

# The Eastern Shore of Virginia Produce Exchange

Central Office:  
ONLEY, VA.

## OBJECT:

*To get for the farmers of the Eastern Shore the utmost possible measure of money returns for their produce.*

## DOMINANT IDEAS:

1. To prevent frantic and ruinous competition among the sellers at home, and to stimulate a normal and healthful competition among the buyers abroad.
2. To prevent the disastrous glutting of any one market and the consequent demoralization of all markets, by an intelligent distribution of our products among all the markets available.

## SOME WORKING PRINCIPLES:

1. Securing for every member the advantages of highly specialized salesmanship and a high order of business ability in the marketing