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K E Y S T O N E

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CORNELL SEED CO. • ST. LOUIS 2, MO.

"WE WARRANT TO THE EXTENT OF THE PURCHASE PRICE THAT SEEDS OR BULBS SOLD ARE AS DESCRIBED ON THE CONTAINER WITHIN RECOGNIZED TOLERANCES. WE GIVE NO OTHER OR FURTHER WARRANTY, EXPRESS OR IMPLIED."

THE MARKET SITUATION ON BEANS, PEAS AND SWEET CORN

Many factors have contributed to an extremely tight market for Beans, Peas and Sweet Corn, a situation that will be known and felt generally in the seed trade before many more weeks go by.

The acreage was down sharply this year, probably because of seedsmen's reluctance to produce speculatively large quantities of seeds that for the past few years have been in a depressed state and virtually unprofitable to handle. The acreage of seed beans was the smallest in many years -- less than half the 1939 acreage, and less than one-sixth the peak wartime acreage.

The weather did nothing to offset the effect of small acreage. Peas were hurt badly by extremely hot days just before harvest time. Planting of Beans and Sweet Corn was delayed as much as a month or even more by rain, and this caused some crops to run into considerable difficulty at harvest time.

To further compound the trouble, many large users of these seeds have delayed buying until the last minute, thereby putting heavy pressure on an already tight situation.

AS A RESULT, IT IS VERY LIKELY THAT THE SUPPLIES OF SEVERAL TYPES OF BEANS, PEAS AND SWEET CORN WILL BE EXHAUSTED LONG BEFORE THE SELLING SEASON IS OVER. SOME ARE ALREADY VIRTUALLY EXHAUSTED.

We feel we should acquaint our customers with these facts, so that you will not find your stocks suddenly depleted before you become aware of the situation.

If you have not yet covered your requirements for the coming spring season, we shall be very glad to help you do so without further delay.

Sincerely,

CORNELL SEED COMPANY

