



EASTERN EDITION
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"You can tell by a man's farm whether he reads it or not."

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UNLESS crowded out by still more important matter the following articles will appear in next week's Progressive Farmer:

- Taking Vacations and Getting the Most From Them.
- Breeds of Livestock—Spotted Poland-Chinas: Description and Characteristics.
- Early Summer Work With Tobacco.
- The World's News: A Monthly Review.
- A Successful South Carolina Farmer—L. I. Guion of Lugoff.

THE Georgia Fruit Exchange estimates that the 1920 peach crop of the state will amount to 10,000 carloads which will bring not less than \$10,000,000.

A SLIGHT error with regard to fertilizing hay crops occurred in T. B. Parker's article last week. Mr. Parker intended to recommend 200 pounds nitrate of soda for Sudan grass and 500 pounds acid phosphate for other hay crops recommended.

THE United States Department of Agriculture has reported the condition of the cotton crop on May 25 at 62.4 per cent of normal. The condition of the crop is reported as poor to bad in all the cotton states, and according to the Department the condition on May 25 represents the lowest mark reached in its record of fifty years.

"A SYSTEM of Records for Local Farmers' Mutual Fire Insurance Companies" is the name of a new Department Bulletin, No. 840. This bulletin will be of interest to every officer of a mutual fire insurance association. A copy may be had from the Division of Publications, United States Department of Agriculture, Washington, D. C., for five cents.

IT IS gratifying to find our literary colleges and universities giving increased recognition to leaders in agricultural work. A noteworthy example was the action of Davidson College at its recent commencement in conferring the degree of Doctor of Science upon Prof. B. W. Kilgore, Director of our North Carolina Experiment Station and Extension Service.

NO MATTER how pressing farm work may be, Sunday school leaders should give some attention to helping along the summer social life of their neighborhood. In winter, bad roads frequently offer excuse for social stagnation, but this excuse will not hold good in summer. It is at this season when farm folk can most easily get about—and it is at this season, because of hard work, that they are in most need of recreation.

NORTH Carolina wool growers who have not already engaged their wool should write Chas. S. Jones, State Livestock Marketing Agent, Raleigh, for plans for cooperative wool sales to be held soon in Asheville, Greensboro and Washington. A postal card will get any farmer fully informed and may save him considerable money. The North Carolina Board of Agriculture at its meeting last week arranged to send two men to visit the woolen mills in this state with a view of securing advantageous terms for our farmers in the exchange of wool for blankets and cloth.

THE Weather Bureau in Raleigh reports less than one-fourth as much rain in May as we usually have during that month. The total precipitation for May, 1920, at Raleigh was only 1.03 inches against a normal rainfall of 4.89 inches. The average winter day this year was about 2 degrees cooler than usual and the average day this May was nearly 5 degrees cooler than the average May day during the last 34 years. Altogether May, 1920, was the coolest and driest May since the establishment of the weather bureau in Raleigh and similar reports come from other parts of North Carolina.

WHAT subjects would you like to hear discussed at the North Carolina Farmers' Convention and Farm Women's Convention at West Raleigh, August 24-26? The officers are very anxious to get suggestions from every interested North Carolina farmer or farm woman. Name any subjects you would like to have discussed, name any speaker you would like to hear at the meeting and also suggest any exhibits or demonstrations you would like to see. A cash prize of \$10 will be given for the best list of suggestions mailed to President Clarence Poe, Raleigh, on or before June 22, and five cash prizes of \$1 each for the five best lists of ideas.

Protection for Fruit Tree Buyers

EVERY farmer who buys fruit trees—and that certainly ought to mean every farmer—is to be congratulated on the fact that steps have at last been taken which should largely eliminate the fraudulent fruit-tree agents who have heretofore swindled so many people.

For years and years the best nurserymen in America have realized that they were suffering because untrustworthy and irresponsible nurserymen permitted or encouraged fraud on the buying public. Consequently, these reputable and honorable nurserymen have at last gotten together and have organized an association which will at once protect both them and the public. This association is known as "The American Association of Nurserymen." It has adopted a trade-mark consisting of a neat design with the words "Trustworthy Trees and Plants."

The members of this Association are determined to admit no nurseryman as a member unless he has a reputation for honesty and fair dealing. Every farmer who has to buy fruit trees hereafter will do well to make sure that the nurseryman from whom he orders is a member of this "American Association of Nurserymen" and proves this by use of the official trade-mark.

Co-operative Marketing Means Better Production

THE increased price, or the larger net returns from the cooperative marketing of farm products has been given undue prominence. No doubt better prices have been received and these may have been and probably were amply sufficient to make the efforts profitable, but the indirect results are even more valuable.

