

Important Information for Trade Agents.

For the benefit of our readers, the following list of manufacturers and dealers from whom they can buy their supplies at lowest possible prices is given.

Local and County Trade Agents are requested to get prices and buy where they can get best values. Compare prices and quality. No member of the Farmers' Union is either required or requested to buy from the following list of firms, unless he can get as good prices, quality considered, from these as elsewhere:

Hay, Grain and Provisions:

Richmond Grain & Provision Co.,
212 S. Tenth St., Richmond, Va.

Roofing, Fencing, Implements:

Spotless Company, 39 Shockoe Slip, Richmond, Va.

Planters, Cultivators, and Distributors:

Cole Manufacturing Co., Box 560,
Charlotte, N. C.

Farm and Garden Seeds:

Richmond Grain & Provision Co.,
212 S. Tenth St., Richmond, Va.
T. W. Wood & Sons, Richmond, Va.
Diggs & Beadles, Richmond, Va.
W. H. Mixson Seed Co., Charleston,
S. C.
Hickory Seed Co., Hickory, N. C.

Fertilizers, Acids, and Chemicals:

Caraleigh Fertilizer & Phosphate
Works, Raleigh, N. C.
Carolina Union Fertilizer Com-
pany, Norfolk, Va.
Interstate Chemical Co., Charles-
ton, S. C.
Virginia-Carolina Chemical Co.

NOTICE.—In sending your order through

the State Agent, you have the privilege of saying who shall get the business, and we especially request that you instruct him to place your order with one of the above companies, provided freight rate is satisfactory.

Buggies, Surries, and Harness:

Golden Eagle Buggy Co., 27 Guy-
ton St., Atlanta, Ga.
Spotless Company, 39 Shockoe
Slip, Richmond, Va.

Organs:

Adler Organ Co., 3351 W. Chest-
nut Street, Louisville, Ky.
Spotless Company, 39 Shockoe Slip,
Richmond, Va.

Stoves, Ranges, and Heaters:

Spotless Company, 39 Shockoe Slip,
Richmond, Va.
Kalamazoo Stone Company, Cata-
log No. 659, Kalamazoo, Mich.
Chas. H. Cosley, 423 W. Broad
Street, Richmond, Va.

Fruit Trees and Nursery Stock:

Piedmont Nurseries, Hartshorn,
N. C.

Clothing for Men and Boys:

Producers and Consumers' Alli-
ance, 231-241 S. Market Street,
Chicago, Ill.
Great Central Tailoring Company,
124 Jackson Street, Chicago, Ill.
Regal Tailoring Co., 842 Regal
Building, Chicago, Ill.

For information in regard to buy-
ing anything not included above,
write Union Farmer Information Bu-
reau, Box 342, Raleigh, N. C.

Ship your Poultry, Eggs, and Produce to
NEWCOMB COMMISSION CO., Petersburg,
Virginia. Write for weekly market quota-
tions.

How it Hurts.

No subject of recent years has received so general attention and discussion as the high cost of living. Everybody is affected. Therefore, everybody is interested, suggests causes and offers remedies. Consumers complain that producers are getting too high prices. Producers retort that their profits are moderate and that transportation companies, handling combinations and middlemen are squeezing the public.

Trusts, tariff, capital and labor, according to individual viewpoints, are held responsible for undisputed facts. Then a few wobservers insist that it is the cost of high living rather than the high cost of living which is hurting us.

We simply use the present generally admitted condition as pertinent introduction to a single suggestion.

We insist that the farmer, as a whole, particularly in the South, is not getting rich, for his effort, capital and risk. He is not so well supplied with necessities as he has a right to demand. When it comes to luxuries and pleasures, to education and social advantages, the average farmer is outclassed by the average business man or mechanic occupying similar economic or social position.

We insist on the correctness of this position, while gladly admitting all the evidences of agricultural prosperity rightly claimed.

Prosperity is measured by the surplus left after all natural expenses have been met. A business which merely meets expenses is not profitable—not prosperous. The surest means for providing this surplus is to

prevent waste. The Southern farmer is the most wasteful business man in the world. He will never become truly and adequately prosperous until he stops some of the most serious wastes now draining his resources.

We often remember a dinner taken with a poor Georgia farmer. We were offered roast turkey, broiled quail and fourteen kinds of hog meat. There were five kinds of bread, at least a dozen kinds of pickles, preserves and jellies, and half as many cakes, pies, and puddings. It didn't seem to be very much of a day for dinners in the family, either.

We mention this case because it is so typical and so illustrates every phase of Southern farm life and work. We are not going to either philosophize or theorize. We merely propose to point out one of the most common of our farm wastes and offer a practical remedy. We refer to the unsightly, troublesome, wasteful stumps found on so many farms. They are a constant nuisance and an expensive luxury.

