

**WHAT'S THE MATTER WITH US ANYWAY?**

Prices For Farm Products Are Good and the Man Who Farms as He Should is Making Money.

What is getting the matter with our people any how? We have 15 cent cotton, ten cent to 70 cent tobacco, 80 cents to \$1 corn, \$20 to \$25 hay, 60 cents to \$1 potatoes—both Irish and sweet—\$1 onions, 11 cent pork, apples 60 cents to \$1 per bushel; butter 25 cents to 40 cents, milk nine cents to ten cents per quart and other prices in proportion. It looks to me as if here was variety enough of high-priced products to enable us to plan a rotation of crops without resorting to the use of one low-priced product. Fertilizers are very little, if any, higher than they were ten years ago. Planting and harvesting machines are practically the same in price as when prices of farm products were one-third to one-half lower than at present. Good sires, to sire high-priced meat animals, are practically the same price as ten or 15 years ago, when meat was bringing about one-half its present price. Labor in the South is perhaps 25 per cent higher, but the increase in the use of labor-saving tools should easily offset that extra cost. Horses and mules are higher than ten years ago, but these the farmers of the South ought to be producing instead of buying, by this time, and many are doing this.

The writer is well satisfied to leave things alone as they are, and does not care to lend his aid to push prices to such a point that the residents of the cities will demand the free entry of products from lands where labor and soil are so low in price as that a profit can be made in growing products at one-half the price they are commanding with us.

Let our country be flooded with Canadian hay, Argentine meat and corn, European potatoes, etc., and we will have something serious to think about. If our farmers today were making fair average crops on their lands—crops the lands is entirely capable of producing when properly handled—we would hear less about the lack of profit in farming. It is the unprofitable acre and not the price, in my judgment, that is keeping our farmers poor. I heard of a tenant tobacco farmer recently, who said he had so much money this fall,—after selling his tobacco—that he believed he would mix the old cow up a mash composed of bran and dollar bills.

I would not slight the marketing problem, for there are many points connected with the distribution of farm products that will bear the most careful study. Many carloads of perishable products are today shipped to markets that are already glutted, while other centers of population would provide a market at remunerative prices. Many middlemen are undoubtedly taking an unreasonable commission from the producer, and this evil should—and no doubt will—be remedied. Still I would not try to do away with the commission middlemen; for if we should, the farmer must needs turn middleman himself, and thus would his time be taken from the producing end—where it is so much more needed. Then, too, he might develop roguish tendencies and become as big an extortioner as the man he would replace.

One would think our beef-growing farmers might cooperate now in the sale of their products; for it is a fact that the local butcher in the South cannot be induced to pay what good cattle are worth. Many little bunches of steers have been marketed locally at from 3-12 cents to five cents per pound this winter that were actually worth 50 per cent more. It would seem

**EIGHTY-FOUR THOUSAND DOLLARS**

**Can You Grasp the Idea of How Much Money This Is? And Then Part of This \$84,578.91 Was YOURS If You Sold at Some Other House Than Brown's**

**This \$84,587.91 Is the Amount the Farmers of Piedmont Section LOST Who Did Not Sell at Brown's**

**STOP! Now Look At These Figures:**

The total sales to date of this crop 20,050,096 Pounds for \$2,802,228.62

Brown's sold 6406884 Pounds for \$922,444.11

Other Houses 13643212 Pounds for 1879,784.51

**Brown's Average \$14.39**

**Other ouses Average \$13.77**

**Difference of 62 C ts On Every One Hundred Pounds Sold Out of Entire Crop.**

Will you, an independent man, go ahead selling at some other house when you are losing money this way? Shake off the yoke and sell where you get the most money. These are not our figures but the official reports made to President of Board of Trade. We hear that it has been intimated that we are not leading in average. Look these figures over and then ask any one to deny them. We sell tobacco and can produce the goods. Be not deceived. Come on and sell the balance of your crop at Brown's. The big sales are over. In fact the crop is nearly sold, so you can sell at Brown's on first or second sale early and it is a duty you owe yourself to come on to Brown's. We would advise you to sell now. The big companies are all buying. We are expecting you with your next load and will put every pile to the top.

Your hard-working friends,

**Brown, Carter, Simpson & Company**

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First Sale Days for February Every

Tuesday, Thursday and Saturday.

that by unity of action in time of feeding and marketing, a number of small farmers—having each a few head of steers—could unite and ship their product to a central market where it would bring its real value.

The consumer in the local territory is not, profiting by the low price the farmer receives for his cattle; for the man vending beef from 3-12 and four cent cattle is, in the majority of cases, charging city prices for his beef.

There are many important changes that must be made in our marketing system, but the largeness of these problems

should not obscure the main point—viz., that a rich soil, capable of producing large crops of fair-priced products, is what will make the men on the land well-to-do.

Prices may climb so high—during seasons when crop damage is worldwide—as to make the working of poor land by obsolete methods profitable, but thank Providence such times come only once during an ordinary lifetime, and the thoughtful farmer while giving attention to the minor points connected with his business, will, all the time, "have his ear to the ground" listening to

hear of better methods of conserving and increasing soil fertility, and cheapening production. The world is going to give us, for the bulk of our farm products, just about what their cost of production amounts to to the average good farmer and a decent profit added, and the man who fails to grow the average crop, or who lets cost of produc-

tion run up on him, will see hard times.—A. L. FRENCH, in The Progressive Farmer.

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Soothes irritated throat and lungs, stops chronic and hacking cough, relieves tickling throat, tastes nice. Take no other; once used, always used. Buy it at all dealers.

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