

# SUCCESS IN BUSINESS REQUIRES

## A SUCCESSFUL APPEARANCE

WHEN you reach the millionaire class you can afford to disregard your personal appearance. But you don't. Millionaires never do. Neatness in dress is the trade mark of successful men wherever civilization exists. Put success on your back. It will then be easy to put it in your bank account. We sell Clothing that has that successful appearance which is so coveted by men who forge ahead in life. Do you wear it?

<p>200 Franco Model Suits in Men's Conservatives and Young Men's Styles that formerly sold as high as \$35.00, for sale now at <b>\$17.50</b></p> <p>100 Blue Serges, in Franco Model Brand, all wool and guaranteed not to fade, for sale now at <b>\$23.50</b></p> <p>One lot of Ladies' Skirts of pretty fancy material, beautifully made, fully worth \$10.00 on today's market—Your choice for <b>\$4.95</b></p>	<p><b>A FEW TIMELY SPECIALS</b></p> <p>A large assortment of Ladies' Shirt Waists, from <b>98c and up</b></p> <p>Ladies' and Misses Middy Blouses, good quality, now selling at <b>98c up</b></p> <p>A good quality Curtain Screen, per yard <b>10c</b></p> <p>Dress Ginghams, per yard <b>15c and 19c</b></p>	<p>We also have a full line of Lawns, Organdies, Voiles, in plains and fancy, Crepes and Crepe de Chines, Silks, Foulards, etc., at Pre-War prices.</p> <hr/> <p>We also have a full and complete line of Spring Dress Goods to select from.</p>
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You appreciate old acquaintances more than new ones, don't you? We want you to become so well acquainted with us and with our superior line of Dry Goods that you will regard us as your real friends, which we most cordially are. We and our Stock are at your service, ready to give you the best values in Dry Goods for the least money of any firm in Manning. Get well acquainted with us and you will know this.

# THE NEW IDEA COMPANY, MORRIS NESS, Manager.

### THE VALUE OF HOME DEMONSTRATION WORK

Florence, S. C., Feb. 2.—Some interesting information as to the value of the home demonstration work in the Pee Dee section of South Carolina is obtainable from the 1920 report of Mrs. Frances Y. Kline, district agent, covering 13 active counties of her list of 15 counties, of which Clarendon county, under Mrs. Theo Plowden of Manning was one of the most active. Incidentally states Mrs. Kline, Clarendon county contributed largely to the excellent showing in the consolidated report of the counties of the district finally compiled.

One gains a fair conception of the size of the work by the first paragraph statistics. A few of the larger items of this are 1838 meetings held by the county agents, with a total attendance of 29,266 persons; a correspondence of 102,562 pieces, including 82,115 bulletins and 20,447 personal letters; 3996 consultations, 1852 clubs visited; 2598 club members visited; 2563 demonstrations of better methods of home keeping and gardening; 832 newspaper articles; 54,321 miles traveled by the agents to carry personally the gospel of a better way; and other lesser items.

Twenty-eight county short courses were held within attendance of 1143, including girls and women. Two girls have been put into college on scholarships. Three more have been induced to go to college.

Under the girls club work, one girl established the phenomenal record of raising \$179 worth of produce on one-tenth of an acre—a value of \$1790 per acre in South Carolina. The average cost of production per tenth-acre plot was \$9.97 and cost of canning averaged \$8.84. A total of 1572 girls in the Pee Dee section are enrolled in these clubs, numbering 152 in the 13 counties covered in this report. Though not quite half of them are cultivating tenth-acre plots, their produce totalled 143,477 pounds of tomatoes, 1238 pounds of pimientos, and 18,810 pounds of other products. Of this, 23,831 containers of tomatoes were canned, 11,530 of fruits, 1629 containers of soup, and more than 12,000 containers of other stuff, from the gardens, having a value of nearly \$14,000.

Besides the preserved products of the garden around 20,000 containers of vegetable, fruits, juices, and such things, from the farm and orchard at large were put up. These had an additional value of not far from \$50,000.

Nearly 1200 girls, in 132 clubs, engaged in sewing under expert direction and supervision last year. They made nearly 25000 different articles, ranging from wearing apparel to ornaments for the home.

Girls' food preparation classes to the number of 70 were held also.

A total of 1578 women were enrolled actively in 101 clubs, which held 738 demonstrations with an attendance of 7660 women. Budgets were introduced into 41 homes by the women and 227 women are keeping

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housekeeping accounts. The district agent is particularly pleased at this showing among the women, because she considers this the awakening realization of the value of this work for better homes and gardens.

Poultry work for women and girls constitutes another important chapter in the report. There 101 clubs for boys and girls, with 739 of them enrolled. There were 35 adult clubs with 824 women enrolled. Nearly 300 girls and women bought pure bred chickens last year, while 573 of them bought pure bred eggs. The year closed with these club members having 16,720 pure bred fowls in their flocks, after 1444 had been culled. During the year, the girls raised 37,096 chickens—a total of 48,564 chickens. The eggs from these flocks were 909 dozen preserved, value \$454.50; 8178 dozen sold, value \$4244.78; 127,828 dozen used at home, value \$63,914. The estimated total value of all the poultry products of these clubs members of the Pee Dee section is \$48,530.40.

