

NEW FARM BILL PROBABLY TO BE GOT THRU HOUSE

Then Will be Lost in Senate, or Amended According to Present Outlook, So Prevent Enactment

HOUSE MUST ACT

Prodded to Do So by Discontent in Farming Sections, but Senate Comparatively Undisturbed

By DAVID LAWRENCE

Washington, May 19.—Plans are being made by administration leaders in the House to write a new farm bill on the floor. The parliamentary situation is such that an unprecedented maneuver is counted on to develop a measure that can be sent to the Senate. The Haugen bill is considered to have little chance of passage and the move is to substitute the Aswell bill for the Haugen measure. When that has been done, the effort will be made to amend the Aswell bill by incorporating the principal provisions of the Tineher bill.

When the carving process is complete, House leaders hope they will have a bill that eliminates Government price fixing, that does not depend on the public treasury for a subsidy and that coordinates the various agencies engaged in co-operative marketing so that effective handling of surplus products may be made possible by the farmers' groups themselves.

What the Senate will do is another problem. House leaders have been told that the disposition of the farm bill tangled up in each other in such fashion that no action whatsoever will be taken at this session. As it appears from the Senate viewpoint farm legislation is not so essential as it is from the House. There are only about 22 Senators who are up for reelection this autumn and many of these come from Democratic states. Senators from the insurgent group are indifferent as to what the leaders decide for if there is to be no legislation it increases their opportunity to discuss on the stump the shortcomings of the conservative leadership of the Senate.

It would, in other words, be politically less dangerous for the Senate than the House to let farm legislation go by default. After the House has passed a bill, the members—all of whom are up for re-election—could point to their own record as an evidence of their interest in farm legislation and could blame the absence of a farm relief law on the tangle in the Senate. The truth is that there is relatively little enthusiasm anywhere for a revolutionary change in farm economics. A small group prodded by various outside organizations is making a fight but the chances of success have been diminished by the failure of the farm leaders to get together on a program that can win sanction from the White House.

There is no doubt that the Secretary of Agriculture and the President realize the importance of a solution to the surplus problem but they have come out so firmly against any subsidy by the Government or any participation in a scheme that permits the co-operative to fix prices with Governmental supervision that most members of Congress have not felt it incumbent on them to take a role in opposition to the known desires of the administration. If the President were on the other side of the argument pleading for farm relief the situation might be different. As the summer months approach and Congress becomes anxious for adjournment the trend is toward inaction rather than action. And it is beginning to look as if the House will do its part and the Senate will accept responsibility for a thoroughly changed bill or complete inaction.

CHARGED WITH ASSAULT

W. C. Riggs, marketman here, was let off upon payment of the costs in recorder's court Wednesday morning on charge of assault on his wife. No evidence was introduced at the hearing.

BOLD THIEF NABS COAT, WITH OWNER IN NEARBY STORE

While Mr. and Mrs. T. L. Overman, living on the Peartree Road about three miles from this city, were in the store of Dr. J. H. Morgan & Co. near the City Market this morning at about 9 o'clock, an unidentified thief stole a valuable coat belonging to Mrs. Overman, which she had left in their car. The automobile had been left parked near the store.

The coat was of dark blue material. Mr. Overman told police in reporting the theft, and was valued at about \$25.

PAVING PROGRAM COUNCIL CLEARS DECKS IN STREET

Residents of Main and Road Sign Petitions Asking for Concrete-Asphalt Paving All the Way

PARKWAYS DROPPED

Property Owners West Church Agree to Change Recommended by Engineers; Broad Follow Suit

A decision to defer issuance of a quarter of a million dollars in street improvement bonds until more complete figures had been received from City Engineer W. C. Olsen on the cost of the proposed new water filtration plant and allied projects, was reached by the City Council in special session Wednesday.

