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EDITORIAL COMMENT

LOCAL FARMERS' UNION co-operative they go, but they are powerless to achieve any better results in selling and buying than can be achieved by the independent local firm or local corporation. This is an age of "big business" and it takes concentrated and combined capital to win. Limited capital invested in separate local enterprises and managed as local enterprises, independently of each other, can never hope to touch the problem of *economic distribution* in buying and selling in such manner as to give any better results than scattered capital and independent local concerns are now giving to the public.

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WHEN THE State officials of the Farmers' Union, under recommendation and endorsement of the recent State meeting of the Farmers' Union at Wilson, began the consideration of definite and tangible plans to organize a great farmers' warehouse company in North Carolina, it marked the beginning of a constructive period in the history of the Farmers' Union in this State, if the membership grasp the full import and meaning of this business movement, and line up behind it with their subscriptions for stock in the State warehouse company. This is, by far, the most important matter that has ever been presented to the membership—in fact, it is the first time in the history of the organization in North Carolina that any real constructive business proposition has ever been presented under the auspices of the State organization as a whole.

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DURING the formative period of the Farmers' Union in most of the States the services of a State business agent is secured as a temporary expediency to meet a demand for business "through Union channels," during the sentimental stage of the organization, and while some State business agents have, with no financial rating or backing, succeeded in securing some direct benefits for members in some localities, and indirect benefits to the membership as a whole, the attempt to do business largely, upon sentiment and without capital, must at best, be a temporary expediency that becomes less fruit-

ful of results as the organization grows older and its members view things more from a practical business standpoint.

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WE HAVE reached the period of history with the organization in this State when we must combine our capital in a big corporation if we get in position to do business as other big corporations do business, and give to the membership through our own trade channel the benefits of the economies made possible in no other way except through big business. Nothing short of this will prevent the tremendous re-action and falling off of membership that has come to other State Unions because they tried to live on sentiment too long without putting themselves, their capital and their patronage into a big co-operative business corporation under efficient management and business leadership.

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A CHARTER will be procured for the Farmers' Union Warehouse Company of North Carolina as soon as a location is decided upon for the principal warehouse and office and other details are worked out, after which stock will be solicited from members of each Local Union in the State. The company will not begin business until not less than \$25,000 stock has been paid in. With forty thousand organized farmers' behind the proposition as prospective stockholders and patrons there is no reason why the Farmers' Union of North Carolina can't make a big co-operative business corporation a splendid success, with the right kind of management and business leadership put in control.

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IT IS ALMOST time for congressmen to begin their annual distribution of that expensive graft known as "free seeds." This graft is expensive in two ways. If we take into calculation what it costs the postoffice department to circulate the seeds, free of postage, and the actual cost of the seeds, the bill which the taxpayers foot up for this cheap and insulting method of campaigning amounts to about a half million dollars each year, and in face of the fact that all agricultural papers and farmers' organizations have for years condemned this "free seed" graft, it is still persisted in. An intelligent farmer, who is on to his job and knows well his business, would be the laughing stock of his neighbors if he should plant those cheap seed, gathered from promiscuous sources, in his garden or on his farm. If you want to stop this cheap bid for your votes, at your own expense, and raise the dignity of your occupation, get the members of your Local Union to join you in sending the "congressional garden seeds" back to the congressman who sent them, each member writing him a card asking him to send them to his friends (the express companies) and requesting him to give us the parcels post—something that we can use to advantage in our business. A mild and gentle hint of this kind will make a lasting impression and might possibly be productive of good results.

IN LAST issue of The Carolina Union Farmer a correspondent from a live Local Union said: "We are showing our determination to press forward by paying up our dues for 1912 and renewing our subscriptions to The Carolina Union Farmer," and in closing the same writer says: "We all feel that the crisis is past and that brighter days are in the near future for the Farmers' Union." That Local Union is several years old and its members have been regular readers of The Carolina Union Farmer. We venture the assertion that you can't find a delinquent Local Union in the State whose members have been regular readers of this paper. There are hundreds of Local Unions that have few or no readers of The Carolina Union Farmer in them and *every one of them will die* unless they educate themselves by reading Union literature. We are now arranging to launch out into constructive business development that will be limited and hindered only by the refusal of members to keep posted as to its plans, purposes and progress, and these things will be discussed week after week in the columns of this paper. Here's a personal appeal to you as a reader: Go after your members at your next meeting and take their subscriptions yourself and send them in to The Carolina Union Farmer, Gastonia, N. C., and start this year like men who want to *learn something and do something!* The time has come for important action and the members must know *why they act and how to act.*

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THE indifference of some members of the Farmers' Union is appalling. Joining this great organization which is *educational* first, they have never availed themselves of the opportunity to study the great possibilities of co-operation and they know nothing about the Farmers' Union except what has been told them by the original local organizer in an hour's talk, and occasionally they criticize the officials for not sending a lecturer around at heavy expense to tell them no more, perhaps, than they could learn around their own firesides in one night reading one issue of The Carolina Union Farmer! No wonder they grow cold and need somebody "to stir them up." A constant reader of Farmers' Union literature needs nobody to "stir him up." He knows what the fight is about and he sticks to his job faithfully and patiently. He and his kind could win in half the time if the other members would *wake up and inform themselves.* This is plain talk, but it ought to be said, for it strikes the keynote of success in this cause. This last paragraph is not copyrighted and you are at liberty to read it in your Local Union if you think it will stir 'em up.

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MOST IMPORTANT of all is a marketing system for our products—distributing warehouses in every market town in this country, owned and controlled by the sellers of farm products. Have your market places, where the purchaser must seek the seller, and get off the streets as peddlers, selling in congested markets at the purchasers' price. The Farmers Union in North