

**MARKETING FARM PRODUCTS**

Co-operative Selling Will Give Grower Large Share of Consumer's Dollar.

Clemson College, May 2.—In marketing farm products, co-operatively or otherwise, certain things must be done. Most of these necessary steps are included in the following.

- (1) The commodity must be assembled or concentrated.
- (2) It must be graded and standardized.
- (3) Part of the crop must be warehoused or processed.
- (4) The marketing operation must be financed.
- (5) Cheap transportation must be provided.
- (6) Expert salesmanship must be brought into play.
- (7) The commodity must be retailed or distributed to consumers.

The above mentioned steps coming between the growing and the consuming of a crop are at present largely conducted by the so-called middlemen. By looking over the list it is seen that the "middlemen" includes the railroads, bankers, jobbers, retailers, warehousemen, and in the case of some commodities the manufacturers, in addition to speculators.

Co-operative marketing by the growers, if it accomplishes its object, will effect saving in those steps between the growing and consuming of a commodity where loss or unnecessary waste now occurs. In other words, a co-operative marketing association of growers will do those things necessary which are not now being done efficiently and will leave alone those things which are being done properly.

The following principles of co-operative marketing have been put into effect by the California associations and elsewhere and clearly apply to the co-operative marketing of any commodity.

- (1) Organization by commodity or crop.
- (2) Membership limited to growers and to landlords who receive a part of the crop as rental.
- (3) Binding crop contracts between growers and association.
- (4) Grading of the crop or commodity and pooling according to grade.
- (5) The business of the association to be handled by experts.
- (6) Organization without capital stock and therefore a non-dividend paying association. All profits are paid to growers, thus making the association purely co-operative.
- (7) Organization by commodity.

It seems well established that organization of a farmers' association by commodity rather than by locality is essential for success. An organization set up for the purpose of marketing peanuts efficiently might be utterly unable to cope with the problems involved in marketing cotton or tobacco. It would not be advisable to try to combine the marketing of cotton and peanuts but it would be entirely feasible to market several kinds of such crops through the same organization because of the similarity of the problems involved.

**Limited Membership.**  
Since there is no stock and hence no dividends in a purely co-operative association there is no inducement for anyone to join except those having the commodity to sell. In order that the association might represent primarily the interests of growers, membership is limited to actual growers and landlords who receive part of the crop as rental.

**The Crop Contract.**  
The crop contract is essential for the reason that it gives the association title to the commodity for purposes of marketing. Without such contract the association could not market the commodity because it would have no control over it. The crop contracts create a basis upon which the association can more readily borrow money for making advances to growers as first payments.

**Grading and Pooling.**  
When a member of an association delivers his crop it is immediately graded and he is given a receipt for the amount of each grade delivered. His product is then mixed in with that of other members and lots of each grade are made up. These lots are called pools. His interest in each pool is represented by the proportion which the product delivered by him to the pool bears to the total amount in that pool. In this way every man receives the same price for the same article.

**Trained and Expert Management.**  
Farmers are too busy with production ever to become expert and efficient at handling these seven steps in marketing. A co-operative marketing association of growers, if large enough may employ the best talent in existence to work for the growers in eliminating waste and loss in any one or in all of these steps.

**Pure Co-operation Vs. The Stock Company Plan.**  
Organization without capital on a non-dividend paying basis is an essential principle which has the following advantages: (a) It makes it unnecessary to raise large amounts of capital stock; (b) It is sanctioned by the Sherman Anti-Trust Act; (c) It turns all profits back to the growers, only operating expenses being deducted.

Where co-operative marketing associations operate largely rural life is more stable and farming offers a more certain living to those who engage in it by reason of the fact that many of the elements of chance are removed from the industry.

**USE PUREBRED BOARS**

Inferior Sires a Great Handicap.

Clemson College, May 2.—With the increased interest in swine in the state, there will be a large demand for breeding animals. On account of this demand, a number of persons will be tempted to use inferior boars and sows. While it cannot be hoped to have all of the sows purebred at this time, yet there is no excuse for the use of grade or scrub boars. There are sufficient purebred boars, if properly distributed and properly managed, to make every market hog in the state at least fifty percent purebred.

**Why the Purebred Sire?**

There are six good reasons for using a purebred boar.

