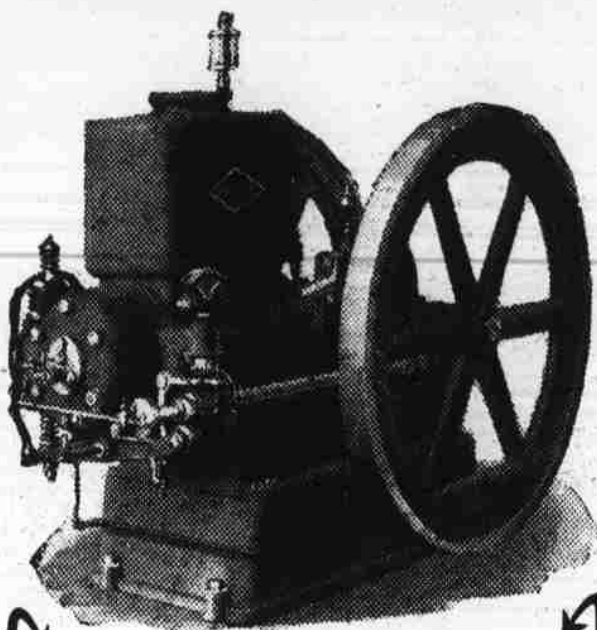


Here's Your Chance.



We have 50 4 H.P., 50 6 H.P., 50 8 H.P. that we are going to offer at a price less than half our regular price—even lower than cost of production.

4 H.P. Engine complete, \$98.00
6 H.P. Engine complete, \$130.00
8 H.P. Engine complete, \$150.00

These engines are our most recent design, have our very latest improvements and operate on either Gasoline or Kerosene. They are not in the class with the low price, cheap engine, but are large, powerful and built for heavy duty, durable, long and satisfactory service.

Remember only fifty of each—when these are sold no more will be offered at this price.

Our company has a reputation for honest construction, square dealing, reliability and perfectly designed machinery, worth over half a million dollars, has the largest and most complete works in the South, and has been manufacturing high-class machinery for practically half a century.

Don't Delay—Act Now.

Tomorrow may be too late, for these engines will not stay on hand long. Clip this ad, mail to us, and we will ship you without delay either size you desire. Simply check off the one you want, write your order and engine will be shipped without the usual cash requirements.

COULD WE OFFER MORE?

Remember—only fifty of each. This is your chance to get a high-grade engine at a price lower than ever offered before.

**Southern Engine & Boiler Works,
JACKSON, TENN.**

We also make high grade steam engines, saw mills, grist mills, feed mills and ensilage machinery. Write us your wants.

Don't forget the Slippage

With 8 plows, 8% lost in slippage. That is what a round-wheel tractor concern publicly admits.

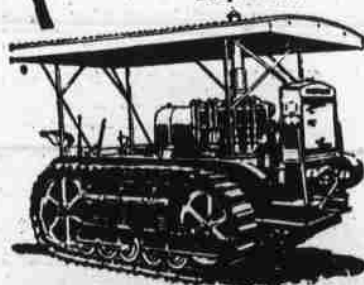
CATERPILLAR

Reg. U.S. Pat. Off.

Don't say Caterpillar unless you mean Holt!

But the Caterpillar can't slip. It's all feet and it's got them all on the ground. It's geared to plow at 24 miles per hour and you get 24 miles of furrow—not 14.

And it stands up. One owner says: "Three years and hardly a cent for repairs." Ten years in the field—2000 in use in 25 countries. See it at both California Expositions. Get Catalog J 262, and up-keep costs.



**The Holt
Mfg. Co.**

[Incorporated]
Peoria, Ill.
50 Church St., N.Y.
Stockton, Cal.

ENGINE BARGAINS

**2 Gas Engines at a Sacrifice
Both New**

1 High Grade Foos—4 H.-P., the other a 2½ H.-P. Detroit.

Write for description and cash prices. Both great bargains to sell them now.

JOB P. WYATT & SONS, Raleigh, N. C.

The Progressive Farmer advertisers are guaranteed.

