

### Six Things to Do in Cotton Marketing

(Concluded from page 13, this issue)

have an even chance at it, it would be better for all except the slick-tongued buyer who under the present arrangement gets the farmer into his place of business and finding him not posted on the market, succeeds in closing him out in a good many cases one cent per pound under its value."

#### Warehousing the Wisest Plan

MANY communities would no doubt be benefited by such an arrangement as our cotton-buyer friend suggests, but the situation would not be greatly improved in some of the markets we know where the buyers absolutely refuse to bid against one another. The solution of the problem seems to us to lie in the warehousing of cotton under the direction of state warehouse commissioners such as have already been appointed in South Carolina and Texas, and the sale of cotton directly to the mills.

It is gratifying to see the aggressive way in which Texas and Texas bankers are taking hold of the warehousing plan. In conversation with some Texas bankers only yesterday, as we write this, we caught something of the spirit in which their state organization is doing this work. The following extracts from a circular sent out by their President and executive committee are worth reproducing:

"Members are urged to obtain copies of the new cotton warehouse bill. Cotton receipts issued by warehouses operating under the new law guarantee weight, grade, delivery and priority of lien.

"Texas lost over five million dollars in country damage on exposed cotton last year, while by placing our cotton in warehouses and marketing it gradually, it would undoubtedly give the farmers a better price and at the same time permit bankers to have their funds invested for a longer period of time, with an absolutely first-class piece of collateral—the very kind of paper most readily available for rediscount with the Federal Reserve Bank.

"We urge all members of the Association to assist this committee in the constructive work of increasing our warehouse facilities. Call meetings of your local merchants and bankers and start work at once to build additional warehouses in your community. Copies of organization papers, forms of warehouse receipts, and other forms necessary may be obtained by addressing F. C. Weinert, State Warehouse Commissioner, Austin, Texas. We also urge you to communicate with the Dallas Chamber of Commerce, which will furnish plans of model warehouses which may be constructed at very low cost."

We presume that Mr. Weinert or the Dallas Chamber of Commerce will be glad to send these documents to any Progressive Farmer reader inclosing a two-cent stamp for them, and the cheapness of the proposed Dallas warehouse plans is certainly surprising. With Texas and South Carolina both so earnestly at work upon the state cotton warehousing, the results of their experiences should soon help other cotton states to work out even more nearly ideal plans for their own citizens.

#### Join With Your Neighbors in Marketing Cotton and Cotton Seed

THE conclusion of the whole matter seems to us to be just this: That while we must work (1) for better laws, regulating cotton grading and (2) for an international conference to revise the cotton tare and (3) for a state warehousing system, the immediately practicable thing is

for cotton farmers in every neighborhood to get together now—they ought to do so before August 10—and arrange for pooling sales of both cotton and cotton seed. By marketing 50 to 500 bales together they can get fairer grading, and more competition in buying, and increased profits from both these sources. Or if they wish to hold cotton it will be easier to get advances on fair terms if a group of farmers act together.

Nor should it ever be forgotten that there are just as great money-making opportunities in cooperative marketing of cotton seed as in cooperative marketing of cotton. In fact, there is such general lack of information as to standard cotton seed prices, or as to the basis of exchange for meal, that all sorts of shameful variations occur—far more extreme variations than take place in cotton itself. In an investigation we made some months ago we found prices the same day ranging all the way from \$16 a ton to \$33 a ton. Similarly some farmers get 1,500 pounds of meal in exchange for a ton of seed, and others 2,100 pounds.

The cotton growers of the whole South naturally wish better prices for their great staple crop. Why then should they not unite on the "Six Things to Do" set forth on page 13?

