FARMERS' UNION NEWS

Practical Thoughts for Practical

(Conducted by E. W. Dabbs, President S. C. Farmers Union.)

Some Random Thoughts.

of the Clarendon County Farmers' Union at Turbeville. President C. Allen McFadden, with his coadjutors, Buddin, Barron, and others, is doing a good work in that county. They are planning to put Clarendon County in the lead in the corn show

It is always a pleasure to see the neat and progressive farming of the Puddin Swamp Country. In spite of the bad weather, many of the farms Clarendon, look like gardens. Toseed. On two farms at Turbeville, al specific objects as follows: there were several bales of cotton. They hoped to get over for the first more than they could gather. For less than a tenth of his farm in cotton. . /

Sumter should take note of this rich back country of Silloh and Turbeabout two miles east of McBride's causeway, the south fork leading direct toward Turbeville. If Sumter will build to within a mile of the county line at Tom DoBose's, Turbeville will make the connection.

Then the Betts railroad should be extended to Shiloh and Turbeville, and run into Sumter from Mr. Wash Mahoney's place. Except a through line giving outside connections, there is not another line that could be built into Sumter of equal benefit to the town and county. And it is a question if even a through line will be worth as much to the town and county as the Sumter, Salem and tablish uniform grades. Better grad-Shiloh railroad. And this could be ing would almost always net the growmade a through line to Conway or Georgetown or both,

E. W. D.

POTATO GROWERS REVOLUTION. IZE METHODS.

President H. R. Talmage Tells New York State Agricultural Society of Long Island Potatoes-How Trade Formerly Manipulated Markets-How Growers Later United-How the Trade Fought-How the Association Succeeded-Emphasizes the Fundamentals Upon Which Co-opcration Must Succeed.

American Agriculturist.

Long Island potatoes are the best potatoes grown, if the price we receive for them in the market is an New York city and Brooklyn markets at 25 cents to \$1 a barrel more than any other optatoes. For this reason and the additional reason that we have to add freight of 20 cents a barrel when we go beyond this market, our outlet is practically limited to Brooklyn. The large wholesale firms in Brooklyn number less than 10, so we have a very narraw morket.

Our potatoes were formerly marketed through local buyers, there being one to four at each shipping should have stopped at 65 cents. point. The local buyer is supopsed When the price went to 75 cents to buy and load the potatoes for 3 many of our customers turned to othcents a bushel, and it makes no dif- er sources for their supplies. After ference to him whether the price be they had once left we could not in-25 cents or \$1 a bushel, he gets his duce them to come back because they 3 cents a bushel just the same. In were able to make a larger margin of addition to this many times when profit on potatoes from other sections, the local buyer gets orders to buy at As a result our market was very slow the purchase of fertilizer that it has a business of upward of Five Bil- community goes out to the bereaved an advance price he bought at the all the rest of the season at 60 cents a old price and pocketed the difference. bushel. The local buyers usually worked in harmony, notifying their competitors with favorable local conditions we when they were going to raise the raised one of the largest crops of poprice. They seldom raised the price tatoes we have ever harvested, while farmer who has a 50-acre farm will on mortgage at 3 1-2 and 4 1-2 per except when they were forced to by the rest of the east had a serious buy at least 25 tons of fertilizer anthe grower refusing to cart without shortage during the late summer and nually. an advance.

ders and what market conditions he conditions elsewhere we were anxious could gather by wire and usually he to sell and the price soon dropped to had no means of knowing and did not 25 cents a bushel for as good potatoes or \$60,000 a year, and for the three know the condition of the market any better than the farmer. The farmers, as well as other people, are more as fast as the local buyers wanted sure that among our 600 members ship and volume of business have ineager to sell on a falling market, them they would tell us that they you could find quite a large number creased more during the past 10 fearing they may have to take a had to go to 20 cents a bushel, but we who would say offhand that the ex- years than in the previous 40 years. lower price later on, and this knowl- could cart two or three loads more change is of no benefit to the Long They do a bigger business and are edge of human nature was taken ad- at 25 cents. They kept the price at Island farmer! buyers and city wholesalers, so the vested, when during the first week in conditions that I consider essential to Europe. constnatly, the larger part of the po- a bushel, and it was but a short time movement.

market slack

vance the price 5 cents a bushel, and circulate rumors that the market was firm and prices would be higher. and stop the farmers from carting. actually making the price higher in profit. Later they would repeat the performance. Some of the farmers got on to this game and profited by Yesterday I attended the meeting the farmers' interest who was in touch be called intimate. When our exadvise the growers as to the true condition of the markets.

