

## HOW FARMERS CAN GET BETTER PRICES FOR COTTON SEED

Pooling the Seed With Those From a Thousand Other Bales and Selling When the Market Is Hungry Gets Results for These North Carolina Farmers

By W. C. Crosby, Charlotte, N. C.

WHEN a farmer drives up to the oil mill with a load of cotton seed on his wagon, he always gets the very bottom of that day's market—or a little less—because, in the first place, it requires about as much time and labor to handle one load as ten, and, in the second place (and this is the main reason), because we know that he has made up his mind to let that load go at whatever price is offered and will not therefore haul it away, even if the price is not very attractive.

The above is the statement of an oil mill manager in a conversation with the writer not many days ago. And that was not all he said. "And more than 90 per cent of the crop is marketed in wagon-load lots by individual farmers either at the mill, the gin, the store, or to some one of our numerous local buyers. That fact (that we have secured the great bulk of the season's seed at virtually our own price) alone makes it possible for us, towards the end of the season, to give 2,150 pounds of 7½ per cent meal for a ton of seed and in addition pay a commission of 50 cents per ton on the seed, when thereby we can get a guaranteed lot of 500 or 600 tons."

So there you are. According to this statement of an oil mill owner and manager, the way to get the very lowest price for cotton seed is to market in small lots just when one happens to have the seed without taking the trouble beforehand even so much as to inquire about the price.

### Increase Prices by Increasing Quantity

IF THAT is the way to get the lowest price—and we prove that it is every day of the season—the inference is plain that the way to increase the price is to increase the quantity involved in the transaction and use better judgment as to time of marketing. But when we remember that the average cotton grower will have, all told, in a season only five or six loads of cotton seed to market, we can easily see that if he puts them all on the market the same day and uses the keenest judgment in marketing, he cannot greatly increase the price. But if two such farmers "pool" their seed—that is, put them together for the purpose of marketing—the chance for a satisfactory deal will be further increased. And it certainly doesn't require an unusual amount of "gumption" to see that by further increasing the size of the pool by the addition of still other farmers, the marketing advantage will be proportionately increased. "The bigger the pile, the better the price."

So much for the theory of coöperative marketing, which to the inexperienced seems the simplest and easiest thing in the world—and thereby hangs the doleful tale of unnumbered failures.

For successful practice, there are a few vital details that cannot be ignored or modified at will. The pool must be more than a mere aggregation of individuals and interests under a simple personal pledge. It must be so firmly bound together by an iron-clad contract, for a definite length of time, that it cannot disintegrate during that time. It must merge a large number of units of interest and control into a single unit whose control over the pool, under certain specified conditions, is as absolute as was the control of the individual farmer over his individual interest before he entered the pool. And finally the interest of the individual farmer must be safeguarded by fixing a specific minimum price at which the pool may be marketed. For all these purposes nothing has

been found "to work" quite so well as the "Agent-owner Contract System." By that system the owner consigns his cotton seed (or other products) to an agent, in definite quantity, for a definite length of time, to be marketed by the agent for sole benefit of owner, and at a price not less than that specifically set out by the owner in the contract.

Here is how the system is practiced in the marketing of cotton seed by the Mecklenburg, N. C., Farmers' Union: The County Union meets at the beginning of the season, or a little before, and elects an agent, sets a definite time limit on the pool, and fixes a minimum rate per ton, cash or exchange. This is done for the sake of uniformity of price and time—so that the whole pool may go at the same price and within the same time, as it would be impossible to handle it if each individual should insert in his contract a different time and a different minimum price. A committee of three is appointed to arrange all minor details, inspect all contracts made by the agent, adjust all differences between individuals and the agent, and fix all commissions. But this committee has no signatory powers in contracts. The purpose of the committee is only to supervise the business in a general way and shield the agent from the accusation of "getting a rake-off" on the deal—and, incidentally, to keep him straight if he should have a tendency otherwise.

Thus far the Mecklenburg farmers, through their agent and committee, have been able to make their deals with local oil mills. After the deal is made, the oil mill is furnished with a list of the individual names and the tonnage of each, and the members of the pool are notified to deliver their seed to the mill, which they do at their convenience but within the time specified in the contract.

