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SPECIAL CO-OPERATIVE MARKETING ISSUE

THE WIREGRASS FARMER

AND STOCKMAN

A PAPER DEVOTED TO THE DEVELOPMENT OF TURNER COUNTY AND SOUTH GEORGIA.

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WHAT SOME OF TURNER'S MOST SUCCESSFUL, OUTSTANDING AND PROGRESSIVE FARMERS SAY ABOUT CO-OPERATIVE MARKETING

These gentlemen, some of the leading farmers of Georgia, speak from their experience as members of The Georgia Cotton Growers Co-operative Association for the past five years. Perhaps no Georgia farmers have studied more intelligently Georgia farm problems. We would do well to study carefully what they have to say.

HAVING TRIED CO-OPERATIVE MARKETING IS STRONGER THAN EVER

We are now going into the fifth year of co-operative marketing with cotton in Georgia. During these few years a great deal has been accomplished, in-so-far as our cooperative organization is concerned. At its beginning we only had one system by which we could market our cotton. To-day we have a cooperative system that is beginning to be recognized not only by the farmer of the south, but by the greatest cotton consumers in the world.

No one knows how much good the cooperative efforts of our Georgia association and the other associations of the south have done in making it possible for us to receive a high average price for the sixteen million bale crop that has just been harvested, but it is an admitted fact by the speculator as well as the cooperator, that the concerted action of the farmers in Georgia and the south through their cooperative Association has had a very telling effect on the market throughout the season.

Not only is it possible for us to obtain a higher basic price for a term of years for our cotton if marketed through our association, but we have provided subsidiary organizations of our Georgia cotton cooperative association in the form of the Growers Finance Corporation which enables us to secure money at a very low rate of interest, and also by having our Grower Supply Corporation we are able to purchase our fertilizer at a substantial saving, thereby reducing the cost of the production of our crops on the one hand and raising the sales basic price of cotton by cooperative marketing over a period of months direct to the mills on the other hand.

I have been a member of the association for several years, and am highly pleased with the results of its operation. So much so, that I have renewed my agreement for a term of seven years.

I think that in this movement lies the success of the farmer.

J. A. EWING.



J. A. EWING

One of Turner County's most substantial citizens. He signed the first contract because he believed that the Co-operative system was the system the farmers must look to for fair prices for cotton. He signed the new contract because he knew it was the way to sell cotton.

Our late President Harding said that the country needs more than anything else, a generation of organized farmers. President Coolidge today is an ardent supporter of Co-operative Marketing. He supports it with an understanding of all that it means to farmers, and all that it is in principle and practice.



J. B. PATE

He was one of the pioneers in Co-operative Marketing. Through his efforts many men signed. He expects to continue the good work. He wants to see the farm mother and children get pay for their labor.

CO-OPERATION WILL SOLVE OUR PROBLEMS THINKS J. B. PATE

A prominent Jew once told me that the Jews as a nation had no home because they wouldn't co-operate in national affairs. The same can be said of the farmers. Many of them have no homes. Many of their children are underfed, uneducated and untrained for successful farming, all because they will not cooperate.

The story is told of the patriarch Jacob teaching his twelve sons, the lesson of cooperation, took twelve sticks—each one of the sticks representing a son—tied them together and told his sons to break them. Each tried and failed—declaring no one could do it. Jacob untied the sticks and easily broke one at a time. His lesson was, stand together and the world can't destroy you, but disintegrate and you will quickly be destroyed—one at a time—until you are all gone.

The farmers have been made the scape-goat, bearing upon their rugged half-clad shoulders the burden of furnishing the crude materials to feed and clothe the world while he and his family are partially ostracized from the polite circles of society—from enjoying many of the simple luxuries of life—living in a poorly furnished home and dwelling in very crude buildings, and all this is true, because they will not, or I mean have not in the past, cooperated and were like Jacob's untied sticks, easily broken.

By co-operative marketing of their crops, the farmers are gradually being educated to the truth that it pays to be organized. There were more than one hundred imbeciles imprisoned by huge stone walls and one lone guard with a stick in his hand was standing in a wide open gate way when a traveller passing by said, "Are you not afraid that they will escape?"

