

### Farmers Saved \$12,000 by Buying Together Through County Agent

I AM writing this article as an official statement to give the public the facts in regard to how the farmers of Onslow County, N. C., cooperated last year and saved several thousands of dollars in buying their fertilizer.

I have invoices and bills of lading covering every statement that I shall make in the following outline. I shall give the list price of fertilizer as quoted in the early spring on both materials and mixed goods. Also, I am giving the purchase price that the farmers paid, and the saving to the farmers by cooperative buying.

The following is what the Onslow County Board of Agriculture bought and what they paid for it:

| Amount Tons | Kind of Material | List Price Per Ton | Farmers' Price | Savings to Farmers |
|-------------|------------------|--------------------|----------------|--------------------|
| 182.5       | 16% Acid Phos.   | \$28.25            | \$16.00        | \$2,235.63         |
| 101.4       | 12.4% Kainit     | 32.00              | 16.50          | 2,071.70           |
| 122.2       | 18% Nitrate      | 75.00              | 53.00          | 2,688.40           |
| 6.4         | 8-4-4 Tobacco    | 54.50              | 31.70          | 135.92             |
| 68.7        | 8-3-3 Tobacco    | 47.25              | 27.35          | 1,407.13           |
| 3.6         | 8-2-2 Special    | 39.75              | 22.85          | 60.84              |
| 4.4         | 8-4-0 Corn       | 44.00              | 25.40          | 83.60              |
| 3           | 10-2-0 Corn      | 36.50              | 20.90          | 4.68               |
| 7.5         | 9-1-2 Cotton     | 36.00              | 20.60          | 115.50             |
| 2.4         | Muriate potash   | 120.00             | 50.00          | 240.00             |
| 1.1         | Sulphate potash  | 140.00             | 96.00          | 48.00              |
| 165.0       | C. S. meal, 7%   | 42.00              | 31.00          | 1,815.00           |
| 1.8         | Fish scrap, 10%  | 80.00              | 40.00          | 192.00             |

This gives a total of 679.3 tons of material and mixed goods. These are all delivered prices.

The total cost at list price is.....\$30,613.86  
The total cost, farmers' price is.....18,537.16

Total savings.....\$12,076.80

This does not include the amount saved by home mixing which averages \$9.70 per ton or a total saving of \$5,620.18 on 579.4 tons. This shows the value of home mixing.

This shows a very handsome saving of \$12,076.80 saved in buying cooperatively 670.3 tons materials and mixed goods.

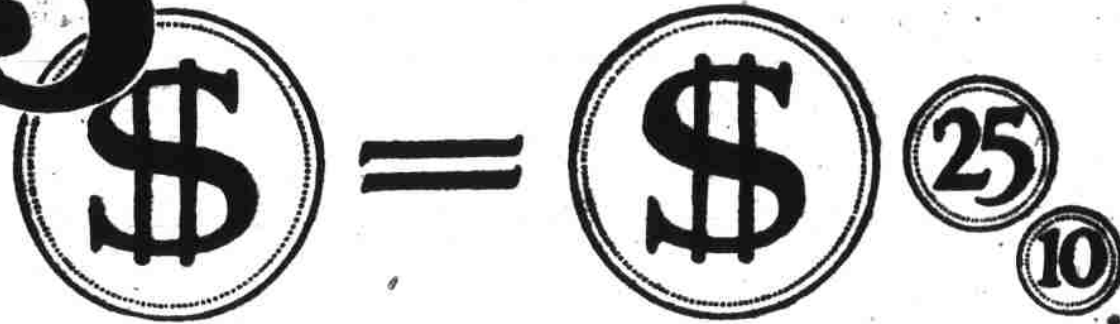
When we started to place the orders for fertilizer we notified all the companies that we were ready to pay cash for about 800 tons of fertilizer. In this way the companies were compelled to bid against each other for this cash business, and it so happened that cash was what the companies wanted last year. About 30 days prior to this I had secured brokers' prices on all materials and had used these prices against other brokers and other companies until I had worked the price down about 25 per cent before I asked for quotations from the fertilizer factories. Consequently when I asked for quotations from the factories, they sent their representatives here and it so happened that three of the men came on the same day and were to see me at the same hour. Well, you just would have laughed to see those fellows when they saw that they were there, man to man, to bid against one another. They did not realize what had happened until it was about over. One man gave me a quotation, then another, then the last man said: "I will beat their price 50 cents per ton." That is when the fun started, one fellow said: "Hold your order until I can call my boss and I will beat that price." Finally they all decided that they would have to see the high boss before they could cut any more, so they did not get an order that day. In a few days one of the men came back with authority to meet any price that any other reputable company might offer. We gave him an order for 100 tons to be shipped on a guaranteed basis. In just a few more days another company sent a representative here to make a bid for the business. He came with the authority to meet any price that I might get also instructed me to send them orders and forget the price until May 1 and that they would meet any price that I could get from any other company. This is when the local dealers "got busy" and "jacked up" their companies and then the general cut of 25 per cent came. Several companies authorized their agents to meet any price that we might offer just, so they got the business and the price went to zero in a few days.

D. L. LATHAM,  
County Agent.  
Onslow County, N. C.

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