1. Larger and stronger pigs are produced.
2. The pigs grow faster and make cheaper gains.
3. The pigs reach market weight sooner.
4. The pigs are more uniform.
5. The pigs meet the market demand, thereby bringing a higher price.
6. Pork production is made more profitable.

On account of the increased value of the litters produced, any farmer with eight or ten sows could well afford to keep a purebred boar. At least, several farmers in a neighborhood can co-operate in the purchase and use of a purebred boar. Through judicious management, a purebred boar for every twenty-five or thirty sows is sufficient.

At this time when every advantage must be taken to realize a profit from farming operations, let no one handicap himself by using inferior stock.

Let your animals march with the purebreds.

**"BETTER SIRE—BETTER STOCK"**

**Livestock Leaks.**

Prepare to Care for Animals and Manure.

Clemson College, May.—Are you ready? It is said that opportunity knocks at the door of every man some time during his life, and the question which you must ask yourself is, "Am I ready?" Are you ready to go into the livestock game? Is your land well fenced? Have you the right sort of pastures? Do you raise your own feed or must you buy it? It pays to grind your ax before you start. If you plan to go into the livestock business be sure you are ready and then go in to stay.

Animals make loads of manure. Are you prepared to save it? The horse will produce 9 tons, the dairy cow 13 tons, the steer 6 tons, the hog 2 tons, and the sheep 2.5 of a ton per year. Will you save this manure?

The best international harvesters in the world for corn and velvet beans are cattle and hogs. The best international manure spreaders are hogs and cattle. The grandest fertilizer in all the world is manure.

On the average a ton of barnyard manure will contain 10 pounds of nitrogen, 5 pounds of acid, and 10 pounds of potash. It also contains a large amount of organic matter which our South Carolina soils need and must have.

**Experimental Results With Manure.**  
Did you ever stop to think that more than half the fertilizing value of manure is in the liquid manure? The Ohio Experiment Station found out that enough manure was lost by seepage in twelve months' time, even where liberal amounts of bedding were used, to pay for concreting the floor.

Ohio and Cornell Stations have proved that manure exposed in the barnyard will lose approximately 50 percent of its value. If it is allowed to heat, the loss runs from 10 to 15 percent greater.

It is a common practice to haul manure to the field and place it in piles. This is not a good plan. It should be immediately spread over the soil, and the thinner it is spread the better. A ton of manure thinly spread will be worth more than one thickly spread. Thirty-five years' work at the Pennsylvania Experiment Station goes to prove that manure put on at the rate of 12 tons per acre returned \$3.29 per ton, while manure put on at the rate of 20 tons per acre yielded only \$2.29 per ton.

**Pastures for Pigs.**

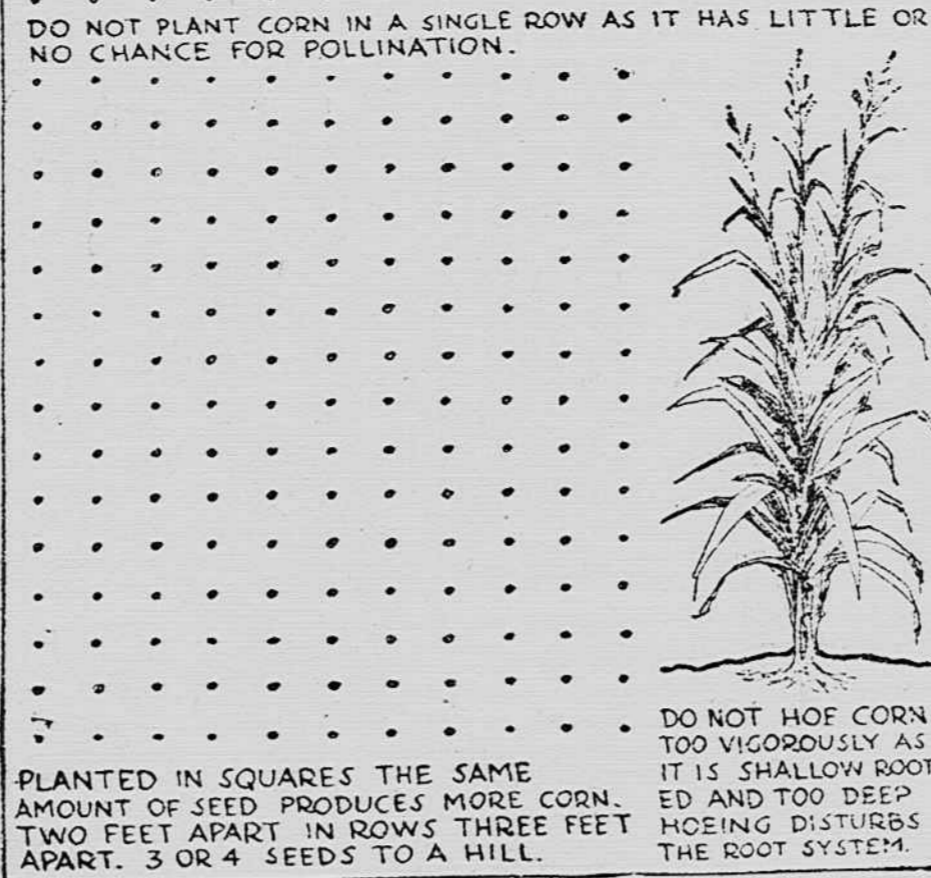
Clemson College, May.—We cannot make the hog business go in this state unless we make good use of our grazing season. A pig in a pen is lazy and expensive, while the pig on pasture is happy, thrifty, and profitable. Every experiment station, every extension department, and every prosperous hog raiser in this country believes in good pastures for hogs.

