

THE CAROLINA FARMER

UNION

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One Dollar a Year

DON'T SACRIFICE YOUR COTTON.

To Members of the Union and Cotton Producers of the South:

Did you ever know cotton to decline in price as rapidly as it has been for the past few days? What is the reason for it? There can be but one reason, as a glance over the country will show. It is being rushed from the farm to the market. There has not in many years been such a mad desire to sell and sell right now as has seized the producer this year. This liberal offering tickles the little black bear most to death. He has predicted and has staked his all on the guess that the producer would over-heat his team getting cotton to the market, and enough have done this to establish his reputation as a true prophet.

This madness to sell, bringing so much cotton into sight causes the speculator to believe that there is indeed a bumper crop, and he forth with brands the estimates made at Shawnee and Montgomery as fabrications intended to be misleading. Scarcely a man who had any thing to do with these estimates but was honest enough to want the truth told. It was not the work of a handful of farmers seeking to boost the price by underhand methods as some may charge. The committees were thoroughly well posted, and the members were broad enough to know that a silly guess away under what conditions warranted would place the entire South in a ridiculous attitude before the whole world.

Use Common Sense Methods of Marketing.

Let us lay aside all reference to the estimates on the size of the crop. If that is to be the only consideration in setting a price you may get ready to hear repeated the old familiar falsehood of "over production, reduce acreage." No sane man will seriously consider such tommy-rot as that for a moment. It is well to reduce acreage so as to raise some things for yourself and family to eat, but to reduce it because some speculator has scared you into believing that there is too much cotton is nonsense. The point I want to make here is when are we going to use good mother-wit in marketing this great crop.

In many sections of the fruit belt it is the custom to dump all of the crop on the market at once. With many of the hardier fruits there is scarcely any reason for marketing in this sacrificing way, and there is absolutely no excuse for marketing the cotton crop in any such manner.

Cotton cannot and will not be spun in

thirty days. But the farmer insists that it be taken out of his hands right away, and as very few of the mills and factories are able to finance their years supply the speculator steps in because the farmer, by his mad desire to sell, makes him a necessary factor.

Financial Assistance.

Many excuse themselves because of obligations. I have not a word to say against your paying an obligation when due. If you promise to pay John Doe November 1st, you will satisfy that indebtedness in some way November 1st, if it takes the shirt off of your back. But what I am trying to drive home is, we must make the cotton of the South bring enough to the producer that he will not eternally be indebted to John Doe nor John anybody else. The speculator knows that a certain amount of distress cotton will be sold as soon as gathered. Isn't it clear to you that if the whole crop is put on the market at the price fixed by these fellows, for distress cotton, that your nose will always be to the grind stone.

I recognize the fact that you who were in the past years determined to hold have had a hard time in many sections because money was not to be had. Everybody knows that the South does not move its own crop. *The money that came South to be put in cotton came to move it and not to hold it.* Agents were told to buy, but not to loan on cotton. This year is an exception. All interests are aroused at the attempt to gobble up our crop for a mere pittance and it now looks like the banks would assist to their limit and in addition that quantities of outside money would be brought into loan at a reasonable rate.

The campaign for holding is on in full blast. So pressing has been the work of arranging for this movement that I can scarcely steal a few moments to write this article. When you read this men will be in every cotton producing State shouting from the house-top hold and market slowly. I want you to help them arouse the folks. Get people out to hear them. You that are able dig up that old sock leg and help your brethren. Lets risk a little on the outcome and say this is one of the times we will make or break by this stand. Remember this that cost of production is more to be considered in setting a price than is the number of bales produced.

Everybody to the Rescue.

Everybody in the South is with the Farm-

ers' Union in this move. Practically every State has had or will have a meeting of its citizens to help the cause. Occasionally you may hear of a pee-wee fellow somewhere who will not stand to the trough, but he is an exception. It is almost safe to say that he is short of cotton. No one will put a straw in your way, except occasionally, perhaps a fellow who is bent on getting that fifty cents or a dollar a bale commission for buying your cotton. But I am talking about folks who count for something. This is a time that calls for patriotism.

Let's Bring the South Nearer to a Cash Basis.

Nowhere in this country does the mortgage and credit system prevail as extensively as in the cotton section. This is proof that ours is the best collateral in the country. Men are willing to furnish supplies for a fellow to make a crop, and he begins to take out goods before a seed is planted. Suppose we change things and make it as easy to get a loan on the crop after it is really in sight as it is to get it before the crop is produced. Most business men would be glad to see cash in circulation throughout the year. There may be a few long credit merchants who would rather stand for the old way because they could not do business under the new competitive system, but I am persuaded they are in the minority. How can we do this? By getting a price for cotton that will make it remunerative to grow the stuff.

If you members of the Farmers' Union, the agency that is bringing financial assistance to the cotton producer, happen in your rounds to find a fellow producer who does not belong to the organization kindly invite him to join. Show him that this is the only farmers' organization, or any other kind of an organization that is seeking to benefit him directly, and if he has the proper sense of justice he will not longer refuse to pay his little pittance to help support it.

Men of the South let's stop the rush to sell until we can get our price.

Fraternally yours,

A. C. DAVIS.

Rogers, Ark., Sept. 28, 1911.

Attention is called to the advertisement of the Chicago House Supply Wrecking Co. If you desire to buy your roofing direct and save money, write for their great Roofing Book P. 1. 1037, which will be mailed to you free.