

# Helpful Hints for Hustling Farmers

## Good News of Coöperating Tobacco Growers

### I.—What Kentucky Is Doing

**S**TATING that Kentucky members of the coöperative marketing association will net 25 cents a pound for their tobacco, as compared to 17 cents a pound for the unorganized farmers who compete with each other on the outside market, Judge Robert W. Bingham, leader of the Kentucky Bury Growers' Coöperative Association, last week thrilled a crowd of tobacco farmers and business men from eastern North Carolina which packed the Wayne County courthouse to overflowing.

"As a result of the price received by the Association members, we don't have to try for signers any more," said Judge Bingham. "We have to have special men to receive the outsiders who want to join."

### II.—Hundreds of New Contracts Coming in

**A** SCORE of other meetings held in three states during the past 10 days resulted in the arrival of hundreds of new contracts at the Raleigh headquarters of the Association.

From the northern limit of the Virginia tobacco area, where Oliver J. Sands, general manager of the Association, addressed a rousing meeting of the Cumberland County farmers last week, to Darlington County, S. C., where every warehouse in the county has signed up with the marketing association, the campaign has continued to swell the Association membership in three states.

According to the latest reports, 180 warehouses have now offered to sell or lease at a great majority of marketing points in North Carolina, Virginia, and South Carolina. In this number are included some of the largest tobacco warehouses in the South.

### III.—Strong Men to Manage Association Affairs

**S**INCE the appointment of Messrs. R. R. Patterson, C. B. Cheatham, and F. D. Williams as managers of the leaf department of the Association, the appointment of another group of men whose names are widely known in the tobacco world has given the organized growers the advantage of expert management from the very start.

Charles L. Smith, district manager of the Universal Leaf Tobacco Company, has accepted the position of district supervisor of graders. Says Mr. Patterson: "We consider him one of the best leaf tobacco men in the business and his reputation among the tobacco men in the eastern Carolina section is unsurpassed."

Another veteran of the tobacco trade is Mr. W. I. Skinner, for 16 years branch manager for the Imperial Tobacco Company, at Greenville, N. C. He and W. M. Fallon, for 18 years branch manager for the Imperial Tobacco Company of Durham, now join the leaf department of the growers' coöperative association.

E. L. Walton, until recently owner of the Banner Warehouse at Danville, Va., becomes manager of warehouses for the bright belt of Virginia, C. O. Dixon of Mullins, S. C., manager of warehouses for South Carolina, and P. E. Chambers, of Blackstone, Va., manager of warehouses for the dark belt.

S. D. FRISSELL.

Tri-State Headquarters, Raleigh.

## Cowpeas or Soy Beans: Which Shall I Grow?

### I.—Fourteen Points in Favor of Soy Beans

**A**T ANY stage of its growth, the soy bean will stand a light frost and keep on growing. Hence they may be sowed earlier in the spring and will grow later in the fall than cowpeas.

2. On cold, wet land, soy beans grow better than cowpeas as they are not easily injured by wet weather.

3. It will resist drouth better than the cowpea.

4. Where the weather is cold and wet

at planting time, soy beans will give a better stand than cowpeas.

5. There are varieties of soy beans that will mature seed much earlier than the earliest varieties of cowpeas; hence the soy bean can be planted earlier—and later—than the cowpea.

6. On most soils, the soy bean is a more certain crop for hay and for seed purposes than cowpeas.

7. It will produce much more grain than will the cowpea.

8. The more fertile the soil, the more grain the soy beans will produce, whereas the cowpea under such conditions makes more vine and less peas.

9. The seed will remain on the ground until November or December without rotting, thus giving a longer grazing period.

10. Since the soy bean is erect in growth, and has no runners, it can be more easily cut for hay.

11. The soy bean matures all of its fruit at once, and can therefore be harvested by machinery, whereas the cowpea must be harvested by hand and later threshed by machinery.

12. Soy beans will collect more nitrogen from the atmosphere than will the cowpea, thus being a better soil-improver.

13. Soy beans are not troubled by weevils and other insect pests which injure cowpeas.

14. The soy bean is not so susceptible to wilt and other plant diseases as the cowpea.

### II.—Where Cowpeas Have the Advantage

**O**N THE other hand, the cowpea has some advantages over the soy bean.

1. The soy bean may fail to come through a crust which would offer but little resistance to cowpeas. The cowpea is therefore better for broadcasting on land that is heavy and liable to bake.