"No," replied the guard, "I have a stick." But said the traveler, "If they were to organize they could overpower you." "Ah," replied the guard, "If they had sense enough to organize they wouldn't be in there."

My fellow farmers, let not the various organized bodies of the world cast the same epidecan epithet upon us. Fellow farmers, let us awake from our age-long lethargy; let us organize, open our windows to greet the rising sun, the dawn of a better day. Let every farmer join The Georgia Cotton Growers Co-operative Association and thereby solve our own problems; and break loose from the shackles of slavery and become free men who can finally reach the place where we can appraise our own products.

Do These Men Know What They Are Talking About?

"The business end of farming consists in a large measure of the intelligent marketing of the crops of the farm. When the farmer sells his product, he sells to an organized market, organized to make speculative profits; when he goes to the market he buys from an organized market. The farmer is the only unorganized group in a highly organized business and industrial community. Because he lacks the determining voice in the sale value of his commodity, the farmer gets but seven billion, five hundred million dollars for products for which the consumer pays twenty-two billion, five hundred million dollars. For speculators, middlemen and transportation to collect a total of fifteen billion on that for which the farmer receives but seven billion five hundred million dollars is a tragic absurdity. The first step in overcoming these absurd conditions is through cooperative marketing. In fact, this is the most important step."—Dr. W. W. Long, Director of Extension Forces of Clemson College.

"Organization alone can enable you to pass all of the costs on to the consumer of your product—a product that has been tested by me and is the only cotton in the world round in shape, tubular, flexible and strong. All cotton grown in other countries even using our seed is angular and brittle and cannot compare with our product."—United States Senator E. D. Smith.

"That co-operative marketing is the soundest system for selling farm crops is now admitted by virtually all authorities. Its practicability is no longer a matter of question."—Dr. Clarence Poe, Editor of Progressive Farmer.

"With the tobacco farmer and the cotton planter standing together, pooling their crops and selling through their agents in an orderly manner, co-operative marketing is as sure to succeed as does the moon control the tides. Its success spells liberation to the producer and means prosperity for the whole of our Southland."—Col. D. A. Spivey, President Peoples Bank of Conway and former President of South Carolina Bankers Association.

"The most practical way to repent for our errors of the past is to join and support in every way the South Carolina Cotton Growers Cooperative Association. This is the only way to handle successfully our cotton monopoly."—R. O. Bowden, Cashier of the Loan and Exchange Bank of Hampton.

"Economists are practically agreed that agriculture is in a serious plight because of the disparity between prices of commodities the farmer sells and those he buys. Because the farmer must sell in an unorganized way on an organized market this disparity exists. The remedy is cooperative marketing."—Former Governor R. O. Lowden, of Illinois.

CAN IT BE POSSIBLE THAT ALL OF THESE MEN ARE MISTAKEN?

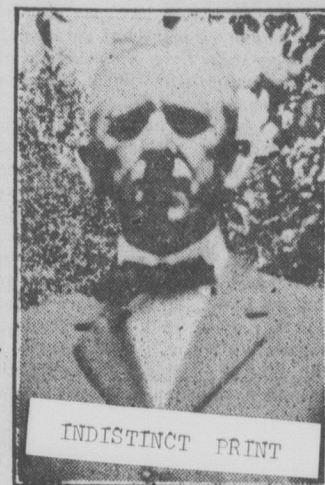
duce. Not that we desire the power to crush legitimate industries, but what we desire is the chance to live and let live. The two great themes that we southern farmers have to study and practice are first, is how to produce more per acre and secondly is how to successfully market our crops. Increase in production alone, will not solve our economic problems. It has been distinctly proven that co-operative marketing is the only way to eliminate speculation and monopoly.

JOHN BEN PATE.

Bankers, factories, railroads, find honest, capable men to handle their affairs, why shouldn't the farmer?

LARGE FARMERS POOL COTTON

One of the most encouraging things and one of the best evidences of growth of Co-operative Marketing, is that so many large farmers and producers are now joining in the Co-operative movement and pooling their cotton. They have studied it, and know it is sound in principle and efficient in operation. Eugene R. Black, president of the Atlanta Trust Company, signed one of the first new seven-year contracts signed in the State. He delivered last year 1100 bales of cotton. He ought to know if it is worth while.



