

Girl Writes Winning Essay On Future Of Cooperative Markets

The following essay, on the progress and future of cooperative marketing in N. C., written by Miss Vera Arwood, of the Polkville school, won the county prize in a contest conducted by the N. C. Cotton Growers association.

Ever since the beginning of the history of agriculture the farmer has had to struggle against untold difficulties. With the passing of the years these odds have increased and have kept agriculture, the greatest business in all the world, from making the progress it should have made. Other industries have advanced much more rapidly. Why hasn't agriculture kept pace with them? The answer is that the farmer has not availed himself of the opportunity to organize agriculture and run it on sound, business-like principles as have other industries. Instead, each farmer has been prone to think individually and to act according to his own inclinations.

After the World War came the crisis when the price of cotton dropped from forty cents per pound to 17. The farmers were left heavily in debt for the luxuries they had bought while cotton was high. Then, as never before, they felt the great and crying need for agricultural co-

operation. They hunted desperately for a remedy and finally decided that co-operative associations, patterned after those of Denmark, would be the best way to get relief in such a situation.

In January, 1921, the cotton and tobacco farmers of North Carolina met in Raleigh and were held spellbound while the speaker Aaron Sapiro from California, told of the prosperity that had come to the fruit growers in his own state since they began working co-operatively. After that, things began to happen. An organization committee was set up and in the spring of 1921 the farmers began signing the membership contracts. Only the money from the membership contracts was then available to finance the association, but the leading citizens of North Carolina offered their time and influence, and so the campaign was launched with a great burst of enthusiasm.

The "relief" came just at the time when the farmers were facing disaster and there seemed no hope for them. Therefore it is no wonder that so many farmers were eager to become members of the association. It is true that all who joined did not do their part, but had there not been

so much enthusiasm at the start, we probably would not have co-operative marketing in North Carolina today, because enough interest could not have been aroused to start an organization.

Of course, there were many mistakes made in the beginning. False ideas were formed and exaggerated hopes were created. Then, too, thousands of tenant farmers who had absolutely no control over the selling of their cotton were enrolled, so that in 1922 the association had over 30,000 members while only about 16,000 were delivering cotton. Definite progress was made when these dead members were eliminated.

In the beginning, members were forced to deliver their cotton for a period of five years, but later a more liberal membership contract was adopted, under which the members are allowed to withdraw from the association after one year if they are not satisfied. Under the new contract, the member also had the right to say when his cotton should be sold, if he placed it in the optional pool. If he placed it in the sectional pool, the association sold it whenever it saw fit, as had previously been done.

The field service department was created for the purpose of keeping the members in touch with the activities of the association, getting new members of helping the members to get the most service from their organization and of preventing misunderstandings. Around 1,500 community organizations were set up to help carry on the work of the field representatives, but these no longer exist. The "North Carolina Cotton Grower," a monthly paper published by the association, keeps the members in touch with the activities of the entire organization.

Among the many progressive things done by the cotton marketing association are: secured pedigreed and pure-bred seed for its members at wholesale price; brought about a more intelligent understanding of grades and staples; increased the percentage of better staples from 8.8 per cent in 1923 to 66 per cent in 1929; made arrangements whereby any reasonable amount of cotton may be sold in the shortest possible time; and decreased the handling charges from \$8.11 per bale to \$1.95.

The organization formed the Cotton Growers Supply company, through which the association buys seed, fertilizer and farm supplies in large quantities at the lowest possible price and sells them to the members at cost. It has also fostered the organization of the Agricultural Credit corporation which was so badly needed to finance agricultural production in the state. These additional services prove that the association is on the alert to render every possible assistance to its members.

It was indeed a fortunate thing for the farmers throughout North Carolina and the entire United States when Congress passed one of the finest pieces of legislation ever given to any country in behalf of agriculture—the great Federal Agricultural Marketing act. This act makes it possible for farmers working together to secure adequate funds with which to finance their own marketing organization. Certainly the government would never undertake to stand back of anything that was shaky and uncertain, so after thorough investigations of co-operative associations, congress was so convinced of their soundness that it created the Federal Farm board which now stands ready to give its full support and encouragement and to back co-operative associations with \$500,000,000 from the government. Such substantial aid from a powerful government was a marked step in its progress and the era of greatest usefulness lies just ahead with the aid of the Federal Farm board working under the provisions of the Federal Agricultural marketing act.

Some people seem to think that the organization has progressed rather slowly along some lines, but compared with other similar organizations, it has made very rapid progress. Others criticize it because the leaders have made mistakes. It is true that they have, but they have profited by these experiences, so why point them out and criticize the work of the association because of them? Who hasn't made mistakes? Besides, the progress the association has made, far outweighs any mistakes, and because a few people were interested enough in the welfare of the coming generation to work and plan for them, a foundation upon which to build a permanent prosperity for agriculture has been laid.

