the value of the iron and steel industry, and forty times the value of the textile industry. This farm value has increased sixty-five per cent in the past five years and five fold in twenty years, expressed in terms of the dollar, which wobbles with every wobble of the stock market.

It is generally conceded that, barring fire or other calamity, the farmer is more sure of his home, food, clothing and reasonable comfort than any other worker; and yet the farmers themselves, and many others on their behalf, do not regard farmers as properly paid, when the investment and the labor are taken into consideration.

The average returns on the farmer's investments increased from four per cent in 1913 to seven per cent in 1918, which was the farmer's banner year; and the farmer's cash reward, over and above the products of the farm used by his family, was less than five hundred dollars per year for the period. This average equalled the average annual income of the industrial workers for the same period. Government figures for 1918 showed that the average net labor income of all the farmers for that year, including all the members of the farmer's family, was twelve hundred dollars.

Detailed figures of farm incomes compiled by the Department of Agriculture in twenty-eight representative sections of the United States shows that the average American farmer cleared \$9.61 per week for his own toil. On one hundred typical Indiana farms the farmer averaged for seven years an annual wage of \$558, after allowing five per cent for capital invested and giving his family the produce they directly consumed on the place. In Wisconsin a group of experienced farmers made a study of their neighborhood, and came to the conclusion that every capable, industrious man in the neighborhood accumulated ten thousand dollars more of property every ten years.

Capitalists in other lines can show much greater returns than this, but workers cannot; and nothing is gained by pointing out that the average wage of the farmer is less than half the average wage of carpenters, bricklayers and other skilled city workmen. The latter must spend a fourth of their wages, or more, for a roof over their heads, and another fourth, or more, for the food which the farmer raises on his place, so that the net result is about the same, except that the farmer can accumulate property and does so.

Comparing the farmers with other capitalists it is very evident that they do not obtain adequate returns on their investments as compared with what others receive. There is scarcely any other large industry in the country that has not brought forth large fortunes for some of the most energetic in it, yet the intelligent handling of a farm affords as great an opportunity for executive ability as is needed in a mercantile or manufacturing business, and a much greater opportunity for hard work.

In the year 1919 three hundred and fifty thousand corporations in the United States made net profits twenty-five times greater than that of the seven million farmers. It took five hundred farmers to make as much as one of these corporations. The profit of one coal company during the World War was 7,856 per cent.

Farm Losses in 1920.

In 1920 the average farmer lost over a thousand dollars on his crop. The crops were the most costly to produce in American history but when they were marketed the prices offered were thirty-three per cent below what they were at planting time. The sudden drop has left the farmer with a heavier burden

of debt than he has carried for a long time, and it is said that about one-fourth of them are virtually bankrupt.

Much of what the farmer raises is fed to his stock. The balance which he could sell for cash brought him about sixteen billion dollars in 1919, but in 1920 this amount was decreased by five and one-half billion dollars; and if the decrease in the value of live stock products be taken into consideration the farmers suffered a setback in 1920 amounting to eight billion dollars. Most of this huge loss has been absorbed in profits by middlemen before the ultimate consumer was reached, so a considerable part of the farmer's capital and credit has been transferred to those who already have too many favors at the hands of those who have capital to supply and credit to extend.

With one-third of the country engaged in agriculture, the rest of the country does twelve and one-half times as much "business," much of it consisting in swapping the farmer's products back and forth, always at a profit, and seldom to those who must eat or wear what the farmer produces.

So severe were the 1920 losses that in Texas, Kansas, Illinois and Iowa the percentage of decreased valuation of farm property amounted to between forty and forty-five per cent. Lands in the Mississippi delta which brought \$400 an acre but a little more than a year ago are now selling for \$100 an acre, and mules which then brought \$250 can now be bought for \$75. There is some danger that in 1921 these losses may actually produce the food shortage which was predicted for 1920. Farmers can hardly be blamed for not wanting to lose the increased value of their lands by producing crops at a loss; and as the farmer can always produce enough to keep himself and his family, he has it within his power to create a situation more terrible in possibility than it is in probability.

Competition from Abroad.

It is a new experience for the American farmer to find his own market invaded; but the invasions have been so serious that during the first eight months of 1920 the import of food-stuffs was almost exactly the same as the export, and in the month of August the imports actually exceeded the exports to the amount of \$55,900,000. This means that the high prices ruling here attracted agricultural products from other countries to such an extent as to make the foreign markets of American farmers valueless to them.

For the fiscal year ending June, 1920, the United States imported the equivalent of twenty-five million bushels of unshelled peanuts. It is estimated that in the year 1920 twelve million to fifteen million dollars due to the importation of peanuts from China. It goes without saying that the farmers of the south are no more able to compete with coolie labor than is any other industry.

In July, 1920, one steamship brought into New York more than four million pounds of Danish butter, and for a long time it came at the rate of a million pounds a week. This is the more remarkable, coming from Denmark, because at the close of the war she had few cows, not having been able to raise enough feed for them, or to buy it from the United States during the war. All this recovery has taken place in two years.

During the winter just past it cost \$1.23 per barrel for the Maine potato growers, in the famous Aroostook district, to land their potatoes in New York, while Holland potato growers placed them on the dock in New York for twenty-five cents a barrel. In the same winter months four hundred carloads of finest lemons were dumped into a gulch near Los Angeles because they could not compete in price with the lemons of southern Europe. The freight charges killed all prospects of selling these lemons even at cost.

