

# CO-OPERATIVE MARKETING

BY C. H. CARPENTER

## COOPERATIVE COTTON MARKET-ING.

In a few days the farmers of our county will have the opportunity to join the Cotton Growers Marketing Association, the object of which they will be told is the obtaining of better prices for their product.

Now as better prices is what we all desire, and as some of our farmers seem so positive that this organization will accomplish its purpose let us endeavour to find out for ourselves if they are right, and if they are then join with them so that we too may be benefited.

In Texas they began marketing cotton through their association several months ago, and they state that members are getting about ten dollars per bale more than outsiders. Yet what the actual profit will be can only be told at the end of the season when final settlement will be made. Their statement of what results so far have been is interesting.

But much more conclusive evidence of what we may expect is furnished by an investigation begun by the Bureau of Markets of the Department of Agriculture in 1916. Ample time was taken, and nothing was left undone to make the investigation thorough. The object was done to determine the difference between the price the farmer got for his cotton, and the price the mill paid to the cotton factor. After more than two years of study a bulletin was issued, and we would be glad if all our farmers would send for it.

Arrangements were made with a number of large and small mills to furnish the bureau with samples from bales they purchased, together with the date when bought and the price paid. The samples were all carefully classified. Over 15000 samples were thus obtained.

During the same period covered in securing samples for mills, county classifiers in the state classed about 120,000 bales for producers and obtained information as to the date and place of sale and price received for a large part of this cotton.

Now as to the results. We quote from the Bulletin, "A comparison of all coinciding sales as to grade, staple and date selected from the sale of approximately 200,00 bales sold in North Carolina, South Carolina and Georgia, showed that the mills paid an average of 232 points, or \$11.60 per bale, more than the average price received by the farmer on the same date for cotton of the same grade and staple." So we see that the results so far claimed by the Texas association seems to be reasonable.

A difference of ten dollars a bale is enough to make a farmer begin to think, and his first thought is not very complimentary to the mills. But if we farmers are going to turn over a new leaf and become business men, we must not let our feelings run away with us; but must look at this matter from a business standpoint.

Some years back a bill was introduced in our state senate that referred to cotton. As it was of interest to the mills the president of a chain of mills appeared before the committee in charge of the bill. In the course of his argument he said that he preferred to buy his cotton from a factor rather than from the farmers.

This declaration brought out a vigorous protest from some of the farmers present—Josh Ashley exclaiming, "Colonel, I thought you were the farmers friend; I am surprised to hear you say that." The committee paid no attention to the interruption, nor did the president of the mill. But we know he had reason for taking the stand he did, and we soon had an opportunity to ask him what his reasons were. Expressing the pleasure it gave him to explain his position, he said that their experience was this: "Wishing to buy a large number of bales of cotton it was an easy matter to place the order with a factor. Its staple, grade and general character could be stipulated. Now in such a large number of bales some will be found which do not come up to the contract. That it will be so is well known to both parties. So these bales, when found by workers handling them at the mill, are set aside, and representatives of each of the contracting parties meet and adjust the differences. There is no feeling whatever—it is simply a matter of business. But he said when the mills buy direct from the farmers these same defective bales will get into the mill, but how will it ever be adjusted? Of course if it appears that fraud has been attempted we could punish the guilty party but that is not business, and as to the minor losses, there would be no pleasure in trying to collect from the farmer."

Again he said a mill is organized to manufacture, and not to speculate in cotton. When we get an order for cloth we place with a factor an order for the number of bales of just the kind we need. We know what we will get for our goods, and what we can pay for cotton out of which the goods will be made. All this is a simple business transaction. But suppose we are buying from the farmers, a large part of the cotton they furnish is not suitable for us, and we must turn around and sell it. Of course we can't take risks as to price, and so like any other business we must look out for our safety. The losses from damaged cotton is enormous, we must take that into consideration and as we are never certain which bales may contain such we must make allowance by fixing a low price for all.

So it appears we suffer all this loss year after year, and blame everybody but ourselves. The remedy is in our own hands. Let us study the plan that has already been adopted by six states, and if we wish to be benefited let us, too, adopt it. And let us bear this in mind—Only those who cooperate will be benefited. Any one can see that those who refuse to come in will be just as helpless as they now are. C.

### TO CORRESPONDENTS

We have stated probably a hundred times that we cannot publish an article of any kind in The Sentinel unless we know who the author is, yet every week we receive letters for publication with nothing to tell us who wrote them. Unsigned letters go to the waste basket.

We will not publish a correspondent's name if requested not to do so, but The Sentinel must know who sends in every article we publish.

