

**HOW FARMER JOHNSON GOT MORE PROFIT**

Friends, I'm a mighty poor stick to try to handle such a big subject, but I'm goin' to do my best, and with your help we can get some thing out of this discussion.

Through our association we have increased the sales price of tobacco in spite of all this talk about "over production," and we have kept the price constant throughout the crop, but we organized to solve our problems collectively, and the next big problem we've got before us is to increase the money in growing our tobacco and food crops. In order to do this we must know how much we spend for. I've said it! Yes, we have got to do more bookkeeping in our business.

Of course, if you ain't no better at figures and writin' than I am, you can't keep no very complete system of books, but even a simple record that Sarah helps me keep has shown me a lot of places where I was losing money when I thought I was going.

How I didn't go into the thing very fully at the start. About the first of last January a year ago I set down and wrote me out a form, to use in takin' in inventory of my farm, and then took a half day and looked over the place. I valued my hoes and rakes and pitchforks and shovels under tools, and plows and drives under implements. I figured up my livestock and feed and machinery, and wagons and harness, and then I valued my houses and my land. I added in what money I had in the bank, then I took that sheet and put it away—and here last month I took another sheet of paper and made another inventory as close as I could figure values—then I went and compared the two inventories and "I be dog my skin" if I hadn't made money when I thought I'd lost. Of course my wagons and machinery and horses were worth less than they were last year, and as I hadn't done no paintin' nor repairin' to speak of the houses was a little worse for wear. The same goes for tools and harness, but when it came to feed and livestock and land, I found I had more and better feed—four more heifers, one new colt, five sheep and two more brood sows, and a lot more manure, for I had built me a manure pit during the year, and my lot land was some better. But the biggest gain I had made was in my bank balance. This here payment on the installment plan—the Coop way—shorely helped me to save money. All together that inventory takin' was worth a lot to me, and I'm goin' to do it every year from now on.

When I started out with that inventory last winter it got me to

thinking more about costs, so 'long in February, '23, when I was gettin' ready to burn my plant patch I made up my mind to keep an account of the cost of fertilizer and labor, and the days I worked my horses in growin' a crop of tobacco.

Anyway, we kept the book up all through the summer in spite of some little quarrelin', and this summer I am going to try to do better, because that was the best head work I'd done for myself since I started farming.

Now when it comes to that cost record, I'm goin' to take a minute or two to give you an idea of what I found it was costing me to produce tobacco. When I bought my fertilizer for the plant bed and for the tobacco lot I set the cost down adding in freight and haulin'. I kept the number of days we were workin' on the plant bed, includin' weedin' and drawin'—then the number of days of man and horse labor in fallowin' under the rye, disk'n' draggin' and drillin' fertilizer, and lisen' and makin' the land. I kept the number of days for plantin'—scrapin' down, cultivatin', topin', suckerin', wormin' and cuttin', housin', curin'. I even kept the cost of gettin' wood for curin', and lowed extra pay for curin'; then kept time on orderin', strippin' and deliverin', and finally when I had cleaned up the crop, Sarah and I took a rainy evenin' off and figured up the total cost. Here are some of the figures:

We put man labor at \$1.75 per day, and horse labor at \$1.50, and worked it out on a per acre basis. We found that it had taken 37 days of man labor per acre or \$64.75 for labor. It took 10 days of horse labor, or \$15 for horse time per acre, and we used 800 pounds of fertilizer per acre that cost about \$11.50, making a total of \$91.25. Of course we hadn't figured on use of machinery and barns, and we hadn't added in interest and a lot of other little costs, but still the figure looked too small, so I got to thinkin' that probably my own time—head work and all was worth more than \$1.75 a day, and I added on \$9.75 to the man labor cost and made the figures run out an even \$100 per acre for all costs.

We figured 'round and found that over half the man labor was from the 10th of June to the 1st of September, and that the fertilizer cost was only 11.5 per cent of the total cost. Right then I started figurin' to see if we couldn't increase the amount and quality of fertilizer and decrease the labor cost—and I have come to think we can. I am goin' to use a heap more fertilizer this year—probably 1,200 to 1,400 lbs. per acre, and I am pretty sure the

total cost per pound of tobacco will be less than it was last year.

Well, now we had gotten at what it costs me to grow tobacco, and we could figure a little on profits and losses. When it came to marketin', I had 7 1-4 acres in tobacco that produced 4,944 pounds, or an average of 682 pounds per acre. My cash advances on the whole crop averaged \$10.37 per hundred, and countin' in second and third payments total \$176.80 per acre. Of course we have a small fourth payment yet to come, but takin' figures already in hand and takin' away the cost of producing the crop at \$100 per acre, that leaves us \$76.80 profit per acre.

