

RESULTS OF CO-OPERATION.

Continued from page 5.)

General Manager may prescribe. Local Agents shall receive the produce from its members and mark same with initials of grower on each package after the same have been inspected and branded, and notify the General Manager of the number and kind of packages which he has for disposition. The Local Agent shall, if the General Manager direct the produce to be consigned, mail to the consignee an invoice of the number of barrels, or packages consigned, together with the names of the persons who have furnished the produce, their respective postoffice address and the number of packages each person has in the consignment, and the consignee shall make separate returns to each of such persons, after deducting the customary commission of 10 per cent for selling. From this 10 per cent the consignee shall allow the Exchange 3 per cent, which he shall send to the Treasurer of the Exchange with a full statement of the source from which it arises. Said Local Agent shall keep an accurate record of all produce received by him, the date on which it was received by him, the disposition made of same, whether sold or consigned. Said records be kept in such manner as the General Manager may require, and such record shall be open at all times to inspection to the shipper, or examination and verification by any individual sent out from the General Office. No Local Agent shall be permitted to buy on his own account for shipment or sale, and satisfactory proof of said Agent's buying for shipment or sale shall be deemed sufficient cause for suspension or re-

"II.—Brand.

"Section 1. One or more regular brands shall be adopted by the Exchange for the marking of produce handled by it.

"Sec. 2. All packages for shipment through the Exchange after being inspected and graded shall be labeled 'Monmouth County Farmers' Exchange,' and if No. 1 grade, or better, shall be further labeled with the Triangle Brand, but in no case is the Triangle Brand to be used unless grade is No. 1, or better. The grading, filling and condition of packages shall be considered by the Inspector in determining the proper grade, but in no event shall any package receive the Triangle Brand unless it be of standard size and well filled. After produce has been delivered to the Exchange, inspected and branded, under no circumstances shall it be withdrawn from the control of the Exchange. If an agent shall report to the General office, for sale or consignment, any produce without its having first been duly inspected and branded with the Triangle Brand, if entitled thereto, then such act upon the part of said Agent shall be deemed sufficient cause for suspension and removal of said Agent. No produce shall be received, inspected, branded or reported to the General Office of the Exchange for sale, or consignment, except it be grown or owned by a stockholder of the Exchange in good standing unless authorized by the General Manager, and the violation of this provision shall be good and sufficient ground for the suspension and removal of said Inspector or Agent.

"III.—Amendments.

"Section 1. These By-Laws may be amended by a two-thirds vote of the Board of Directors."

Horses should never be made to eat moldy hay as nothing is worse in leading to worrying, whistling and other derangements of the wind.

ACROSS CONTINENT FOR PEAS.

Guilford County Farmers Will Sow Peas Grown in California—Cost is \$4.50 a Bushel.

Cowpeas, or as many know them, the cornfield peas, are selling on the Greensboro market to-day for slightly more than \$4.50 a bushel, whereas a decade ago they brought from 50 to 75 cents. Inquiry by a reporter of the Daily News yesterday as to the cause for what appeared a tremendously high price for peas developed the startling fact that Guilford County, where hundreds of acres each year is sown in peas, is forced to go to California for the seed. A local produce company, the Patterson Company, has within the past few days received a car-load shipment of cowpeas from Stockton, California, on which the freight alone was \$452.28. The invoice for the peas was \$1,468.83. The freight rate reduced to bushels was 66 cents a bushel, which incidentally is one of the lowest rates North Carolina enjoys from the Pacific Coast.

And yet in Guilford as in every other county of North Carolina there are thousands of acres of uncultivated lands which could not only be enriched but made to yield a vast profit with peas selling for as much as \$3 a bushel, much less \$4.50. It is stated that Guilford is only one of practically every Southern county which goes to the Pacific Coast for peas for sowing purposes. The Patterson Company ordered the car from California simply because they could not get peas any nearer home. And after the cross continent haul they are forced to sell at more than \$4.00 a bushel to make any profit at all. It is said that farmers of North Carolina alone will this spring sow more than 100,000 bushels of peas which were shipped here from California or some other equally distant State.

Explaining the lack of home seed, a prominent farmer of Guilford said that it was simply another instance of where the home farmer had overlooked a good bet. He said that notwithstanding thousands of acres were sown in peas in this county every year, there were few farmers who took the trouble to save the peas, even for planting purposes. In practically all cases the vines are cut and used in feeding stock or else turned back into the ground as fertilizer. Peavines are invaluable in bringing up worn or poor land, and as a feed, they are also highly rated.

But why should Guilford and other farmers of North Carolina not save a

More than a bale per acre

That was the rate of yield from Alabama land, top dressed at the rate of 100 pounds per acre with

Nitrate of Soda

It matures cotton before the boll weevil affects it. In drought it keeps the plant from shedding its bolls.

Free Book on the Cultivation of Cotton

which I have prepared, bearing especially on fertilization of cotton and control of the boll weevil; tells how to grow big crops at little cost.

Dr. Wm. S. Myers  
Director  
Chilean  
Nitrate  
Propaganda



17 Madison  
Avenue  
New York  
No Branch  
Offices

few seed and stop sending to the Pacific Coast—saving 66 cents a bushel in freight, if not more? That is a question which every farmer of Guilford should ask himself.—Greensboro Daily News.

A WORD TO THE WISE.