**CITATION**  
STATE OF SOUTH CAROLINA  
COUNTY OF PICKENS  
By N. A. Christopher, Esquire, Probate Judge.  
Whereas, L. J. Jewell and J. E. Jewell made suit to me to grant them Letters of Administration of the Estate of and Effects of Samuel Jewell deceased.  
These are therefore, to cite and admonish all and singular the kindred and Creditors of the said Samuel Jewell deceased, that they be and appear before me, in the Court of Probate, to be held at Pickens Court House, S. C., on the 27th day of Jan. 1922, 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 and Seal, this 17th day of Jan. 1922, in the 146th year of our Independence.  
N. A. Christopher,  
Judge of Probate, Pickens Co. S. C.

### NOTICE TO DEBTORS AND CREDITORS

All persons holding claims against the estate of the late J. H. Durham must present the same, duly proven, on or before the 10th day of February, 1922 or be debarred payment; and all persons indebted to said estate must make payment on or before the above date to J. W. M. Durham.  
J. W. M. Durham,  
Administrator.

**MARTIN & EARLE**  
Attorneys-at-Law.  
Practice in all Courts.  
Pickens Office in Court House.  
Greenville Office opposite Postoffice,  
Phone 404.

**G. C. CHRISTOPHER**  
Attorney-at-Law.  
Practice in all Courts.  
Office over Pickens Bank,  
Pickens, S. C.

B. F. Martin. Sam B. Craig  
E. M. Blythe O. C. Keith  
Greenville, S. C. Pickens, S. C.

**Martin, Blythe, Craig & Keith**  
LAWYERS  
Pickens, South Carolina  
Practice in State and Federal Courts  
Pickens Office Phone 39  
J. R. Martin J. H. Earle  
Greenville, S. C. Pickens, S. C.

**DR. J. L. AIKEN**  
Dentist.  
Reasonable Prices.  
Masonic Bldg., Pickens, S. C.

**MONEY TO LOAN**  
On Improved Farms in Pickens, Oconee and Greenville counties. City property, Greenville, Easley and Seneca.  
R. E. BRUCE, Pickens, S. C.  
Office Over Keowee Bank.

# 666

will break a Cold, Fever and Grippe quicker than anything we know, preventing pneumonia.

**TRESPASS NOTICE**  
We, the undersigned, hereby warn all persons not to hunt birds on our land, under the penalty of the law.  
Charlie Childress  
T. B. Robinson  
J. M. Brazeale  
P. M. Brazeale  
O. C. Crenshaw  
J. L. Hunter  
J. A. H. Townes  
S. L. Simmons  
J. T. Massingill  
W. M. Martin  
Mr. Harper  
J. B. Brazeale  
Frank Brazeale  
W. P. Long

**ANDITOR'S NOTICE**  
The time for taking returns for the fiscal year 1922 will open the second day of January, 1922, and will close February 20, 1922, after which 50 per cent penalty will be added, as provided by law for non-returns. Reassessment of all property will be made in 1922, as provided by law. Tax return blanks for 1922 may be found at the following places:  
Central—Farmers Bank, Central Bank, Isaquena Mill.  
Central R 4—W. S. Gantt, J. L. Murphree.  
Calhoun R 1—T. S. Ramsay.  
Catechee—L. L. Leopard.  
Norris—D. C. Garrett.  
Clemson College—P. S. McCollum  
Liberty—Liberty Bank, Farmer and Merchants Bank, W. B. Glenn, Easley Mill No. 2 office.  
Liberty R 1—M. Joe Boggs.  
Easley—Easley Mill No. 1 office, Commercial Bank, Easley Loan and Trust Co., Magistrate Jameson, Alice Mill office, Glenwood Mill office.  
Easley R. F. D.—L. L. Smith, J. O. Hughey.  
Dacusville—N. B. Williams, G. W. Bowen.  
Marrietta R 2—L. S. Edens.  
Pickens R 2—D. E. Garrett.  
Pickens R 3—J. B. Chastain.  
Pickens R 4—S. B. Edens, A. C. Sutherland.  
Nimmons—E. C. Bowie.  
Eastatoe—W. R. McKinney.  
Six Mile—J. L. Dillard.  
Sunset—A. T. Winchester.  
HENRY A. TOWNES, Auditor.

