

OFFICE OF

W. H. WORTH,

State Business Agent of the N. C. Farmers' State Alliance.

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*Raleigh, N. C., September 20, 1889.*

**To County Secretaries:**

Owing to the many different brands and kinds of ammoniated guanos used both by the farmers who make cotton, and those growing tobacco, I will not be able to buy in any large quantities, and cannot make the terms that I could if the *cotton* farmers would adopt some formula and have all the guano they use made by it. The tobacco growers have a certain kind made, and use only one or two brands. I think I can get it manufactured in our own State on just as good terms as it can be made, and every ton guaranteed to come up to a specified analysis.

To illustrate:—Suppose our cotton-growers should agree that they would use a certain brand made in our State, and I should go to that company and propose to buy their entire product for the season. They know that it would be cash on delivery, that they would not risk a dollar, that they would save all the expense of advertising and of agents and salesmen, and they could afford to make it for us for the very smallest profits. If it be practicable, our brethren ought to agree on some one brand, or some formula, and have it made. By so doing, I could save them an immense sum—hundreds of thousands of dollars.

Now, cannot the different County Alliances, in their session in October, adopt some brand, or some formula, that will contain the ingredients that are best suited for cotton, tobacco and corn?

County Secretaries, to whom this circular is sent, are urgently requested to read it before the meeting on the 28th inst., and also at the regular quarterly meeting on the 4th prox., in order that the brethren may come to some definite determination in regard to this important matter, and report the action of the Alliance to me at the earliest moment.

W. H. WORTH,  
*State Business Agent.*