The way was cleared for the major item in the street improvement program, through presentation to the board of petition signed by a majority of the property owners on Main and Road streets, asking that the present brick paving on these streets be replaced with asphalt on a concrete base. These streets are links in the State highway system passing through Elizabeth City. The property owners will be given credit for the bricks at their cost price of 72 cents a square yard, and will be charged their pro rata share of the added expense of the new paving.

The bricks are to be re-laid on other streets here, to be decided upon after petitions have been circulated. Property owners on these streets will be assessed their share of the cost at \$1.22 per square yard, the 50 cents difference representing the estimated cost of hauling and re-laying. In all the street improvements, the cost is to be divided three ways, with the city paying one-half, and the property owners on each side paying one-fourth.

It was announced at the meeting that a majority of the residents on West Church street had signed a new petition asking for a 35-foot street, instead of a parkway in the center and two 18-foot driveways, the arrangement originally decided upon. City engineers had reported that the parkway plan was impractical, because the street was not sufficiently wide. The engineers had stated that a similar plan was planned for Broad street was inadvisable for the same reason, and Councilman Morgan, who lives on that street, declared he was sure that residents on the street would offer no objection to it being dropped also.

A recently adopted ordinance prohibiting parking in the East Main street block between Road and Elliott streets, on the south side, was amended to permit parking eastward from an alley on the west side of the residence of F. M. Grice, Sr.

When the main business of the session had been concluded, the Council again took up the much-agitated problem of the removal of trees which, in their opinion, should be cut, and by authorizing Mayor McCabe to notify the ladies when a meeting of the Council had been authorized to decide the matter, in order that they might be heard.

At the close of the session, City Auditor Snowden was authorized to borrow not to exceed \$5,000 for the construction of street work now under way, the money to be repaid later out of the proceeds of the intended bond issue.

BODIES ARE FOUND UNDER SAWDUST PILE

Stuebenville, Ohio, May 19.—What is believed to be another brutal double murder, the second in Jefferson County within three months, was uncovered at Bergoltz west of here today when the bodies of Mr. and Mrs. Omar Miller were found hidden under a pile of sawdust near their home. The Millers had been missing since Monday night.

VARE MAINTAINS HIS LEAD OVER OPPONENTS

Philadelphia, Pa., May 19.—Congressman William S. Vare, wet candidate, maintained his lead over his opponents for the Republican nomination for the United States Senator as returns of yesterday's primary continued to pile up today.

Neither Senator George Wharton Pepper, supported by forces led by Secretary Mellon, nor Governor Pinchot, dry candidate, conceded defeat, however. The vote so far: Vare 549,000; Pepper, 427,000; Pinchot, 370,000.

May Peas Continue Moving In Bulk; Price Lower

Ten cars of Pasquotank May peas were forwarded from this city to Northern markets yesterday, officials at the Norfolk Southern freight office reported today, and 19 cars had been ordered placed for today's shipments. About 25 cars from across the sound were re-laid here this morning, preliminary to continuing their journey North. Three cars moved from here Monday.

The price range today was slightly below that of yesterday, as to the top figure, commission men reported, running from \$2 to \$3.25 per basket, with well filled peas ranging from \$2.75 up. No actual sales were reported, dealers stating that returns on peas shipped Monday would be announced tomorrow.

Indications today were that shipments would increase steadily tomorrow and Friday, continuing until Saturday noon, and that the peak would be reached sometime next week.

With a fair yield, peas selling at around \$3 a basket will yield the grower a small margin of profit, dealers stated, expressing the opinion that the return from the crop would be fairly good, barring an unexpected drop in the market.

TELLS HOW TO GET BUSINESS

Bill Dollar Relates Conversations Overheard in Elizabeth City

"I overheard a merchant talking today," said Bill Dollar, "about increased business. There are two ways of getting more business," he said. "One is to take business away from our competitors and the other is to create more business than now exists in Elizabeth City."

YOU COULD HAVE BEEN KEPT AT HOME IF BELKS WOULD THINK



"These are two ways that business may be created without injuring competition. First, by increasing the purchasing power of each individual. If Elizabeth City is worth living in it will attract more population, and the community that is fundamentally prosperous will increase its purchasing power."