**Million Packets of Flower Seeds Free**  
We believe in flowers around the homes of the South. Flowers brighten up the home surroundings and give pleasure and satisfaction to those who have them.  
We have filled more than a million packets of seeds, of beautiful yet easily grown flowers to be given to our customers this spring.  
"Wouldn't you like to have five packets of beautiful flowers free? YOU CAN GET THEM!" Hastings 1922 catalog is a 100-page handsomely illustrated seed book full from cover to cover of truthful descriptions and illustrations of vegetables, flowers and farm crops. It is full of helpful garden, flower and farm information that is needed in every Southern home, and, too, the catalog tells you how to get these flower seeds absolutely free.  
Write for our 1922 catalog now. It is the finest, most valuable and beautiful seed book ever published, and you will be mighty glad you've got it. There is no obligation to buy anything. Just ask for the catalog, and it will come by return mail.  
H. G. HASTINGS CO., SEEDSMEN,  
ATLANTA, GA.

# ODDS AND ENDS SALE

In every large stock of merchandise a lot odds and ends will be found from time to time—Maybe the box for a pair of shoes gets misplaced—this doesn't injure the quality of the shoes—But never-the-less they are classed as Odds and Ends.

For the next few days I shall place on sale all Odds and Ends of various kinds of merchandise at an amazingly low prices.

I need the room—so these goods must go.

Here are a few things found in this sale. But there are various other things not listed here. Come let us show you through these goods:

- One lot Boys' pants
- One lot Ladies Sweaters
- One lot Children's Sweaters
- One lot Men's Sweater
- One lot Children's Shoes
- One lot Men's and Boy's Shoes
- One lot Ladies Coat Suits
- One lot Ladies Coats
- One lot Children's Coats
- One lot Ladies Shirts
- One lot Men's Overcoats

Bring us your produce. Your trade is appreciated.

## J. W. HENDRICKS

### PICKENS CABINET WORKS

Headquarters for Sash, Doors and Mouldings.  
We have a nice line of Builders' Hardware.  
Can furnish odd sizes to order.

Let us make you a price on anything you need in the building line.

A few thousand brick at the right price.

## The Pickens Sentinel and Greenville Daily News Both for Price of The News Alone

For the balance of this year The Sentinel will make its Pickens county subscribers the following special offer:

The Greenville News (Daily and Sunday) regular price.....\$9.00  
The Pickens Sentinel, regular price..... 1.50  
Regular subscription price of both papers one year..... \$10.50  
SPECIAL OFFER: Both papers one year..... \$9.00

-----OR-----  
The Greenville News (Daily without Sunday) regular price..... \$7.00  
The Sentinel, regular price..... 1.50  
Regular subscription price of both papers one year..... \$8.50  
SPECIAL OFFER: Both papers one year..... \$7.00

The Greenville News gives you the state and outside news and The Sentinel keeps you posted on your home county affairs. The News is one of the best dailies in the South and he only daily paper that is delivered to rural readers in Pickens county he same day it is printed.  
Bring or send all subscriptions to the Sentinel office.

# ...WHERE TO TRADE IN GREENVILLE...

The home merchant is entitled to your trade first. He is your neighbor and helping you to build up your home town and county. When he cannot supply your needs BUY IN GREENVILLE, our big sister city, where the business men are always glad to see you and will take pleasure in helping you to get just what you want. Firms and individuals whose names appear in this directory are known by The Sentinel to be reliable. Tell them you are from Pickens county.

Nearly Forty Years In Business In GREENVILLE

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DRY GOODS  
Ladies and Children's  
Ready-to-Wear

TRUSTWORTHY MERCHANDISE  
GOOD STORE SERVICE

A Share of Your Patronage Will Be Appreciated

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JUST A REAL GOOD CAR.

A SENSATION EVERYWHERE

Made by W. C. Durant, former head of General Motors.

\$999.00 Delivered

**F. S. Barnes Motor Co.**

206 W. North St.

Opposite Craig-Rush

Greenville, S. C.

## Cyclone Owners In Greenville

FISKE-CARTER CONSTRUCTION CO.  
HUNTINGTON & GUERRY  
CHARLES DUSHAN  
C. R. BRAMLET  
CLYBONE TRAFFIC ROUTES  
SOUTHERN DRUG SYNDICATE  
CITY OF GREENVILLE  
STANDARD FURNITURE CO.

If you wish to know something of the Cyclone truck and Cyclone Service, ask any of our owners. All are satisfied.

Be Sure

Buy Cyclone

Cyclone Starter & Truck Co.

Greenville, S. C.

You Should Know

## The Highland Automobile Co.

Distributors for the VELIE Car.

The house that puts SERVICE first.

We will let you be the judge.

NEAR THE AMERICAN BANK, GREENVILLE, S. C.

We appreciate the liberal patronage we receive from the good people of Pickens county.

You are always welcome here.

**Sullivan-Markley Hardware Co.**

Greenville, S. C.