### No Longer an Experiment

IN THIS connection it might be well to say that last year an oil mill outside of the county wanted to buy the pool, and offered to send an agent to Charlotte (or to other stations where there was as much as a carload of seed in the pool) to receive the seed and settle for them by the load as they were brought in, either with meal or cash.

The system has passed the experimental stage in Mecklenburg county. It is no uncommon thing there to see a man who is in the pool haul home three bags more of meal out of the seed from one bale of cotton than his neighbor who is not in the pool gets out of the seed on a bale on the same day. It is only fair to say, however, that the effect of the pool is to raise the price of all seed on the local market during the life of the pool. But it has been fully demonstrated that the pool is safe, convenient, and very profitable to all who are in it—and, unfortunately, those who are not, if they wait long enough.

To leave the subject where we began it—the way to get the least out of a load of cottonseed is to sell it alone when the bale is ginned; the way to get the most out of it is to haul it home and pool it with the seed of a thousand other bales and sell when the market is hungry.

**Editorial Comment.**—The North Carolina State Farmers' Union will send a representative to assist any County Union that wishes to inaugurate this system of pooling cotton seed, and farmers in other states who wish copies of this blank can get them by sending a two-cent stamp to Mr. Crosby.

## PURE-BRED LIVESTOCK



### IMPORTED CATTLE, HORSES and SWINE.

The South is destined to be the breeding grounds of America. Your mild winters, long growing season and abundant grasses and pasture lands make it possible and the demand for more food to feed the people makes it a necessity.

English Shires, Clydesdales, Shorthorns, Herefords, Aberdeens, Angus, Yorkshires, Tamworths and Berkshires. For twenty-five years I have had experience in selecting and buying for American breeders stock from the best herds and flocks of England. Commission me. Can furnish best of references. GEO. ELLIS, W. R. G. V. S., GLOSSOP, near Manchester, England.

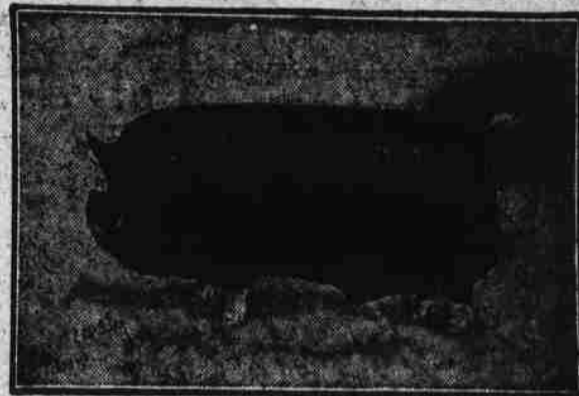


**Co-Operation Makes For Success**  
If you have any cattle for sale or want to purchase any, communicate with this office. Good Shorthorns are in demand.

American Shorthorn Breeders' Association,  
13 Dexter Park Avenue, Chicago, Ill.

### BERKSHIRES

**SELWYN FARMS**  
EDGAR B. MOORE, Prop., Charlotte, N. C.  
BERKSHIRES, HOLSTEIN and JERSEY CATTLE



Lee's Premier 2rd, cost \$1,100, his sire sold for \$1,500, his dam sold for \$1,500.

Keystone Baron Duke, the Grand Champion Boar at the International Live Stock Show, Chicago, 1910.

Offspring of either Boar for sale at reasonable prices. All hogs guaranteed cholera immune.

Registered Jersey and Holstein Cattle. Calves of either sex or breed for sale.

Buy from the best and most noted herd in the South.

Select bunch of fine Pigs, two to four months old. ORDER TODAY.  
**WINDY HEIGHTS BERKSHIRE FARM,**  
Sycamore, Va.

### DUROC-JERSEYS

**DUROC PIGS,** Of the choicest breeding and individual excellence.  
**TAMWORTHS,** Grown on separate farms. Prices right. Satisfaction guaranteed.  
Guaranteed.  
**JOHN D. MORTON,** Russellville, Ky.

**Duroc-Jerseys:** Boars!! Boars!! Purple bred; cafeteria fed; registered and guaranteed. 20% cut for next 30 days, or until we sell 50. Better get yours early. Large litters by mature sows.  
**W. W. SHAY,** Cruso, N. C.

### MONTROSE FARM

**REGISTERED DUROC-JERSEY PIGS**  
Both sexes—not akin. Best breeding. High quality.  
**JOHN F. T. ANDERSON,** Poindexter, Va.

