

Meeting at Johnston in Interest of Co-Operative Marketing, Addresses by Mr. Long and Dr. Poe.

The members of the Chamber of Commerce of Johnston deserve the highest commendation for the efforts they are putting forth to improve business and agricultural conditions. In pursuance of their invitation to Mr. W. W. Long, director of extension work of Clemson college, and Dr. Clarence Poe, editor of the Progressive Farmer, a large number of farmers, merchants, bankers and other business men assembled in the Crouch hall Tuesday of last week to hear these distinguished gentlemen speak. The meeting was called to order by Mr. G. H. Ballentine, secretary of the Chamber of Commerce, who in stating the object of the meeting said, among other things, "We have come together to discuss the question of how we can put farming back on a paying basis."

Mr. W. W. Long. Mr. Ballentine introduced Mr. Long as the first speaker. He said co-operative marketing is no new idea in many parts of the country, but it is new in the South, where we have suffered from individualism. The progress of the co-operative marketing movement has been more or less tedious and slow here. Therefore, but little headway thus far has been made. Farmers are not interested so much in production at this time, as that question has been largely solved. But they are becoming more and more interested in how they can get more of the consumer's dollar. Up to this time the farmer has been getting only 37 cents of the consumer's dollar when the cost was 63 cents. In Denmark the farmer receives 75 cents of the consumer's dollar, and this was brought about through co-operative marketing. Mr. Long said he realizes that the people are greatly depressed and demoralized, but in looking to the future we must judge the future by the past. He referred to some length to conditions which obtained in the early eighties and nineties. At that time the average yield of corn in South Carolina was only 11 bushels to the acre, while now the average yield is 19 bushels. The average yield of cotton then was 160 pounds of lint to the acre, while now it is 247 pounds, and other yields of farm products are proportionately as large. In the early nineties cotton sold for five and six cents, while today it is selling for 16 and 17 cents. Thirty five years ago there were only 10 banks in South Carolina and farmers became easy prey of supply merchants and commission men, paying enormous time prices. Now there are over 400 banks in South Carolina that are lending money at 8 per cent. Here Mr. Long commended the banks for their efforts to aid farmers and that while the banks, like every individual and all other interests, have suffered tremendously, yet they have successfully weathered the storm.

Mr. Long said that as he travels over South Carolina he is asked from the mountains to the seaboard whether we can grow cotton under boll weevil conditions and his invariable reply has been that through intelligence our people are going to grow cotton in spite of the weevils. He said it will clearly be a case of the survival of the fittest. The day of the shiftless farmer is past, and we are coming out of this very trying experience a stronger and better people because we will be forced to make sacrifices.

He stated that down in Texas about 25 years ago when cotton growers of Texas were wrestling with the boll weevil for the first time and were about as greatly depressed and demoralized as our people are now he knew Mr. Wilson, the former secretary of agriculture who was a sturdy Scotchman. One day a farmer met Mr. Wilson on the street and asked him what was to be the salvation of farmers in their fight against the weevils, and the Scotchman replied, laconically, "Economize and work like H—l." Mr. Long said that is what our people will have to do in this exigency.

In conclusion, Mr. Long said he is no prude but that all of this joy-riding and such excessive indulgences must stop, for several years at least, and instead of swinging to such extremes of extravagance our people must practice the most rigid economy. As he concluded his excellent speech, Mr. Long introduced Dr. Clarence Poe, whom he referred to as one of the great men of the country.

Dr. Clarence Poe. Dr. Poe said he was glad to come to this section of South Carolina because the Progressive Farmer, which agricultural journal he has been editing for 23 years, has so many friends here. He said he was glad too, to come to Edgefield county because it was the home of the lamented Senator B. R. Tillman, one

of the South's greatest agricultural spokesman. Dr. Poe said he knows what farmers are facing now because in the early nineties he was living on a 100-acre cotton farm in Chatham county, North Carolina, where he was struggling to help his father pay off a mortgage, and that from this farm he went to Raleigh to edit the Progressive Farmer. A great many things have been proposed to help farmers but nothing else has been so effective as co-operative marketing. It is a proposal to merchandise cotton, instead of dumping it on the market. This plan when perfected will enable a farmer, after working all the year, to demand a profitable price for his cotton, instead of approaching a buyer with hat in hand and asking him "How much will you give me for my cotton?" Rather than the buyer will approach the farmer and ask "How much will you take for your cotton?"