Stumps take good money from your pocket in three ways: They occupy land which might be occupied by crops and bring in money. They cause loss by preventing first-class work and resulting first-class crops.

They increase the cost of making crops because they prevent the use of much labor-saving machinery.

Labor is the chief item of expense in growing all crops. Next to good crops and prices, the most important problem if profitable farming is that of reducing the cost of labor.

Less muscle and more mechanical

work means less expense and increased profit. Improved implements are the application of this principle in farming.

Mowing machines and horse-rakes, in place of hand tools; disk and gang-plows, in place of one-horse plows; weeders, in place of hoes. These mean lower expenses and more profits. In the North and West they are universal. Cheaply-made crops are the result.

Why does every acre of corn in Illinois feel the weeder or tooth-harrow, while the Dixie plow remains supreme in the "land of cotton"?

No differences of soil, climate, or kind of labor can explain the great difference in practice.

Stumps! The all-pervading, everlasting, poverty-breeding stumps are accused and convicted of being guilty of this offense.

The nuisance of these stumps is admitted. The point on which many need convincing is the economy of ridding land of the acknowledged nuisance.

The actual cost of relief depends on the size and number of the stumps. Dynamite and the stump-puller each has its advantages and adaptations. On fresh clearing, particularly where the stumps are close together, the puller has the advantage, and there is no question that a good machine will do the business.

The most important offset to the cost is the gain in cultivatable soil acquired by removal of stumps.

Twenty-five per cent of waste is a moderate estimate of the toll paid for the land occupied by stumps in many old fields.

Think of it! One-quarter more land, one-quarter more crop, one-quarter more net income. That should interest some of us and help solve the problem of farm profits.—Southern Ruralist.

A teacher in a New England grammar school found the subjoined facts in a composition on Longfellow written by a fifteen-year-old girl:

"Henry W. Longfellow was born in Portland, Maine, while his parents were traveling in Europe. He had many fast friends, among whom the fastest were Phoebe and Alice Cary."

Dr. Wiley tells a good story concerning the canners who were violating the pure food law. They said he had no experience in the canning business, while they had been at it for years. He said: "It reminded me of a woman who I once saw in my young days, feeding a babe a few months old on bits of fried fish and pickle. 'Don't do that,' I said. 'Don't do that, madam! It's most unhealthy to give fish and pickle to so young a child.' The woman frowned upon me. 'Huh,' she said, 'don't you try to teach me how to feed babies. Why, young fellow, I've buried seven!'"

Watch the date on your label.

Saves Seed

1/2 the
Labor of
Planting



Plants
Cotton,
Corn, Peas, Beans,
Peanuts and other
seed. Applies Guano
at same time. Gives
Cotton a Quick Start--
2 Chances At a
Big Crop.

Cotton, Corn, Peas, Beans, Peanuts and other seed are accurately planted with the Cole. At one trip it smooths the bed, opens a furrow, mixes guano with the soil, covers it, opens again, plants the seed and covers them in the most accurate and scientific manner.

The Cole Planter No. 7

In planting it put the fertilizer below the seed for cotton— just above the seed for corn—the way it ought to be.

The guano being mixed with the soil around the seed prevents the fertilizer being too strong and injuring their power to grow. Just as soon as the seed sprouts the young plant is stimulated and fed.

Guano being applied in this way does more good than at any other time. Your crop grows off thrifty and vigorous, and is much cheaper to cultivate than puny, slow-growing stuff— gets ahead of cut-worms and boll weevil. Stunting is prevented!

You save the work of a man and mule every planting day by distributing guano while planting with the Cole.

The Cole Planter is the strongest and most durable of all planters. It is the most easily operated. At every point you will positively find that its work is best. It plants cheaper and better than any planter ever built.

The steel Coulter breaks the crust— throwing the trash and dry top earth into the middles. The long steel sword presses out a firm V shaped furrow.

The pressure causes the earth to become compact just beneath the seed, creating what

is known as capillary attraction, that draw up moisture from the earth to the seed.

The loose earth on top is a mulch, that retains moisture around the seed.

The seed fall in plain sight. The wind cannot blow them away. None are wasted at the end of the rows. The cotton comes up in a straight line without bunches. Thus it can be chopped to a stand much faster and plowed more accurately, making the cost of cultivation less.

The Cole is economical on seed— gives you a quick even stand with as few seed as it is safe to plant.

The saving in seed and labor will more than pay for the machine the first season.

Write Us For Catalogue and Name of Dealer

Our catalogue tells all about the famous Cole Planters and Labor saving distributors. Shows how to get more good from guano. A copy will be sent you free.

Write for it and get the name of a local dealer who can supply you with a Cole Planter, backed by a double guarantee. Buy direct (freight prepaid) at price quoted in catalogue if we have no dealer in your locality.

The Cole Mfg. Co.

Box 900

Charlotte, N. C.