

Attention! Fellow Members of the Farmers' Union.

Your State officers want to visit every County Union in the State during the summer and early fall. With the most advantageous itineraries possible this will require a great deal of traveling at much expense. If no attempt is made to arrange consecutive dates in adjoining counties it will be impossible for any one officer, or all of the officers, to reach every county in the State in the limited time usually covered by the Union rallies.

Your State officers most earnestly solicit the cooperation of all county officers and members in planning this work so as to lessen the travel and expense and make it possible for us to visit every county in the State.

To this end I want to make the following suggestions and urge the brethren to observe them as far as possible, viz:

Let us open the campaign of rallies earlier in the summer than has been done heretofore. You will lose nothing in the long run to lay aside the cares and labors of mind and body for one day and devote it to a day of pleasure and recreation; a day that will smooth the wrinkles out of that troubled brow and stay the frosts of time in those locks that are becoming silvery. Yes, we will make it a day that will warm up your hearts toward God and your fellow men, enlarge your sympathy and broaden your views. We will make it an intellectual and social feast that will uplift your community.

Again, let the rallies as far as possible be made a "county rally" rather than local. This will enable us to reach more people in that county, and time will hardly permit us making more than one trip to any one county.

Again, let adjoining counties confer with each other and arrange consecutive dates. These dates should cover Tuesday, Wednesday, Thursday and Friday. Rallies should not be held on Saturday unless your speakers live near enough to get home that night. Due regard should be had for schedule of trains so as to make time of arrival and departure of speakers as convenient as possible. A speaker who has been traveling half the night will not be in the best of trim to put new life and enthusiasm into his audience.

Again, do not neglect to arrange seats for the people. It is especially important that you have seats for the ladies and old men.

Again, do not make your program too long. Two speakers are ample for any occasion, and oftentimes one is sufficient, if he is a "live wire" and full of his subject. Arrange for all the speaking before dinner. No orator likes to speak after dinner, for he is usually too full for utterance."

Now brethren, if you will observe these suggestions you will greatly facilitate the work and lighten the labor and lessen the expense. It is especially important that you arrange with adjoining counties itineraries covering three or four days in any one week. This will greatly reduce the cost of a lecture campaign in distant portions of the State. To illustrate: I have an appointment to speak at Lucama in Wilson County on June 21st. Wilson County is more than two hundred miles from Mecklenburg County. This is a long trip to reach just one county. I would like to make appointments in two adjoining counties for the 19th and 20th of June. I would be glad to take up this matter by correspondence with two other counties in that section of the State.

At all these rallies the Carolina Warehouse, Incorporated, will be fully explained; how it will be promoted, how the location of the warehouses will be determined, how to obtain a warehouse in your county under the charter of the State company, the necessity for a strong company covering the State, and the great benefits that will accrue to all the farmers in both selling and buying.

We are having blanks printed in legal form covering every step in the organization of a county warehouse, either under the charter of the State company, or under a separate charter. These will be furnished to all County Unions free of charge. They can be obtained by applying to the State Secretary.

We want an average of at least one share of stock (\$10) per member from every Local in the State. This would give us sufficient capital to build all the warehouses needed in the State. All farm products would be sold direct to the consumer and that sixty cents of the consumer's dollar that now goes into the pockets of the middle men would go to the farmers who create the products.

On the buying side, this strong State company would buy direct from manufacturers and distribute direct to the consumer, eliminating some of the middle men that make the manufactured products cost the consumer from 50 to 100 per cent more than necessary under a direct method of distribution.

Now, fellow-farmers, it is up to us as a class to stand together, rally to the support of this Union enterprise and put ourselves in a position to price the products of our labor and market those products economically, and to buy economically all manufactured products needed. I believe we will do it. We must do it.

Fraternally, H. Q. ALEXANDER.

STREET SELLING MUST GO.

Street selling of farm products by "independent" individuals on local markets, without regard for economic demand, must go. Modern co-operative marketing is the only remedy for the "high cost of selling." Farmers of the United States produce \$9,000,000,000 worth of goods per year. If we can save even five cent in the cost of selling the saving will amount to \$450,000,000 per year. Under a scientific and economic system of marketing the saving would be at least fifteen per cent, which would amount to \$1,350,000,000 per year. Worth working for, isn't it?

GOOD FARMING AND GOOD SELLING.

