

# THE PROGRESSIVE FARMER

AND SOUTHERN FARM GAZETTE

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## PICK COTTON QUICKLY AND SELL IT SLOWLY

HERE'S the slogan and shibboleth we would suggest to cotton farmers now—Pick Cotton Quickly and Sell It Slowly. In the matter of picking the importance of promptness—the utmost promptness—was very effectively summed up by a former State Demonstration Agent who recently declared in our columns:

"From careful observation we are certain that under average con-

ditions a field that will turn out ten bales of cotton if picked in September and October, will hardly make more than eight bales if left in the field until December or January. Then the reduced price due to poor grades will probably result in further loss to the value of two more bales. *In other words, the man who, instead of picking his cotton as it opens, leaves it in the fields until late fall or early winter, suffers an average loss of around 40 per cent of its total value.*

and flooded markets, prices financing later, as was the case last season. Millions of bales rushed on to the early market were sold at six and seven cents last fall, but it was ten cents before planting ended. What then ought a 12,000,000 bale crop to be bringing by 1916 planting time?

2. Warehousing is the key to success here, and a state warehousing system is needed in every state. Notice Mr. McLaurin's report that



READY FOR THE HARVEST

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ditions a field that will turn out ten bales of cotton if picked in September and October, will hardly make more than eight bales if left in the field until December or January. Then the reduced price due to poor grades will probably result in further loss to the value of two more bales. *In other words, the man who, instead of picking his cotton as it opens, leaves it in the fields until late fall or early winter, suffers an average loss of around 40 per cent of its total value.*

The utter wastefulness of many of our folks in this respect is almost sickening. Men, women and children will work through the hottest days of summer to keep the cotton cultivated and free from grass, and then throw away their profits by failure to pick promptly when the gentler warmth of autumn makes it a joy to be outdoors.

The farmer's profits are none too large when he gets the biggest prices the market offers. Let him not throw away by careless and delayed picking any hard-earned dollars so much needed by his wife and children. Let's pick the cotton quickly. And then let's sell it slowly. All the articles in this week's paper point clearly to the wisdom of this course.

1. Authorities point out the great depression every season from "distress" cotton

farmers can borrow 80 per cent of the value of the cotton stored in the South Carolina warehouses. And notice Mr. Harding's report that the Government will stand behind the banks in financing the crop.

3. Warehouses are also needed to prevent the weather-damage to bales left out in the open after they are ginned—a loss which Mr. Nathan

Adams on page 7 estimates at \$25,000,000 a year to Texas farmers alone. This is shameful.

4. Notice also that the Arkansas Farmers' Union is helping farmers grade their cotton and sell both cotton and cotton seed in pools—work farmers in every county should organize and do for themselves. Why not in your county?

It's easy enough to blame England and the government and everybody else a thousand miles away, but the first thing to do is to get right in our own cotton patch by having the cotton picked quickly; then take in the neighborhood by getting neighbors to hold, grade, warehouse and sell together; then reach the market town by having a committee interview the bankers there and get them right, and then take in the whole state by demanding a state warehouse system.

*Pick quickly and sell slowly and the twelve-cent battle will be won!*

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