

Ficklen And Gravelly Tell Of Export Aid In Plan To Finance Buying

Raleigh—Plight of those who grow and those who buy tobacco for export will be somewhat relieved if plans tentatively agreed upon between representatives of the Federal government and leaf dealers become operative.

Under this agreement, export dealers will be financed by loans from the Commodity Credit Corporation to the extent of about seventy per cent of their average exports (to countries now closed by war) for the three years of 1935, '36 and '37. This will mean approximately two hundred million pounds.

Lee Gravelly, Rocky Mount exporter, vice-president of the Tobacco Association of the U. S., and former President J. S. Ficklen, of Greenville, have devoted a lot of time and thought to working out the plan in cooperation with J. B. Hutson, tobacco division head in the Triple A. Final approval of all the major points was obtained last week.

Each company which has supplied any tobacco to any of the presently closed European countries, during the three year period mentioned, will enter an individual contract with the government agency under which the company will be allowed to buy seventy per cent of its normal average shipments to Europe.

In the redrying and processing of this leaf, the government will stand seventy per cent of the cost, and the dealer thirty per cent. For that thirty per cent investment the dealer gets a limited option on the tobacco until July 1, 1942. That is, any time prior to that date the dealer may (if he can) sell any or all of the tobacco, provided it is sold only to countries not closed against its imports, and that it is not sold below cost.

When such sale is made, the money borrowed from the government is paid, and the dealer gets the profit. If the tobacco is not sold before July 1, 1942, then the option expires, the government asserts title and all restrictions are off.

Explaining the practical effects of this scheme, Mr. Gravelly points out that it helps everybody. First of all, it assures a reasonable market for the farmers' tobacco this fall. Without some assistance from government market prospects are very slim for export types of tobacco. It offers the dealer a chance to stay in business, and preserve his organizations and contacts, but also requires investment of thirty per cent of handling charges. At the same time, there is the profit motive incentive for the dealer to sell his holdings to the best possible advantage. In this respect the plan is an improvement on previous government-loan purchases where often there was no inducement for the dealer to put forth energy to protect the government investment. Finally, the plan assures an adequate supply of American tobacco ready to move as soon as the market opens, obviating necessity of European buyers looking to other sources for their needs.

"It's a sort of a proposition of growers, dealers and government all gambling that the present situation will clear up within two years," said Mr. Gravelly. "If it does, the plan will work out all right. If it doesn't—well, in that case it won't make much difference who owns the tobacco."

Mr. Gravelly further says that the Eastern Belt crop of tobacco is fine; that seasons have been good and the leaf is curing out splendidly.

CONTINUES TO IMPROVE.
Richmond—Among lines in the Fifth Federal Reserve District continuing to show improvement last week was tobacco.

Except for the big reduction in tobacco acreage, not much change is anticipated in agriculture.

Survey of Hitler conquests reveals "fifth column" spearhead.

EVERY MAN A LEADER

Give something to live for... plan far ahead! That is primary advice for any man who would lead his fellows. But there is more to this matter of leadership. Here are six things leaders, especially those in politics and government, must do. They merit thoughtful study: 1) Perceive current trends. 2) Evaluate these trends and take a definite position toward them, drawing up a program of action. 3) Persuade many people to accept this program. 4) Organize all such people to the end of putting this program over. 5) Deal with opponents effectively during the campaign to put it over. 6) Administer the program after it has been adopted.—Walter B. Pitkin, author, educator and analyst, writing in the current Rotarian Magazine.

'JUST EDDIE'

A good many worldly cynics express puzzlement at the amazing hold of Eddie Guest on the common man. "What has he got," they argue, "that other and better poets haven't got?" The answer is so simple they cannot understand it. It is that there is only one Eddie Guest, not two, or three, or four. He is Eddie Guest to himself and he is Eddie Guest to his closest and most intimate friends and he is Eddie Guest to all he world.—Malcolm W. Binney, editorial director of the Detroit Free Press, writing in the current Rotarian Magazine.

NEEDED: LEADERS!

If there ever was a time in the last million years when we needed leaders, it is now, now when there is chaos about us. If ever we bring order out of that chaos, it will be through leadership—large and small—coming from the business and professional stratum of our population. Here is the Great Chance.—Walter B. Pitkin, author, educator, and analyst, writing in the current Rotarian Magazine.

