

FUNDAMENTAL MISTAKES OF SOUTHERN FARMERS.

Overbuying of Credit Goods and Overproduction of Cotton Crops—These Alone Hold Back the South—President Ashley Horne's Address to the Farmers' State Convention.

Mr. President and Gentlemen of the Convention:—I can't see why your distinguished President should call on me for a speech, when he knew I was not on his carefully and wisely prepared program. But, Mr. Chairman, it is distasteful to me to render an excuse, and I am only too glad to say any word by which the farmers may be benefited.

Having just come into your Convention, and not knowing what subjects have already been discussed, and what are yet to come, I hardly know what would interest you most. However, I will select one which is, to my mind, most important, and the greatest blunder of the Southern farmer. It is

The Overbought Man, or the Man Who Overbuys.

You no doubt are delighted to see the progress of the varied industries of the State. The whole people of our Southland are charmed with the progress in agriculture. The revenues of our State are nearly twice what they were six or eight years ago.

Now, gentlemen, did you ever stop and think what proportion of our people are getting the benefit of this prosperity? Can you conceive that 30 to 40 per cent of our farmers are not enjoying the blessings brought about by our men and women, who are leaders of thought and managers of men?

Who is the man that is restraining progress?

Who is the man who carries the small balance in his bank, or perhaps has no bank account?

Who is the man who fails to educate his children?

Who is the man who fails to pay the preacher, the doctor, the lawyer, or give to any charitable object, or to subscribe to any religious or agricultural paper?

Who is the man who fails to help build cotton mills and oil mills to manufacture his own products at his door?

Who is the man that the merchant has to carry over from year to year?

For whom was the crop lien bond intended?

Who spends some one else's money before he earns it?

Who only gets 80 to 90 cents from the hard earned dollar that he spends?

Who fails to share the prosperity that prevails throughout the land? Who is the man who fails to catch the opportunities of life?

Who is the man who pays the highest prices, and sells at the bidding of others?

He is the man who overbuys.

Now, farmers, this is the description of the over-bought man. Have I pictured him to you too strongly? Think for yourselves.

A Little Elementary Catechism.

Mr. President, you have heard discussed for the last four years the ways and means of how to sell, and when to sell, when to sell and how to sell. The value of products of your farm has been the agitated question before the farmers since the organization of the Cotton Growers' Association. By their organization, and their courageous endeavors to awaken, to educate, to enlighten, to put the farmer in possession of his own labor, to ward off confiscation, to redeem your products from the hands of the Wall Street gamblers by these you have achieved the victory of nearly half a century.

Harvie Jordan and his organization have done more for the farmers of the South in four years than Congress has done since the Civil War.

Farmers, my countrymen, there is a second thought in this problem. Selling a bale of cotton, which goes round the world like a diamond, or selling a bushel of corn at your own door—this can be done by the most illiterate man at the highest price.

What makes the highest price for all staple products of the earth? Supply and demand.

Who makes the supply? The farmer, the producer.

Who makes the demand? The consumer.

What makes the low prices? Overproduction.

Who names the price? The speculator, better known as the Wall Street gambler.

Who makes the high price? The farmer.

When? When he makes bread.

So you see selling is a small item for the cotton product, on which we have a monopoly.

The Remedy.

Go home and tell that "one-gallus" farmer to come to this Convention. He is the man to be reached. It behooves those who are more advanced in thought and progress, who have made the people proud of their State to better organize the farmer. If they will not come to us we will carry the Convention to them. We will preach the gospel of agricultural salvation to them. They hunger and thirst for the bread and water of industrial life and growth. It is our sympathy, our co-operation and good will.

Mr. Chairman, when he comes, or when we go to him, we will have good news to tell him. We will tell him to make bread—the staff of life. When he makes bread, all manner of stock will be added unto him, and his farm. He will reduce his interest to 6 per cent, he will forever cancel the lien bond, he will no more overbuy, he will shake off the shackles of bondage and will then avail himself of the opportunities of life, free himself from the abuses of others, and step into the line of progress.

Bread will bring rotation of crops, build up your lands and capital (for your lands and stock are your capital). Bread cuts down the cotton acreage. Bread will name the price of cotton. It will cut off incoming freight. You will no longer make the Western farmer rich. Over-acreage of cotton will be a thing of the past. He will then be a builder of material things, no longer restraining the progress of himself and others. He will love his farm, his family, his home, educate his children, and share the progress of the State.

Farmers, why do you plant for fourteen million bales of cotton when twelve million bales is the world's consumption? Why do you burn two million bales? When you do this you give two million bales to the Western farmers, you lose the power of naming the price of cotton, you put yourself absolutely in the hands of the speculator, and you no longer control the price of labor.

