

Market Your Cotton Gradually.

In That Way Lies Good Prices and Independence -- A Glutted Market Means Ruinous Prices.

To the Officers and Members of the Farmers' Union:

The farmers of the Southern States are this year in an excellent position to obtain a reasonable price for cotton if they market the crop gradually and employ business methods.

Admittedly, the yield is much smaller than that of last year. At the same time, world consumption has taken on a wider range. The cotton goods market is in a healthy condition and business the world over, according to reports received by the International Institute of Agriculture at Rome, Italy, promises during the forthcoming season to reach encouraging proportions.

The cotton producer will not, however, secure anything resembling the worth of his staple to civilization unless he markets it with care and does not overwhelm the buyers with offerings.

In many of the States the Farmers' Union has established warehouses which will handle the product and enable the farmer to hold.

The old system of glutting the market by rushing cotton upon it as soon as picked has not only robbed

the farmer of millions of dollars which was his due, but it has as well hammered down prices paid the farmer who was more far-sighted and willing to hold his output.

If necessary, make sacrifices to feed your cotton gradually to the market. You owe it to your family and yourself, and to your fellow-farmers, to get the price civilization is able and willing to pay. It is a certainty that if you do not secure it, others will.

No other class of business, no set of producers strain the market by congesting it during a brief three months of the year with the entire yield. It is high time the farmer who produces cotton ceased this extravagant practice. The fact that diversification has been practiced recently more than ever in the Cotton Belt will facilitate the practice, since more farmers are provided with feed-stuffs in payment for which they previously had to sell their cotton at a sacrifice. The present season is an excellent time for the cotton farmer to pursue the gradual marketing process as never in his career. That way lies independence and good prices. CHARLES S. BARRETT.

Union City, Ga., Sept. 27, 1912.

Revolution was not compassed over night. Time and then time again. Patience and endurance intensified, education and the habit of keeping our eyes open will be the heralds for our eventful deliverance. Perhaps the day will not dawn upon us; but as surely as smoke rises, and as mankind never remains stationary, we can anticipate the moment when the demagogue, the schemer, and the traitor will cease his conjuror's villainy.

Ten years ago today, in one little Local Union, composed of only ten members, in far off Texas, was planted the heaven that was and has leavened the whole South. . . . Many were the struggles and fierce the opposition that these first members had to meet, beginning as they did, with a mere handful of unimportant farmers, none rich or powerful, it has grown by leaps and bounds. It began along the gulf region of the south and spread north and west to Maryland to one side, and to California and Washington on the other. It practically covers the entire farming section of the United States today. With twenty-two State organizations and an aggregate membership of 3,000,000. No order has had such unprecedented growth as had the Farmers' Union.

Halifax County.

Halifax County Union was organized at Enfield on March 26, 1910, with six Locals and about sixty-two members. One year later we had twelve Locals with about 250 members. We have today fourteen good, live Locals with 346 members. There were some very grave mistakes made at the very beginning that came near costing the Union its life, but that is in the past and we have turned our faces to the future with the hope that better days are coming. There has been organized in the county nineteen Locals, but owing to poor management and incompetent officials, five of them died a natural death. We gave them a decent burial and in our records we have erected a monument to their memory on which we have written these words: "Gone down." The Farmers' Union of Halifax is stronger and in a more flourishing condition than ever before. The time is coming, and that soon,

when all of the farmers will realize that in 'union there is strength;" that "united we stand and divided we fall," then like lost sheep, they will come flocking into the fold of the Farmers' Union.

It is not the quantity but the quality of our membership that we stand upon. Now listen. Here is a statement that I can prove. Through our co-operative selling and buying the Union has saved to the farmers of Halifax County thousands of dollars. Brighter days are dawning for us, and when the sun of our prosperity has reached its zenith, then, and then only, will we come into our own and take our rightful place in the social, political and commercial work in the grand old county of Halifax, North Carolina. The State Union was organized at Charlotte four years ago with only 459 chartered Locals and 8,000 members. Today there is over eighty-five counties organized, more than 3,300 chartered Locals with an aggregate membership of 40,000. In almost every county there is some business enterprise from banks down.

Six years ago the press of the south gave the Union scant notice. Today more than 3,200 newspapers print regular the statements sent out from our national headquarters.

The power of the Farmers' Union can only be realized when we turn to the south and see what it has accomplished in ten years. Many have enjoyed these benefits without knowing from whence they came. We have over 6,500 warehouses in the south, all having been built in the past six years. We have hundreds of grain elevators, fruit exchanges, etc., in the west and throughout the south. Banks, stores, flour mills, creameries, fertilizer, canning, and tobacco factories, agricultural schools, produce, and clearing houses, storage plants, brokerage companies, oil mills and more than twenty newspapers.

The Union as a whole is making great strides towards prosperity. We who have fought the fight and who as God gave us light, have kept the faith, are resolved that the cause shall not fail. We know that the Farmers Union is the last call for the American farmer; that if it disappears him a half century, perhaps a century will elapse before another farmers' organization can get on its feet in this country. That is why we have pledged our very lives to the man of acres. That is why knowing that the man who fails the Farmers' Union fails himself. We rejoice over the struggles already won, and with the Almighty Himself smiling on our efforts, greet with absolute confidence the struggles lying as so many challenges in our pathway.