Now, let's look back at selling prices for a little, and see if I ought to be satisfied with my advances through the association. I found when I hunted up my old auction warehouse sales slips for the last 13 years that my tobacco during that time, includin' 1918 and '19 had averaged closer to 20 per cent less than the first three payments, so I wasn't just satisfied, I was pleased to death.

Then I got to figurin' if \$76.80 per acre was profit enough on growin' tobacco, and here's where that cost account showed me up. I knew I was gettin' a good price for the grade of tobacco I was growin', but I also knew that I ought to make more profit—and the only place that I had to turn to was in lowerin' the cost of growin' the tobacco.

Then the question came to my mind—the same as it has to you—"How can I lower the cost of production?" That cost record showed that close to 75 per cent of the whole cost was for man labor—about 14 per cent for horse labor, and 11 per cent for fertilizer. Now I knew that I couldn't do much more with horses than I had done, so I let that alone, but as some of my neighbors had been usin' more fertilizer than I was and gettin' more pounds per acre of better quality tobacco on an average, and as I figure that fertilizer is cheaper than labor, I come to the belief that by usin' more fertilizer per acre, and workin' less acres in tobacco I could make more clear profit by savin' on labor—and this is goin' to be my aim from now on.

I've talked a mighty lot, and read you a lot of figures, but since I got into it I believe inventories and cost accounts are the most important subjects to think about on the farm, and I'd advise the last one of you to take an inventory of your farm and yourself and keep cost records. I'm goin' to do that for all crops this year—with Sarah's help. I thank you for your attention.—Tri-State Tobacco Grower.

**Present Day Politics and Woman Voters**

**Cerro Gordo Comments Some Further Regarding Woman Voters; Cerro Gordo Is Still Progressing Rapidly**

Cerro Gordo, April 8.—Your humble reporter was mighty glad to see that Uncle John agrees with us along political lines. Some how or another it has never been our good fortune to make the acquaintance of this fine fellow down at Clarendon, one of the little towns with a great future, but we feel that we are not altogether a stranger to him after having read so much of his writings through this good paper, one of the best weekly publications in the state. Down here at Cerro Gordo we folks have never displayed a great deal of interest in politics. This spring, however, the correspondent feels safe in saying that practically all of our married women (very few girls around here reach the age required in voting before they get married) and those few who may, generally hide the Bible so that folks will not learn about their age until after they are married) will show their strength at the polls this season and if Cerro Gordo offers Homer Avant or any other of the citizens around or about the town for county commissioner or any other office lady voters here, and they are many, will give him or them their support and they will also look to the ladies over the county to do likewise. Folks I will tell you one thing that you may just as well make note of and paste it on your pocket-book, that when the women folks set their head to do a thing or number of things, they are as good as if they were already done. Mark my word, and keep it where it can be found and if after the primary you find that I have failed to state the facts as they turn out come right to us and we will make arrangements with the doctor to "Catch you a fine large trout" and we will do the "padding" of his boat while he is making the haul. To set all foolishness aside ladies and gentlemen Fair Bluff township should send up some good person—either man or woman—for a member of the board of Commissioners. And we have plenty of meat in the political smoke house from which to select a fine shoulder or ham. Think about.

Dear Editor, did you ever stop, we imagine you are always busy and have your hands full and overflowing as well as your brains handling such correspondence as this, and think about our town for a moment. Cerro Gordo is keeping step with with other towns in this county from an upbuilding point of view. During the past eight or ten years our little village has added some six or eight large brick stores in addition to a bank. Think about what we have now and come down to see us a year from today and see the progress we have made. Just to look about now we find material being placed on the grounds preparatory to building three or four additional new brick buildings. The Cerro Gordo Drug Co., owned and managed by Dr. L. D. Floyd and Mr. Homer V. Hammond, is forging to the front at this time. This go-ahead concern will soon construct a large three apartment brick building adjoining the building occupied by the Cerro Gordo Wholesale Co. One of the rooms will be occupied by the Drug Co., the second will be used as a barber-shop and the third by the postoffice or a grocery store, regarding this last named space a decision has not as yet been fully made.