What can we grow in South Carolina that hogs will pasture? Rape, rye, soybeans, cowpeas, Bermuda, lespedeza, velvet beans and many other pastures do well in this state. Suppose we try some of these pastures and cut our grain ration in two.

Will hogs do well on pasture alone? No, it is best to feed a little grain while the hogs are on the pasture. Two or three ears of corn to each shote per day will work wonders. The pasture will maintain the animal and the grain will make gains in weight.

An acre of good pasture will return from 300 to 600 pounds of pork. Forty dollars per acre is not bad when the pigs do the work.

**A Square Deal For Sweet Corn**



Five rows of corn ten feet long will produce more sweet corn than the same number of stalks in a single row fifty feet long.

Every strand of corn silk represents a potential kernel of corn on the cob from which it issues. It becomes a kernel of corn provided the dust from the tassel or pollen falls upon it. The pollen dust must be deposited on the silk or there is no kernel of corn. The corn depends upon the wind to drift the pollen dust upon the silk. Other plants depend upon bees, but the bees do not find corn so much to their liking. The tassels give off clouds of dust. All it needs is direction.

In a square of corn, whichever way the wind comes, it drives the dust through the planting. Most of it is bound to fall upon the silks. In a long single row or a double row, the pollen is blown away in great quantities and strikes no silk that it can fertilize. This explains the basis for square planting of corn rather than in long rows.

Two feet apart in the row and rows three feet apart is about the right distance for corn. Three to

**Financing Cotton Exports**

**War Finance Corporation To Expedite Shipments**

Atlanta, April 30.—The movement to expedite the export of American cotton took a long step forward today in the opinion of more than 100 representatives, exporters and financiers who discussed the situation with government officials and were promised as great cooperation as possible by Eugene Meyer, Jr., managing director of the war finance corporation at Washington.

For one thing Mr. Meyer promised to recommend to the corporation that credits be extended on bona fide sales of cotton at interior points for export, instead of while it is at ports for export as at present. W. L. Clayton, a cotton exporter of Houston, Texas, in making a plea for such action, declared it would "render invaluable aid to exporters."

The proposal that the government arrange to insure exporters against loss from wars and revolutions in foreign countries also was discussed and a committee was appointed to take up this and other proposals with government officials. The committee will meet in Washington May 9 for a conference with the war finance corporation to develop a plan of action.

Washington, April 30.—A bill authorizing the federal reserve board to loan from its accumulated interest fund the sum of \$50,000,000 to the federal farm loan board for aiding the farmers was introduced today by Representative Brand, Georgia. The money would enable the farm board to take care of loans already approved and applications now pending.

**Prohibition Took Joy Out of Dip**

Part of the scenes in "Ducks and Drakes," Bebe Daniels' latest picture, were made while the company was on location at Big Bear Lake, in the mountains of California, which is a popular winter resort for ducks.

