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One Dollar a Year.

The National Warehouse Company

By Charles S. Barrett.

The success of the Farmers' Warehouse Company of Mississippi, recently merged into the National Warehouse Company, and due entirely to the initiative of the Farmers' Union in Mississippi, is worthy the study of every farmer in America. From the manner in which this splendid concern has achieved triumph can be demonstrated the value to the farmer of co-operation, the necessity of concentration, and the paying results which attend the entrance of the farmer upon business methods.

This is one thing the farmer of this country needs greatly to learn—modern business methods. In this respect, we can pattern after the scientific methods which have brought success to the great corporations of this country, and without which no enterprise of any nature may hope to survive. It is common knowledge that the farmer of the South, with one of the splendid annual assets in civilization, has sacrificed a tremendous percentage portion of his just profits by failure to observe the rules prevailing in ordinary business channels.

The founders of the Farmers' Warehouse Company of Mississippi some three years ago recognized these principles, saw the need of science and efficiency in the handling and the marketing of cotton and set to work to insure both of them. When it entered the field, this company found cotton conditions in the chaotic state characteristic of the handling of this great staple. They have introduced reform, radically but surely. The men they have elected have been chosen on the test of ability to get results, not on soft-soaping or flattery gags. The farmer has been given a place where he can store his cotton, have it graded by an expert in his employ, borrow money on it—so recognized is the stability of the company—have it marketed with expert knowledge gained of world consumers' and not the consumers' or the gamblers' viewpoint.

It is no wonder that the phenomenal three-year success of this practical amalgamated enterprise moved its authors to merge the various warehouses and the parent company itself into the National Warehouse Company. The authorized capital of the latter is \$2,000,000, with about one-sixth paid in. The majority of the stock is held by farmers. The functions discharged by the Farmers' Warehouse Company have been amplified by its successor, which plans to spread throughout the Cotton Belt. It retains its own traffic expert, and handles the products of all its members upon a basis of business and not of sentiment. That's why its successful. It has the confidence of

the leading bankers of the State, which is sufficient guarantee of the sensibility with which it has been conducted.

The officers of the National Warehouse Company are: T. W. Carter, President; N. A. Pitman, Vice-President; W. B. Sewell, Secretary-Treasurer. The Board of Directors is composed of some of the best known and most substantial farmers in Mississippi and other States. The stockholders line upon the same principle.

What I have said is simply a brief statement of what the Warehouse Company has done, as illustrating what may be accomplished once the farmer puts his shoulder to the wheels and resolves to apply business methods to the solution of business problems.

CHARLES S. BARRETT.

Louisville, Ky., July 22, 1912.

TURNING TOWN BOYS INTO FARMERS.

The problem of occupying the interest and attention of town boys during the summer months is one that occupies the attention of educators, juvenile workers, and sometimes the courts.

One form of solution recently undertaken by S. D. Rider, Superintendent of the South Bend Watch Company, at South Bend, Ind., is that of having the boys of families who work in the mammoth plant of that company cultivate gardens during the summer months and learn not only how plants grow, but how to raise vegetable crops profitably.

The company has donated enough vacant ground to the boys to give each a tract 10x100 feet, quite as much as the average boy wants to work. What he raises is given to the boy so that he may learn the value of labor and also how to make his own spending money. A supervisor is provided also to help the boys deal with the problems of vegetable growing and after a few summers of such work there will be quite a number of South Bend boys who will know more about peas, beans, cabbage, corn and potatoes than they would ever get out of school books.

Unconsciously or not, Mr. Rider has hit upon a scheme which is of much greater value to the community than the mere occupying of the boy's time and talents or teaching them how to grow vegetables. The big opportunity in such a system of education is that these boys as they grow up will learn something of the labor and cost of producing the simplest products of the farm. They will have a wider vision and understand better the reasons why the farmers are asking for a fairer division of the prices

for their products than they now receive.