It was to remedy this and others equally bad that some of next our farmers determined in the spring in every way they could devise. winter, nearly a hundred farmers in of 1908 to try and form an organizathe demonstration work, and about tion for selling our produce and buyan equal number of boys in the corn ing our supplies. We had had a plan demonstration of the advantage of co-operation by the wonderful success of the cauliflower association.

We called a general meeting at which a committee was appointed to hold meetings at every shipping point on both sides of the line, Sumter and in our territory and explain what we hoped to accomplish and the probacco beds were in evidence, corn up posed method of operation. In our of beer. The wholesaler would acto a stand, well manured with cotton plan of operations we set forth sever-

First, establish conditions whereby anyone desiring may buy Long Island and only time this week. Just made produce true to name. The need of this is apparent when I tell you that this year one farmer will cut his cot- the Long Island potato, like every othton acreage from 35 to 8 acres, being er extra good article, has to compete with a lot of counterfeit stuff sold as the genuine. No doubt there are more Maine, Michigan and New York State potatoes sold each year in Greater New York as Long Island potatoes ville, and not only open the long than raised on Long Island. Of course, talked of Shiloh public road extension, so many inferior potatoes being sold but the Shiloh extension should fork for the genuine naturally hurts our market.

Second, develop our present markets and find new ones for all our products. By judicious advertising we were sure we could increase the demand for our products.

Third, to ascertain the condition of growing crops throughout the season and furnish this information to our

Fourth, to secure pure seed at as low a price as consistent with the best quality.

Fifth, to buy and sell or manutacture all kinds of supplies.

· Sixth, to buy and sell and consign all kinds of farm produce and to eser more money.

Seventh, to own or lease and operate storage warehouses and packing houses for produce.

Eighth, arrange for the transportation and handling of all produce in the best possible manner.

Ninth, eliminate from the list of our customers those wholesale dealers who unjustly dock the shippers on times better to hire money and pay weight or who make a practice of turning down cars of produce on falling market.

Our Long Island potatoes being a special high-grade product of limited to 35 cents a pound; since then we production, by placing the entire crop have never paid over 17 cents a pound. in the hands of one selling agent, that agent would know just the requirements of the market and could reguand prevent the filmflam methods by indication of quality. Our potatoes which the grower was induced or are always quoted and sold in the fooled into selling the greater part of his crop at the low spots in the marketing season.

> The selling agent could keep the price right up to the top the market would stand and prevent it from going too high, for there is such a thing as getting the price so high as to be an injury to the grower. This state of affairs was furnished a year ago started in at 40 cents a bushel and

Again, during the summer of 1902, early fall. With a big crop to bar-Each local buyer received his or- vest and no reliable information of as ever grew.

salers have been buying of the local support an organization where somebuyers at the stations in some instances for many years and the reit. There was no one looking out for lations exisiting between them might with all the shipping points and change started there was alarm not knew what was going on and could only with the local buyers but also with the wholesale dealers in the city. essential that you have sufficient capi-The one feared to lose his job and the tal to carry on the business properly. condition other his profits, so they combined their forces and fought the exchange

They circulated false stories and in many instances convinced the farmer that the exchange was to blame that he did not get a higher price. When the market was dull the old local buyer would get the order in preference to the exchange and when the market was brisk the buyer would pay a premium of 1 cent a bushel. In a few instances the farmer could be bought with a cheap cigar and a glass cept inferior stock from the local buyer when the same grade of goods would be turned down if shipped by the exchange. This compelled the farmer who was loyal to the exchange to sort his potatoes better than did those who sold to the local buyer.

These and other schemes were worked to break up the exchange, but I am glad to say that many of our loyal members saw the selfish motive that promoted these actions and stood by the exchange. The local buyers are unanimous, in saying that since our exchange started they have made no money and much the same story comes from the wholesaler in the city.

Our exchange is more firmly established and the wholesalers are learning that we stand for better grading and a square deal for all and that the chance for a legitimate rpofit is better than before the advent of the exchange. Whilee our exchang does not handle nearly all of the crop yet its influence is such that since we started the markets have been very steady and uniform, any fluctuations which occur being caused by the general market condition. It is impossible to estimate the thousands of dollars this result of the presence of the exchange has put into the farmers' pockets.

