

THE CAROLINA FARMER

UNION



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CHARLOTTE, N. C., AUGUST 10, 1911

One Dollar a Year

MR. IVEY'S ADDRESS

Response to Addresses of Welcome at Salisbury, N. C.

Mr. President and Brethren and Members of the Merchants' Association:

I am much pleased to accept in the name of the great Farmers' Union of North Carolina your magnificent welcome into this your enterprising and hospitable city, and to acknowledge the many beautiful bouquets tendered us through your representative. I am the more pleased because they are none of them artificial. You have wandered through real gardens which we have so long cultivated for you and plucked a rose here, a lily here, the sweet scented mignonette and others and binding them together with the true colors of Salisbury—love, peace and prosperity—tossed them to us with the spirit of a laughing girl making overtures to a strong, stalwart and gallant lad.

Permit me, sir, in behalf of the Farmers' Union, whose delegates are assembled before you, to thank you from the depths of my heart for your gracious welcome and for your expressions of kindness. Permit me in the name of the gallant lad to take you by the hand and, if it is good to you, imprint a kiss upon your royal brow and thus forever seal the covenant of the eternal principle of the brotherhood of man and assure you, and all others like you, that we are not here or elsewhere to do you harm. Recognizing our right to exist, and that from the nature of our business we are entitled to and do receive the respect of the world, we have met here in this beautiful metropolis as you have recently done in your State association in another city, and as all other worthy interests and enterprises have been and are doing, to deliberate for our mutual uplift and improvement, and this embraces the highest degree of self-protection.

In some respects your business and that of the farmer are alike; you have goods and wares to sell. If the farmer has nothing to sell he is a back number. The chief difference is that you go upon the great markets of the world and buy your wares and chattels, while we go out upon the face of mother earth under the kind protection of the Father of the Universe in sending the sunshine and showers to produce ours. You accumulate a fortune and produce nothing, we produce a fortune and accumulate nothing.

But your usefulness to the community does not end with what may appear to be a selfish

desire to accumulate the shekels—you are the great distributors of the world's products both of the farm and the manufacturers. The Farmers' Union as an organization, not only has nothing against you but could ill afford to do without you. Our interests may at times run counter, and then the world will excuse us for taking care of our own.

It is a part of the policy of the Farmers' Union to engage in the business of merchandising; and yet in some communities where the farmers have a grievance against their

doing the best farming because they take their business methods into their farming operations), and no farmer thinks of complaining—one thing we may do that will increase our interest in and respect for each other. It is this: Practice a spirit of reciprocity—not of the Taft-Canadian-party splitting variety, which is being signed up today to the detriment of the farmer, but the reciprocity of "Live and Let Live."

There are some things which you as individuals through your organization may and can help us to accomplish and I know that my brethren will excuse me for, and stand by me in, making an appeal to you: We realize that it is a long way between the producer and the consumer. The road to Jerico is beset with many pilferers—they "strip us of our raiment, wound us and leave us half dead"—the profits which these middle men take and which they must have if they operate, enter largely into the problem and add materially to the high cost of living. We ask you to help us to eliminate the needles of them and that you adopt such business methods, wherever practical, as will put you in as close touch with the producer as with the consumer. Only recently a friendly manufacturer showed to me how that he places his entire output into the hands of a broker; the broker without, in this case, the intervention of the wholesaler sold directly to the retailer, and gobbled up the lion's share of the profits, selling at fifty per cent advance, while the retailer sold at thirty-three and one-third, thus making a round one hundred per cent the consumer paid above the factory price. This is a small article retailing at ten cents, but serves as a fair illustration of the trend of business, except that some lines of merchandise employ a whole army of the best talent in the country to ply between the broker, wholesaler and retailer and the ultimate consumer pays the bill.

You may help us to discourage the credit and mortgage system which for forty years has been the bane of the Southern farmer. We are making some advancement in this direction but could much sooner eradicate it altogether with your assistance. It is one of the base principles of the Farmers' Union to get out of debt and stay out of debt. Help us to instill this principle for the good of humanity. Men I know who are so completely under the domination of this direful system that they buy on credit everything that comes into the household or upon the farm from the wife's

TO AGENTS IN THE FIELD.

We had intended to publish this week the Honor Roll for the past month, giving the names of all persons who had been at work for the paper, but on account of the rush of work, incident to putting on so many new names, we have been unable to complete the list of those whose names are entitled to appear on the Honor Roll.

The Special 25 cent Offer has been a success, and before we close up on this special offer, we desire to put forth every effort to get all who want to come with us, and now that only two more week's remain in which to boost the paper at the Special Offer of 25 cents, we desire to *make the last call on all friends of the paper to get busy*, if you have not yet secured a subscriber, only make an effort and you will succeed.

The Special Offer closes August 19th.

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local merchants they do establish and successfully operate a store. Let them alone; we cannot control this, neither can you. They are within their rights. I dare say that the finest farms around this city are owned and operated by men not calling themselves farmers, but by lawyers, merchants, bankers and the like (it is true of my section, and they are