

TOBACCO MARKETING

Open Forum for Expressions for or Against Co-operative Marketing

QUESTIONS AND ANSWERS BY PRESIDENT J. C. STONE

Dear Mr. Wilson: I am just in receipt of your letter of May 2nd, enclosing circular of questions gotten out by the Greenville Tobacco Board of Trade, and they are all very easy to answer.

1. Q—What per cent of the Kentucky crop delivered to the Association has been sold by the Association?
A—Fifty per cent.

2. Q—What per cent of the tobacco sold was the best tobacco delivered to the Association?
A—Leaving out our green grades, the tobacco sold was not above the average of what we still have on hand. This question will be answered more fully below.

3. Q—What per cent of the tobacco now in the hands of the Association is common tobacco?
A—There is a proximately twenty per cent of the tobacco we have on hand unsold which is common tobacco.

4. Q—What per cent of the 1921 crop of Burley tobacco that has been delivered to the Association, is still in the hands of the Association unsold?
A—Same as Number one.

5. Q—When will the Association sell this tobacco, that is still in the hands of the Association?
A—We sold five million pounds of our re-dried tobaccos last week, and judging from the demand we have for it, it all will be sold in the next sixty days.

6. Q—When will the Association pay the farmer in full for his 1921 crop of Burley tobacco?
A—As soon as all the tobacco is sold in orderly and profitable way.

7. Q—When will the Association be able to tell the Kentucky farmer what his 1921 crop of tobacco averaged?
A—As soon as all the tobacco is sold.

8. Q—What per cent of the value fixed on the Kentucky tobacco, did the Association advance the farmer?
A—Approximately thirty-five per cent in cash on the delivery of his crop to our receiving plants.

9. Q—Does the Association require you to deliver all of your tobacco crop at one time, or can you deliver it one load at a time?
A—The grower can deliver it all at one time, or one load at a time to suit his convenience.

10. Q—Is the Association liable to you in case the tobacco you deliver to them damages, before it is sold or redried?
A—No, when the grower delivers tobacco to the Association, he is issued a receipt showing the number of pounds of each grade he has delivered, and the identity of each man's tobacco is lost from that time on, and each grower owns his prorata part in the total number of pounds received by the Association of grades delivered by the grower. If any tobacco is damaged in any grade, all of the growers in the Association, who own any part of that grade, stands that damage prorata.

11. Q—When will the Kentucky farmer know what it has cost him to sell his tobacco through the Association?
A—As soon as all the 1921 crop has been sold and the final distribution made. However, we have thoroughly demonstrated to the satisfaction of our members that the expense of our first year's operation will not be as much as the grower in the past has paid in actual warehouse fees to sell his crop over the loose leaf floors. Up to the first of April 1922 by which time all of our receiving plants had been closed, and the largest part of our expense of operation had been paid, it cost 40 cents and 1 mill per 100 pounds for the actual, operation expenses. And this operation expense includes all receiving plants management, including common labor, salaries of graders, and general office expense, including salaries, but this does not include the cost of the farmer in payment for the real properties which are being used for receiving plants. This expense will be about 1 cent per pound per year.

12. Q—What per cent does the Association agree to advance the North Carolina farmer on his tobacco when delivered?
A—This no doubt will be decided by the Tobacco Growers' Co-operative Association of Virginia, North and South Carolina in connection with tobacco representatives of the Banks furnishing money for the advance.

13. Q—What per cent did the contracts signed by the Kentucky farmer agree to advance?
A—There was no agreement in the

contracts of the Burley Tobacco Growers Co-operative Association agreeing to furnish any particular amount, but the amount to be advanced was decided by the officers of the Association, who represented the members of the Association, and expert tobacco men, representing the banks who agree to furnish the money.

14. Q—Who places the value on the tobacco delivered to the Association?
A—Answered in question No. 13.

15. Q—Does the farmer see his tobacco sold?
A—No, unless he wants to. The Burley Association is not doing anything under cover, and any member has a right to any information in regard to what the Association is doing.

16. Q—Can the farmer refuse to accept the price the Association sells his tobacco at?
A—No, the members select the Directors in their respective districts in whom they have confidence, and these Directors direct the policy of the Association. You might add to the answer of this question, what could the farmer do under the old auction system, if he did not accept the price he got on public sale?

In regard to the average price that the Burley tobacco has brought in Kentucky on the public auction markets, as to the statement you refer to which Judge Bingham made in regard to the price this tobacco had brought, I answered in a letter to you yesterday.

If I have not answered all of these questions as fully as you may like, write me and I will give you all the information I have.

Yours very truly,
James C. Stone,
President and General Mgr.

FORMER KINSTON MAN SAYS TO KEEP OUT OF WEED POOL

The following letter from Leon Oettinger, a former resident of Kinston and well-known and related here on the failure of the co-operative marketing pool for the sale of tobacco in the Kentucky Burley district, will be of interest here. The letter follows, comes from Lexington, dated April 23:

"In answer to your letter asking for information regarding the pool here.

