



Peruvian Mixtures

FOR YEARS Peruvian Guano has been the world's richest fertilizer for tobacco. No other fertilizer compares with it. For this guano is the excrement of the fish-eating pelicans that throng the rainless coast of Peru, and adjacent islands, and contains elements utterly lacking in man-made fertilizer. Never could chemists imitate it!

Peruvian Guano, when balanced with other high-grade materials makes the ideal fertilizer—for in this way we can suit it to all soils and crops. Yet, it costs no more than good commercial fertilizer of like analysis. We have joined Nature's skill in making to man's skill in mixing.



We want to send you a book about Peruvian Guano and Peruvian Mixtures. Write for a copy today. Get prices and full information before we are entirely sold out of the fertilizer that can supply Potash.

Peruvian Guano Corporation
CHARLESTON, - - SOUTH CAROLINA.



THE large clover plant in this cut was inoculated with the proper kind of legume bacteria; the smaller one was not inoculated. The wisdom of using legume cultures for clover, peas, beans and so on, is therefore apparent.

The Commissioner of Agriculture for North Carolina is distributing inoculating material for all the legume crops at 40c an acre and can make prompt shipment. Address **W. A. GRAHAM**, Commissioner of Agriculture, Raleigh, N. C. when ordering this material.

Our Farmers' Union Page

Devoted to Education, Organization, Cooperation and Marketing

J. Z. GREEN, E. W. DABBS, C. G. WRIGHT, Contributing Editors

TOPICS FOR DISCUSSION IN LOCAL UNIONS

- MARCH—(1) Advantages of Cooperative Purchase of Fertilizers and Value of Home-mixing
(2) How Can We Best Avoid "Time Prices" Usury This Year?

COÖPERATIVE ADVERTISING SOLD 10,000 POUNDS OF BUTTER

If Farmers Are to Make Profits Business Men Make, They Must Advertise as Business Men Do—And Farmers Can Coöperate in Advertising as Well as Direct Marketing

IN DISCUSSING the commercial fertilizer situation in your Local Unions, with a view to coöperative purchases, wouldn't it be a good time to try out some experiments with Japan clover, velvet beans, soy beans, etc., as fertilizing crops? Now is the time to buy seeds at best prices, and by coöperating in the purchase you can get some concession in price, for large quantities.



MR. GREEN

And in this connection I would emphasize the importance of using business methods in both buying and selling. In the eastern part of the state members of the Farmers' Union have soy beans for sale. In other sections farmers do not raise their seed soy beans and are in the market for them.

* * *

The most practical and economical way of bringing buyer and seller together is to adopt modern methods of giving your business publicity in the advertising columns of publications that reach prospective buyers. A small advertisement placed in the classified advertising columns of agricultural papers is the best way for a Local Union to find purchasers if the product is to be consumed by other farmers.

Our members living in the mountain section could profitably adopt the same method of getting in touch with farmers in other sections who would buy apples. Last fall I had frequent inquiries from members of Local Unions in the middle and eastern section of the state as to where they could buy apples direct from growers, and yet no advertisements appeared from any Local Union in the mountain section that had apples for sale. The secretary of a Local Union can place an advertisement of the things all the members have for sale at practically the same price it would cost a single member to advertise.

This coöperative advertising is a money-saving proposition.

* * *

Advertising in city papers is another economical way of reaching city consumers. By using the advertising columns of city dailies a few Local Unions in my county have established a parcel post butter trade which last year amounted to ten thousand pounds—and this quantity will probably be increased 100 per cent in this year's shipments.

The same method can be used for selling eggs, sausage, early vegetables, etc. The secret of establishing direct trade relationship between producer and consumer is in using advertising columns of papers that reach the prospective buyers, and just an occasional advertisement will usually be sufficient to bring the desired results, if the publication used has a large circulation and reaches the class you want to reach.

Don't forget that it matters not

how much you have to sell, you'll stand a poor chance to find the best markets unless you let it be known, and there's no quicker or cheaper way than to use advertising columns to make your coöperative sales, just as the more progressive farmers frequently do to make individual sales.

J. Z. G.

Township Spelling Contest

DID you ever hear of a township spelling contest? These were very successfully conducted in this county last year and were productive of much good. Realizing the importance of better spelling, and with a view to increasing interest in this too much neglected branch of study, the county teachers' association offered a \$10 gold medal to the champion speller of the county. Each school was asked to hold a contest for the selection of two contestants to the township contest, and in like manner this township spelling bee was to select two champions to the county contest. Contests were held in each of the townships, and in most of these the occasion was made a gala day for the cause of education. The people of the community took a day off, carried dinner out to the place of meeting, speakers—mostly local—were secured, and the entire day was given over to the task of stimulating the work among the various schools represented.

If you have never undertaken a movement like this you will be delighted at the results. The renewed interest in the subject of spelling, the increased interest of the patrons in the school work, and the impetus given the cause in many ways will amply repay you for the extra work entailed.

Why not see the other teachers of your township and endeavor to interest them in this matter? A successful township spelling bee may be conducted whether a county contest is held or not.

C. C. W.

A Graduated Land Tax Needed

AMONG all the rural credit plans that have been introduced in Congress, the plan to help the landless man to get land seems to be conspicuously lacking. There can be no satisfying rural life except among a home-owning population. Any system of rural credits that does not, through government aid, provide a way for thrifty tenants to acquire lands under long-time contracts, say 20 to 30 years, at low rates of interest, with no prospect of foreclosure as long as the amortization payments are made, will be inadequate.

Absentee landlordism and tenantry are already undermining our rural civilization. Providing liquid capital for the man who already has fixed capital in form of land assets, merely to enable him to make more farm products, is a salve treatment and it doesn't go anywhere near the root of the disease. Something must be done for the tenant farmer and for the poor young man of good character who has little or no money, if they ever become home-owners, and it is idle to talk about any plan that does not provide Government aid to the full value of the lands purchased. The Federal Government must take up this problem, for it can be handled through no other agency.

Closely associated with this absentee landlord and tenant menace is the land-hog and his holdings. There is no way to reach these speculative parasites except through drastic legislation, both state and National. Large land holdings should be taxed at an increasing ratio so that it will make it unprofitable to continue to

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83c PER ROLL

When writing to advertisers say: "I am writing you as an advertiser in The Progressive Farmer, which guarantees the reliability of all the advertising it carries."