Another feature which it is hard to measure in dollars and cents is the educational value. Since our exchange started the farmers have learned that t is the pounds of available ammonia, phosphoric acid and potash that measure the value of a fertilizer and not some high sounding name. They have learned business methods in buying and selling; that it is many cash rather than to pay the long price for a poor article on time.

Before our exchange started the price of paris green varied from 25 and supplied our members at a big (C.) to the following effect: saving over what they used to pay for other supplies. We buy a large portion of our seed potatoes each year. It has been a serious problem to get good seed true to name. Our exseed trying to get the best even if the price was higher.

and accommodations from the railroad that as individuals we would and crops being different from the secured special work both from our State experiment station and from the department of agriculture at Washington.

While in these and some other minor points the exchange has been of material benefit to its members, it is, been of the greatest financial benefit lion of dollars annually. to members.

Our farmers as a rule buy at least

We estimate that about 20,000 tons territory and on this amount there has been a saving of at least \$3 a ton. years a total of \$180,000. Yet not-When we farmers would not cart withstanding all of the above I am

when the price was falling and the price had gone up one buyer had the limited supply of patience, as you will nerve to tell us, "Farmers are blam- have to contend with all kinds of op- means committee, Washington, D. C., After the wholesalers had loaded ed fools. We could have paid 55 position from those you would benefit. up at the low price they would ad- cents a bushel all the time just as Improvements come slowly and it will well as not." Many dealers made for- take time to educate the farmers to tunes out of the Long Island farm- the benefits that will come with cooperation. The farmer is the most in-As I have stated, there are few dependent of men. Through all his wholesale dealers in greater New life he has done his own will, taking the city market. Then they would York who make a practice of handling orders from no one, and it is the undload their large holdings at a big Long Island potatoes. These whole- hardest thing for him to join and one can tell him what he must do.

Second, incorporate your organiaztion and have the price of membership at least \$50. Anyone who is not interested to the extent of \$50 had better stay out, and it is absolutely

Third, pledge the members that they will patronize their own organization always when possible. It is better that you have the products of 50 members that you know you can depend on than the products of 500 whom you cannot depend on.

Fourth, when the formation of a co-operative company will displace local dealers or buyers, employ these men as agents as far as possible,

Fifth, too much importance cannot be attached to the problem of engaging the manager. The manager must be a man who will inspire confidence in the stockholders, thereby securing support and causing them to be loyal to each other. In addition to this he must be a salesman of unusual abilitly, for he must go into the open market and overcome the prejudice existing against all farmers' movements to market their produce.

Progress in Farm Finance.

American Agriculturist.

Another forward step has been accomplished. The finance committee has reported out favorably to the United States senate the Gronna resolution (S J 75) for a national commission on farm finance. It is to consist of three members, is to be appointed by the president and its existence is to be limited to one year. The commission is to investigate and report upon the system of co-operative land mortgage banking, and co-operative rural credits, which have achieved such stupendous success in Europe.

This whole subject of farm finance Herbert Wharton Beall this week at and of rural co-operation has been her beautiful and attractive country under consideration throughout this residence. The evening was unusualcalled for this special purpose. That lighted with the meeting. Quite a conference is presided over by David number of guests were present from Lubin, delegate of the United States Sumter which added to the afterto the international institute of agri- noon's enjoyment. The contests weree culture at Rome. It is being attended of a general nature which required by many representative farmers and much deep guessing. Mrs. F. J. Bass others. The conference will probably was the lucky winner of the prize, a adopt a strong statement in favor of very pretty crocheted bag. Delicious the proposed national commission on refreshments, consisting of a salad farm finance, and should take definite course with tea was served. action for supporting a propaganda for the education of American farmers in co-operative finance.