"Both of these factors," declared the merchant, "depend to a large extent on the development of the community as a whole. The first responsibility that rests on a man or a woman in any community is to be true to their home city in every way that is possible. Bill Dollar must never be permitted to leave this city, nor should any of his brother go away to other cities. They are all needed here at home. The merchant must work for the common welfare, too. They should never spend a cent out of Elizabeth City for goods that can be bought here."

"As a merchant and business man my prosperity depends upon the success of the home merchants, and I feel that I owe something to Elizabeth City far in excess of what our community owes me. Everything I buy shall be from our home merchants and I shall resist the impulses that come to me when I go away on buying trips to purchase goods in other cities for my personal use. If every merchant here would do that a great many more Bills would be circulating in Elizabeth City."

"When I left that man's place of business," said Bill Dollar, "I got into another store where the head of the firm was singing something like this: 'Elizabeth City owes you a living. That statement is correct. You owe the city a first class man but can Elizabeth City collect?'"

FINANCIER STOKES DIES AT NEW YORK

New York, May 19.—W. E. D. Stokes, financier and hotel owner, died this morning in his home at 238 West Seventy Third street. Mr. Stokes was long in the public eye because of the sensational divorce suit brought against him by his wife, Helen Elwood Stokes. He was 73 years old.

TALKS ON GOOD WILL BUILT UP BY ADVERTISING

Director Boney Speaking at Merchants Association Meeting Says Advertising Is a Science and an Art

WOMEN DEMAND IT

Speaker Thinks Folks Read the Ads and News but Probably Skip Most of the Editorials

Goldboro, May 19.—Next to newspaper advertising, the salesmen employed by the merchants of North Carolina are the most potent factors in the building of public of good will, declared S. E. Boney, of Raleigh, here today, in an address before the North Carolina Merchants Association.

Mr. Boney, who is director of the North and South Carolina Public Utility Information Bureau, was speaking on "Salesmen as Good Will Builders," but he devoted considerable attention to newspaper advertising as of primary importance. No other agency ever had been or ever would be as effective in the cultivation and fostering of good will on the part of the buying public, he asserted.

"One has but to glance over the newspaper of today," said the speaker, "to be convinced by the quantity and quality of advertising matter of its vital influence in salesmanship. Advertising is both a science and an art, and I might say, esthetic withal. Those qualities are the outgrowth of a demand, particularly on the part of womankind—just as she has demanded the beautiful and colorful in dress, automobiles and furniture. The development of the color idea, or 'complex' as our high brow friends are wont to call it, has been one of the most marked mental metamorphoses of recent years."

"With the development of skill and artistry in advertising material has come the vast increase in the number of newspaper readers, and those readers are devoting far more time to the advertising columns than most of us are inclined to believe."

The speaker voiced the opinion that of the three departments of the modern newspaper—news, editorial, and advertising—the news and advertising departments are today of considerably more potency as they affect the public mind than the editorial.

Mr. Boney quoted the United States Supreme Court definition of good will as "the disposition of a pleased customer to return to the place where he has been well pleased," and declared that "the next important step" after the use of newspaper advertising "is intelligent use of salesman. He emphasized the importance of trained salesman and added:

"The merchant who permits a unshaven salesman in his front door doesn't deserve any consideration from the public; one ought to fall if he has a grudge on his sales force; one should lose his temper if his employees know nothing, but to repeat in parrot-like or phonographic tones, the stereotyped greetings and adieu learned from the professional sales boosters that infest the country. Better put a talking machine at the store entrance and let it keep repeating the obnoxious 'call again.'"