Dr. Poe said the two great crops of North and South Carolina are tobacco and cotton and that the two great manufacturing interests of the states are tobacco and cotton, yet there is a world of difference between the way in which the raw material and manufactured products are marketed. The farmer is receiving only 15 per cent. more than pre-war prices for his crops while organized labor is receiving 99 per cent. more than pre-war wages. The difference is found in the fact that through organization labor is marketed co-operatively and farm produce is not marketed co-operatively. Instead of cursing out all creation, let us realize bottom facts and set about to apply the remedy, using some horse sense. In this connection, Dr. Poe gave Dr. S. E. Mitchell's (a former president of the South Carolina University) definition of horse sense—"It is a kind of sense that jackasses haven't got."

Dr. Poe said: "In North Carolina we did not get jolted out of the old way of doing things until our wives and God Almighty made us and I believe that before 10 years pass we will thank God that He forced us out in 1922." The speaker then gave as an apt illustration the old colored preacher's interpretation of the scripture where the statement is made concerning the prodigal son that "he came to himself." He said that cotton growers have at last come to themselves and all are falling in line with the co-operative marketing movement from Texas to North Carolina. It is neither a theory, nor is it something new and untried. Co-operative marketing has been a success in parts of Europe for two generations. He here referred to what he saw and learned while on a visit to Denmark several years ago. In that small country the average farm is not larger than 15 acres and in Denmark farmers "rule the roost." The average farmer in Denmark belongs to five co-operative marketing associations, such as live-stock, creamery, truck, etc.

Being situated 2,500 miles from the markets of the east, California had to do something to realize profitable returns from their fruit and vegetables, being driven to co-operative marketing. Dr. Poe said his father was a member of the old Farmers' Alliance which attempted co-operative marketing on a small scale but it was a failure because farmers would not stick. In California the farmers stick to their organization because they have to. They have a workable system of co-operative marketing and the cotton co-operative association is fashioned after the California plan. Dr. Poe said a Californian recently told him that 90 per cent of the farmers in that state made money last year and it was due to co-operative marketing, while 49 out of 50 South Carolina farmers lost money and the other one did too.

He gave the figures from the United States census showing the wealthiest counties from the standpoint of value of agricultural products. Of the 50 wealthiest counties taken from all the 3,800 counties in the country, 13 are located in California. In California they are merchandising their crops, instead of dumping them on the market. In Kentucky more than 85 per cent of the tobacco growers belong to their co-operative marketing association.

The co-operative marketing association is not a holding organization but a selling organization, with the selling extending over the entire 12 months. Dr. Poe stated that before the war it was the practice of foreign spinners to purchase 80 per cent of the cotton they needed the first six months of the year and purchase the remaining 20 per cent the latter six months, but that since the war they purchase only 50 per cent the first six months and 50 per cent the last six months. Then if we insist on selling the inevitable result will be their getting our cotton at their own price. Organization will extend marketing over the entire twelve months. Dr. Poe emphasized the fact that

the co-operative marketing association is not a stock organization but on the other hand is owned and controlled by the members who must either be bona fide farmers or land-owners who receive their rents in cotton. He said, furthermore, that it is a permanent and legal organization, and not loosely thrown together. All members sign an agreement to sell all cotton they grow through the organization. The best business men in the country refer to the co-operative marketing associations as the most businesslike organizations in existence.

The membership fee is \$5 which is equivalent to \$1 per year for five years. This money is used solely in perfecting the organization. Whatever is left will be returned to the farmers. There are but few salaried men in connection with the movement. Dr. Poe is giving his time and talents to the cause absolutely free.

The splendid addresses of both Mr. Long and Dr. Poe were well received. The large and very representative audience sat for more than two hours with unabated attention and interest. Surely farmers who heard these instructive addresses will need no further urging to ally themselves with the co-operative marketing movement.

J. L. M.

Overproduction Means a Low Price.

There was a time in the history of Texas when an increased cotton acreage with prospects for a large yield was hailed with delight by the business world. Today bankers and merchants are devoting their time and money to assisting a campaign for an increased acreage of food and feed crops and a decrease in cotton acreage. They have learned from experience that they can not prosper unless the farmer prospers, and being in closer touch with the economic conditions of the world than most farmers they have a keener appreciation of the disaster an overproduction of cotton will bring to the South.

It is reported that the spinners have already purchased supplies to last for a period of seven months. The American Cotton Exchange, through its State organizations, has over 400,000 bales in storage. Stocks at U. S. ports amount to 1,138,328 bales, with 679,423 bales at interior points. Considerable cotton is in farmers' hands and not accounted for in the regular stock statement. All together, including American cotton on hand in Europe, there is more than enough cotton to last until the new season, leaving a fair margin to operate on while another crop is made ready for the market.

Increasing taxation reduces the buying power of the American public. The same is true of Europeans. It is not even to be presumed that the consumption of cotton will be back to normal for many years. Therefore, there will not be need for a cotton crop even approaching normal. It will be far better to let land lie idle than to plant the normal acreage, thus driving down prices below cost of production. Produce a living at home and a few acres of good cotton to sell. Wait until the world demands a big crop before producing one.—Farm and Ranch.