Canning and gardening for women is also one of the biggest chapters of the report. Their total food production and preservation was valued at the sum of \$296,337. It includes, among many items, the following big ones—35,531 containers of vegetables valued at \$40,822; 47,904 containers of fruits valued at \$20,644; 33,531 containers of jelly, valued at \$16,597; 491,250 pounds of cured meat, valued at \$170,840; 173,766 pounds of lard, valued at \$47,900; and various other supplies which they would have had to buy, probably produced outside of South Carolina, but for putting up them.

The report shows approximately

38,300 dairy cows in the Pee Dee section. While excellent results were achieved, the report reflects rather a very great field for development, in the opinion of the district agent. It does indicate increasing use of modern equipment, as iceless refrigerators, thermometers, separators, churns etc.

Some good work was done in food preparation and nutrition.

The introduction of 20 washing machines, as reported under sewing and laundry work, indicates the forward trend of the housekeepers of the Pee Dee section. Also 55 ironing boards were installed.

The paragraph under "improvements and conveniences" also bespeaks significantly the advanced ideas in the country. Important items are 67 lighting systems installed, 23 water systems put in, 260 kitchens screened, 50 of them rearranged to save labor, 43 steam pressure cookers bought, 50 bread mixers, 35 fireless cookers, 186 food choppers, and other modern equipment, chiefly for farm houses.

"Refreshments" produced and made at home will be the South Carolina style hereafter, one might infer from reading the paragraph under "grape culture." Many vines have been planted and large quantities of juice preserved against future needs, also.

Mrs. Kline has 15 counties in her district, but the report covers only 13, two of them being inactive. The fourteenth will become active the first of February, this being Lee county.

**ONE-THIRD OF COUNTRY NOW COMPLETED IN SOIL SURVEY**

One-third of continental United States has been covered to date by detailed or reconnaissance soil surveys by the Bureau of Soils, United States Department of Agriculture. The total area covered by detailed survey amounts to 547,733 square miles, or 350,549,120 acres, and that covered by reconnaissance survey is 516,286 square miles, or 330,423,040 acres. As large areas of mountain and desert land in the West are not expected to be available for agriculture in any near period, it will be seen that a large proportion of necessary work of this kind has been completed. Soil surveys are widely consulted for various purposes, including contemplated purchases of land, selection of crops, and planting of gardens.

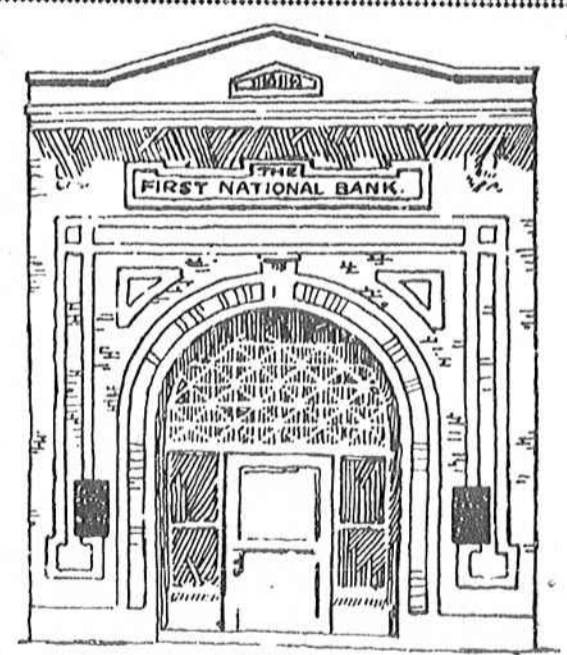
**SOUTHERN NEGROES AIDED BY FARM EXTENSION WORK**

To help the southern Negro farmer practice better agricultural methods, obtain better schools, and improve his living conditions, the States Relation Service of the United States Department of Agriculture employed during the last fiscal year, in sections where a large part of the rural population is colored, 158 Negro demonstration agents, and 2 Negro field agents. In addition the white agents have, as far as possible, assisted and advised many Negro farmers, both tenants or

owners, the same as white farmers. Many of the best demonstrations along all lines have been carried on by Negro farmers under the direction of white county agents.

Some striking results have been secured, the work being very effective, particularly in stimulating the production of home supplies, especially the home garden, in securing the adoption of better farm methods, and in educating the Negro farmers to the importance of better live stock, the use of improved implements, and better sanitation and living conditions.

Successful extension courses for Negro farmers and their families were held in several of the States for the first time this year in connection with the Negro agricultural schools. The responsible Negro leadership in the South is cooperating with the extension work more effectively than ever before.



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