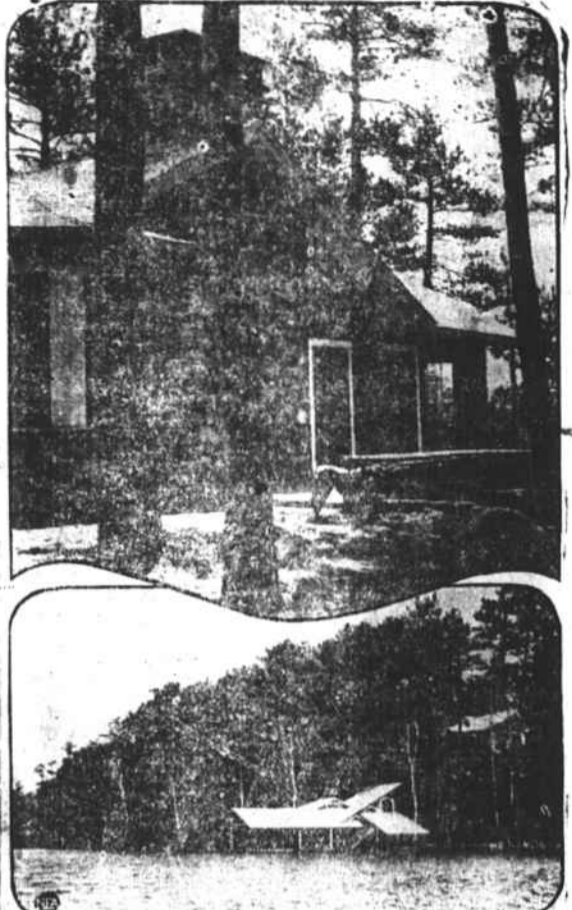
The speaker quoted his one-time employer as saying that "any damned fool could sell a customer what he wanted at a profit, a salesman to sell him what he didn't want," and declared that this philosophy was wrong. "Fifty percent of your customers go into your stores not knowing exactly what they do want. The functions of good salesmanship are to help that customer to serve him."

STAFF OF NORFOLK BANK COMING HERE

Members of the staff of the Seaboard National Bank, of Norfolk, and their wives and sweethearts will pay a holiday visit to the Elizabeth City Country Club June 3, to spend the day picnicking on the attractive club grounds. The trip was arranged by W. T. Old, prominent Norfolk business man, and vice president of the bank. Mr. Old formerly was a resident of Elizabeth City.

The force of the Seaboard Bank annually takes a holiday jaunt at this season of the year, and will make the trip in automobiles, returning to Norfolk late in the day. Officials of the Country Club readily tendered the use of the grounds when they learned the party would like to picnic there.

Coolidge's Summer White House



President Coolidge will spend the summer in the Adirondack mountains at this attractive White Pine camp, a 50-acre reservation on the shore of Lake Placid, N. Y., owned by Irvin P. Kirkwood. These first photographs of the great new upper, a view of the main cabin in which the President and Mrs. Coolidge will occupy; lower, the camp as it appears from the lake, almost hidden in the trees.

WOODMEN PLAN GALA MEETING

Large Attendance Expected at Session of Oak Camp Monday Night

H. V. Rees, of Oakland, California, and M. L. Tremaine, of Winston-Salem, National and State deputies, respectively, of Modern Woodmen of America, will be honor guests at a meeting of the Elizabeth City camp of the order Monday night at 7:30 o'clock at a session at which a class of about 50 candidates will be initiated. Messrs. Rees and Tremaine are expected to arrive Saturday. The meeting will be held in the Junior Hall in the Kramer Building.

Veterans Meet As Long Can Travel

Birmingham, May 19.—The men who followed Lee will "carry on as long as two of us can travel," General W. B. Freeman, commander in chief, said here today in the keynote address at the opening session of the thirty-sixth annual reunion of United Confederate Veterans.

"Away with talk of a limping army of old men," Nonsense, this talk about the last reunion, he shouted. General Freeman's attitude coupled with the sentiment of many of his followers appeared to have successfully combatted in certain quarters to disband the organization of veterans.