Miss Daniels says she enjoyed the trip immensely, in spite of the fact that she got lost one day when she went for a hike, and it took ten hours to find her, but Jack Holt and Edward Martindel didn't like the jaunt so much, as their scenes included a plunge in the cold waters of the lake when their canoe overturns.

Not only were they compelled to rehearse this scene twice before the camera record was made, but cruel Director Maurice Campbell added insult to injury by having the property man give them an extra dose from a bucket just before shooting one of the close-ups.

"Pretty tough to have to do all that in winter on lemon pop toddy," growled Jack Holt, as he made his way shivering to camp after his three chilly plunges and one icy shower bath. "Motion picture work is much more difficult in this country since prohibition set in."

Have the pleasure of wearing a real hat. Special sale Vogue Hats at \$10.00. Values \$15.00 to \$25.00. No Approvals. Cash only. The Ladies' Shop.

Atlanta, April 29.—Plans to organize race committees throughout Georgia in an effort to improve relations between the negroes and whites and to put a stop to the alleged brutal treatment of negroes in certain sections, were being developed today by a committee, headed by Rev. Ashby Jones, pastor of a local ch. ch., appointed by Governor Dorsey.

**Bolshevik Discipline.**

Terijoki, April 29.—The 8,000 refugees from the recent Kronstadt revolution in Russia who are quartered in Finnish concentration camps here and at Iino have just given a striking example of Bolshevik discipline.

The refugees are being fed by American Red Cross officers. The other day, one of them was caught by his fellows in the act of stealing a larger share of food than was due to him.

The others formed a committee, tried him, found him guilty of stealing food, and then appeared before a Red Cross officer.

"Please give us enough guns to form a firing squad," they requested. "We have found a man stealing food and will execute him immediately."

Informed that this was Finland, and not Bolshevik Russia, the committee was momentarily disappointed.

"But he must be punished," they insisted.

"All right," said the officer, "but no shooting goes here."

The committee then made the thief strip, although the weather was bitterly cold, formed a long line in the woods, including about 150 men, and made the guilty man run naked 100 times from one end of the line to the other, shouting "I'm a thief."

Discipline in these refugee camps has been excellently maintained, through the orders of Stephen Petrichenko, the 29-year-old sailor who was president of Kronstadt and the leader of the revolt. Yet the Finnish authorities are much worried over their presence in Finland. The Kronstadt men, while opposed to the Communists, are a bit too radical in their views to suit the Finnish authorities, who have had a "red" problem at home for a long time.

This, and the fear that the American Red Cross cannot continue to feed them indefinitely, has caused Finland to consider various means of getting rid of these 8,000 and the 25,000 other Russian refugees who are in the country. The government would like to have the League of Nations take them off its hands.

When the Kronstadt garrison arrived at Terijoki the men were half starved. Ten days of good American food changed their appearance wonderfully and some of them, unused to white bread and a diet containing a large proportion of fats, found it so rich that they were ill and their diet had to be reduced.

Your choice of 50 Vogue Hats \$15.00 to \$25.00 values, \$10.00. The Ladies' Shop. Cash only. No Approvals.

**WILL REOPEN BANK**

**Examiner Craig in Charge in Anderson**

Anderson, April 29.—At a meeting of the directors and stockholders of the Farmers' & Merchants' bank this morning, a plan was presented by James H. Craig, state bank examiner, which was adopted, and it is believed the bank will reopen in 30 days. During the 30 days the bank will be in charge of Mr. Craig. Representatives of two large eastern banks were sent to the stockholders meeting with power to act. It is understood that these men offered credit to the Farmers' & Merchants' bank, and to the Farmers' Loan and Trust Co., which is under the same management, if they should need it.

Many a "third business man" is regretting the rest that trade conditions are now giving him.—Nashville Banner.

**IMPORTANT MASS MEETING**

**People Must Take Council Together to Meet Conditions**

A big get-together meeting of business men and farmers has been called by the Chamber of Commerce in the auditorium of the Girls' high school building, at 3 p. m. Thursday, May 5th for the purpose of outlining a policy for the country and city to adopt and follow to meet the extraordinary conditions that obtain on account of the financial depression and the invasion of the boll weevil. Mr. T. B. Young, district agent in the farm demonstration work of the eastern section will be present to discuss the possibilities of the sweet potato curing house and industry, and how best to cultivate cotton, pick squares, and manage the cotton crop so as to avoid the greatest possible damage by the boll weevil. Plans for marketing any other crops than cotton will be formed, and the menace to the swine industry by cholera will be considered.

