

UNIFORM GRADES FOR FARM PRODUCTS AIDS MARKETING

Lead to Mutual Understanding and Confidence Between Farmers and Buyers—Assures Producers of Fairer Prices—War-Time Potato Regulations Proved Merits of Uniform Grades.

If an expert conclusively demonstrated a method to you whereby you could increase the profits from your business 10, 20 or 50 per cent, would you throw him out of the house? Or would you embrace him as did a group of Michigan potato growers when the Bureau of Markets, United States Department of Agriculture, offered suggestions—expert advice—regarding the formation of a potato growers' exchange and the business methods that the exchange should use?

Today the potato growers concerned are very glad they adopted the latter course. For in less than a year's time it placed in their pockets more than a quarter of a million dollars over what they would have had otherwise.

There is no dark secret about how this was accomplished. In fact, the achievement can be duplicated by others. Although, to be sure, the success of the Michigan potato growers was due largely to the cooperative feature of the enterprise, an individual may secure a proportionate result by applying the same business principles in marketing his farm products.

The fundamental principle that has animated the Bureau of Markets in its work is that distribution of farm products requires mutual understanding and confidence between producer and

buyer. If a farmer states that he has shipped to market a carload of high-grade produce which upon arrival is found to be of inferior quality, naturally the purchaser questions the farmer's integrity and does not depend upon his word in the future. On the other hand, should a buyer allege that produce was received in bad condition, when, as a matter of fact, it was in first-class shape, the farmer loses confidence in the buyer and regards him as dishonest.

To Eliminate Distrust

These are conditions that should not exist, and the Bureau of Markets has set about in a very practical way to help eliminate them. It maintains that in the marketing of produce there should be a common and uniform basis of understanding. The various kinds of marketable produce should be known by grades, and the specifications for any particular grade should be the same everywhere. For example, potatoes of No. 2 grade should be No. 2 potatoes throughout the entire country and not No. 1 grade in certain sections. And if the farmer agrees to ship No. 2 potatoes, they should conform to the specifications for that grade. By eliminating the confusion resulting from a particular grade of produce having one meaning to the farmer and another to the buyer, a foundation of mutual understanding is established.

That the use of standard grades is readily appreciated by producers and buyers alike, was evidenced during the war, when the Food Administration required licensed dealers to use potato grades recommended by the Bureau of Markets. The results were so satisfactory that when the regulation was canceled the use of potato grades, to

a large extent, was continued voluntarily.

The Bureau of Markets has recommended grades for potatoes, Bermuda and northern grown onions, strawberries, and rice. It has established grades for wheat, corn, oats, and cotton. In the near future it expects to recommend grades for hay and other produce. It has recently prepared tentative wool grades with a view ultimately to recommending standard grades of that commodity. A complete classification of cattle, calves, hogs, sheep, and goats has been adopted by the bureau for use in reporting livestock market prices. A similar classification is in use for reporting wholesale meat quotations. Consideration is also being given the question of having representatives demonstrate United States grain grades to European countries for the purpose of familiarizing dealers there with the standards upon which international transactions with the United States should be based.

Hay Producers Feel Need

In the matter of hay, farmers admit that the marketing of the commodity is a hazardous undertaking because of the possibility of loss due to misunderstandings, lack of inspection, variations in grades in different markets, differences in the manner in which rules for grading are interpreted, and because of sharp practices. In fact, many farmers have stated that nine-tenths of the losses in the hay business are due to lack of standard grades and a uniform, impartial inspection service.

Not only does the use of standard grades result in better understanding and confidence between producers and buyers, but in greater satisfaction be-

- tempting lemon tang
Ward's
LEMON-CRUSH



"—hey, fellers—c'mon over! Lemon-Crush! Hurry up! Gee whilkens, but it's good!! Yes, the kids can drink all they want—for it is made by the exclusive Ward process from nothing but the pure delicious oil pressed from California lemons, finest granulated sugar, carbonated water and citric acid, the natural acid of the lemon. Lemon-Crush is the companion drink to Ward's Orange-Crush.

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Small wonder that we have sold more than 300 in all of the territory and more than 50 in Anderson county alone and have scattered them far and wide through our many live dealers in the Piedmont.

Note the astonishing detail specification shown at the head of this advertisement. Did you ever before see such value in any truck under \$2,000? The Huffman Truck is a world beater, in a class alone. We want live dealers in Lower South Carolina who can make money and make good like our Piedmont dealers are doing. We back you to the limit in service and cooperation. Warehouses loaded to the limit with trucks and spare parts, and we are building additional warehouse space. Write us today for our interesting proposition.

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ANDERSON, S. C.

cause of increased monetary returns. Farmers everywhere are urged to conduct their business of marketing upon the sound business principle advocated by the Bureau of Markets. The bureau will be glad to advise anyone desiring to secure full information regarding the various grades it recommends.

GARDENING TO BEAT H. C. L.

Clemson College, May 30.—Ordinarily the average Southern garden is a spring garden,—a one-season affair, few vegetables being available at any other time. Comparatively few people seem to realize the possibilities of the all-season garden. The value of such a garden normally is inestimable, but under present high and increasing prices and the practically certain great shortage of food-stuffs, the all-season garden is a go-send. Therefore, suggest Extension Service horticulturists, it is imperative that all gardeners, large or small, look ahead and arrange a rotative system to utilize all possible space with succession crops, consecutive planting, etc. The four essentials of good gardening,—thorough preparation, careful planting, frequent shallow cultivation, and consecutive cropping, must be kept in mind to get maximum results.

What to Plant.

During late May and June plant vegetables for late summer and fall use: tomatoes, cabbage, collards, squash, (striped cushaws), beans, Southern prize turnips, and a few rows of corn for canning. For best results in dry weather, small seed should be sown in shallow furrows on the level and firmed into the soil by rolling a wheelbarrow or wheel hoe over them.

Make consecutive plantings of the early maturing varieties of beans, beets, corn, cabbage, tomatoes, and mustard. Some good varieties to

plant are: snap beans,—Bountiful, or Stowless Greenpod; sugar corn, —Stowell's Evergreen; lima beans; —Fordhook, or Henderson's Bush Lima; cucumbers,—Green Prolific, or Fordhook Pickling; peas,—Black Eye; pumpkins,—Striped Cusaw, or Large Cheese. Also make plantings of Succession and Charleston Wakefield cabbage, and Georgia Southern collards for transplanting to the field during late summer.

Make preparations for planting, during late June or early July, the second or fall crop of Irish potatoes. The Lookout Mountain is the most desirable variety for fall planting but the Peerless, Green Mountain, Triumph, or Rural New Yorker may be substituted. The ground should also be prepared at this time for July and August planting of celery and rutabagas, both valuable crops for fall and winter use.

Continue to plant sweet potatoes.

as this crop will make after the grain harvest. Where plants are not available, use 6 to 8-inch one-leaf vine cuttings.

FARMERS BILL IS BLOCKED

Washington, May 28.—Opponents of the bill permitting farmers, planters, ranchmen, dairymen or fruit growers to combine for collective marketing and sale of their products blocked passage of the measure tonight by the House, but supporters announced they would force the legislation through the House before the convention recess.

Representative Walsh, Republican, of Massachusetts led the fight against the bill and succeeded in forcing adjournment of the first night session attempted by the House to clear the legislative calendar before the convention recess.

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