SECRETARY DAVIS HAS POSITIONED HIS VISIT

Sir Walter Hotel, Raleigh, May 19.—The visit of Dwight F. Davis, Secretary of War, that was to have been made to Raleigh and North Carolina today has been postponed due to the illness of Mrs. Davis, according to a message received by Governor A. W. McLean.

CAROLINIAN HEADS COTTON GROWERS

Atlanta, May 19.—Samuel Finley Patterson of Hughes, England, North Carolina, was elected president of the American Cotton Manufacturers' Association at the opening session of the convention today.

James J. Conwell of Williamsburg, South Carolina was elected first vice-president. Winston D. Adams of Charlotte was selected secretary-treasurer.

TO UNVEIL MARKER FOR CAPTAIN JACK

Charlotte, May 19.—A joint celebration here tomorrow will mark the one hundred and fifty-first anniversary of the signing of the Mecklenburg declaration of independence. A marker will be unveiled to Captain James Jack, who bore the declaration to Philadelphia.

WORKMEN BEGIN TASK OF PAVING CANAL HIGHWAY

Sixteen-Foot Concrete Road to Connect with Virginia's Eleven Miles of Asphalt Surfacing

COST ABOUT \$225,000

Will Follow Right of Way 150 Feet from Center of Dismal Swamp Canal, Grading Begun Yesterday

Construction of a 16-foot concrete highway from the Virginia line about seven and one-half miles to South Mills, to cost about \$225,000, began yesterday when grading operations were undertaken. The road will be built for the State Highway Commission by Lawson & Brooks, Norfolk contractors. They have been allowed 200 working days in which to complete it, but are hopeful of finishing up considerably ahead of their scheduled time.

Instead of following the right of way of the old Canal Bank Road, the new highway will be built a distance of 150 feet from the center of the canal. This is by reason of Federal regulations growing out of the pending purchase of the canal by the Government, and is expected to mean an incidental advantage that there will be little or no occasion for detouring traffic while construction is under way.

The contractors have established road camps, and have moved a large force of workmen to the scene of operations according to advice from South Mills. Two bad curves are being straightened out, one of which is at the canal bridge crossing at South Mills, and the other perhaps a mile and a half north of the village, at a point where an ancient cemetery was situated. This was moved to the old Baptist churchyard at South Mills.

At the bridge crossing, the old Bartlett hotel building will be removed, together with one of more adjacent structures, to permit a wide curve to replace the present sharp angle which the road makes at that point.

Contrary to a popular impression, the dirt for the new road foundation will be taken, not from the canal bank, but from adjacent fields, according to T. B. Wilson, resident engineer of the State Highway Commission here. The road, of course, will connect at its northern end with the eleven-mile asphalt highway from Deep Creek to the State line, completed by Virginia last summer.

North Carolina's end of the George Washington Highway will be constructed of slab concrete six inches thick, the same type of road being built between Camden Courthouse and Sligo, in Currituck, and eventually to run divergently from Sligo to Currituck Courthouse, on the one hand, and to the State line near Moyock, on the other.

Present indications are that the laying of concrete on the Sligo road will be completed by August 1, barring unexpectedly unfavorable weather conditions, according to Mr. Wilson.

In beginning construction of her end of the George Washington Highway, North Carolina is keeping two promises made Virginia. It is pointed out. The first was that the State would meet with the neighbor commonwealth at the line with a hardsurfaced road. The second, made by the late Highway Commissioner W. A. Hart at the opening of the Virginia road last summer, was that North Carolina's part of the road would be better than Virginia's.

Lieutenant Byrd To Try South Pole

Oslo, Norway, May 19.—A telegram to the afternoon Posen from Spitzbergen says that Lieutenant Commander Richard E. Byrd, United States Navy, first man to fly over the North Pole plans to undertake an expedition to the South Pole soon as possible. The lieutenant commander and members of his expedition are leaving Kings Bay for London tomorrow.