The action of the conference will be followed by the Southern commercial methods of farm finance should instantly write to one or both of the in Sumter on the same date. senators from his State (address them Besides paris green we have bought simply The Senate, Washington, D. Mayesville at the request of the Civic

Please promptly pass Senate joint indugled in by all citizens. late the supplies to a certain extent, all kinds of grain and feed, kerosene resolution 75 for a national commisgasoline, lime, coal, flour and many sion on farm finance. Of course you know that co-operative rural credit, men of the Confederacy in Columbia as developed in Europe, has been pronounced by the British government "a modern discovery which may be change has bought large quantities of likened, as a factor in production, to the discovery of steam." We Amer- Carson McLeod, Only Son of John R. ican farmers want to know all about Working through our organization it and desire the proposed commission we have secured many concessions for this purpose. Sign your name and

> the Schulze-Delitzsch people's banks was about \$3,250,000,000. Thus, these this, the co-operative land-mortgage banks in Germany do a business ag-1,000 pounds of a high-grade fertiliz- gregating some billions of dollars, er an acre each year. That is, a and enable farmers to borrow money

> These figures are for Germany alone. The same principles are emof fertilizers are used each year in our ployed in various ways in other con-Some of these institutions date back 150 years. The rural credit banks date back about 50 years. So great has been their efficiency that their number, memberequally as well managed as

passes the senate, letters should be er, and one sister,, Mrs. Geo. W. Petrie tatoes being sold by the farmers before it was 75 cents. After the First, fortify yourself with an un-written in its behalf to Hon. O. W. of Charlottesville. Va.

Underwood. urging the house of representatives Policeman's Order on Tablet Quiets to promptly pass the resolution providing for a national commission on farm finance. It can be secured :n 30 days, if everyone interested will pull together. The successful application of this system to American agriculture will be worth more to the United States than any or all reforms of tariff, taxation or other political issues, upon which people are now "all het up."

The Potash Supply.

The quest of domestic supply of potash is becoming interesting. With the experts on the trail of this important plant food, President Taft asks congress to make a law to protect from private exploitation areas of potash such as recently were discovered in Southern California,

Fertilizer Cost.

Farmers are getting restive under the growing dimensions of the leading fertilizer companies. The American agricultural chemical company has just voted to increase its capitalization from 32 to 50 millions preferred, and from 20 to 50 millions of common stock. When this corporation was originally formed, the preferred was supposed to represent tangible property, while the common was largely good will. To maintain prices on a basis that will afford dividends upon \$50,000,000 of common will impose a tax on the consumers of fertilizers under which they will become increasingly restive. The farmer, like other business men, is willing to pay for what he buys a price that will afford a reasonable margin of profit to the manufacturer, just as the farmer wants to make a fair profit on what he produces. But he resents being imposed upon by artificially high prices. The feeling upon this subject is very

AFFAIRS IN MAYESVILLE.

Mrs. Herbert Beall Entertains Book Club-Wednesday Made Clean-up Day.

Mayesville, April 11 .- The Tuesday Afternoon Book Club met with Mrs. ly pleasant and the members were de-

The annual reception of the Book Club will be held on next Wednesday evening, the 17th, at the residence of Mrs. W. S. Chandler. This event is being looked forward to with much congress at Nashville next week, April pleasure by the members of the club 8 to 10. Meanwhile, it is imperative and their invited guests. A number that every person who favors better of the members have been favored with an invitation to a club reception

Wednesday was "clean-up day" in League and a general tidying up was

Mr. J. W. Cooper attended the unveiling of the monument to the Wotoday.

DEATH AT EGYPT.

and Mrs. Eunice Carson McLeod. Died Sunday.

Egypt, April 9.-Carson, the only We have already emphasized pre- child of Mr. John R. and Mrs. Eunice last summer. The price of potatoes not have secured. Our soil, climate viously the tremendous success of the Carson McLeod, died at the home of agricultural co-operative banking in his father Sunday morning, the 7th. rapidly went to 75 cents, when it rest of the State we needed and have Germany. In that one country, the death being due to an internal abcess. total business done annually by these Carson was a sweet, innocent little institutions under the Raiffeisen sys- boy thirteen years of age. The funertem, exceeds \$1,500,000,000. The total al services were conducted by Rev. S. business done in 1910 in Germany by S. Singleton Sunday evening at 5 o'clock in the presence of a large congregation, after which the body was two classes of farmers' co-operative laid to rest by his mother, who died next to marketing our potatoes, in banks in Germany alone are doing in 1901. The sympathy of the entire Besides family. May they look to higher help and feel that their loss is his

DEATH.

Mrs. Hallie Cooper Cheyne, wife of Dr. Walter Cheyne, died in Richmond, Va., Friday morning, following be brought to Mayesville tomorrow morning and taken thence to her late day at 11,30 o'clock a. m.

daughter of the late George W. Cooper, of this county, and was in her forty-fifth year. tage of repeatedly by the local 25 cents till the crop was nearly har- Let me enumerate some of the called great commercial banks of her husband, Dr. Walter Cheyne, two daughters and two sons, two brothers, lumbia, due to leave 9.30 P. M.; mail market price of potatoes fluctuated September the price went to 55 cents the success of such a co-operative As soon as the Gronna resolution Mr. R. M. Cooper and Dr. H. W. Cooper

ways and DISPERSES MUTES BY PENOIL.

