

izing products. She also visited the markets in Richmond to study arrangement, prices, etc. before opening the stall. The manager of the stall, herself a rural club woman, accompanied her on both of these trips. Miss Rowe says:

"I do feel that the establishing of this market has been our greatest work for the past year. At this time some families are depending on proceeds from this market to help supply the actual family needs. Not only has it aided in the family income but I consider the educational value worth much more than the dollars and cents. It is easy to notice the decided improvement in the grading of vegetables brought to market. The making and putting up of butter, the grading of eggs, etc. is carefully done. At the opening butter with strong flavor and which was full of milk could easily be found, but not so now. I also feel that it is not an exaggeration to say that the cakes as a whole are 50 per cent better. Our beautifully dressed plump chickens will always sell. It means that our people are careful in keeping up the standard".

Anson County.

The Anson County club women have established a very good market for all the canned products with the local grocerymen of the county. It has been a gradual growth from supplying a few dozen cans to ~~te~~ each man to try to receiving orders at this date for practically all the surplus home canned products in the county. The home agent says:

"I had first to instruct the women in the standardization of a commercial pack and in business methods of disposing of these products. Second there was the problem of convincing the merchant that we had a good, reliable article, and lastly we had to appeal to the local people to call for and use the home products.

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"We did the advertising through public canning demonstrations; through appeals at club meetings; through presenting some of the best housewives with sample cans, soliciting their approval and asking that they speak a good word here and there; and also by guaranteeing every can. Much boosting was also done through the county paper. At this date the merchants give us fine orders, some of them do not buy any other brands as long as the 4-H brand can be had. They call us over 'phone when their supply is getting low. We still have on hand enough canned vegetables to keep our merchants supplied through March and April.

"We make a plan to visit each merchant at least once per month, looking after the supply, asking for any complaints, etc. Since September 1st, 1922, we have sold to our local merchants 270 dozen cans of soup mixture, beans and tomatoes. The prices are \$2.75 for beans and \$1.80 to \$2.00 for tomatoes. We do not allow the club members to sell to a housewife at the same price she sells to a merchant. We also ask the merchant to make a display of the 4-H brand goods in his window as it comes on the market each year and we frequently supply fancy packs for this display.

"The home demonstration agent has always believed that the best and only way to induce the farmer's family to produce more gardens, poultry, and milk is to help him dispose of the surplus and to that end we have devoted a great deal of time ~~along this line~~. A visit was made five years ago to one of our state colleges for the purpose of learning just what products they bought in large quantities. The steward was very obliging, carrying us through his storage plant

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and showing us how the vegetables, fruits and jams were packed, labeled and crated. He opened some of the varieties that we might judge the quality and gave us prices and all other information asked for. We told the women of our clubs about it on our return and suggested that Anson County could as well supply the college's need as a commercial concern. They were enthusiastic over the idea and I secured a trial order for vegetables and jams. The result was so satisfactory that we have continued supplying the college with certain products each year since. On November 5th, 1922, 848 pounds of blackberry jam was shipped to this institution. We also sold to the Greensboro College 108 pounds.

"A year ago we asked about the poultry supply at the college. At that time hens were selling in Wadesboro at $12\frac{1}{2}$ cents to 15 cents per pound. We were told that the college used 300 pounds per week and would pay us 25 cents per pound plus express. Our club women immediately organized an association and they shipped cooperatively a barrel of hens every Friday for two and one-half months, which brought in checks amounting to \$517.00. During the month of November we have shipped 1044 pounds of dressed turkey to the college at 40 cents per pound. We also shipped 193 pounds of turkey to the Greensboro College for Thanksgiving and 200 pounds to Pinehurst.

"Parcel Post. For three years the club women have been shipping dressed poultry by parcel post. This has grown steadily and the women now have regular customers who order from them as soon as the weather permits shipping. There are 40 members enrolled in the poultry association who ship by parcel post and 18 members who ship live poultry to Washington, D. C. Fig preserves, pickles, and jellies are sold to outside customers by parcel post."