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COTTON

American-Egyptian Cotton
the biggest and most important
industry in Arizona

The
Past, Present and Future
of the industry, and what it
means to the State

COMPLIMENTS OF

The Arizona American-Egyptian
Cotton Growers' Association

27 North Central Avenue, Phoenix, Arizona



AMERICAN-EGYPTIAN COTTON



Nearly twenty years ago certain far-sighted plant breeders of the department of agriculture brought to Arizona the seed from which the American-Egyptian cotton now grown in the valley was eventually produced.

All these years of labor have been put in to develop a crop that has been proved to be particularly adapted to the conditions of soil and climate of this section.

We now have in this section a specialized crop, a crop we have proven, a profitable crop under normal conditions, and we have now come to the point of considering the stabilizing of conditions, that they remain constantly normal, and that the growers of this long staple cotton may be guaranteed, year after year, that they will make a good profit on their crop.

ARIZONA'S BEST MONEY CROP

There is no question that American-Egyptian cotton is Arizona's best money crop, providing only that the market conditions can be stabilized. No other possible crop, so far developed in this section, will return such a large profit if properly handled.

Already, without organization, without real understanding of the problems connected with either its growth, marketing, or use, this crop has been the means of doubling and trebling the value of the land where it is successfully grown.

Yet it has been grown and marketed in a manner almost careless, by growers having no real idea of the value of the product, and with no means whatever of becoming educated along these lines.

COOPERATION THE ANSWER

There is only one answer to the problems of the grower of Arizona cotton, and that is

cooperation. No one grower, no matter how big a man he is, nor how much cotton he raises, can hope to be able to so keep himself informed on the market, to so keep in touch with cotton conditions all over the world, as to be able to market his crop to receive the best possible price for his product, and thus secure the greatest possible return for his investment and his labor.

A BIG PROBLEM

This is a problem that affects, not only the grower, but every interest in the community and in the state. The banker, the merchant, the railroads, every interest coming in contact with the industry, is equally interested with the growers in seeing them receive the best possible price for their cotton and seed, for their prosperity is the reflection of his prosperity.

Every business man and every industry in the Salt River Valley, every civic and business organization, is intensely interested in the prosperity of the cotton grower, and will do everything in their power to help him to so organize as to secure these results.

THE ARIZONA AMERICAN- EGYPTIAN COTTON GROWERS' ASSOCIATION

Realizing that the stability of prices, the dissemination to the growers of information that would enable them to pursue their calling at a profit, was one of the most urgent needs confronting this valley, a number of cotton growers have gotten together, and at their own expense have formed the preliminary organization of the Arizona American-Egyptian Cotton Growers' Association.

They have incorporated the organization, established offices at 27 North Central Avenue in Phoenix, placed a secretary in charge, and arranged throughout the South, in the Eastern markets and in foreign countries, means of securing every possible bit of information that has a bearing on the price and value of this crop.

They have created this organization, not for profit, except the incidental profit coming to each member by reason of being put in possession of such information as will enable him to secure the best prices for his cotton, but for the good of the industry and of

the growers engaged in it, for the stabilizing of the price of cotton and cotton seed and of the land that grows the cotton, and for the purpose of insuring that the conditions of semi-slavery that so long held the cotton growers of the South in its grip shall never come to the cotton growers of Arizona.

DO YOU WANT THIS HELP?

Do you want the highest possible price for your cotton, or are you satisfied to take what the first buyer happens to offer?

Do you want to continue to take a chance of having to sell your cotton and cotton seed at less than it cost you to produce it?

Are you willing that the price at which you sell your crop should continue to be the price offered, or would you rather have a condition where the buyer asks you what you consider your crop worth, and buys at your figure?

Would you rather be in the position of not having to sacrifice your crop at any old price just because you are temporarily embarrassed for money?

TAKE YOUR CHOICE

It is up to you, Mr. Cotton Grower, to either insure the future stability of the indus-

try, or to let it continue to run along on the helter - skelter, every-fellow-for-himself plan that has so far been in vogue.

Never yet have you sold a single bale of cotton, positively knowing whether you were receiving its real value, nor have you had any means of finding out.

That is one of the purposes of this organization, the first and most important purpose. To secure exact information on markets and values for the members, to help them to know what is the value of their product, and more than that to help them get that value.

JOIN AND HELP

These things cannot be accomplished by you as an individual, but they can be accomplished by this association by the cooperation and assistance of the growers.

To secure this information, to help out the individual grower and assist him to secure the highest price for his cotton, and thereby stabilize the value of the crop and the value of the land costs money, too much money for any individual or small group of individuals, but distributed among the growers of the valley the expense is a mere trifle compared to

the benefits and profits that can and will be derived.

The men behind this movement are bearing their share of the expense, the same as you are asked to do, and in addition are giving freely of their time for the benefit of all, and the individual benefit to themselves. Not a dollar of profit is made for any member of the organization, other than the profits that will accrue to each and every member that takes advantage of the information gathered to sell his crop at the highest possible price.

In addition to the work of gathering and passing along this invaluable information to the membership, the association intends, as soon as it has progressed a little further in membership and strength, to "father" movements of every sort that will further benefit the growers.

WAREHOUSES

To help organize and build bonded warehouses so that the cotton grower can get as much money on his storage receipt as he needs, while he holds his cotton for the best market conditions, and at the same time will not be overcharged for storage and insurance.

DISTRESS COTTON

To care for the man who must sell, so that he may not be compelled to throw his cotton on the market at any old price offered, and thus break the price and cause losses of hundreds of thousands of dollars to the rest of the growers.

POOLING

To enable the growers to get together and sell their cotton in larger holdings, which invariably bring better prices than small offerings.

FINANCING

To assist in financing growers without having them so tied up as to be compelled to sell to any one man, at any price he may be pleased to offer.

In short, to do for the cotton growers of Arizona the same things that the American Cotton Growers' Association of the South has done for that section, and the things the California Fruit Growers' Association has done for its membership, in converting the orange industry from an expensive luxury into a profitable industry.

NOW IS THE TIME

DO NOT DELAY. TO DO SO IS TO STAND IN YOUR OWN LIGHT. THE TIME FOR ORGANIZATION AND CO-OPERATION IS RIGHT NOW.

BECOME A MEMBER OF THE ORGANIZATION NOW.

ARIZONA AMERICAN-EGYPTIAN COTTON GROWERS' ASSOCIATION

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