ANY NORTH CAROLINA FARMER CAN GET HELP IN MARKETING

Read Here the Numerous Ways in Which the Division of Markets Offers Assistance and Then Write Prof. Camp for What You Want

W. R. Camp, Chief, Division of Markets, N. C. Experiment Station, Raleigh

THE Division of Markets of the North Carolina Department of Agriculture and Experiment Station helps four classes of people to sell or buy farm products: (1) **individual farmers** who desire to find a new or better market; (2) **organizations of growers** who desire information in regard to the market demand in different states; (3) **merchants** in and out of the state who desire to be put in touch with farmers or farmers' organizations which have certain products for sale; and (4) **consumers**, either farmers or townspeople, who want to know where they can buy a farm product not grown or found in their neighborhood.

One incident will help to make clear the situation in regard to the marketing problem of the individual farmer. A farmer who had 4,000 bushels of corn for sale wanted 85 cents a bushel for it. The local market was paying 65 cents a bushel. He had good corn; the local buyer knew it. Rather than sell his corn for 65 cents the farmer said he would hold it. The buyer replied that the market was already over-supplied, a common condition of local markets. However, he finally offered to pay 82½ cents a bushel. The farmer closed the contract at this price. This one day's bargain netted him 17½ cents a bushel or \$700 profit over what the local market price would have brought him for his 4,000 bushels.

Now the grower knew his business or he could not have made this profit. The Division of Markets had furnished him Chicago quotations and the freight rates from Chicago and from his own loading point to the leading markets in North Carolina. Knowing the Chicago quotations for Western corn and its freight rates, as shown in our published reports and circulars, any farmer can calculate to a fraction of a cent what he should receive for corn net at his own loading point if he is to be paid for it the same price as for the same grade of Western corn delivered in North Carolina.

How Farmers and Merchants May Use a State Division of Markets

IN THIS way the Division of Markets can help any large grower to get a fair price for his products. This office sends any farmer who requests it a copy of its weekly price report. If a farmer does not know where to sell, we will send him the names of any dealers in any of the towns in which prices are reported to be highest in the weekly price circular. Merchants also prize our price reports for they show them where it is possible to sell and buy to best advantage. We furnish buyers lists of growers so they can communicate directly with the growers.

Is this all this office needs to do to help farmers market their crops? No. This is only a drop in the bucket. The individual farmer is frequently too busy putting in crops to pay much attention to our marketing circulars, weekly price reports, and quarterly Market Bulletins. The merchant sometimes does not like to buy of an individual farmer by wire or letter. The product may not arrive at the time and in the amount desired. Besides the grade of the product may not suit him when it finally does come.

As soon as there is much of a crop grown in any section, local and traveling solicitors come into existence to buy the farmers' products. This method of sale has proved very unsatisfactory. Whenever the farmers come to depend upon the local market, traveling and local solicitors occupy the position of monopolists and

can, if they choose, depress prices.

This office is now engaged in showing the farmers of Hyde County how they are losing \$80,000 a year on their corn and soy beans, those of Beaufort County \$25,000 a year on their potato crop, and those of Duplin, Columbus and Wayne Counties untold amounts on their strawberry crops.

Even when traveling salesmen pay all the market will stand, the costs of distribution are necessarily high. Ten traveling salesmen to a market will mean \$25 a day each at least or \$250 a day for one market for salary and traveling expenses. The farmer has to pay for all of these expenses.

Organization to Grade and Advertise the Products of a Community

THEN the distributing houses do not receive what they want. When each farmer follows his own whims in grading, there is no possibility of buying carload lots of a uniform grade of one standard variety. Naturally the large distributing houses are in favor of the farmers organizing to standardize their shipments. This office is only in a position to push the sale of branded goods. Farmers who have a responsible organization can best cooperate with us to insure grades and to advertise the products of their community.

One of the chief functions of this office is to canvass the trade to find out the particular demands of different markets in states east of Chicago and New Orleans. This canvass has been made to inform ourselves of possible market needs for North Carolina butter, potatoes, apples, strawberries, lettuce, and other fruit and vegetables.