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Guardsmen Return From Maneuvers

Greenville, Aug. 26.—Seventy-nine men and four officers of Battery A, 118th Field Artillery, local unit of the National Guard, returned to Greenville yesterday afternoon after three weeks of intensive military maneuvers.

Rev. Worth Wicker, captain and commanding officer of the unit, reported that all men came back in fine shape and that the unit was fortunate in having little sickness among the personnel. Only two men were patients in the infirmary and these for common colds.

The local guardsmen left camp in Louisiana last Tuesday morning for regimental march to Cheraw, S. C. They left Cheraw yesterday morning at 6:45, arrived here at 3:30 checked the property were mustered out and paid.

The summer's maneuvers were described as tactical, with brigades shifting regiments from one position to another to gain tactical advantages. No effort to win objectives were provided for in the maneuvers which were planned to give officers in the higher brackets experience in handling large bodies of men and material.

The 118th Field made a test march during the course of maneuvers in which 352 miles were covered in one day, marking the largest regimental march in the history of the U. S. army. A normal day's march, it was explained is 200 miles.

"Our boys rolled in at the head of the column with every gun and every truck in position," the commanding officer reported of his men.

Rev. Mr. Wicker said he would not know anything definite regarding the possible call of the unit for active army training service under a bill pending in Congress until the action is completed on the legislation and orders are received.

RESEARCH.

While there has been a steady growth in both personnel and funds spent by federal and state governments for agricultural research, the annual expenditure now is less than \$45,000,000 for the United States.

Visitors In County Saved From Death

Washed Off Highway By Flood Waters Enroute To Farmville.

Mr. and Mrs. George Moyer and son, Billy, 12, of Forest Hills, N. Y., vacationing with Mr. Moyer's relatives near Farmville, have plenty of first-hand information about flood conditions down South, including their own story of being washed into the Meherrin River at Emporia, Va.

Mrs. Moyer said swift waters, that crossed the highway at Emporia overturned the automobile. Mr. Moyer saved Billy and a highway worker rescued Mrs. Moyer. "I can't swim and would have drowned," said Mrs. Moyer, still excited about their harrowing experience.

After their escape from death they were ushered to a hotel in Emporia, leaving all their extra clothing and automobile in the muddy waters of the Meherrin River. "And to make matters worse," said Mrs. Moyer, "we were stranded in an Emporia hotel for three days without lights and water."

When the Moyer family finally managed to obtain transportation facilities—a Toonerville trolley—they came to Rocky Mount and took a bus through Greenville to the home of relatives in Farmville.

But this isn't the first wet vacation the Moyer family has experienced down South. "We've seen many downpours of rain on previous visits."

PENNSYLVANIA VET GROWS 53RD CROP

Doylstown, Pa.—George Brush, 77-year-old veteran cigar leaf grower, paused long enough one day this week in his job of nipping the top suckers off his 1940 tobacco crop, which he was nearly ready to cut, to tell the secret of growing good tobacco.

"Feed the soil well and don't try to raise more tobacco than you are able to take good care of," he said, when interviewed in his six-acre tobacco patch in Washington Boro.

And he ought to know for he has been working in tobacco ever since he can remember—this is the fifty-third consecutive crop he is growing—and he has been growing tobacco continuously on the same ground for forty-five years.—Tobacco.

FOOD: A PEACE BASIS

There can be no doubt that in the post war reconstruction, nutritional policies (of nations) will play a great part. First, we shall have to face the urgent need of restocking the depleted food supplies of all the belligerent and ever some of the neutral countries. Our objective must be to secure the adoption by all nations of policies designed to insure that adequate supplies of the right foods for health and wellbeing should be available to all. Such policies will have the most beneficial effect upon agriculture and will also stimulate international trade. Their adoption will also make for greater social justice between the classes.—F. L. McDougall, economic advisor to the Australian Prime Minister and member of the Economic Committee of the League of Nations, writing in the current Rotarian Magazine.

AVERAGE SHARE AT \$51.82.

Total market value of tobacco shares listed on the New York Stock Exchange was \$1,448,618,363 in July, according to a compilation issued by the exchange. Acreage price per share of all listed tobacco stocks on July 31 was \$51.82.



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