2. Rabbits feast upon the soy bean, while they will not bother the cowpea at all. Rabbits may be checked by poisoning a few rows around the sides of the field.

3. At the time of planting, soy beans require a better seed bed, and usually give a poor stand if planted deeper than 1½ inches.

4. Cowpeas are preferable for sowing broadcast on weedy land because they smother weeds much better than soy beans.

5. Soy beans demand a better prepared seed bed than cowpeas do.

6. Cowpeas are far superior to soy beans for a catch crop to make hay after tobacco.

O. F. McCrARY,

District Demonstration Agent,  
Washington, N. C.

## Important Farm News

**A** NEW publication, Farmers' Bulletin 1266, entitled "Preparation of Peaches for Market," just issued by the United States Department of Agriculture, describes the methods of preparing the peach crop for market which have been used successfully under various conditions.

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**Effective May 1, shippers of hogs and calves from Georgia, South Carolina, North Carolina and Virginia may be furnished double deck freight cars.** This will reduce the freight charges nearly 50 per cent, as a double deck car can accommodate as many hogs as two ordinary cars.

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**The South Carolina Extension Service has authorized the establishment of a radio station, the primary purpose of which will be to reach the farmers with agricultural information and instruction.** The offices of the county agents and the three district Extension headquarters will be equipped with the receiving sets. It is estimated receiving sets sufficient to receive at any point in the state may be put in for \$25 to \$50 according to quality, and these would be well within the means of many farmers. But weather, market, and crop reports, sent daily to county agents to be posted by them will serve the mass of farmers who do not see fit to put in receiving sets.

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**Sheep shearing, wool tying, docking, and castrating schools will be held in the following North Carolina counties on the dates mentioned:** Cleveland, April 29; Jackson, May 1-2; Swain, May 3; Haywood, May 4-5; Buncombe, May 6; Madison, May 8-9; Mitchell, May 10; Avery, May 12-17; Watauga, May 18-23.

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**There will be general interest in the announcement that Aaron Sapiro, the famous California apostle of coöperative marketing, will make the commencement address at the North Carolina State College of Agriculture and Engineering on May 30.** We predict that Mr. Sapiro's coming will bring the largest attendance of farmers the college has ever had at any commencement.

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**The North Carolina State Fair announces an increase in premiums amounting to 50 per cent over those of 1921.**

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**The North Carolina tax listing law provides for an annual crop acreage census to be collected by the tax listers.** Each farmer should prepare a list with the acreage of each crop he has growing or expects to plant this year, so as to readily give this information to the lister. This will not be used for taxation or speculative purposes.

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**A good example of coöperative effort by breeders is afforded by the Catawba County Jersey Breeders' Association, which will hold its first annual sale in Hickory, N. C., next week.** The

offering will consist of 46 registered cows, heifers, and bulls, and about 10 high grade cows. The Catawba Jersey breeders have been pioneers in breeding and testing Jersey cows. The first official testing done in the state was in a Catawba herd. The present state champion butterfat cow and four of the seven state class leaders in fat production are owned by Catawba breeders.

## Nitrate of Soda Our Most Efficient Nitrogen-carrier

**F**OR sometime I have been pointing out that our farmers must pay more attention to the form in which the nitrogen in their fertilizers comes, because a pound of nitrogen in one form may be more efficient and effective in crop production than a pound of nitrogen in some other form. Some recent results with cotton from the North Carolina Experiment Station bring out this point very clearly.