So important to the business men and mayor of Sumter consider this meeting that the mayor has proclaimed a holiday on that day for the business men of Sumter after three o'clock. We are sleeping over a smouldering volcano, and unless we wake up, there is likely to develop panicky conditions about the first of June, and it is possible for conditions to get worse than they are at present. Every farmer should know what is the best method for him to pursue, and we hope to develop that policy at this meeting. By working in concert we shall be able to accomplish a great deal more with our talents and share croppers, in arousing enthusiasm, than if each individual farmer makes his own plans.

You are cordially invited to be present and to bring along with you any other thinking men to give information about what is being planted and what will be needed in the way of markets for other products than cotton.

The meeting will be called promptly at 3 o'clock. Come prepared to listen and discuss plans and not to transact other business in Sumter.

Very truly yours,  
J. Frank Williams,  
County Agent.

R. E. Sumter, May 2.

**How About That Old Flour Sack.**

"Two old flour sacks may keep some little boy or girl from freezing to death," states the Red Cross in its appeal to the women of America to join in the national movement to make clothing for 750,000 destitute and ragged children of Europe.

Wherever work has been begun under Red Cross jurisdiction—and that is just about everywhere there are Red Cross chapters—every sort of material has been used to provide garments.

The old flour sacks are just one item. Two of them, state the Red Cross instructions to workers, will make a child's nightdress. One will make a pair of drawers, bloomers, corset waist, petticoat, romper or apron.

The Red Cross suggests that the flour sacks be soaked in kerosene before using. This will remove the lettering and avoid embarrassment to little Czech-Slovakians who might otherwise romp about the streets with "So-and-so's" Flour—Best Ever, on the seat of their trousers.

The southern division has been called upon for 125,000 garments for boys and girls and 17,000 layettes for babies. Every chapter is expected to furnish its share of this quota.

A special offering—50 Vogue Hats, \$10.00, values \$15.00 to \$25.00. Cash only. No approvals. The Ladies' Shop.

**STANDARD OIL SHUT OUT**

**Dutch Government Refuses To Grant Oil Concession in Sumatra**

The Hague, April 29 (By the Associated Press).—The second chamber of parliament today by a vote of 49 to 39 adopted the Djambi oil field bill, thus barring the bid of the Standard Oil company for a concession in the Sumatra oil region.

The bill provides for the exploitation of the valuable oil lands for a period of 40 years by a combination of the Dutch Indian government and the Patavia Oil company, the latter belonging to the Shell group. The capital of 10,000 guilders will be equally divided, but the company will be under control of the Dutch government. The board of directors must all be Dutchmen. Its president, vice president and one other man of the board of directors are to be nominated by the Dutch minister of the colonies, under the provisions of the bill.

**Summer Base of Destroyer Squadron.**

Newport, R. I., April 29.—Narragansett Bay is to be the base of the destroyer squadron of the Atlantic fleet this summer. The rendezvous will bring 150 destroyers and auxiliary vessels to these waters. Five destroyers have already arrived.

The main fleet of destroyers, it has just been announced, will leave Charleston, S. C., their winter base, on May 15, and proceed to New York for a stay of two weeks to permit the crews to have shore liberty. The squadron, under command of Rear Admiral A. H. Robertson, will then proceed to Narragansett Bay, arriving about June 5.

Sarah Bernhardt on her appearance in London in a new play received seven curtain calls. That young ingenue is going to be a great actress someday.—St. Louis Star.

**Home Demonstration Department**

Schedule of agent for week beginning May 2nd, 1921:  
Monday—Office.  
Tuesday—Office.  
Wednesday—Bethel.  
Thursday—Providence and Sumter.  
Friday—Faker.

Saturday brought to a close the week of intensive milk propaganda during week milk talks were made to 2,227 children in the schools of the town and county. A total of 43 schools were visited and 114 talks made. The speakers report a very enthusiastic reception of the stories by the children. We hope that this is only the beginning of a very decided use of milk and milk products by our people. The closing of the campaign does not mean that we are through with this work. In fact we have only made a start. We hope that the teachers and parents will try out some experiments, especially with the undernourished children in the use of milk. The work of the follow-up committee will begin now. Miss Oberheim of the city school has already been doing some of that and we hope to have some of her statistics for publication in a few days. The parents can now play their part in the game by providing the milk for the family. "A quart, not less than a pint for every child a day; a pint, not less than a cup for every grown person a day."