Silent Combatants.

Acting Chief Catlin may have to add one more qualification to the list of requisites for an all-round policeman as a result of an encounter between four deaf-mutes at Wabash and Seventh streets.

Scenting trouble, Patrolman Kettergren rushed to the scene of action, but already a large crowd had surrounded the fighters, says a St. Paul dispatch,

There they were, hitting with one fist and talking, evidently swearing, with the other. He separated the quartet with difficulty and then asked them what the matter was.

They all talked at once. And Patrolman Wettergren cound't tell whether they were talking to each other or talikng to him. He was at sea in a mass of fingers.

Just as Wettergren was about to blow his whistle for help one of the deaf-mutes, who had recovered his equanimity to a certain extent ,took a pad out of his pocket and on it wrote a translation.

It seems that two of the men charged that the other two men had been selling by subscription something that both parties claimed they only had a right to sell.

Patrolman Wettergren, picking up the pad and drawing a pencil from his pocket, suggested that the best thing they could do was to disperse and forget their troubles.

Partner talked to partner for several seconds; then they decided to follow the suggestion of the patrolman and departed in opposite directions.

Stateburg Personals.

Stateburg, April 10,-Mr. Robert E. Barnwell of Greenville spent Easter at home.

Miss Mary Gaillard of Ferguson, who has been visiting Mrs. James Simons, is now in Sumter for a few days. Misses Anne M. and Bessie Barn-

well of Wilmington, N. C., were at home on Sunday and Monday. Mr. Singleton Moore of Cane Sa-

vannah spent Sunday in our midst. Mr. W. H. Barnwell spent Sunday at "The Rectory."

Miss Estelle Moore of Dalzell spent Monday with Mrs. James Simons. Mr. DeHon of Summerville spent

Tuesday at "The Ruins," Rev. W. H. Barnwell held service at the Church of the Holy Cross on Sunday morning and in the afternoon

went to Hagood, where he again Miss Bessie Murray who is teaching near Camden, spent the week-end at

Dr. Alston of Hagood spent Sun-

Mr. Deas Richardson of Boykin.

spent a few days here last week with his brother, Mr. R. C. Richardson,

WHEN THE MAILS LEAVE.

Latest Schedule for Closing of Mails Prepared for Service at the Sumter Post Office.

The following schedule which has recently been prepared for service at the postoffice will be of interest to the patrons of that effice. The schedule shows when all mails are closed for the various mail trains which take mail out from this city. This schedule was in effect Friday,

February 16, 1912. Train No. 35, Florence and Augusta, due to leave 5.47 A. M; mail clos-

es 8.45 P. M. Train No. 54, Wilmington and Columbia, due to leave 7.40 A. M .:

mail closes 7.00 A. M. Train No. 46, Florence and Orangeburg, due to leave 9.40 A. M .: mail closes 9.10 A. M.

Train No. 52, Greenville and Charleston, due to leave 9.41 .. M .: mail closes 9.10 A. M.

Train No. 68, Gibson and Smuter. due to leave 9.45 A. M.; mail clo

Train No. 72, Camden and Wilson, due to leave 11:05 A. M.; mail closes 10.30 A. M. Train No. 51, Wilmington and Co-

lumbia, due to leave 11:15 A. M.; mail closes 10:45 A. M. Train No. 73, Camden and Wilson,

due to leave 4:45 P. M.; mail closes 4:00 P. M. Train No. 50, Wilmington and Co-

lumbia, due to leave 5.55 P M., mai' closes 5.15 P. M. Train No. 36, Florence and August

ta, due to leave 6.35 P. M.; mail closes 6.00 P. M. Train No. 53, Greenville and Charleston, due to leave 6.35 P. M.; mail

closes 6.00 P. M.

Train No. 56, Gibson and Sumter, due to leave 6.50 P. M.; mail closes 6.00 P. M.

Train No. 47, Florence and Orangeburg, due to leave 8.25 P. M.; mail

Train No. 55, Wilmington and Cocloses 8.45 P. M.

> GEO. D. SHORE. Postmaster.