#### NORTH CAROLINA FARMERS' INSTITUTES

Look Over This List, See Which Ones Are to Be Held Nearest You, and Help Get All Your Neighbors to Attend

FOLLOWING is the list of Farmers' Institutes to be held in North Carolina this summer. Please look over the list and make a note of those to be held in your county and help spread the news throughout your community:

- Alamance—Elon College, July 24; Woodlawn School, July 27; Springs Graded School, July 28.
- Alexander—Taylorsville, Aug. 2.
- Alleghany—Whitehead, Sept. 29; Glade Valley, Sept. 30; Sparta, Sept. 30.
- Anson—Ansonville, July 31; Morven, Aug. 18.
- Ashe—Scottville, Sept. 28; Grassy Creek, Sept. 27; Jefferson, Sept. 25.
- Avery—Banners Elk, Sept. 20.
- Buncombe—Swannanoa Test Farm, Aug. 14.
- Burke—Mt. Pleasant, Aug. 3.
- Cabarrus—Rocky River S. H., Aug. 13; Reimer S. H., Aug. 14.
- Caldwell—Granite Falls, Aug. 5, Oak Hill, Aug. 6; Patterson School, Aug. 7.
- Caswell—Leasburg, July 23; New Hope S. H., July 24.
- Catawba—Dr. Foard's Store, Aug. 4; St. James School, Aug. 9; Lenoir College, Sept. 18.
- Cherokee—Andrews, Aug. 6.
- Clay—Ogden S. H., Aug. 4; Hayesville, Aug. 5.
- Cleveland—Shelby, Aug. 9; Casar, Aug. 10.
- Davidson—Kennedy S. H., July 27; Reeds, July 28; Freedom S. H., Newsoms, July 29.
- Davie—Jerusalem, Aug. 6; Cana Academy, Aug. 7.
- Durham—Lowe's Grove School, Aug. 18; Mineral Springs High School, Aug. 19.
- Forsyth—Clemmons, Aug. 10; Burke's Grove, Aug. 11; Belews Creek, Aug. 13.
- Gaston—Sunnyside S. H., Aug. 7; Stanley, Aug. 11.
- Guilford—Pleasant Garden, July 23; McLeansburg, July 29; Battleground, July 30.
- Haywood—Rock Hill S. H., Aug. 9; Rock Spring S. H., Aug. 10; Bethel High School, Aug. 11.
- Henderson—Green River, Aug. 17; Dana, Aug. 18.
- Iredell—Farm Life School, Harmony, July 30; Test Farm, Statesville, July 31; Linwood S. H., near Mooresville, Aug. 10.
- Jackson—Callowhee School, Aug. 3.
- Lincoln—Reepsville, Aug. 5; Lincolnton, Aug. 6.
- Macon—Maxwell Home & School, Aug. 24; Otto, Aug. 25; Higdonville, Aug. 26.
- Madison—Marshall, Aug. 12; Mars Hill, Aug. 13.
- McDowell—Marion, Aug. 2.
- Mecklenburg—Dixie, Aug. 12; Huntersville, Aug. 12; Carolina Academy, Aug. 13.
- Mitchell—Bakersville, July 24; Spruce Pine, July 26.
- Montgomery—Troy, July 24; Mt. Gilead, July 28.
- Moore—Carthage, July 22; Aberdeen, July 24; West End, July 26.
- Polk—Columbia, Aug. 19.
- Randolph—Pleasant Ridge, July 22; Farmer, July 26.
- Richmond—Rockingham, Aug. 19.
- Rockingham—Reidsville, July 26; Bethany High School, July 31.
- Rowan—Mt. Ulla, Aug. 11; China Grove, Aug. 16.
- Rutherford—Union Mills, Aug. 3; Walls S. H., Aug. 4.
- Stanley—Norwood, July 29; Endy S. H., July 30; Richfield, Aug. 17.
- Stokes—Walnut Grove, Aug. 5; Dillard, Aug. 12.
- Surry—Piney Grove Church, Aug. 14; Antioch School House, Aug. 16; Pilot Mountain, Aug. 17.
- Swain—Bryson City—Aug. 7.
- Transylvania—Blantyre, Aug. 16.
- Union—Indian Trail, Aug. 14; Waxhaw, Aug. 16; Marshville, Aug. 17.
- Watauga—Boone, Sept. 23; Valle Cruces, Sept. 21; Sugar Grove, Sept. 22.



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