"Personally I think the pool is one of the worst things that has ever happened to the farmer. In the first place the men who organized the pool promised the men who signed it that they would not declare it formed until 75 per cent of the tobacco had been signed up. They had men who had not raised tobacco for two years sign.

"With all their signing they had a little over 100,000,00 while the independents sold 60,000,000. So they really had only 60 per cent.

"The pool here has been formed on broken promises. The men in charge of the drive told the farmers every warehouse in Kentucky was promised them and if the farmers did not sign they would have no place to sell it. In this way they forced a great many farmers to join that wanted to stay out.

"In my opinion the salary list out here will amount to more than it cost to handle the entire crop in former years. This is outside the common labor. Then the interest the money they borrow and warehouse they buy will all come out of the farmers' pocket. In other words it will cost the farmer about three to five times as much to sell his tobacco through the pool as it cost him to sell at auction.

"The third reason when the farmer sells his tobacco over the loose leaf floor he gets his money and has the privilege of rejecting any that the price does not suit him. In the pool he has only the privilege of bringing it to the receiving station, after that it is entirely in the hands of the Association. When they formed the pool here they claimed that the companies would advance to take the tobacco as it was graded in by the Association. I have seen the buyers reduce the grading as much as five points. If they did not want the tobacco the way it was they would tell the pool representative they would take it at a lower grade. After the farmers bring it in to the pool they have to wait about a week for the money they are advanced, and that it not over a third of what the tobacco would sell for. Farmers here who brought their tobacco have only had the one advance on it. I understand that there will be another distribution soon but no one knows just when.

"As you know this year's crop was the shortest that has been raised for a good many years, and it is the consensus of opinion among tobacco men who really know the conditions that the pool instead of raising prices actually caused the tobacco to sell for much less than it would have if there had been no pool. The buyers seemed to know that the officers of the pool were extremely anxious to sell this tobacco. The business men here are very much down on the pool now as they claim it has hurt business very much.

"I know of several instances here where crops were divided, one-half in pool, the other half being sold over the floor. Invariably the crop on the floor sold from three to four times higher than the farmer was advanced. The farmers here are very much dissatisfied ver the way things were run. For every satisfied farmer in the pool I can show you a dozen who would like to get out.

"The tobacco here this year averaged twenty-one cents over the breaks and the pool advances were only

about seven. And The Tobacco In The Pool Was Of Very Much Better Quality Than That Of The Independents.

"I do not know if I have made my reasons as clear as I wish but if there is anything else you desire to know let me hear from you and I will try to give you the desired information.

Yours very truly,
LEON OETTINGER,
You can advise all my friends that I say "Keep Out."—Contributed.

SHUN LIQUID SPRAYS FOR POISONING BOLL WEEVIL

A warning against liquid sprayer attachments to cotton poisoning machinery is issued by B. R. Coad, director of the boll weevil laboratory of the United States Department of Agriculture. Calcium arsenate applied as a dust, he points out, is the only certain means yet found for controlling the boll weevil and any effort at control by means of liquid sprays is useless. Sprayer attachments are, therefore, not only unnecessary but are an added burden. They increase the cost of the machinery and make it more complicated and difficult to operate. The liquid spray, even if it were as effective as the dust method would be decidedly more expensive. It would necessitate the use of water carts, to feed the machines, would demand an ample and constant water supply which his not available on most farms, and in various ways would increase the cost of poisoning operations. Orchardists and others who have to conduct poisoning operations regularly are constantly searching for poisons that can be dusted instead of sprayed. Cotton growers are very fortunate in that the one really effective method of controlling the boll weevil is the dust method and they should not waste time and money Mr. Coad points out, in experimenting with the expensive spray methods that farmers in other lines are so constantly trying to get away from.

In addition to the foregoing spraying equipment we also find on the market many curious devices for applying some liquid preparation, usually containing calcium arsenate, for the control of the boll weevil. Some of these are to be attached to plows, others to cultivators, while still others run independently. They are usually provided with some exceedingly simple form of tank with a gravity flow of liquid, which either drips on the plants or is wiped on them by some form of brushes or rags. Many such implements are absolutely comical, and the only sad feature is the fact that some farmers are foolish enough to purchase them. The literature advertising these implements promises wonderful results and the directors given often call for only a small fraction of a pound of poison per acre, which is distributed over the plants in a very irregular manner. To expect boll weevil control from such methods is absolutely absurd. The Department specialists have been attempting boll weevil control with liquid applications for many years. In these tests they use the finest available high pressure spraying machinery, distributing the liquid poison over the plants in a mist form, thus reaching absolutely every part of the plant. Furthermore, these applications are usually made at the rate of 100 gallons of solution per acre. In spite of this these spray applications do not control the boll weevil, and how can anyone expect to secure benefit from the absurd recommendations issued with some of the machines now offered the farmers?