With all the "help" we get from State and National Departments of Agriculture and the railroad corporations, etc.,—the kind of help that is designed to teach "better farming," which means greater production, it is a contemptible shame that in all these years and with all the enormous expenditures that have been made under pretext of "helping the dear farmer," that no instruction has been given that was designed to teach good selling along with good farming. Discussing this neglected and important part of the business of farming Mississippi Union Advocate says:

"It is all right to teach the farmer to grow more of everything he plants, but after he has done that, wherein has he been benefitted? The South has had practical demonstration this past year of the fact that the larger the crop of cotton the less money will be received. On the other hand, Iowa has had demonstrated that a smaller production of corn produces more money."

Prince Florimel and Prince Carimel were twin brothers, the sons of a king, and no one could tell which of the two ought to succeed to the throne, for they were both exactly the same age. So one day they went to a wise magician, and asked him which of them ought to be king after their father's death. "He who is most worthy," said the magician. "But how shall we find out who is most worthy?" "He who possesses the magic flower that grows in the enchanted forest shall be found most worthy," he answered. So the two brothers traveled through the enchanted forest until they found the magic flower, but it grew in such a dangerous place that Carimel would not attempt to reach it. Florimel, however, clambered down the rocks and plucked the flower; and when he had got it, what do you think he did with it? Why, he gave it to his brother, for the name of the magic flower was Unselfishness.—William Moodie.

FARMERS' TRUST TO SOLVE LIVING COST.

By B. F. Yoakum.

The biggest trust is yet to come—the co-operative trust of producers who raise and sell food-stuffs to the American people. Co-operation among purchasers has worked wonders in Great Britain, where 8,000,000 people are enjoying its benefits.

Farmers, and not military power, must restore our economic balance. The politicians pour out the Government's money to build fighting machines and starve the agriculturist. A forty-acre farm of reclaimed valley land will comfortably support a family. It costs \$55,000 to make a twelve-inch gun. The money that goes to pay for this gun would reclaim 4,500 acres of land and provide homes for 500 people. When all the guns on all the battleships are shot off once, the Government blows off, in noise and smoke, \$150,000. This would reclaim more than 12,000 acres of land and give homes to 1,350 people. The money consumed in powder is lost to all future. The farmers who buy the reclaimed land must pay the Government back in ten years, so it does not cost the Government anything to build up the country by helping the farmer. We should make more homes and not so many fighting machines.

It is not the amount of vegetables, dairy products and other food-stuffs which a farmer produces that fattens his bank account; it is the prices he can get for them and the waste he can cut between the farm and the table.

Home building is the strongest instinct in the lives of right-minded men, and, as it is the first duty of a man to provide a home for his family, so it is a patriotic duty of the United States to make homes for its people and their children. Thousands of our people have been moving into Canada during the past few years, taking up land and making their homes there. It is just as wrong for a nation with unused lands to drive its own people to other countries to seek homes as it is for a man with health and strength to leave his family without shelter.

It is a bad commentary on the work of our Government that, of the total revenue for 1910, \$71 out of each \$100 was used for military purposes and only \$1.85 out of each \$100 to aid in the development of our agriculture, which is the foundation of our wealth; and that for good roads, so important to our farmers, only two cents out of each \$100 of revenue was appropriated.

The farmer gets forty-six cents for his products and the consumer \$1 for them. This is not fair. By bringing the consumer closer, the farmer would get more and the consumer pay less. With a \$9,000,000,000 crop, one-third retained on farms, it is all wrong for consumers to pay \$13,000,000,000 for \$6,000,000,000 of products.

The farmer has done only one-half his duty to himself and family when he has raised a crop. It is equally important that he understand the market channels through which his products pass after he ships them and that he may receive the best possible returns for his labor. The cost of getting food supplies to the railroad over bad country roads and getting such supplies to the homes in the cities is out of all proportion to the railroad charge for transportation. To help cut down the big expense of bad country roads to the farmers, the Government provides a little over \$100,000 a year and buys battleships for \$12,000,000.

The value of farm products in the United States last year averaged about \$300 for each member of a farming family. This means that \$300 had to clothe, feed, educate and provide everything for one person on the average farm, besides paying taxes, help, new buildings, machinery and tools, repairs, feed, and care of animals and general upkeep of the farm. This is a small return. The farmer hitches up early, works long hours, feeds late. Unlike others, he cannot work eight or nine hours a day and quit.

The world can never feed the soul of a man who has once known Christ.—Dwight L. Moody.