**Dairy Club Song.**

(Tune: Little Liza Jane).  
Mary had a little lamb, now don't you laugh,  
She traded off that little sheep and bought her a calf.  
Oh, Little Mary's Little Jersey Calf,  
Oh, Little Mary's Little Jersey Calf,  
Mary fed her little calf, all it could eat,  
It grew so fast and grew so fat; 'Twas gentle and sweet.  
Oh, Little Mary's Little Jersey Calf,  
Oh, Little Mary's Little Jersey Calf,  
Days did come and days did go, as they do now,  
Till Mary's calf was old enough to be called a cow.  
Oh, Little Mary's Little Dairy Cow,  
Oh, Little Mary's Little Dairy Cow,  
Then Mary joined a Dairy Club; and bought her a churn,  
She studied all her bulletins determined to learn.  
Oh, Little Mary's Little Dairy Cow,  
Oh, Little Mary's Little Dairy Cow,  
Mary's butter firm and sweet brought her good money,  
When her friends came she would treat to sweet milk and honey.  
Oh, Little Mary's Little Dairy Cow,  
Oh, Little Mary's Little Dairy Cow,  
Then all the little neighbor girls said,  
"We want a cow,  
And we will do as Mary did if she'll show us how."  
Oh, Little Mary's Little Dairy Cow,  
Oh, Little Mary's Little Dairy Cow.

A meeting of the Gen. Sumter Home demonstration club was held at the school house on Wednesday, April 20th at 4:30 o'clock.

The agent, Miss Truluck, was unable to be present so asked Mrs. S. O. Plowden to take charge of the meeting. We were all glad to have Mrs. R. C. Richardson become a member of our club at this meeting. Mrs. Plowden gave a very interesting talk on "Foods," telling us how we should try, always to plan a "balanced meal" every day.

It will take several meetings to finish this study as it covers so many subjects. At the next meeting we will have "Foods for Children from One to Six."

Mrs. Plowden suggested we have several ten minute talks from some of our ladies, so Mrs. L. C. Richardson, Mrs. George B. Berry and Mrs. Tom Rogers were asked to give these talks.

It was voted on and decided that we accept Mrs. L. R. Williamson's invitation to join the county Federation, which has been recently organized. There being no further business the motion to adjourn was made and carried.

Mrs. John Frierson, Pres.  
Mrs. Jas. Pagan, Sec.

I take this opportunity for expressing my appreciation of the strong cooperation given us during the Milk Campaign Week; to Mrs. Alston Stubbs and her Exhibit committee who secured the store windows and helped to plan and put up the exhibits; to following merchants who gave their windows and arranged them: Bryan Clothing Co., Peoples Grocery, Cherry Furniture Co., D. J. Chandler Clothing Co., L. Albert, C. A. Cooper, Sibert's Drug Store, Levy & Moses Co., McCollum Bros., Joseph M. Chandler, O'Donnell & Co., Elders, W. H. Sheller and Son, The Misses Wilkes, Moran & Co., Ducker and Bultman, Dabant Hardware Co., Bultman Shoe Co., Burns Hardware Co., the Ladies' Shop, Shaw & McCollum, Heaton's Pharmacy, Sumter Dry Goods Co., Jennings-Gainey Furniture Co., Sumter Cash and Carry; to teachers who assisted with the weighing and measuring of the school children and gave time for milk fairy stories to be told their classes; to Sumter Creamery through the courtesy of Mr. McDonald, manager, furnished without charge all the milk used in the store windows for exhibits; to the other committee members who will begin work now, and to Osteen Publishing Co., for publicity courtesies.

Caro Truluck,  
County Home Demonstration Agent.

Washington, April 20.—The emergency tariff bill has been ordered reported favorably to the senate.

April showers bring May double-reapers.—Boston Herald.

The super has been taken out of super-government—at least on this side of the Atlantic.—Boston Transcript.

Being a professional advocate of union Mr. Gompers could hardly do otherwise.—South Bend Tribune.