Farmers who desire more detailed information on this subject may secure it free of charge by writing the Delta Laboratory, Tallulah, Louisiana.

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Cures Malaria Chills and Fever, Dengue or Bilious Fever. It kills the germs.

BLOOMVILLE DEMOCRATIC CLUB

All members of the Bloomville Democratic Club are hereby called to meet at the store of F. C. Thomas at Bloomville, S. C., on Saturday, May 20th, 1922 at four o'clock in the afternoon. The purpose of said meeting being to re-organize and elect the necessary officers of the Club. By order of the Executive Committee,
S. OLIVER O'BRYAN,
18-2t County Chairman.
May 3, 1922.

NOTICE OF DISCHARGE

I will apply to the Judge of Probate for Clarendon County, on the 29th day of May, 1922, at 11 o'clock a. m. for Letters of Discharge as Guardian for Lucille Johnson, formerly a minor.
William Johnson,
pd. Guardian.
New Zion, S. C., April 26, 1922.

CITATION NOTICE

The State of South Carolina, County of Clarendon,
By J. M. Windham, Probate Judge:
Whereas Home Bank & Trust Company made suit to me to grant them Letters of Administration of the Estate and effects of Theodora Sheriff. These are, therefore, to cite and admonish all and singular the Kindred and Creditors of the said Theodora Sheriff deceased, that they be and appear before me, in the Court of Probate, to be held at Manning on the 22nd day of May next, after publication hereof, 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 9th day of May, Anno Domini, 1922.
J. M. Windham,
Judge of Probate.

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Lot 1922—Ladies' Patent One Strap Pumps; plain toe; low heels with rubber. A special, pair

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PATENT PUMP SPECIAL

Lot 75425—Ladies' Two Button One Strap Patent Pumps; Baby Louis heels. A special, pair

\$5.98

PATENT LOW HEEL PUMPS

Lot 5808—Ladies' One Strap Patent Pumps; low heels, perforated toes. A special, pair

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BLACK KID OXFORDS

Lot 5315—Ladies' Black Kid Lace Oxfords; low heels with rubber, a good soft shoe. A special, pair

\$3.98

BLACK KID CUBAN HEEL OXFORD

Lot 5322—Ladies' Black Kid Lace Oxfords; Cuban heels, flexible soles. A special, pair

\$3.98

COMBINATION LAST OXFORDS

Lot 4564—Ladies' Black Kid Lace Oxfords; medium toes, combination last, military heels, with rubber. A special, pair

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BLACK KID PUMPS

Lot 4572—Ladies' One Strap Black Kid Pumps, medium heels with rubber. A special, pair

\$4.98

MEN'S REYNOLDS OXFORDS

Men's Russian Calf Lace Oxfords, marine last, brogue style, it's the "Reynolds". A special, pair

\$6.95

REYNOLDS' "KIWI" OXFORDS

Men, you should see this beautiful Dress Oxford, the "Kiwi." A special, pair

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Men's "Ososze" Black Kid Lace Oxfords for tender feet. A special, pair

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SATIN LOW HEEL PUMPS

Lot 5875—Ladies' One Strap Satin Pumps, low heels. A special, pair

\$5.98

BROWN CALF SPORT PUMPS

Lot 214—Ladies' One Strap Brown and Patent Pumps, perforated toes, buckle, low heels with rubber welted soles. A special, pair

\$2.98

BROWN CALF OXFORDS

Lot 350—Ladies' Brown Calf Lace Oxfords, low heels with rubber welted soles. A special, pair

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BROWN KID OXFORDS

Lot 300—Ladies' Brown Kid Lace Oxfords, low heels with rubber welted soles. A special, pair

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Lot 4878—Ladies' Two Strap Patent Pumps, plain toes, welted soles, low heels with rubber. A special, pair

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MISSSES' PATENT PUMPS

Lot 252—Misses' One Strap Patent Pumps, medium round toes, low heels with rubber heels, sizes 12 1-2 to 2. A special, pair

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MISSSES' BROWN CALF PUMPS

Lot 251—Misses' One Strap Two Button Brown Calf Pumps, low heels with rubber. Sizes 12 1-2 to 2. A special, pair

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CHILDREN'S STRAP PUMPS

Children's Patent and Kid One Strap Pumps, wedge heels, sizes 2 to 8. A special, pair

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GIRLS' and BOYS' E. C. SKUFFERS
Girls' and Boys' E. C. Skuffer Brown Calf Oxfords, sizes 12 1-2 to 2. A special, each

\$2.48

MEN'S SEMI-ENGLISH OXFORDS

Lot 524—Men's Brown Calf Lace Oxfords, semi-English Oxford, welted soles, rubber heels. A special, pair

\$3.95

Lot 523—Men's Medium Round Toe Brown Calf Oxfords, welted soles, rubber heels. A special, pair

\$3.95

BOYS' OXFORDS

Lot 400—Boys' Medium English Lace Oxfords, brown calf leather with rubber heels. A special, pair

\$3.45

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