

and corn for the cash market, for if he does, and rushes them on the market, as he ordinarily does his cotton, just as soon as harvested, he is apt to be sadly disappointed. For if in 50 years we have not learned to take care of a big cotton crop, do not let any one fool us that our business men are going to take care of a big surplus of grain, hay, corn, or pork rushed on a market that has only one year to prepare to care for it. The farmers must be organized to market food products better than they have ever done with cotton and tobacco or they will be in as bad a fix so far as money goes, I care not what world prices may be.

E. W. D.

#### Farmers Should Advertise

IN THE process of distribution publicity will always be an important asset. Judicious advertising pays the farmer just as well as anybody else, but lots of good farmers haven't learned this important business lesson yet.

Recently a two-line advertisement in the classified columns of The Progressive Farmer brought me something like half a hundred inquiries about a Guernsey bull calf which I had for the market. In answer to the first six inquiries I stated that the first order received would get the calf. The next day a telegram advised me to ship the calf. Then the following day the mails brought a check for \$50 from another section with an order for the calf. Of course in reply to the remainder of the inquiries I had to answer that the calf had already been sold.

The only regret I had was that I didn't have enough registered Guernsey bull calves to supply the demand.

J. Z. GREEN.

#### More Reports From County Union Secretaries

##### Organizing a Rural Credit Society in Richland

WE HAVE five local Unions in Richland County and we hope to secure the organization of two or three more this winter. The Union is getting on fairly well in this county and it is doing some work. Some of the local Unions are receiving new members.

The Union is making some progress in the educational line and is encouraging the development of scientific agriculture. Live subjects are often taken up for discussion at our meetings. We are trying to make some of our local Unions schools for the study of scientific and economic production.

We have a good county business agent and a considerable amount of business has gone through his hands in the line of cooperative buying thereby saving some local Unions and members money in this way.

Among our local Unions, Jackson's Creek No. 829, is probably our liveliest wire, with Horrell Hill No. 199 a close second. Jackson's Creek led off last season in this county in the matter of the cooperative purchase of fertilizer materials for home mixing, saving between \$300 and \$400 on this deal. They are now getting vetch seed and saving to the members in the same way. This local is now leading off in the matter of encouraging the sowing of wheat. Capt. J. N. Harling, a member of this Union, has decided to build a modern roller mill on his place near Dentsville, believing that enough wheat will be sowed in the surrounding country and brought to his mill to warrant the erection of such a plant. Richland County Union is making a canvass to ascertain how much wheat will be sown in this section and is encouraging the sowing of small grain as much as possible. The proximity of a roller mill is an important factor in the wheat proposition.

We have made a movement to organize a Rural Credit Society for Richland County. This is to be mod-

eled after some of the societies in Europe which have been in successful operation for some years. Some of the stock has been subscribed, but we are not trying to carry this through now on account of the cotton situation. We have not abandoned the idea by any means, but are not trying to push it now. It will be taken up later on.

Richland County Farmers' Union is on the map, though it is not claiming to be doing any great things.

J. WHITNER REID,  
Columbia, S. C.

##### Making a Second Growth in Robeson

WHILE the Union in Robeson has not so many members now as in the past, it is taking the second growth, and it seems that the second growth is going to be the best growth. At the first sound of the trumpet hundreds joined the organization through curiosity. To the good of the order, and those who "stuck," they soon dropped out. Those who stood have reaped many profits by so doing.

Perhaps the greatest saving our members have ever made was in buying fertilizers through the Union on the cooperative plan. In the year 1913 something like \$25,000 worth of fertilizer was bought by members of the Robeson division direct from the factories at a saving of several thousand dollars. The exact amount bought through the Union this year in our county is not known. Many of our local Unions buy their seed oats, rye and other seeds on the cooperative plan and save many dollars in that way.

At this time the county business agent, Mr. W. K. Culbreth, is operating a Farmers' Union supply house near the county seat, and is able to sell to the farmers at wholesale prices. Many of the members of the Union are buying through him and saving money on the things they have to buy, though we might add many of them are buying things they should be selling instead.

About six weeks ago the county Union bonded a large warehouse for the purpose of storing cotton, and by placing their cotton in this house many of the farmers, who would have had to sell their cotton, were able to get money on it, and the cotton is still in their hands, or at their command.

There are many ways by which the members of the God-given Union have been benefited by cooperation in Robeson, and one of the things that have helped all the members most is just the fact that they are organized and the merchants know it, therefore they have sold goods in many instances much cheaper, especially fertilizer, than they would have done otherwise.