VOTE OF APPROVAL FOR NEW CABINET

Berlin, May 19.—The Reichstag today gave an overwhelming vote of approval to the policy of the new cabinet as outlined by Chancellor Marx.

JONES WINS HONORS

Whifred Jones, son of Mr. and Mrs. W. C. Jones, 3 Harney street, at Bingham Military School, won the medal this year as the best drilled cadet and at Field Day exercises last Wednesday won prizes for the highest jump and fastest running. He has also been elected as captain of the football team for next year.

GENERAL HOTEL BODY TO CONFER WITH ARCHITECT

W. L. Stoddart, of New York, to Take Up Design of New Hostelry With Executive Committee

TO MEET THURSDAY

Definite Action, However, to Await Formation of Corporation at Meeting of Stockholders

With \$350,000 already raised toward the cost of Elizabeth City's new 100-room hotel, and only \$25,000 to \$30,000 additional needed from outside investors to assure its erection without the issuance of bonds, members of the general hotel executive committee will meet at the Chamber of Commerce Thursday night at 7:30 o'clock for a conference with W. L. Stoddart, New York architect, on tentative plans for the building.

The conference will be merely preliminary in character, C. O. Robinson, committee chairman, announces, explaining that the adoption of plans for the hotel must await the outcome of a stockholders' meeting to be held at the courthouse Monday night at 7:30 o'clock, at which the Elizabeth City Hotel Corporation is to be organized, and a charter and by-laws adopted. These are being drawn up by J. C. B. Ehringhaus, well known local attorney.

All stockholders in the hotel are being urged emphatically either to attend the meeting or to turn over their proxies to some member of the executive committee, so that there may be no hitch in proceedings due to failure to obtain a quorum.

Investment Value Mr. Robinson stresses the unusual value of Elizabeth City's new hotel from the fact that it will have a ground rental of \$12,000 annually assured, nearly one-half of the interest on the preferred stock is assured at the start, and the hotel itself needs only to turn some \$13,000 on a capital investment of \$425,000. In this connection, he declares that the Southern Hotel here, with 62 rooms, commands a rental of \$6,000 a year. From this standpoint, he holds that it is readily within the realm of possibility that the common stock, issued free of cost to investors in the preferred on the basis of one share of common to two of preferred, may become ultimately much more valuable than the latter. He reminds that its market value will be determined by the income it draws, whereas the value of the preferred stock is rather strictly limited by the fact that it can bring in only six per cent.

Where other North Carolina towns have only highways and railroads to bring in hotel patrons, he points out, Elizabeth City is specially fortunate in having a large water traffic to draw from, in addition to these two sources. This water traffic should be the more valuable on account of the large number of historic spots which can be visited conveniently only by boats.

Half An Hour Distant "With not less than 30 batteries in Currituck, to say nothing of the large number in Dare, the patronage of visiting sportsmen should become a highly important factor in building the revenue of the new hotel. We are building a 17-mile paved highway to Currituck Courthouse, putting that point within half an hour of this city by automobile, and making available to Northern sportsmen the most comfortable of quarters while on hunting trips.

"When it is remembered that during the hunting season there are three 'lay days' each week, in which shooting is prohibited, the value of the hotel accommodations is seen the more readily. Sportsmen will find facilities for golf and other recreations at the Country Club here on their off days, and this should prove a strong additional attraction."

Mr. Robinson predicts that, as soon as an investment proposition becomes more apparent, there will be a popular demand for much more than the \$25,000 to \$30,000 in stock still to be sold to complete the financing of the project.

DANIEL WHITSON DEAD

Daniel Whitson died at the home of his daughter, Mrs. W. E. White, at Norfolk Tuesday, while there on a visit, and his body was brought here for burial Tuesday night.

Mr. Whitson was 81 years old and made his home with his granddaughter, Mrs. Tom Morris, on McPherson street. He was a member of the First Baptist Church and burial services will be conducted at the grave in the Episcopal Cemetery Wednesday afternoon at 4 o'clock by Rev. H. W. Preston.