Many Uses for Alfalfa, Says New Farmers' Bulletin.

"A nearly perfect forage"—that is the height of praise heaped upon alfalfa by R. A. Oakley and H. L. Westover of the United States Department of Agriculture in a new farmers' bulletin, Utilization of Alfalfa, just issued. And when the good qualities of this crop are enumerated it is evident that some such description is warranted. As a hay it is unsurpassed for general feeding; as a pasture it has a high carrying capacity and produces large gains; as a soiling crop it is valuable with proper handling; it

Time to Plant

and the best varieties of vegetable and field seeds to plant for each purpose is told in the

1922 Catalog of

WOOD'S SEEDS

Now ready to be mailed, free on request.

Reduced prices are quoted on Seeds, Poultry Supplies, and Feeds, Garden Tools and Spray Materials.

Write for your copy today.

T. W. WOOD & SONS, Seedsmen, 17 S. 14th St., Richmond, Va.



How Many Objects in This Picture Start With the Letter "P"

That's what you are to determine. Sounds easy, doesn't it? And it is easy. Without any trouble whatever you can readily see such objects as "Pump," "Parasol," "Pail" etc., can't you? Well, the others are just as easy to see but the idea is to see who can find the most. Fifteen cash prizes will be given for the fifteen best lists of words submitted in answer to this puzzle. The person sending in the largest and nearest correct list of "P-words" will win 1st Prize, the second best, 2nd Prize, etc. Write down those "P-words" you have in mind right now. THIS IS THE TIME TO START.

Everybody Join In

The Augusta Chronicle announces today a most interesting and amusing puzzle—a puzzle that is different. It is a great fun game in which all can participate, from the tiniest youngsters to Grandpa and Grandma. It is really not a puzzle at all for the objects have been made perfectly plain with no attempt to disguise or hide them. It is a test of your skill, your ability to find the visible objects in the picture beginning with the letter "P" determines the prize you win. Gather all the members of your family together this evening, give each of them a pencil and a sheet of paper, study the picture carefully and see who can find the most "P-words."

OPEN TO ALL COSTS NOTHING TO TRY

The Chronicle invites you, Mr. and Mrs. Reader and family, to join in this puzzle game. We know you will find it the best game ever, full of fun and excitement, educational and interesting to all. We venture to say you will agree with us that you never have had so much fun. It doesn't look hard, and it isn't hard. It is an interesting picture, just bubbling over with fun for all.

OBSERVE THESE RULES

- Any man, woman or child who is not an employee of the Augusta Chronicle, or a member of an employee's family, may submit an answer. It costs nothing to try.
- All answers must be mailed by March 11th, 1922, and addressed to H. Henderson, Puzzle Manager, The Augusta Chronicle.
- Answers should be written on one side of the paper only and words numbered consecutively 1, 2, 3, etc. Write your full name and address on each page in the upper right hand corner. If you desire to write anything else, use a separate sheet.
- Only words found in the English Dictionary will be counted. Do not use hyphenated, compound, or obsolete words. Use either the singular or plural, but where the singular is used the plural cannot be counted, and vice versa.
- Words of the same spelling can be used only once, even though used to designate different objects. The same object can be named only once, however, any visible part of the object may also be named.
- The person sending in the largest and nearest correct list of words will win the first prize. Neatness, style or handwriting have no bearing upon deciding the winners.
- Candidates may cooperate in answering the puzzle, but only one prize will be awarded to any one household, nor will a prize be awarded to more than one of any group outside of the family where two or more have been working together.
- In the event of a tie for any prize offered, the full amount of such prize will be paid to every tied participant.
- All winners will receive the same consideration regarding subscription and a description to the Augusta Chronicle.
- There will be three independent judges, having no connection with The Chronicle, who will judge the answers submitted and award the prizes. Participants agree to accept the decision of these judges as final and conclusive.
- The judges will meet shortly after the close of the contest.
- Winners and the correct list of words will be published in The Chronicle just as quickly thereafter as possible.

EXTRA PUZZLE PICTURES FREE ON REQUEST

H. Henderson Puzzle Mgr. **The Augusta Chronicle** Augusta, Georgia.

Copyright 1922 The Augusta Chronicle.