The Co-operator believes that if every town boy between the ages of 12 and 16 years could spend every summer in trying to raise a garden as these boys are doing, we would soon have our cities filled with men who would understand more about the difficulties of the country where farmers do not have vacant ground given them for nothing, where they have no hydrants to turn on water from at pleasure, and where, too, often, they do not have even the proper tools. The other day the Co-operator editor was talking to a city man who formerly had no patience with the farmer's point of view, who declared whenever he heard a farmer's complaint of too low prices and too high transportation charges that the farmer was a disgruntled person and no attention should be paid to him. But this same city man bought a fruit farm in East Texas and this year had a big crop of peaches. He endeavored to sell it by shipping to Fort Worth and Dallas, and discovered that the express charges were more than he could get for the fruit. His eyes were opened and his point of view changed. Now he is ready to join with the farmers in an organization to market more systematically, regulate express charges, and cut out the middlemen. A little experience of this kind is a magnificent teacher.

Not all of the lessons of putting town boys into gardens for the summer, however, are to be learned by people who live in the cities. On every farm there are boys and girls, too, who, when summer comes, generally go into the fields and help their fathers. The result is that they grow up knowing only of field crops, and when they come to having homes of their own, do exactly as their fathers did, raise only corn and cotton and live out of paper sacks. It may seem expensive to let a boy stay out of the fields to work in a garden a few hours each day, but it is foolish economy, for such a garden can easily supply the family with the most of its vegetables, and also give the boy an appreciation of how much a good garden is worth to every family that will make him insist upon one of his own some day. The smallest children can pull weeds in a garden and can soon learn to use a hoe properly. Working a garden is not play, but is a business just like any other kind of farming, and more of our country boys, as well as our town boys, need to get acquainted with it.—Texas Farm Co-operator.

Southey had no amusements, and he died of softening of the brain. The happy people are those who have work that they love, and a hobby of a totally different kind which they love even better. But I doubt whether one can make a hobby for oneself in middle age unless one is a very resolute person indeed.—From "Altar Fire."

NORTH CAROLINA LEADS ACRE-AGE COTTON YIELD.

Crop of 25,500,000 Bales of Cotton Would Have Been Harvested This Year Had North Carolina's Record Been General.

The Observer's mathematical sharp has just run across United States Bulletin No. 114 showing amount of cotton actually produced in the country last year. He makes some calculations to show how North Carolina leads in the matter of yield per acre, and does some juggling with these figures as follows:

Total number of acres of cotton harvested in United States, 36,045,000.

Total number of bales cotton actually grown (that is, what is known as "gunner's crop" as distinguished from "commercial crop") expressed in 500 pound bales 16,109,349. This figures out for the whole United States .45 bale per acre (a little less than half a bale).

The State of North Carolina harvested 1,624,000 acres and ginned 1,156,407 bales, which figures out .71 bales per acre (nearly three-quarters of a bale). If the whole United States had produced .71 bale per acre we would have made twenty-five and a half million bales, or about 50 per cent more than was actually made.

Looking at it in another way, if an average yield of .71 bale per acre could have been made, the country could have produced its 16,109,349 bales on about 22,700,000 acres instead of 36,045,000 acres.

Thus the crop could have been made by four States.

	Acres.
Texas with	10,943,000
Georgia with.....	5,504,000
Mississippi with	3,340,000
Oklahoma with	3,050,000

Total 22,837,000

North Carolina knows how to grow cotton, which is to say that notwithstanding some climatic handicap incident to the very northernmost limit of cotton territory she knows how to cultivate and fertilize—Charlotte Observer.

FARMERS' UNION TO SEND DELEGATES.

The Mecklenburg Farmers' Union has appointed three fraternal delegates to attend the next meeting of the Lincoln County Farmers' Union, which will meet at Iron Station on August 1. The delegates are Mr. C. E. Clark, County Agricultural Demonstrator; Mr. W. R. Alexander, of the Sharon Local, and Mr. J. E. Walker, of the Amity Local. The latter is scheduled to make an address.

The selection of fraternal delegates follows the action of Lincoln County in sending two delegates to the May meeting of the Mecklenburg Farmers' Union at Carmel.—Charlotte News.