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 demon strated a method to you whereby you To Eliminate Distrust 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 in certain sections. And if the farmthey would have had otherwise.

There is no dark secret about how this was accomplished. In fact, the for that grade. By eliminating the because of the possibility of loss due 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 required licensed dealers to use potato animated the Bureau of Markets in its grades recommended by the Bureau of work is that distribution of farm pro- Markets. The results were so satisducts requires mutual understanding factory that when the regulation was and confidence between producers and and confidence between producer and canceled the use of potato grades, to buyers, but in greater satisfaction be-

shipped to market a carload of highgrade produce which upon arrival is found to be of inferior quality, natural ly the purchaser uestions the farm-

fidence in the buyer and regards him as dishonest.

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 er agrees to ship No. 2 potatoes, they mit that the marketing of the comshould conform to the specifications confusion resulting form a particular

to the farmer and another to the markets, differences in the manner in buyer, a foundation of mutual understanding i sestablished. That the use of standard grades is

buyers alike, was evidenced during the hay business are due to lack of standwar, when the Food Administration and grades and a uniform, impartial

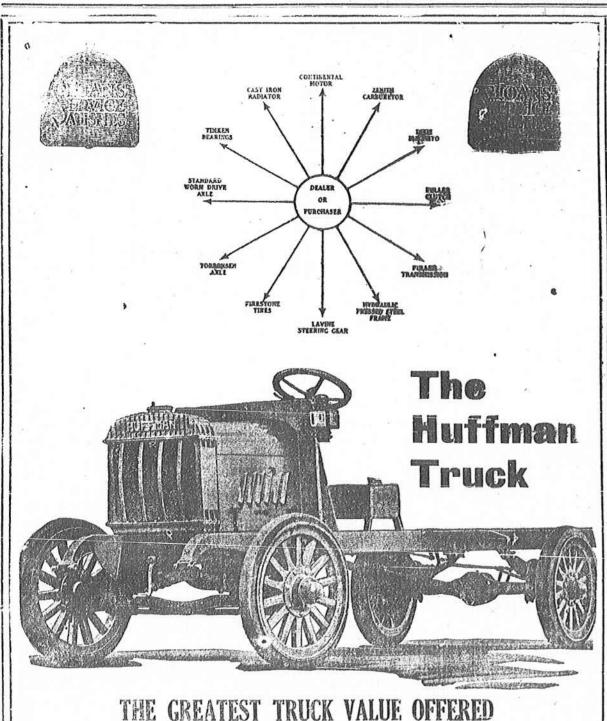
buyer. If a farmer states that he has a large extent, was continued voluntarily.

The Bureau of Markets has recommended grades for potatoes, Bermuda and northern grown onions, strawberer's integrity and does not depend up- ries, and rice. It has established on his word in the future. On the grades for wheat, corn, oats, and cotother hand, should a buyer allege that ton. In the near future it expects to produce was received in bad condition, recommend grades for hay and other when, as a matter of fact, it was in produce. It has recently, prepared first-class shape, the farmer loses con- 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. Considera tion 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 admodity is a hazardous undertaking to misunderstandings, lack of inspecgrade of produce having one meaning tion, variations in grades in different which rules for grading are interpreted, and because of sharp practices. In fact, many farmers have stated readily appreciated by producers and that nine-tenths of the losses in the inspection service.

Not only does the use of standard grades result in better understanding



- tempting lemon tang Ward's EMON-CRUSH

"-hey, fellers-c'mon over! Lemon-Crush! Hurry up! Gee whilikens, 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 deicious 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. in bottles or at fountains

Prepared by Orange-Crush Co., Chicago Laboratoiy: Los Angeles

Carolina Coca-Cola Bottling Works-Sumter, S. C.

Send for book of The Story of Orange Crush and Lemon Crush." and the second second

cause of increased monetary returns. plant are: snap beans,-Bountiful, as this crop will make after the Farmers everywhere are urged to con- or Stringless Greenpod; sugar corn, grain harvest. Where plants are not duct their business of marketing up- -Stowell's Evergreen; lima beans; available, use 6 to on the sound business principle advo--Fordhook, or Henderson's Bush vine duttings. cated by the Bureau of Markets. The Lima; cucumbers,-Green Prolific FARMERS BILL IS BLOCKED bureau will be glad to advise anyone or Fordhook Pickling; pcas, Black desiring to secure full information re- Eye; pumpkins,-Striped Cusaw, or,

but the Peerless, Green Mountain,

Triumph, or Rural New Yorker may

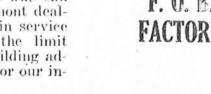
also be prepared at this time

for fall and winter use.

during late summer.

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 astornishing 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.



Distributors for North and South Carolina Huffman Trucks, Atlas Trucks, Elcar and Huffman Automobiles ANDERSON, S. C.

P. SLOAN & SONS,

\$1,695 F. O. B. FACTORY

inc.

garding the various grades it recom- Large Cheese. Also make plantings mends.

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 second or fall crop of Irish potatoes. 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- July and August planting of celery 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 fail use: tomatoes, cabbage, / collards, squash, (striped cushaws), beans, Southern prize turnips, and a few a 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

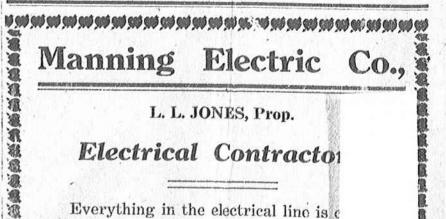
Washington, May 28 .-- Opponents of the bill permitting farmers, planters, of Succession and Charleston Wakeranchmen, dairymen or fruit growers field cabbage, and Georgia Southern to combine for collective marketing collards for transplanting to the field and sale of their products blocked passage of the measure tonight by Make preparations for planting, the House, but supporters announced during late June or early July, the they would force the legislation through the House before the conven-The Lookout Mountain is the most tion recoge desirable variety for fall planting

Representative Walsh. Republican. of Massachusetts led the fight against the bill and succeeded in forcing adbe substituted. The ground should journment of the first night session attempted by the House to clear the legislative calendar before the conand rutabagas, both valuable crops vertion recess.

ADVERTISE IN THE TIMES

Mann......

Continue to plant sweet potatoes.



for

stock. Let us figure on your next "job."

Venning's Old Stand