In these tests the same number of pounds of phosphorus and potassium, in the same form, were used in every case, and the number of pounds of nitrogen was the same, but the nitrogen was in different forms in each test. The average yield per acre of seed cotton for a period of two years for the different treatments are given below:

Nitrogen-carrier Used	Seed Cotton—Average Yield Per Acre
Nitrate of soda	1,395 pounds
Ammonium nitrate	1,230 pounds
Sulphate of ammonia	1,143 pounds
Calcium cyanamid	1,067 pounds
Cottonseed meal	1,050 pounds
Stable manure	1,030 pounds
No nitrogen	925 pounds

As will be noted, nitrate of soda led, followed by ammonium nitrate and sulphate of ammonia. Rating the efficiency of nitrate of soda at 100, the efficiencies of the other carriers of nitrogen in these tests were as follows:

Material	Efficiency
Nitrate of soda	100
Ammonium nitrate	88
Sulphate of ammonia	82
Calcium cyanamid	80
Cottonseed meal	80
Stable manure	79

If these were isolated results, they would not have so much significance; but for nitrate of soda, sulphate of ammonia, and cottonseed meal, they are quite closely in line with results secured by the New Jersey Experiment Station and by German scientists. I am convinced that nitrate of nitrogen is the most efficient form in which this element comes, and this fact must be recognized if we are to get the greatest returns from the money we invest in fertilizers.

B. L. MOSS.

## Prizes to Tenants for Good Yields

**F**OR several years now I have been giving prizes to the tenants on my land for the best yields, and the results have been so satisfactory that I expect to continue the practice. This year, for instance, I am offering prizes as follows: To the three-mule man making most bales per mule, \$75 in gold; second best, \$50; third, \$25. To the one-mule man making most bales per mule, \$50; second best, \$40; third, \$30; fourth, \$20; fifth, \$10. It happens that this year I have no two-mule men.

This expenditure of \$300 for prizes on a 22-mule farm may seem large to the man who has never tried it, but I am satisfied that it is one of the best investments I can make. At present prices for cotton, four bales will pay these prizes, and I am sure that the keen rivalry and competition engendered results in increased yields greatly in excess of four bales of cotton.

I don't believe the average landowner pays enough attention to the matter of keeping his tenants in high and hopeful spirits. During the war the word morale was much used; we were told that our men were better soldiers, because their morale was higher, and they were. Football coaches call it "pep" and "keeping them on their tiptoes." It is in fact a practical application of the psychological truth that men work best when they have something to work for; when their minds are in a state of cheerful expectancy and hopefulness. I believe that when we get a more general understanding and application of this principle we are going to have a decidedly higher degree of labor efficiency.

B. L. MOSS.

**HUMUS** means life to the soil. Don't burn weeds and grass. Plow them under.

## BULLETINS THAT WILL HELP YOU NEXT MONTH—ORDER NOW

**F**OLLOWING is a list of free Farmers' Bulletins issued by the United States Department of Agriculture that will help progressive Southern farmers next month:

- 938—Apple Bitter-rot and Its Control.
- 1220—Insects and Fungous Enemies of the Grape.
- 868—Increasing the Potato Crop by Spraying.
- 999—Sweet Potato Growing.
- 1211—Home Canning of Fruits and Vegetables.
- 931—Soy Beans in the Cotton Belt.
- 962—Velvet Beans.
- 973—The Soy Bean: Its Culture and Uses.
- 553—Pop Corn for the Home.
- 579—Crimson Clover: Utilization.
- 610—Wild Onion: Methods of Eradication.
- 846—Tobacco Beetle and How to Prevent Loss.
- 1074—The Bean Ladybird and Its Control.
- 1125—Forage for the Cotton Belt.
- 1126—Sudan Grass.
- 1127—Peanut Growing for Profit.
- 1137—Grain Sorghums: How to Grow Them.
- 1148—Cowpeas: Culture and Varieties.
- 1149—Growing Corn in the Southeastern States.
- 949—Dehorning and Castrating Cattle.
- 954—The Disinfection of Stables.
- 966—A Simple Hog Breeding Crate.
- 1085—Hog Lice and Hog Mange.
- 961—Transferring Bees to Modern Hives.
- 947—Care and Repair of Mowers, Reapers, Binders.
- 1134—Castrating and Docking Lambs.

In order to get such of the above bulletins as you wish, all you have to do is to put an X-mark opposite the names of those bulletins you need most (not more than four or five, we should say), fill in the following blank, and mail to your Senator or Representative in Congress or to the Secretary of Agriculture, Washington, D. C. Write very plainly.

P. O. .... R. F. D. .... State. ....

Dear Sir:—In accordance with the announcement made in The Progressive Farmer, I will thank you to send me the Farmers' Bulletins I have checked with an X-mark in the above list.

Yours very truly,

Name .....