F. GROVER BRITT,  
Robeson County, N. C. Sec.-Treas.

##### Working for Cotton Gin, Warehouse, and Cottonseed Oil Mill

UNION County's Farmers' Union operates in buying fertilizers and supplies. Jonesville Local has put in a fine cotton ginnery this season. We have been considering a cotton warehouse; also an oil mill. Both, I think, will be erected sometime in the near future. The Union certainly has done good in this county, and is on a boom. I think in 12 months we will be double in membership.

W. V. BENTLEY, County Sec'y,  
Union Co., S. C.

##### Stokesdale Local Wants a New Law

WE NEED not wait any longer for some one to come from somewhere to tell us of the necessity of standing together. We have had the principles of the Farmers' Union told to us by learned men, and this was all good enough in its day. But now the thing is up to us, we have ideas enough and to spare, so let's get in line and make it a go.

Now a word in regard to the fertil-



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**THE PROGRESSIVE FARMER.**

izer situation. Stokesdale Local Union goes on record and adopts a resolution whereby we may know more about fertilizer than we have ever known. We hope that every local Union all over the state will take this matter up and carry it to their county meetings and from there to the state meeting. And then let's try to get some legislation on this thing. The farmer deserves some legislation as well as any other people.

Why not know more about our business? Why not know what we buy when we get fertilizer? We get 8-3-3, 8-2½-3 or 8-2-2. We get potash, nitrogen, phosphoric acid, but we don't know from what source any of the ingredients is derived. Is this fair? We want to see a law enacted and put upon the statute books that every manufacturer of fertilizer shall print this information on every bag.

J. T. WALKER.

Sec. Stokesdale Local No. 1081.

#### NORTH CAROLINA COTTON MARKETS

THE following are cotton and cotton seed prices in the markets of North Carolina for the week ending Saturday, December 5, as reported in the Division of Markets, North Carolina Agricultural Experiment Station, West Raleigh, N. C.:

Northeastern—		
Town	Price of Middling Cotton	Price of Cotton Seed, Per Ton
Ahoke	7c	\$16.00
Aulander	6½ @ 7½c	20.00 @ 21.50
Farmville	7c	20.00 @ 21.00
Fremont	6½c	20.00 @ 21.00
Goffield	6½c	16.00 @ 20.00
Kelford	6½ @ 7c	18.00
New Bern	6½ @ 7c	18.00 @ 21.00
Vanceboro	6½ @ 7c	18.00 @ 19.00
Washington	7c	20.00 @ 21.00
Windsor	6½ @ 7c	14.00 @ 18.00
Winterville	6½ @ 7c	20.00 @ 22.00
Southeastern—		
Fayetteville	5 @ 6½c	\$20.00 @ 22.50
Goldboro	6½ @ 7c	20.00
Kinston	6½ @ 7c	20.00 @ 22.00
Lumberton	6½ @ 7c	20.00 @ 22.00
Maxton	6½ @ 7c	20.50 @ 24.00
Mount Olive	6½ @ 7c	20.00 @ 22.00
North Central—		
Battleboro	7c	\$18.00 @ 20.00
Clayton	6½ @ 7c	18.00 @ 20.00
Kenly	6½ @ 7c	14.00 @ 16.00
Louisburg	6½ @ 7c	16.66 @ 20.00
Pine Level	6½ @ 7c	20.00
Pittsboro	6½c	18.00 @ 20.00
Raleigh	5½ @ 6½c	20.00
Riggsbee	6½ @ 7c	17.00 @ 20.00
Rocky Mount	6½ @ 7c	18.00 @ 20.00
Smithfield	5½ @ 6½c	15.00 @ 20.00
Tarboro	6½ @ 7c	19.00 @ 22.00
Whitakers	6½ @ 7c	17.50 @ 20.00
Wilson	6½ @ 7c	20.00
South Central—		
Albemarle	7 @ 7½c	\$15.25 @ 18.75
Charlotte	7 @ 7½c	18.00 @ 20.00
Cleveland	7 @ 7½c	16.66 @ 22.00
Concord	7 @ 7½c	20.00
Gibson	7 @ 7½c	20.00 @ 22.00
Monroe	6½ @ 7½c	20.00 @ 22.50
Mooresville	7 @ 7½c	20.00
Newton	6 @ 7c	16.66 @ 20.00
Norwood	7 @ 7½c	16.75 @ 18.25
Raeford	7 @ 7½c	22.00 @ 23.00
Shelby	7 @ 7½c	20.00
Statesville	6½ @ 7c	18.00
Virginia—		
Norfolk	7 @ 7½c	

More red and crimson clover seed have been sown in Stanly County this year than ever before. From all reports, too, more wheat, oats and rye have been sown by our farmers this fall than for two decades. There are also signs of more interest in the raising of livestock and hogs.—Stanly N. C., Enterprise.

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