### O. I. C. HOGS

**O. I. C.** PURE-BRED O. I. C. PIGS of the best breeding. Special price on 2-months-old pigs. 140 head to select from. Write for description. A few bred gilts.  
**W. L. OWEN,** R 2, Bedford City, Va.

## How will your silo be filled

You never will settle this important question beyond the possibility of loss till you own your own cutter. Get it this year—now. There's still time to get a

### BLIZZARD

Ensilage Cutter

Even if your dealer is sold out, he can get immediate shipment from the factory. The Blizzard is run by regular farm engine—has enormous appetite—self-feeding saves one man's work—elevates to any height—simple, durable, safe—lasts many years—little or no repair expense. Write today for catalog—ask nearest dealer's name if you don't know—we'll see you are supplied.

**The Jos. Dick Mfg. Co.**  
Box 42, Canton, O.

USING  
**SHEPARD'S**  
FLY GUARD & VETERINARY  
LINIMENT

**Shepard's Chemical Company, Inc., Wilmington, N. C.**

### TAMWORTHS

**Tamworths.** Pigs, bred gilts and boars ready for service for sale at reasonable prices. All well bred and none but good individuals offered for sale.  
**WESTVIEW STOCK FARM,**  
D. J. LYBROOK, Mgr. R. L. Winston-Salem, N. C.

### POLAND-CHINAS

### Poland China and Mammoth Black Hogs

Poland China 4 to 6 months old, Mammoth Blacks 8 weeks old, Now Ready at Great Bargains. Order early to get choice.  
**JOHN A. YOUNG & SONS,** Greensboro, N. C.

### POLAND CHINA PIGS

From Large Progressive Boars and Sows.  
**T. K. BROWN,** MURFREESBORO, TENN.

### HOLSTEINS

### HOLSTEINS

We have for sale a number of the sons of King Segla Fontias Alcarra 2nd, the son and namesake of John Arman's \$50,000 Holstein bull, out of Advanced Registry cows with heavy butter and milk records. They are, by all odds, the best we have ever had, and we have had good ones for years. Will be pleased to supply information concerning them.

**Johnson Bible College,** Kimberlin Heights, Tenn.

### HEREFORDS

Hereford and Holstein Bulls and Females of best quality for sale. Largest registered herd in the South. Write us your wants.  
Giltner Brothers, Eminence, Kentucky.

### JERSEYS

### OAKWOOD FARM

Breeder of Jersey Cattle for 22 Years  
Nothing but bulls for sale at present. Prices from \$40.00 to \$100.00.  
**R. L. SHUFORD, Prop.,** Newton, N. C.

### SHORTHORNS

**SHORTHORN CATTLE**  
Watch for our Shorthorns at the Fairs. Write for prices on what you want.  
**LESPEDEZA FARM,** Hickory Valley, Tenn.

### HORSES AND JACKS

**Kentucky Saddle Horses**  
Stallions, Mares, Geldings and Colts. 15 to 20 per ct. off on every horse on our farms for the next thirty days. Write us today fully describing the horses you want.  
**THE COOK FARMS,** Box 436, Lexington, Ky.

### Percheron Stallion

The undersigned has for sale the yearling Percheron stallion,  
**Corn silk, Recorded Number 113461 in the Percheron Society of America.**  
This colt is sired by Dragon, out of Hermine, an imported mare. Dragon is one of the greatest sires in America and Corn silk's half-sisters won the Futurity Prize at the 1913 International Stock Show.  
This offers a rare opportunity to buy a young stallion whose blood lines cannot be excelled.  
**Lindsey Patterson,** Winston-Salem, N. C.

### The Animals Friend

Your stock is suffering from the torture of biting insects. Your horses and mules do less work, and your cows give from one-fourth to one-third less milk. Protect your stock and increase your profits by using

### Shepard's Fly Guard & Veterinary Liniment

Manufactured from the oils of the Long leaf Pine and guaranteed to protect stock from the torture of all biting insects—horse flies, dog flies, deer flies, mosquitos, ticks, etc. Invaluable for the treatment of sore backs, galls, scratches, chafing, etc. Get a bottle today—guaranteed as represented. For sale at all first class stores. Price, 25c. If your dealer cannot supply you, write

**Shepard's Chemical Company, Inc., Wilmington, N. C.**