J. L. EVANS

One of Turner County's largest farmers. He pools all his cotton and was one of the first to sign the new contract. He studies the Co-operative system and realizes what it will mean if the farmers will follow it.

J. L. EVANS, A MEMBER 3 YEARS; WELL PLEASED WITH ITS OPERATION

Ashburn, Ga., May 25th, 1926.

Mr. J. E. Conwell, Pres., Georgia Cotton Growers Association, Atlanta, Ga.

Dear Sir:

It was my pleasure to attend one of your Group Meetings at Cordele and hear addresses of Mr. Sapiro and yourself.

I was already sold on Co-operative Marketing and have been a member of the Cotton Co-operative Association for the past three years, and am well pleased with your operation of same.

After hearing your address and of the new plans that are already in operation and others anticipated in rendering the Farmer service, am convinced that the Association is doing the most constructive and beneficial work of any agency that I know of. With these agencies that you have in operation and those anticipated for the aid of the Farmer, together with the Land Banks, I feel that every farm family can, if they wish, become home owners which is the ideal agricultural situation to which many of us are looking.

Wishing you continued success in the operation of the Cotton Association and pledging my full support, I am Yours truly,

J. L. EVANS.

On Wednesday of this week, Hon. S. G. McLendon, Secretary of State, and one of Georgia's most trusted and honored citizens, signed a new seven-year contract for the State of Georgia to market all of the State's cotton through the Georgia Cotton Growers Co-operative Association. This means that all of the cotton produced by the State College of Agriculture, the State Experiment Station at Griffin, Ga., the twelve District A. & M. Schools and the Experiment Stations of the State Board of Etymology, is delivered and marketed co-operatively through the Association under an Act passed by the Legislature, and under the contract signed by Secretary of State McLendon.

Canada produces four million bushels of wheat, and the Canadian farmers for the past few years have organized 70 per cent of it. They got last year, and will get this year, their own price. The amount of wheat they produced had little to do with the price they got last year, and will get this year, but the amount they had organized and the co-operation the members gave had much to do with it.

S. W. BROWN STRONGER FOR CO-OPERATIVE MARKETING EACH YEAR

I was a strong believer in the Georgia Cotton Growers' Association to begin with. I thought I could not be any stronger, but as time passed and I began to reap the benefits from having my cotton in the association, I grew still stronger in favor of it.

My first cotton that was in the association, about twenty bales, brought me something over five hundred dollars more than it would if I had put it on the market as I ginned it. I can not emphasize too strongly to say that I am in favor of co-operative marketing. To show my faith in it, I have already signed the new seven years contract for cotton and am a member of the peanut and the pecan exchange.

If the farmer will just ask themselves one question, "Why is every other business in the world organized?" It is for their material benefit; and I can't see why farmers won't stick together as others do. If they would, we would be the most independent of all organizations. United we stand, divided we fall.

When I hear a speculator fighting co-operative marketing it makes me stronger for it, for he is fighting it for his own interest and against the farmers. I can't see why the bankers and business men are fighting our marketing associations, for that is the greatest problem of our farmers today.

This is strictly an agricultural country and anything that will help the farmers, certainly will help every other business. Co-operation aims at better farming together, better business together, better living together, a prosperous agriculture and a high standard of living for farmers, without any loss to the nation. If you want to settle the abandoned farms of Georgia help us to get a profitable market for what we produce. Then they will be settled and that by our own boys and girls. If we do not better our market conditions, we do not need any more farmers from anywhere. And if they know the conditions I am sure we will not get any. So let us all co-operate together and make this a better country to live in.

Sincerely yours for co-operation,
S. W. BROWN.



S. W. BROWN

One of the first to sign when the Association was started four years ago and one of the first to sign the new contract. He believes in Co-operative Marketing.

There is no reason why any persons with a little gumption should fail to accomplish any reasonable desire, provided they will do the necessary thing, and this necessary thing is—cooperation.

After all is said it takes DETERMINATION, WORK AND CO-OPERATION.