At the meeting of the hotel and restaurant proprietors of New York, in January, the president of the organization said: "We're paying the middlemen too much, when it's plain we shouldn't be paying them a cent. I have a proposition: Let us form a corporation of restaurant proprietors, each paying a share of \$5,000. As a corporation we could purchase our own supplies at wholesale prices, sell them at a nominal profit and thus allow each member to realize a return from his investment. We can obtain prices 50 per cent below those we are paying now."

It is maintained that a thousand members can be enlisted in this organization, which would mean the largest body of food-buyers in the world.

We have been saying much about co-operation among farmers. Here is co-operation at the other end of the line. We are assured there is much enthusiasm among the men committed to the new proposition. Its importance is in showing the really marvelous advance we are making in connecting the producing and consuming interests. This will not be done all at once. It must be through processes of experience—and there

will be many failures; but in the final showing we shall have the farms and the hotels and all the other food consumers in direct negotiation and operation. The point is that the hotel men have begun to move, and they are past masters in system and organization. Wise farmers will watch their work and do something to meet it—that is, the farmers of a neighborhood will see the wisdom of consulting together and seeking to find a working basis for co-operative selling, so that when the hotel men come with their proposals there will be an agency to meet their representative.

We like the hotel men and we like the hospitality of their palaces, but they are not philanthropists, and if they organize for the direct buying of their food supplies it is as certain as taxes that they are going to get every cent they can out of the farmer. Now if the farmer tries to get every cent he can out of them it will be a fair contest and we don't want the farmers to be unprepared when the battle begins.

The middleman's faults are largely sins of commission, or, when he fails to send a check, of omission.—The Country Gentleman.

GETS ABOUT SIXTEEN FOR ONE.

"I shouldn't think you could love a young man who stutters so!"

"Why not?"

"It is such a distressing affliction. It must take him an hour to tell you good-night."

"It does. He not only stutters in his talk, but in his kissing."

Are you a Union man? Then get the benefit of Union prices. Buy what you need for farm and home at cut prices. Send for our special price list—get

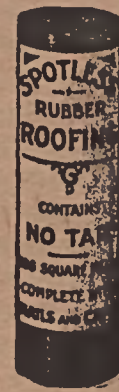
Union Prices Save You Money

The Spotless Co. is recommended by your State Business Agent

the Union proposition—we saved Union men several thousand dollars last year—was any of it yours—Here is the way we do it

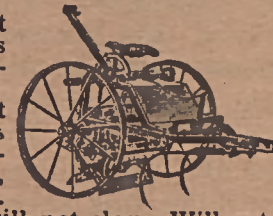
RUBBER ROOFING

Thousands of rolls of our rubber roofing were laid last year on union roofs in North Carolina. Every roof a good one every purchaser satisfied. Every man invariably comes back for more. Carried in two grades. Spotless is a splendid roofing but we do not guarantee it for any particular length of service. Spotless Special the best rubber roofing made and is guaranteed for 6, 12 and 18 years. 1-ply Spotless, 7c; 2-ply Spotless, \$1.03; 3-ply Spotless, \$1.28; 1-ply Spotless Special, 94c; 2-ply Spotless Special, \$1.29; 3-ply Spotless Special, \$1.62. Guarantee provides a new roof free if first one wears out inside guarantee period.



Spotless Stalk Cutters, \$23.

All steel except tongue. Frame is heavy bar steel securely bolted. Wheels turn on dust proof axes. Has seven knives, 36-inch steel wheels, 2-inch flat face tire. Large clearance—will not clog. Will cut any kind of stalks. Guaranteed to do perfect work and prove satisfactory. Cuts stalks 10 inches long. Shipped quickly from Richmond stock.



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Oliver Pattern Plows have been on the market for years and are known everywhere as good, reliable easy running plows. Built for hard service. Repairs always carried for every plow we sell. Our repair parts will also fit other Oliver plows. Union prices save from \$1.50 to \$3.00 a plow, depending on size. Note these low prices. Write for Union price list No. 13 giving you our full line of implements and other farm machinery.



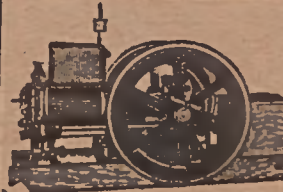
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Easy running, noiseless, drop head—makes as perfect a stitch as any machine made. Guaranteed for 10 years. Don't think of paying \$50.00 or \$60.00 for a machine without first sending for our special sewing machine folder and getting our low Union prices. 30 days free trial. Money back if not satisfied.



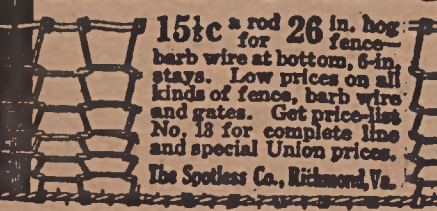
BLUE RIBBON ENGINES

Will deliver more horse power per hour per gallon of gasoline than most of the trust made engines which sell for twice the price. There are no complicated parts. Does not require an expert to keep in running order. Five year guarantee, 30 day free demonstration test. Write or special engine catalog and special Union proposition.



HOG FENCE

15c a rod 26 in. hog barb wire at bottom, 6-in. stays. Low prices on all kinds of fence, barb wire and gates. Get price list No. 13 for complete line and special Union prices. The Spotless Co., Richmond, Va.



The 300 rods hog fence is as good a fence as our merchants want 10c. more a rod for. J. L. Brice, Woodward, S. C.

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