



Familiar scene to Kentucky tobacco growers is this one. It is an auction sale at Lexington. Any of you growers recognize yourself in this photograph?

300 Years of Tobacco Growing

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Beginning in 1612, on a commercial basis, tobacco production in America has increased until the present time it is a leading commodity in our agricultural industry and our foreign trade. Rapid development of the industry in the American colonies was attributable to the following factors:

First, England through her mercantilistic policy, emphasized the necessity of a favorable balance of trade to prevent too much bullion from flowing out of the country. The expansion of the tobacco industry was a means of developing her colonial resources, and at the same time create markets for home manufacturers.

Second, the English government sold monopoly privileges to tobacco dealers and since the value of these privileges varied directly with the extent of business done, it was to the government's interest to encourage the tobacco trade. When it was learned that tobacco could be grown in the American colonies, Parliament prohibited the importation of tobacco from other countries.

Despite these favorable influences, tobacco growers experienced many difficulties during the colonial period, many of which seem rather modern in light of recent developments. The first General Assembly of Virginia met in 1619, and the first law passed was one "fixing" the price of tobacco. Later, in 1631, an attempt was made to limit production to 1500 plants per poll.

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Tobacco growers, in 1666, and again in 1683, signed petitions for cessation of planting and in an effort to enforce the "cut-outs" banded themselves together and went through the country destroying tobacco plants. The "cut-out" of 1908, which is still fresh in the minds of many tobacco growers, and present-day reduction programs are reminders of colonial experiences.

During the colonial period, Virginia and Maryland produced practically all the tobacco grown in this country. With the close of the Revolutionary War, movement to the country beyond the Alleghenies increased rapidly. Tobacco culture in Kentucky was begun by these early settlers from the older tobacco producing states.

Sold At Auction

As the population increased in the new territory so did the production of tobacco. By 1840, Kentucky was producing more tobacco than Maryland, ranking second to Virginia. After the war between the states, which completely prostrated tobacco production in Virginia, Kentucky passed into front place as a tobacco producing state, a position she only recently relinquished to North Carolina.

One of the most interesting features in connection with the tobacco industry in Kentucky has been the changes in methods and places of marketing. When the culture of tobacco was introduced into Kentucky the only available market was New Orleans and the only means of transportation was by water. This arrangement resulted in long waits for returns from tobacco and restricted production to river and near-by river counties.

Tobacco marketed in New Orleans was prized in hogheads by growers and placed on flat boats in charge of agents whose duty it was to look after the farmer's interests in the transportation and sale of the tobacco. Sales were made, at auction, in New Orleans from samples drawn from the hogheads by the market inspector.

This, and other early markets where sales were made by the hoghead, were known as "hoghead markets." Tobacco shipments from Kentucky reached New Orleans as early as 1775 and continued to gain in importance until local hoghead markets were established.

Long waits for returns from tobacco and increased production were largely responsible for the abandonment of New Orleans as a tobacco market and the establishment of markets within the producing area.

Speculators Operate

A hoghead market was established at Louisville in 1825, and continued to function as such until 1912. Similar markets were soon established at Cincinnati, St. Louis, and Clarksville. Es-



The way to cut seed potatoes as illustrated in a Kentucky College of Agriculture photograph.

The March Farm Calendar

Put in the tobacco plant bed.

Finish sowing clovers and grasses.

If not finished, complete the winter spray program for fruit trees, and prune both fruit and shade trees.

Sow oats.

Plant first crop of potatoes.

Begin plowing for corn.

Sow early peas, beets, carrots, parsnips and other early vegetables.

Start cold frames for cabbage, tomato and other garden plants.

Complete sale and delivery of tobacco.

Finish hauling and spreading of winter manure accumulation.

Breed brood mares.

Inspect farm machinery and order needed parts.

Repair fences.

Recommended seeding dates in Tennessee—garden crops: Asparagus seeds March 1-15. Bush beans, May 1-30. Pole beans, April 24-July 4. Beets, March 1-30. Cabbage, Feb. 15-Mar. 15 (slips in field). Cantaloupes, May 1-July 1. Carrots, Mar. 1-20 (spring use). Cucumber, May 1-July 1. Egg plant, Feb. 1-28. Kale, Aug. 20-Sept.

establishment of local hoghead markets made it possible for farmers to get returns from their tobacco sooner, but it necessitated prizing tobacco into hogheads. Thus the place of marketing had been changed, but no material change had been made in the method of marketing.