LEE COUNTY FARMERS' UNION.

The Lee County Farmers' Union held its regular meeting at the courthouse, September 28th, nine Locals being represented.

Our State Business Agent, J. R. Rives, and others, discussed the question, "How Can We Improve the Union Trade System?" Quite a number of our members have never realized the great gain to themselves in patronizing the trade system. By actual figures, \$600,000 have been saved through the Union on fertilizers alone,—an average of \$12 per member. Mr. Rives' report shows that on account of the patronage of the loyal few, very attractive prices have been secured for next year. Write him your needs. It will give you something to think about. The Union has become quite a force in legislative affairs, the National Union being the most important factor in securing the parcels post which will be in operation January 1. Through the State Union, Farm Life Schools have been established and agricul-

ture is taught in the public schools. The Torrens System of land registration will come next.

At the last meeting of the County Union a committee was appointed to secure from the Board of County Commissioners an appropriation for demonstration work in Lee County. The committee reported that the present Board had signed a paper stating that they would give \$300 to the work if the committee could secure the signature of the Democratic candidates for the new Board. All the new men signed except one from Deep River, who asked for more time. Three of the men were enthusiastic about the work.

District Manager, T. D. McLean, of Moore County, was present and talked on Demonstration Work, telling what it had done in other places; in Moore County the corn yield had been raised from twelve or fifteen bushels per acre to forty-two bushels. Lee County does not wish to be backward in falling in line in anything which means progress. The next county meeting has been set for the first Saturday in December at the courthouse. PRESS REPORTER.

CONCORD LOCAL, No. 137.

Concord Local has unanimously requested that the dues be increased from the regular price, enough to cover the price of The Carolina Union Farmer, so that all members in good standing will receive the paper.

2. That Concord Local will pay the dues of all its members who can't read, and that it will pay for the paper where there is more than one member in the same family.

3. And that this request be sent to The Carolina Union Farmer for publication, asking all the Locals in this State to take this matter up in their Locals and county meetings.

Fraternally yours,

C. M. WATSON,
County President.

Bostic, N. C., R. 3.

A new physician in a small town got himself into a serious predicament soon after his arrival by his inability to remember names and people. One day, while making out a patient's receipt, his visitor's name completely escaped him. But not wishing to appear so forgetful and thinking to get a clue, he asked her whether she spelled her name with an "e" or an "i."

The lady blushed and replied: "Why, Doctor, my name is Hill."

Life is put together considerably like a set of harness. There are traces of care, lines of troubles, bits of good fortune, breaches of good manners, bridled tongues, and everybody has a tug to pull through—Anon.

The Church has not yet discovered, still less began to realize, the limitless possibilities of intercession.—Mott.



Your Choice FREE

A free gift for you. Take your choice. The fine fountain pen, lady's chataine pin, lady's locket chain with white stone pendant, man's white stone and synthetic pearl stick pin. Take the one you want. It is postpaid free to you. Nothing to buy; nothing to pay; nothing to earn; nothing to sell. Positively free. SEND NO MONEY, not a cent. Just send your name and address, a post card or a letter will do. We simply want your name and address so we can ask you for a little information about your locality. This is a very limited offer. Write for particulars today. Credit Establishment Co., Dept. 0000 Chicago, Ill.

THE PROGRESS OF THE FARMERS' UNION.

(Continued from page 1.)

on whom he is about to descend with the fury of a tornado, but he does find out just what will appeal to their hatreds, what will inflame their prejudices, and what will bend their passions into a current making for his own selfish ends. And he utilizes his knowledge, however acquired, to the limit. Artfully he harangues the mob, with guileful skill he plays on their worst emotions as deftly as the musician who calls into throbbing response every cord of the harp.

He hypnotizes them into believing that they are the most abused, the most pillaged, the most put-upon men in history. He magnifies some little two-by-four local issue into the question of life and death. When they have been under his counterfeit eloquence for a few minutes they are prepared to believe that he is the one and only Moses who can lead them out of the wilderness. He tells them that they are the backbone of the country. They are the salt of the earth. They and the king can do no wrong, and he won't let the "goblin get them" if they will just make him head chicken thief or any other exalted officer which he may outline.

And yet people wonder, and the press ignorantly raves at the conquest of the demagogue. They rebuke the credulous farmer who so easily falls into his clutches. They rant about hypocrisy; they clamor for sanity, justice and conservatism. They never once realize that as long as the status of sentiment continues at its present level, that the political Ananias and the commercial demagogue will have things all his own way with the masses of the farmers. We are improving. We are gradually learning to distinguish clothing. Day by day we are gaining greater ability to discern the lion. And yet we are finding, from the most bitter and galling of experiences, that promises are not always made in good faith, and that frequently they are but the bait with which to catch fools. Niagara Falls did not happen in a day. The French