Farmers, when you make bread you will soon be in a position to rout the Western farmer. You will soon have him on the run. Where will he go? He will come to this beautiful Southland. He will take the place of this so much talked of foreign immigrant, who is not

wanted here nor in his native country.

Boys, now in conclusion, I have told you of the blunder of the Southern farmer. I have told you of the man who over-buys. I have given you the remedy. Correct the buying, the selling will take care of itself. Take the lesson home with you and study it for yourselves.

I thank you for your very close attention.

(Great applause. Mr. Horne called back.)

Hr. Horne Speaks as a Manufacturer on Cotton Values.

Question: What can the cotton mills pay for cotton to-day and leave a fair margin for themselves? Some of the mills can pay 12½ cents; others could not.

Why can't they all pay it and get a fair profit? We stand for but little in the affairs of the world in the way of manufacturing. We have the cotton fields and the monopoly of its growth. Our little success has been in our home consumption. We boast of our country but we are just started in manufacturing. England and the Continent have the cotton manufacturing business of the world. They are in the very midst of our cotton fields. Think of it. Freight from our ports to Liverpool and Bremen is twelve to twenty-two cents per 100 pounds, while the freight from Clayton to Durham, a distance of forty-one miles, is seventeen cents per 100 pounds, and to Norfolk, 172 miles, it is thirty-nine cents.

The National leaders have restricted us with their protective tariff for political purposes. Besides we have no sea carriage. We have no foreign banking or commission houses anywhere in the Eastern hemisphere. We pay exchange in China, to the Rothschilds, of England, Wall Street, New York, and to our home banks. In fact the American manufacturing industry is simply bottled till the Panama Canal can be completed. When this is done, I look for a clean Wall Street in Galveston. We will compass the whole of the Eastern hemisphere, and the South will be the center of the growth of cotton and its manufacture.

An Experiment in Keeping Apples.

Messrs. Editors: Last winter was a mild winter, not cold enough to store away ice, but it was very favorable for apple-keeping. During the summer and on to time for frost, apples rotted badly on the trees, but after they were put in the cellar they kept remarkably well.

My stock was Kernodles, winter mainly,—and not "Ben Davis," as I stated in a former article.

It was "luck" for me, as it seems, that fine lot of the Kernodles. It seems strange that there has been such a useful apple as the Kernodles Winter in reach and I knowing but little about it. However, there are many varieties of apples (and other fine fruits) that would be peculiarly adapted to certain localities, but it is not an easy matter to learn which they are.

One of the first things in order to learn about the utility of the various winter fruits is to give their keeping qualities a fair trial or showing.

At the end of last winter's season I could look back and say that my apples had been well kept. Even the fall apples kept very well. On the 10th of May I counted out seventy-five Kernodles Winter and seventy-five North Carolina Keeper, and on the 11th of June I sorted and counted the two lots over. I only found about five spoiled apples in each lot. I could not recommend the Kernodles Winter to keep as well as the N. C. Keeper, but they kept nearly as well for me last winter.

On the 22nd of June I shipped a

small box of apples and peaches, etc. to the Horticultural meeting, at Aberdeen, N. C., I included several varieties of winter apples—rather small sizes, but they could serve to make a report with.

In my haste I overlooked several varieties of some of my nice apples that were closely stored in a little box. Two of these varieties that were not sent are Green Cheese and Virginia Beauty. I found them last week; but found the Virginia Beauty had spoiled. I still have some of the Green Cheese, nice and sound. One peculiarity about these cheese apples is that they still retained their good quality. All the other varieties taste "musty."

I had not less than ten varieties at the time of shipping to Aberdeen. Besides the apples and peaches in the box I included a few plums. Those little plums perhaps appeared rather insignificant at a time of seeing the various fine fruits; however, on account of the big frosts late last spring, it happens that "old-field" plums and blackberries are our dependence just now for fruit here on the low grounds.

W. F. GRABS.

Stokes Co., N. C., July 9, 1906.

ABSORBINE REMOVES THOROUGH-PIN.

Mr. Bernard Reilly, R. F. D., No. 1, Elkton, Mich., writes under date of December 22, 1905: "I have used one bottle of Absorbine for thorough-pin and it took off the bunch." Absorbine works in a quiet manner—does not blister or remove the hair and you can use the horse during treatment. It will remove a bunch without inconveniencing the animal or yourself. \$2.00 per bottle at your druggists or sent direct, express prepaid upon receipt of price. W. F. Young, 119 Monmouth St., Springfield, Mass.

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