It still remains to be seen what the years have in store for the farmer. The entire future of agriculture depends upon the farmer himself, and upon his willingness to cooperate. The development of this co-operation is a challenge. Will the farmers of North Carolina accept this challenge and develop a co-operative commonwealth in our state? We shall see.

The co-operative association is bound to succeed, because it is based upon sound business principles and patterned after Denmark's system which has succeeded for 70 years. Banks all over America have recognized the soundness of its marketing methods and are now extending credit at a low rate of interest. Co-operative organizing, standardizing and merchandising form basis for the work of the North Carolina co-operative marketing association. Each phase is dependent upon the

other, but taken together, they comprise a formidable weapon in the hands of the hitherto defenseless farmer. Although agricultural co-operation is yet in its infancy, we can see in a vision of the years, the liberated farmer standing triumphant, free and prosperous upon this—his bulwark of defense—co-operative organizing, standardizing and merchandising.

In the eight years of its existence, the co-operative association has weathered all the storms that have arisen and has made substantial progress—slow, steady growth which indicates a better and more lasting business than too hasty progress could mean. "Rome was not built in a day." Neither were such organizations as the Ford Motor company or the great United States Steel corporation. Therefore, people must not expect too much of the Cotton Growers association overnight.

With the breaking down of international barriers, there will be a continuous need for large co-operative associations, because the cotton will be sold, not in one state, but on a world market. No farmer, single-handed, can sell his cotton on a foreign market. Not even a small co-operative association could, because a small association has no louder voice than the farmer, himself unless it is headed by a very skilled leader. For this reason, the North Carolina association joined the great American Cotton Growers co-operative association.

Cotton is destined to be sold more and more on a grade and staple basis and the co-operative association is the only practical means of marketing cotton on this basis. The association has brought about an intelligent understanding of grades and staples. "This alone" says Dr. Brooks, president of State college, "is sufficient need for continuing the association."

The business world, in general, now realizes, more than ever before, that its welfare depends, in the main, upon the prosperity of agriculture and it is therefore willing to give the movement more aid in furthering the objectives of the association. It realizes that the farmer is truly the "backbone" of the world and without this backbone, no nation could permanently exist.

More than anything else, the future of North Carolina will depend upon the agricultural program that is promulgated, for the high school youths of today are the farmers of tomorrow. This education is being carried out in the public schools of North Carolina today by the vocational teachers, county agents, 4-H club leaders, and field representatives of the North Carolina Cotton Growers association.

In my mind, I vision a glorious, not far-distant future when every boy and girl in the rural high schools of North Carolina will take part in this annual essay contest. All cannot win the prize, it is true, but each will feel that he is a winner after all, for he will have learned things that will tend to make his entire life easier, happier and fuller, because early in life he will have learned the valuable lesson of co-operation—the lesson that grows where there is intelligent interest and educational opportunity. Studying the work of the co-operative association and the Federal Farm board will make him think. When he thinks, he will organize, and when he organizes, he himself, will be unlocking the door to successful marketing. At last he knows that the co-operative way is the sensible way.

Since he appreciates co-operation, he practices it as well as preaches it. So closely is he bound with his fellow farmers that together they are

Third Of Population Employed In State

Half Million Persons Are Engaged In Agriculture, Manufacturing And Mechanical Work.

Of North Carolina's total population of 3,170,276, there are 1,141,129 people over 10 years of age who are gainfully employed, according to figures released by the census bureau. There are 867,807 males in this number and 270,187 females, representing 55.1 per cent of the total male population and 17.1 per cent of the total female population.

Agriculture tops the list of occupations in which North Carolina citizens are engaged. There are 499,923 people employed in the state's farming industry, 270,187 as owners and tenants, 2,027 as farm managers and foremen, 227,561 as farm laborers and 83,874 as wage workers. It is interesting to note that there are also 133,687 unpaid family workers busy in the farming industry.

Mills Employ Many. Manufacturing and mechanical work comes next in the list of occupations with 286,245 people employed. The building industry uses 23,218, cigar and tobacco factories employ 22,933, and other wood-working and furniture concerns use 20,293. Cotton mills lead with 87,242 workers employed.

In domestic and personal service, there are 101,436 people employed while 99,193 are at work in the various trades. In professional service, 55,702 North Carolinians are employed. Transportation has 53,968 public service employs 13,483, forestry, 9,432, extraction of minerals, 3,672, and in the list of people working who do not specify the industry there are 18,076

Big Drop In Hunting License Revenue-Game Wardens Cu.

