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First of All, We Need the Co-operative Spirit.

THERE can be no escaping the conclusion that, as a class, we farmers have not a practical working knowledge of the principles and methods essential to business-like and successful co-operative effort. We have not yet learned how to co-operate, and we must expect to make many mistakes and some failures while we are learning. We have let almost all other classes get ahead of us in this respect, and consequently we shall be at a disadvantage for a long time unless we make strenuous efforts to catch up.

Our greatest trouble, however, is not a lack of knowledge of the business principles which underlie successful co-operation, but a lack of the co-operative spirit. We are still too much burdened with the idea that it is each man's duty to take care of himself and let his neighbors do likewise. We have not realized how closely our interests are bound up with those of our neighbors and fellow farmers.

Of course, each one of us must take care of himself in one sense. Co-operation means merely working together, and the man who will not work by himself, or who does not put enough intelligence into his work to make it pay, is not likely to be of much value as a co-operator. We have often said that the kind of work the farmer does is the greatest factor in determining his success or failure. No organization, no scheme of marketing, no plan for co-operative effort can take the place of good farming. The man who makes only a third of a bale of cotton to the acre will never see the evolution of a marketing system which will make his crop a profit-paying one; while the man who makes two-thirds of a bale is almost sure of a profit, even under present conditions.

For all that, however, the farmer makes a great mistake by trying to go it alone too often and in too many ways. He fails to get what he should for his crops; he pays more than he should for much that he buys; he lives in a less pleasant and wholesome neighborhood than he should; he does harder work than he should; he counts for less than

he should in the country's affairs, simply because he is too selfish, or independent, or careless to join forces with his neighbors to better conditions and encourage progress along all these lines.

We need practical instruction in the details of business co-operation; we need trained men to teach and organize and guide us while we change our business methods from an individualistic to a co-operative basis; but above all we need more of the spirit of co-operation—more interest in our neighbor's welfare and a deeper realization of the truth that in many ways his welfare and our own are so closely joined that they cannot be separated.

Once the spirit of co-operation takes possession of us, the ways in which we shall work with each other to mutual advantage will be almost numberless, but until we have developed this spirit of mutual helpfulness our progress will be slow.



THIS IS THE WAY TO CUT THE WOOD AND NOW IS THE TIME TO DO IT.
There are great possibilities for co-operation in the purchase of farm machinery, especially farm power.

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