One reason why the American farmer is now in trouble is that, theoretically, he has a free-trade market to sell in, all of his products being sold at a price which enables them to compete in the world's markets with the competitive products of pauper countries. But actually, in 1920, he had no foreign markets at all, as we have seen, and was at the greatest possible disadvantage because his own natural market in the United States was invaded.

The only good his foreign market did in 1920 was to fix for his products a price so low that he could not sell them for enough to pay for raising them. Then he had the double disadvantage that everything he needed to purchase was bought in a land which has now for its manufactured articles the highest prices of any country in the world. Protection has protected the manufacturer in America, but it has not protected the farmer. To this we must add the further fact that the farmer has had to

pay the highest prices for labor, due to the scale of wages fixed for the protected manufacturing industries.

During the years 1918 and 1919 the prices of farm lands throughout the country went up and up; and those who bought farms during those years, at three hundred to four hundred dollars per acre, are faced with ruin unless the farms were bought outright for cash. At the prices agreed upon the new owners can never hope to pay for them and the holders of mortgages on such investments have almost as much to worry about as the ones who did the purchasing.

Improved Farm Acreage.

Of the total land area of the United States twenty-five per cent is improved, ten per cent is arable forest or cutover land, three per cent is swamp land

which needs to be drained before it can be used, two per cent is irrigable land, four per cent is improved land other than wood land, twenty per cent is adapted to forestry but not to general agriculture, thirty-two per cent is suitable for grazing purposes, two per cent is desert and two per cent has been used for city lots and railroad rights of way.

The improved farm acreage of today is 293 per cent of what it was sixty-five years ago. In 1920 it was divided into 6,449,998 farms, ranging in value from six dollars an acre for grazing lands to eight hundred dollars an acre for highly developed orchards and truck gardens.

But there is an ugly side to this matter of improved acreage. One-half the once tilled land in New York and New

England now lies idle. Those who first farmed these lands sold the fertility off without replacing anything, the low prices obtained for their products not enabling them to purchase the needed fertilizer.

The recent census showed a net decrease of one hundred thousand farms in New York, Pennsylvania, West Virginia, Ohio, Indiana, Illinois and Michigan. There are twenty-nine thousand abandoned farm houses in Ohio as compared with eighteen thousand a year ago, and seven men leave the farm every year to one that returns to it. This is a serious situation. In Iowa there are 3,732 fewer farms than ten years ago, but there are 44,071 more in Montana, showing the drift of the farming population toward new lands. In the

(Continued on Page 8.)

Confidence in Her Personal Charm

—comes to a woman not so much from beauty of face or figure, or from beautiful clothes, as from that indefinable but unmistakable smartness which somehow marks some women out from all others.



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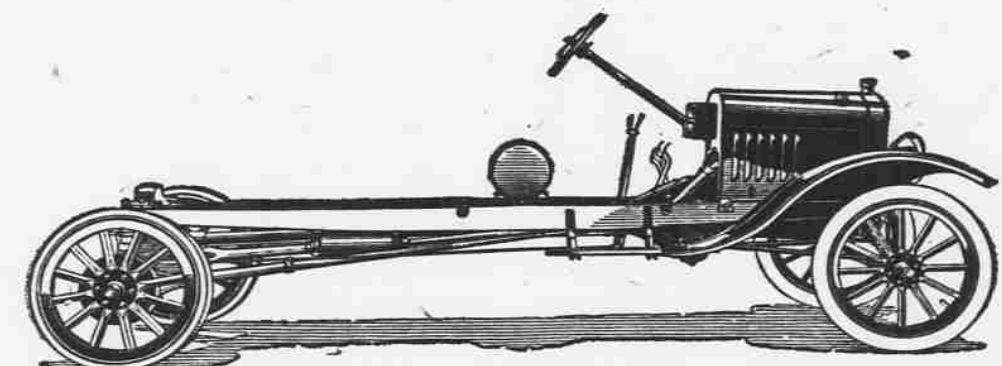
—have a clever way of changing more than just the lines of your figure; they make you feel younger, more attractive, more elegant. They make your clothes look as if they were designed just for you, and they give you that superb confidence in yourself which is the height of feminine charm.

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If you are doubtful whether it will pay you to buy a Ford Truck for your farm, go to the man who owns one and ask him. Or we will come to you and will tell you what dozens of Ford Truck Owners have told us—that the Ford Truck is positively a paying proposition.

It brings the best markets to your door. It solves the hauling problem on the farm and between the farm and the city. It does a dozen different jobs every day and stands the wear and tear of farm work under all conditions.

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AND NOW in order to put its product practically beyond competition, it has further improved all models in many particulars and materially reduced prices to the following pre-war level:

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Roadster, \$1,450; Touring, \$1,485; Coupe, \$1,850;
Sedan, \$2,200.

SPECIAL SIX

Roadster, \$1,750; Touring, \$1,800; Coupe, \$2,650;
Sedan, \$2,750.

BIG SIX

Touring, \$2,185; Coupe, \$3,100; Sedan, \$3,200.

Delivered to the owner.

J. H. McMullan Jr.

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