Number of Smaller Counties Being Consolidated With a Single Game Warden.

Raleigh, June 2.—Faced by a drop of approximately \$34,074.01 in the collections of hunting licenses last season, upon which the budget for expenditure for the next fiscal year is based, the state warden force has been reorganized and reduced from 100 to 85 wardens, according to a statement issued yesterday from the department of conservation and development.

Forced to take some action in view of the fact that the game division will have \$34,074.01 less to spend than was contemplated under the previous estimates of expenditures, State Game Warden, C. H. England, asserted that a reduction in the number of wardens has been decided upon as the logical move.

Among other alternatives considered, he continued, was the advisability of a horizontal reduction of the salaries of each and all of the 100 wardens. The idea was discarded in view of the necessarily low scale of pay now received by the wardens; another was to suspend all warden service for a period of several months; but such action was seen as a possibility of undoing the constructive work done in the past, and for the future.

All the consolidations of warden service has been made where there is less danger of injury to the program. This has been done in small counties which are contiguous and over which one warden can well administer the duties of his office.

Officials of the department of conservation and development for weeks have been wrestling with the problem of absorbing the loss of operating revenue upon which the estimates of expenditures for the next fiscal year were set up in accordance with the production of cotton in accordance with the great law of supply and demand. Each and every cotton farmer will feel that it is his solemn duty and great privilege to work for and boost the association; to grow only the best grade of cotton for which there is a demand in the North Carolina mills; and to buy his supplies only through the co-op channel. In so doing, he knows that he is being financially benefitted to the extent that he can live on a plane equal to that of his industrial brothers, can give his children educational advantages equal to that of their city cousins, and gain economic independence that will cause him to feel that his vocation is on a par or above that of any other call in life.

The years cannot continue to bring with them unhappiness for the man upon whom a world is dependent. Already, the clouds of misfortune are rolling back and the beams of a new morning appear brightly on the horizon. Of many bright beams, co-operative marketing is by far the brightest and most significant. Now, I, too, can say with the farm women who said:

"Look, my child, over there is to be a prosperous community for you and for me; For over the south the farmers say Co-operative marketing has come to stay."

advance without impairing the success of the program as a whole.

They finally agreed that the least injury would be done the game program in its entirety by consolidating small contiguous to each other where the total area, the total number of local hunters and fishermen, an the total receipts from hunting and fishing licenses for the two counties combined are not more than, and in many cases are less than, any one of the other sixty counties of the state.

The system of one county warden for each county regardless of how small the county is in area and other considerations already mentioned, necessarily is responsible for the low scale of salaries paid the county wardens, and to cut them about twenty per cent to absorb the loss referred to above would fix their salaries so low that qualified men could not be secured to carry on properly the work of law enforcement in the field. Savings accomplished under the reorganization will make possible an upward trend in the pay of all wardens and an immediate increase for those wardens who take over additional territory and duties. Expenditures in other branches of operation of the game division of the department of conservation and development are being cut in similar proportions to those for warden service.

Under the budget set up, the state game warden explained, approximately \$97,000 is set aside for law enforcement through operations in the field; approximately \$8,000 is provided for the operation of the state game farm, the establishment and maintenance of state and county refuges and the purchase of quail and other game for propagation. The remainder of about \$30,000 is spent for supplies and materials, licenses and license buttons, motor vehicles, repairs, insurance, equipment, operation of the Raleigh office and incidental expenses.

The budget set up at the first of the biennium estimated the receipts from licenses at \$200,000 last season. This is a few thousand dollars less than had been collected annually under the game law until this year. Failure of collections this year to reach that sum by about \$34,074.01 makes it necessary to cut expenditures to conform with the total available operating fund. Each branch of the game division is sharing in this reduction.

Although the number of county wardens has been reduced, the work of conservation law enforcement will not be allowed to lag, officials of the department asserted. The department has built up a strong deputy warden service throughout the state, and those counties that do not have a resident warden will have deputies who, under supervision of the regular warden assigned to the county, will carry on aggressively the conservation program.

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only	Sunday	Sunday	Only
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9:15 am	9:15 am	ar	Charlotte
9:25 am	9:25 am	lv	Charlotte
10:31 am	10:31 am	lv	Lincolnton
11:15 am	11:15 am	lv	Shelby
11:53 am	12:15 pm	ar	Ellenboro
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12:30 pm	1:55 pm	ar	Rutherfordon

Effective Sunday, June 1st, 1931.
FOR INFORMATION SEE AGENT
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