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"He has achieved success who has lived well, laughed often and loved much; who has gained the respect of intelligent men and the love of little children; who has filled his niche and accomplished his task; who has left the world better than he found it, whether by an improved poppy, a perfect poem, or a rescued soul; who has never lacked appreciation of the earth's beauty or failed to express it; who has always looked for the best in others and given the best he had; whose life was an inspiration; whose memory is a benediction."

Viewed in the light of this definition, thousands of men and women in North Carolina have and are achieving success in a degree. It is not given to many to drink at that fountain, the fountain of success to full and lasting satisfaction.

There are not many five talent men who return with five talents more. The great mass of mankind belong to the two talent class. I am glad to say that I have not met many men of the one talent type. God forbid there should be one in this convention.

May I ask you, my friends, wherein has your life been a success during the past year? Do you enjoy the esteem of good men, and are you blest with the love of little children? Have you performed well your task, and if called away now, would you leave the world better than you found it? Do you always look for the best in others and give the very best in yourself? Are you a blessing or a blight to the community in which you live?

But you may ask, Why am I, as President of the Farmers' Union, alluding to the private and community life of men? Because as your life is in that limited sphere, so will it be in the larger one of the educational and co-operative work of the Union.

If I knew that all men were true to the principles of Justice, Equity, and the Golden Rule in their individual family and community life, I would have no fears of dissensions in the Union.

If all men were active and loyal in their support of the educational and co-operative movements for the uplift of their own community, then I would feel that success to our efforts in the Union was already assured.

Let us now turn our attention to matters pertaining more directly to the Union in North Carolina.

I want to say at the outset that success to the full has not crowned the efforts of your officials in every instance; and if blame can justly attach to men who are honestly trying to do their duty, then I am willing to share my part of the blame for any mistakes that may have been made. And I would remind you that SUCCESS itself does not

consist in NEVER making mistakes, but in NOT making the same mistake twice.

It is hardly my province and not my purpose to give a detailed report of the different departments of the Union, but will confine myself to a general outline, leaving the details of the different branches of the work to the officers in charge.

I want to say of these officers who have been chosen, with myself, as leaders in the organiza-



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tion, that I believe each one has tried to do his duty by the Union. Whatever success has been achieved should not be credited to one or two men, but to every one, officers and members, who have done their part unselfishly. Neither should failures be charged against one or two men, but to all concerned therein.

The work has been carried on in the same general way that we have followed since the organization of the State Union four years ago. The Commissioned Organizers have planted the Union in nearly all the counties of North Carolina, while your State Organizer, your President and Vice-President, and to a lesser extent a few others, have waged an active and extensive campaign of lecturing; setting forth as clearly and forcibly as possible the purposes of the Union, its policy and methods, and the urgent necessity for, and the

great benefits to be derived from, organization, education, and co-operation. The organization has been greatly extended, the educational interest revived and strengthened, and co-operative enterprises established or enlarged in many counties.

The lecturers have emphasized the necessity for better farming along all lines; the importance of improved business methods; the reform of the present expensive and financially suicidal method of marketing and distributing farm products; and a more direct and economical way of buying and distributing manufactured products.

As a medium through which to obtain some of these reforms, the Union has recognized from the beginning the necessity for the establishment of farmers' warehouses, constructed and adapted to the handling of the various crops of the different counties of the State.

With this in view, the convention a year ago at Wilson instructed your officials to incorporate a State Warehouse Company. This was done, it being chartered as the Carolina Warehouse, Incorporated.

It is here that your officials have not met with the success they had hoped for; though as a result of efforts in this direction, there are to-day two county warehouses "in sight." This experience has confirmed me in the opinion that the State Union should endeavor to promote the incorporation and building of county warehouses, each under separate charters. I will do all I can to put into operation any plan for accomplishing this that promises better success than we have achieved this year.

I will leave the report in detail on the Carolina Warehouse, Incorporated, to the President of that corporation.

I would commend to the consideration of those counties that have established warehouses or stores the Rochdale system of co-operation. Under this system patronage is recognized as being an essential requisite to the success of the business and the profits, after paying expenses, are divided between capital and patronage. This system has many advantages in co-operative buying and distribution of manufactured products; in other words, co-operative stores; but has not been demonstrated a success in co-operative marketing of farm products.

So far as we have heard, the many warehouses and other Union enterprises established in many counties of the State have been uniformly successful. Our energies should never relax and no efforts be spared until warehouses are established wherever needed in every organized county in the State,—these to be used for storing, selling, and distributing farm products and for the purchase and distribution of manufactured commodities.

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