

# The Carolina Union Farmer

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## EDITORIAL COMMENT.

In coming to Raleigh with The Carolina Union Farmer we think it is the logical place for the publication. When Mr. G. W. Fant, of Texas, came to North Carolina in the fall of 1907 to stay until the Farmers' Union in this State went into statehood as an organization, the pioneer members saw the necessity of a publication devoted to the interests of the organization, and when the first State meeting convened at Charlotte the first of April, 1908, the first issue of The Carolina Union Farmer appeared, published by the writer, from the press of Our Home, at Marshville. Charlotte was then in the center of the organization in the State and it was, later on, made the publication office. After the paper was purchased by the Farmers Union it was temporarily issued from Gastonia, for convenience of the manager, who lived there. Now since the Farmers Union has been planted in nearly all the counties of the State, Raleigh becomes a central part of the organized farmers and, therefore, the most appropriate place for the paper, so far as geographical location is concerned. Every great agricultural State ought to maintain an agricultural paper that deals especially with agricultural matters within its territory, and in addition to promoting the educational interests of the Farmers Union, it is the purpose of The Carolina Union Farmer to add such agricultural features as will be peculiarly interesting to North Carolina farmers.

IN THE discussion of agricultural articles from farmers who have done things, telling how they did it. Theoretical discussion and general sermonizing and advice are good as far as they go, but there is nothing quite as interesting in an agricultural paper as the relation of practical experience and observation by farmers who, during a series of years, have put to the test many suggestions and theories and have proved which give best results to them. While the capitalistic method of farming (farming as a side line with money derived from other sources) carries with it some lessons of value for the average farmer, whose only occupation is farming, by far the most valuable lessons in successful and practical farming must come from the small farmer who has achieved success from his own labor. If a man has plenty of capital and can control plenty of efficient labor, he has to be a poor manager not to succeed on the farm, or anywhere else that he may decide to invest, if he does it wisely. In this era of plenty of money, and high prices, and rising land values, the man who has plenty of capital can succeed with almost any venture, if he backs his efforts with average business judgment. But the average farmer in North Carolina has very

limited capital and limited land holdings. Many of them own no lands, but are renters. The kind of farming that will bring success to the man who invests in nobody's labor except his own is the kind of farming we especially want to hear from, for after all, the success (or wages) of the real farmer, who does his own work, depends upon his net profits at the end of each year.

THERE ARE hundreds of farmers in and out of the Farmers Union in North Carolina, who have achieved success on the farm with their own hands—that is, what would be considered success as compared with average results by this class of farmers. If you have a man of that kind in your Local Union ask him to write an article to The Carolina Union Farmer and give us some of his practical experience, and especially tell how he built up his soil and made a living on it at the same time. We are fully aware that those who have made achievements of this kind are usually modest and reluctant about telling it themselves, but these are the kind whose experiences will be worth something to the millions of farmers who are dependent upon their own labor for success. If you have a farmer who has "done things" by himself, and is too modest to write and tell how he did it, appoint somebody in your Local Union to interview him and report it.

WE HOPE to be able to make continued improvements in The Carolina Union Farmer from time to time, and our ability to do this will depend upon the patronage it receives. If you want to help create a North Carolina farm paper that will fight for **your interests in selling and buying** and stand for the things that will build up and develop rural interests in North Carolina, you can do something substantial toward this end by giving the paper your endorsement to those who are not on its subscription list.

ANOTHER way you can help the paper, and also materially help yourself, if you want to sell anything to farmers or buy anything from farmers, is to use our advertising columns. The rates are reasonable and our advertising columns bring results to its patrons. If you have good breeds of poultry, hogs, cows, etc., purchasers would prefer to order these things from reliable North Carolina breeders than to order from distant breeders and pay extortionate live stock express charges for long hauls that, in some instances, almost amount to the value of the shipment. And farmers of middle and western North Carolina are catching the improved live stock fever. In view of this fact, it is rather surprising that so few breeders have, as yet, become regular patrons of what is now the only agricultural paper printed especially for North Carolina. Again, farmers are waking up more and more to the value of good seed, and in the purchase of improved seed the wise farmer should not send his order any further from home than is necessary. If you have some select corn or cotton seed, or soy beans and peas, for sale, why don't you let it be known through the advertising columns of The Carolina Union Farmer?

ESPECIALLY should members of the Farmers Union, who believe in "direct and economic distribution," get in direct touch with the consumers by the modern business method of advertising. You can advertise on the co-operative plan, if you prefer. When our mountain brethren were selling their apples and dried fruit at low prices last fall and winter, to local dealers, they could have sold it all, perhaps, to members of the Farmers' Union in the middle and eastern sections of the State, at an advanced price over what was received, if they had simply used the advertising columns of The Carolina Union Farmer, which could have been done for all the members of the Local Union in one small advertisement by the local business agent or local secretary. When

members of a Local Union have products that are needed by farmers in another section of the State, and must be sent away from their home section to be consumed, why do they prefer to sell at a "glutted" market, to a "glutted" local dealer, who then sells to a jobber, which jobber then sells to another local merchant before it can finally reach other farmers that consume it? A large Local Union could well afford to take money out of its local treasury to pay for a small advertisement to run the whole year, to be changed as needed, telling what its members have, or will have, for the market. With our diversified farming interests in North Carolina one section must exchange products with another section and there is no good economic reason why one set of farmers should pay so many unnecessary tolls to get the products of another set of farmers, when this useless expense might be eliminated if farmers will keep in closer touch with each other by systematic advertising. Of course, in such co-operative selling, it will be necessary for each Local Union to learn to properly grade and classify its products and properly pack for shipment, but farmers can do these things cheaper than they can pay somebody else to perform this service.

NO GREAT reform has ever been secured without a long educational campaign. And the things that have done most for general uplift have met with the most vigorous opposition and have had to grow gradually in popularity until public sentiment could relegate to oblivion the preconceived prejudices that stood in the way of progress. It is through this slow process that civilization has made its way forward all through the centuries. When the idea of rural mail delivery was first proposed the "orthodox standpatters" looked upon it as an impractical dream, as another one of those "heresies" that had its origin in "vague and ignorant minds," and this generation probably would not have enjoyed this great modern convenience if the old fogies in Congress had not voted for the first experimental appropriation with full assurance, in their minds, that the experiment would prove to be an absolute failure. If you'll get it fixed into your mind that reforms never originate with the "powers that be," but always down among the common people, who feel the need of them, you will realize how foolish it is to elect men to office, on any kind of professed school of politics, and then refuse to keep in touch with them after they are elected. After you have hired hands to work for you it would not be the part of wisdom to turn them loose, on their own initiative and judgment, and refuse to tell them what you want done. You are paying your Congressmen and United States Senators handsome salaries and if you fail to let them hear from you in regard to what you want done, it becomes your own fault and not theirs.

WE AGAIN remind you that last Monday, March 18th., was **parcels post day**. Did you write to your Congressmen and Senators at Washington and ask them to give us an effective parcels—a rate of postage on merchandise that will be practical and not prohibitive? If you wrote those letters it will be time to write other letters in a week or two, just to let them know that you are in earnest about the matter. No use to put up any argument in favor of an effective parcels post system. The time for argument has passed, and practically everybody is in favor of it, except the express companies and a few prejudiced and misguided local merchants and jobbers. You might find out what the individual opinions of your Congressman and Senators are, in regard to parcels post, if you like, but you'll find that their opinions on this important matter will remain flexible as long as local merchants and other right-hand helpers of the robber express companies continue to write them letters against parcels post. Are you going to let a few misguided and prejudiced merchants con-