THE PRIZES

Winning Answers will receive prizes according to the table below:

	Prizes given if no subscriptions are sent	Prizes given if one subscription is sent	Prizes given if two subscriptions are sent
1st Prize	\$20.00	\$300.00	\$1,000.00
2nd Prize	20.00	150.00	300.00
3rd Prize	15.00	75.00	150.00
4th Prize	5.00	50.00	100.00
5th Prize	5.00	30.00	75.00
6th Prize	5.00	20.00	50.00
7th Prize	3.00	15.00	40.00
8th Prize	3.00	10.00	30.00
9th Prize	3.00	10.00	20.00
10th Prize	3.00	10.00	20.00
11th Prize	2.00	10.00	20.00
12th Prize	2.00	10.00	20.00
13th Prize	2.00	10.00	20.00
14th Prize	2.00	10.00	20.00
15th Prize	2.00	10.00	20.00

SUBSCRIPTION RATES—Payable in Advance

By Carrier or Agent

6 Months Daily and Sunday\$4.50
1 Year Daily and Sunday\$9.00

By Mail

6 Months, Daily and Sunday\$4.00
1 Year, Daily and Sunday\$8.00
(Our yearly subscription will count as two six-months subscriptions)

You Can Win \$1,000.00

It costs nothing to take part and you don't have to send in a single subscription to win a prize. If your list of "P-words" is award first prize by the judges you will win \$300.00, but if you would like to win more than \$300.00 we are making the following special offer, whereby you can win bigger cash prizes by sending in one or two six-month subscriptions for The Daily and Sunday Chronicle, with remittance to cover.

HERE'S HOW: If the judges award your answer first prize, and you have sent in one six-month subscription to "The Daily and Sunday Chronicle" you will receive \$300.00 instead of \$30.00. (See second column of figures in prize list.)

Or, if you are awarded first prize and have sent in two six-month subscriptions to "The Daily and Sunday Chronicle" you will receive \$1,000.00 instead of \$60.00. (See third column of figures in prize list.)

It takes but two subscriptions to qualify for the big \$1,000 reward. Absolutely two subscriptions is the maximum. You can do this with little effort. Your own subscription will count as one and we can take subscriptions to start at any future date. In sending in your subscriptions give full instructions on a separate sheet from that on which you send in your answer.

makes excellent silage; and when ground into meal it is a good and easily handled feed. In addition to these good qualities it is of great value as a soil improver. Attempts have been made to introduce it as a human food and medicine, but it can not compete with other staples as a food and it has no special medicinal properties.

Although not detailed enough to make laborious reading, each subject from haymaking on through to alfalfa meal manufacture, and a consideration of fake and fad alfalfa products, is treated so fully as to give the reader a thorough understanding of the possibilities of this great crop. Those who are inclined to be too enthusiastic over certain uses will find reason in the collected experience of many growers and feeders to modify their views, for alfalfa is not a panacea for all the troubles of the farm and feedlot. Consideration is given to the needs of dairy cattle, beef cattle, hogs, sheep, horses and poultry, and to the crop in various forms, including hay, pasture, silage, straw, soiling feed, tea and meal.

Those who are interested should write to the United States Department of Agriculture, Washington, D. C., for Farmers' Bulletin 1229, which will be sent free of charge.

NOTICE TO CREDITORS of Application For Discharge In the District Court of the United States, For the Western District of South Carolina.

IN THE MATTER OF Rubenstein & Wynn, a partnership, and of the individual partners Isadore Rubenstein and Jake Wynn. (No. B-299 in Bankruptcy.)

To the Creditors of the above named Bankrupt:

Take notice that on February 11, 1922, the above named bankrupt filed his petition in said Court praying that he may be decreed by the Court to have full discharge from all debts provable against his estate, except such debts as are excepted by law from such discharge, and a hearing was thereupon ordered and will be had upon said petition on March 15, 1922 before said Court, at Greenville, in said District, at 11 o'clock in the forenoon, at which time and place all known creditors and other persons in interest may appear and show cause, if any they have, why the prayer of said petition should not be granted.

D. C. DURHAM, Clerk.
Dated at Greenville, S. C., February 14, 1922.

STATE OF SOUTH CAROLINA COUNTY OF EDGEFIELD By W. T. Kinnaird Esquire, Probate Judge

Whereas C. E. Holsback of the above County and State made suit to me to grant him Letters of Administration of the Estate of and effects of Virginia Holsback, late of said County and State, deceased.

These are therefore to cite and admonish all and singular the kindred and creditors of the said Virginia Holsback deceased, that they be and appear before me, in the Court of Probate, to be held at my office at Edgefield, S. C., on the 4th day of March, 1922 after publication thereof, at 11 o'clock in the forenoon, to show cause, if any they have, why the said Administration should not be granted.

Given under my hand, this 13th day of February, Anno Domini, 1922. W. T. KINNAIRD, (L. S.) Probate Judge E. Co., S. C.

WANTED: Good, sound corn for milling purposes, sixty-five cents paid for same in shuck or seventy-five cents shelled. J. G. ALFORD.

WANTED: Representatives to sell monuments. Attractive proposition. Write Charlotte Marble & Granite Works, Charlotte, N. C. Largest in the Carolinas.