Better marketing and especially cooperative marketing is the greatest aid to better production. When a product from several farms is pooled or marketed collectively, the quality of the individual farmer's product and the specific defects which it may have are brought to the attention of the producer in the most forceful way possible. He suffers a reduction in price, and the fact that his neighbors receive a better price on the same market and under identical conditions drives home the lesson that the quality and condition of a product determine largely its market value. When he markets his product separately he may excuse or explain a lower price on the ground that the market was off the day he sold, or that some prejudice or combination was responsible for his failure to get as much as received by a neighbor, but if his product is marketed along with that of his neighbor by the same person and under identical market conditions and brings a lower price, and this is repeated a few times, the lesson is surely driven home that the quality or condition of the product is responsible for the difference in price received. This effect surely comes and is driven home with force no matter where the grading is done. Collective marketing is the one sure and effective means of securing the production of better products and the putting of them in the best condition to meet market demands.

But perhaps a still more important result of community or cooperative marketing is the force which it exerts toward securing uniformity in variety and kind of products.

The statement is often made that it is of great value to any community to produce the same va-

riety or kind of product and in large quantity. For instance, a half dozen men pool their cotton crops. The fifty bales are marketed together, but of course each bale is sold on its own merits. There may be one bale that at present would bring seventy-five cents or one dollar a pound and others that would bring thirty cents, forty cents, and sixty cents a pound. The man who sells the bale for thirty cents is much more likely to look into the reasons why his neighbor's bale brought seventy-five cents or one dollar a pound, under these conditions, than if he sold his bale separately for thirty cents and heard that his neighbor got one-dollar a pound. He learns that there is a difference in the cotton besides its color and freedom from dirt, and the length and quality of staple play a part. The result is that he is likely to try the variety which brings the much better price for his neighbor, and this cooperative or collective marketing in a short time is likely to lead to the community's arriving at a conclusion as to what are the best varieties to grow on their soils and in their section. The advantages to the farmers in a community or county growing similar varieties of cotton, corn and other crops, raising the same breeds of livestock, and in putting their products on the market in uniform condition and quality and in large quantities are simply beyond belief to those who have not learned the lesson in the way which collective marketing surely teaches it.

These lessons of the value of uniformity, quality and quantity in the products marketed are worth much more to the farmers of the South than any increase in price which they will receive through cooperative marketing, even though we admit the fact that the direct increase in price alone is sufficient to make such marketing desirable.

Watch the Tobacco Markets This Year

THIS year we believe our tobacco farmers should watch the opening of the markets and the trend of prices with more than usual caution and concern. As one North Carolina farmer writes us, there seems to be a "disposition on the part of various tobacco companies and trusts to hammer down the price of tobacco in North Carolina this year, as was done in South Carolina last year when the crop was bought for less than 25 cents average".

Farmers must not only be on guard against the market's opening too low, but must also be on guard against selling any part of their crop before they know just what the range of prices is likely to be. One season several years ago when the South Carolina tobacco markets opened at a considerable advance over the price of the previous season, a number of pin-hookers traveled over our eastern counties and bought tobacco from our farmers ahead of time at shamefully less than tobacco was then bringing on South Carolina markets.

In this connection we call attention to the fact that the United State government reports a considerably smaller quantity of bright yellow tobacco, Virginia sun-cured, and Virginia dark in the hands of growers on April 1 this year than on April 1 last year. The total quantity of leaf tobacco in hands of American manufacturers and dealers on April 1 as compared with April 1, 1919, was divided as follows:

	1920	1919
Imported types	82,076,968	67,798,743
Cigar types	328,724,633	303,565,869
Chewing, smoking, snuff and export types	1,179,823,043	1,255,869,264

Of the "chewing, smoking, snuff and export types"—which includes the kinds grown by our Virginia, North Carolina, South Carolina and Georgia farmers—the quantity of each sort on hand April 1 of this year as compared with the quantity on hand April 1, 1919, is as follows:

	1920	1919
Burley	328,135,558	333,912,305
Dark District of Kentucky and Tenn.	353,386,528	394,027,730
Virginia Sun-cured	9,238,472	10,479,696
Virginia Dark	48,530,911	59,590,503
Bright Yellow District of Va., N. C., S. C., and Georgia	415,332,199	434,517,068
Maryland	16,849,187	17,317,217
Eastern Ohio Export	6,040,296	5,574,624
All other domestic, including Perique-Louisiana	309,892	450,031