Because of inconveniences involved in each farmer prizing and shipping his own tobacco, local buyers or speculators began operations. This was a distinct change in the method of marketing. Farmers sold their tobacco loose, passing on to the local dealer the responsibility of prizing and shipping to central markets. Previous to this arrangement, the farmers had dealt directly with the manufacturer's representative at the central markets. Under the new setup, tobacco was sold to local dealers who in turn sold it to buyers at the central markets. For awhile, all parties concerned seemed to be pleased with this method of marketing. Farmers were getting returns from their tobacco immediately and the manufacturers were still making their purchases at the central markets, thereby making it possible for local dealers to buy and ship to these markets.

Local Dealers Hit

Eventually changes pointing toward a different marketing arrangement began. Manufacturers instead of making their purchases at the hoghead market as formerly, began buying direct from the farmer. From the farmer's standpoint this caused no disruption in the marketing procedure, they continued to sell

20. Lettuce, Mar. 1-15 (garden). Okra, Apr. 15-May 10. Onions, Jan. 15-Mar. 15 (seed). Parsnips, Mar. 1-15. Peas, Jan. 15-Mar. 15 (round). Peas, Mar. 1-Apr. 1 (wrinkled). Pepper, Feb. 1-28 (seed). Pepper, May 1-10 (plants).

Potatoes, Jan. 1-Mar. 15. Potatoes (second crop), July 15-Aug. 5. Sweet potatoes, Mar. 15-Apr. 1 (in hotbed). Sweet potatoes, Apr. 20-May 15 (transplanted). Pumpkin, May 1-15. Radishes, Mar. 1-15 (spring) Spinach, Mar. 1. Squash, Apr. 15-30 (bush). Squash, May 1-15 (running). Strawberry plants, Mar. 1-30 (earlier if weather permits). Tomatoes, Jan. 15-Feb. 15 (seed in beds). Tomatoes, May 1-June 15 (transplanted). Turnips, Aug. 1-10. Watermelons, May 1-June 10.

Recommended weeding dates in Tennessee—general crops: Corn, Apr. 15-May 7 to June 15. Cotton, May 1-10. Alfalfa, Aug. 15-Sept. 7. Barley, Sept. 15-Oct. 7. Broom corn, May 15-30. Buckwheat, July 15-30. Cowpeas, May 20-June 20. Bermuda, May 1-30. Red Top, Mar. 1-15, also Aug. 1-30.

Timothy, Mar. 1-15. Japan clover, Mar. 1-30. Millet, Apr. 20-July 15. Oats—Spring, Feb. 20-Mar. 15. Peanuts, Apr. 20-May 20. Sorghum, May 15-June 15. Soy beans, May 1-June 30. Tobacco, Feb. 1-Mar. 1 (in beds). Tobacco, May 15-June 10 (in fields).

their tobacco as before even though they were selling to different interests. The parties that felt the immediate effect of this change were the large corps of local dealers who were accustomed to buying tobacco and shipping it to central markets for sale. Since manufacturers were making their purchases direct from farmers the independent dealers were without buyers at the central market and were therefore forced out of business, leaving the manufacturer the direct purchaser of the farmer's tobacco.

Two reasons have been advanced for this latter change. Perhaps both have merit. The manufacturers maintain that the practice of "nesting," or hiding inferior tobacco in the hoghead, had reached such proportions and threatened to continue on such a large scale that they were forced to abandon the hoghead method of buying tobacco. Farmers and independent dealers maintain that they buyers were working in unison and that the move was to get control of the market.

For the most part these changes in methods and places of marketing have been a natural sequence brought about by increased production and improved methods of transportation. In each instance the popularity of the new market has caused the abandonment of the older one. Each change brought the market nearer the producing area, resulting in our present system, where the manufacturers have buying and storing facilities throughout the producing area.