One day last week a southbound freight left the track at a point near the cotton gin and several cars were so badly torn up that they were considered beyond repairs and it was recommended that they be burned on the grounds which was done. The track was also badly damaged for a distance and one of the trainmen was painfully bruised in the smash-up. No blame is attached to the section foreman who is Capt. Robert Daniel Welch. Look for us again.

It is difficult to agree where there is lots of greed.

**Kimono Aprons**  
If Kimono aprons are ironed from side to side instead of lengthwise they will not sag at the sides.

**Shoe Strings**  
When shoe strings become unraveled at the ends, dip the ends in a little melted paraffin and roll between fingers.

**Hair Brushes**  
After washing a hair brush in hot water lather, rinse the bristles in a basin of cold water to which has been added a sufficient quality of blue to color it. Rinse in cold water, shake brush well and dry quickly in open air. This method keeps the bristles white and stiff.

**Flannel**  
Before washing new flannels soak them a quarter of an hour in cold water to which has been added a handful of salt. Then wash in the ordinary way. This makes the washing easier and the flannel will look like new when dry.

**Stains**  
To remove tea or coffee stains from a woolen blouse, etc., use glycerine. Apply a little to the stain, leave for a time, and then wash with lukewarm water. Iron the material on the inside until dry.

Wouldn't it be fine if onions just smelled as good as they taste?

**She dropped her gloves.**  
He raised his lid;  
He picked them up  
With, "Oh, you kid!"  
Me smiled at her.  
"How dare you, sir?"  
"Excuse me, miss,  
It's just like this—  
I meant the glove."

**"Nothing But the Truth"**

What is the Best State in the Union? North Carolina.  
What is the Best County in the State? Columbus.  
What is the Best Town in the County? Whiteville.  
What is the Best School in the Town? Whiteville "High"

**If You Believe It, It's So**

We will prove it to you

**Friday, 8:00 P.M., April 11, 1924**

**"Nothing But The Truth"**

**Whiteville High School Auditorium**

Price 25 and 35 cents



**Ladies**

Be sure to meet our Toilet Goods Specialist. She will be with us from the 15th to 19th, and is at your service.

**Chadborn Drug Company**  
CHADBORN, N. C.

**AT YOUR SERVICE—**

Having just removed to our new location, FRONT AND GRACE STREETS, we are prepared to serve you in the best possible manner. We have every convenience, including garage free of charge. Also rest and waiting room. We solicit your patronage, guaranteeing a good assortment and right prices at all times.

WHOLESALE GENERAL MERCHANDISE **J. H. REHDER & CO.**  
WILMINGTON, NORTH CAROLINA

**JUST ARRIVED—LARGE SHIPMENT**

**Nitrate Soda and the Unexcelled brands of N. B. Josey and Armour & Co. Fertilizers**

These are the brands that produce crops in abundance, and are sold for cash or good security.

For Sale: 100 Bushels Cleveland Big Boll Cotton Seed. **E. L. DAWKINS**  
COUNCIL, N. C.

One of the latest additions to the business life of Dunn is a wholesale and retail airplane business. The Stephens Wholesale Company of Dunn recently purchased a solid carload of machines used for travel through the air.

First definite announcement of candidacy for the lower house of the General Assembly from Wake county came March 29th when Thomas L. Creekmore, attorney, announced his candidacy subject to the Democratic primary.

It is possible to dress with simplicity, taste and becomingness, without a great outlay for clothes, say home economic workers for the state college. A good time to start is with the graduation dress this spring.

While some people criticize Messrs. Fall, Sinclair, and Doheny about one thing and some about another, everybody seems pretty well agreed that as a whole they are oil to the good.

There is nothing really wrong with most of these young fellows who comb their hair into a fly skating rink and imagine they are shiks. All most of them need is to have their heads combed with a brick.

Officers of the Tobacco association in Kinston are advising factory men, warehousemen, planters and others engaged in the industry to continue to swat the tobacco bug.

**CYPRESS SHINGLES**

SEE

**COLUMBUS MOTOR COMPANY**  
Vineland, N. Carolina

**Pay Less Dress Better**

**EASTER IS ALMOST HERE!**

And don't forget that we have the best and choicest line of Men's, Women's and Children's Clothing, all going at SPECIAL prices for Easter. You will be o. k. on Easter Sunday morning if you step out in a Suit sold by The One Price Store. We can fit all from a Cortly Junior Suit for the Boy to the latest styles for the Misses, Young Men and Grown-Ups.

Our Shoes are made to fit the feet.

**The One Price Store**  
J. S. MANN, Manager  
VINELAND, N. C.