The first step toward organization is to show the farmer the costs and defects of the present system of distribution. This work has been started for corn, potatoes, strawberries, apples, eggs, and cotton. We are putting farmers in a position to choose between the higher costs and lower prices of the present unsystematized method of unloading farm products upon too few markets and the lower expense and higher prices which an organization for properly grading and distributing farm products can bring about.

To Grade Cotton

LAST summer the Division of Markets worked in cooperation with the Office of Markets, United States Department of Agriculture, to grade cotton for the farmers of one county. This has been estimated to have saved the farmers of the county \$20,000. A large farmer could demand that the local buyer recognize the grades of the government grader or say he would ship his cotton to Norfolk. We found that the small farmer could not force a recognition of grades. The only way that the small farmers can reap the same advantage as the large farmers is to **combine with other farmers so as to be able to ship in large amounts.**

In a survey of the mills of the state which the Division of Markets has made to determine the nature of the demand of our North Carolina cotton mills, we found that 106 mills were interested in receiving "offers of cotton from financially responsible organizations of producers in case the cotton was stapled, graded and classified in large lots by competent men furnished by the Federal or state government." Seven mills indicated that they were not interested in Government grading and thirty were non-committal. All large buyers should welcome this work, as it will save them the expense of employing a large number of local agents. When farmers are organized to grade, sta-

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ple, and classify cotton in large lots, then mills and buyers in general may buy the product direct from a growers' organization by wire or letter on the basis of standard grades. Organizations of producers will thus fit into the needs of the larger organizations which are coming to prevail in the cotton buying and cotton manufacturing business.

By provision of the law passed by the last Legislature it is possible for counties to appropriate funds to work in cooperation with the Division of Markets to get their cotton graded.

To Give Farmers Better Credit Rating—Organize Credit Unions

THE problem of credit may enter into all of these marketing problems. Without reasonable-priced credit, advantageous sales cannot take place. So the organization of inexpensive credit facilities among farmers was made a part of the marketing work of this office by the last Legislature. Every farmer knows he cannot hold his cotton for better prices unless he has credit. The California Fruit Growers' Exchange could not do a business of \$14,000,000 a year on a small capital unless the members could wait for their returns until their fruit could be advantageously sold. Farmers who have to pay 38 per cent more for their supplies bought on credit than for cash are in no position to market anything for themselves. From the following titles of circulars which we have published will be seen the campaign of education which this office has started:

"Credit Unions as Provided for by the Last Legislature—Who May Join."

"An Increase of the Supply of Credit Through Saving. The Need of Having Sources of Credit Independent of the Credit Facilities Outside of the State."

"Developing Credit in the Country. Credit Unions Become Societies to Promote Agriculture."

The greatest and most successful business organizations have been brought into existence because some one or group of men were in a position to force the others to join in order that the promoters might make several millions of dollars from forming the organization. Farmers will not organize when they suspect that others are going to profit by the deal and no one can make them.

The business of the Division of Markets is to show farmers that the cooperative form of organization for sale of farm products and for the purchase of farm supplies, and the credit union for organizing new credit facilities among farmers as provided for by the North Carolina Legislature, is planned to protect every farmer in his rights.

Bulletins may be had and meetings arranged to submit plans for organization upon application to the writer of this article. Whenever farmers are in earnest and show that they mean business, steps will be taken to work out the whole form of organization with them. In the meantime let every farmer get wise as to his interest.

Home economics has taken that three-legged stove in hand that would not draw, taught the woman how to clean it, the principles of the flue and draughts, building fires, above all, how to buy, cook and serve the food that was to go into the stove. Woman has not only had to be taught how to use the stove but she has been taught that she is worth a new stove, with four good solid legs, that a stove which could save her time, money and disposition was worth more than a spring suit. Domestic science has even helped to see to it that Johnny brought in the coal, helped clean the stove, that Mary helped mother cook, and that human life, health and joy are the greatest things on earth.—Mrs. Olaf N. Guldlin.