

of two members of Congress from two States, Louisiana and Virginia, who had been "excused" from service, because they were not standing for the farmers' interests. He declared that the farmers should not submit to being bragged about by hypocrites and ignoramus in order that the farmers' influence might be secured, laughingly said. "The farmers should get out their pistols and as one man do up the self-seeking politician who say you are the salt of the earth and the mainstay of creation. The last one of you should arise as one man and shoot him; shoot him on the spot.

"I've got patience," declared President Barrett, "I've got Job skinned a block, but I am never so nearly disgusted as when I find a man bragging on the farmers and then see a lot of farmers shouting their approval of this. The truth is, that farmers are as good as other folks, and not one whit better. If there is more honesty among them it is because there is more of you and you have not had a chance to be otherwise. I thank God that I have not arrayed class against class. My life is devoted to the Farmers' Union and I want to keep the record straight. It is my endeavor to help, and I believe I know how to do it. My own affairs I am neglecting for the farmers'.

**The Value of Co-operation.**

Then with vigor the speaker urged the value of co-operative work among the farmers, that this is the way to make money, that this has been shown and that the Union, now with more members and more money than ever before are prepared to do this and to continue to build up. Its work in education is a great work and its value has been demonstrated. In Arkansas the Union secured four agricultural colleges that are doing work of value, and there had been good work in Georgia. He declared that for success in any of its enterprises the Farmers' Union must put good men in charge, and not want to reward relatives or heelers.

**Can't Drive the Farmers.**

"Farmers can't be driven," he declared, but he held that they should be willing to be organized as a force to secure better results for themselves. As an illustration of this he told of the Hood River Apple Association, and how by co-operation and placing control in one man in handling the crop great prices were secured, apples from the association being served at great New York hotels at from 25 to 75 cents each. And the farmers in this plan were not allowed to pack their own apples, but had to obey orders. "The trouble is," he declared, "that each farmer proposes to be his own boss, and oft-times he is a mighty poor boss. By co-operation and by obeying the farmer is the gainer.

The value of the larger membership in the Union was shown. "What you need is members," the speaker said, "for members makes influence and responsibility. He showed how this worked, and declared "farmers without organization are regarded as a huge joke." Then he went on to show the influence that came with membership and strength of organization, that these were things respected. Large numbers made co-operation of value, he declared, and read a telegram from the Farmers' Union of the State of Washington, saying that a committee would this week leave for the South to buy ten million cotton bags in which to pack grain, that these men had promised to co-operate with the Southern cotton farmers, and were keeping their word.

**Concentrate and Co-operate.**

The speaker declared against scat-

tering of energies. Concentrate and co-operate was his view. Don't take up too many things at a time. By co-operation the Farmers' Union now had in operation 11,000 to 12,000 enterprises. Declaring that he believed in the people ruling, he expressed his approval of the initiative, the referendum, and the recall. As to failures in enterprises in the Farmers' Union the men in charge were the ones at fault, the wrong man had been selected. Farmers, he held, should stand to their promises, and he declared that too many of them failed in this. "The majority of them, 90 or 95 per cent, are honest, and I believe that they will do what they say. But sometimes when enthusiasm wears off they are forgetful. They should take times to look after business. The only man to-day who does not take time to look after his own affairs is the farmer. That is why he has gotten so few affairs to look after. He must think and he must co-operate. Production will increase in time ten-fold what it is to-day. This country with now a hundred million people can take care of and feed a billion. Let us strive for the best system of marketing, a system that can be had by co-operative work. That is the way. And that is a work for the Farmers' Union.

**In Class By Itself.**

The address of President Barrett is one which must have been heard to be appreciated. It was unique and forcible. It was punctuated with applause and laughter, for it abounded in humor as well as in logic. At its conclusion President Alexander said: "I think I may well make the declaration that I don't believe another man in the United States could make that particular address." There was applause and laughter at this, and President Barrett replied: "Just see how much I have to stand."

**Visit to A. & M. College.**

Following the close of the address of President Barrett, the meeting adjourned and the members went on street-cars to the A. & M. College. Here there was a full inspection of the big education plant, and great interest was shown. Dr. D. H. Hill, President of the A. & M. College, went with the party from the auditorium and was in charge of the visit of inspection. Many of the farmers had not heretofore visited the College, and all who spoke of the inspection had words of praise to say of what they had seen, and it is needless to say, that the farmers went home favorably impressed with the great work that is being done in North Carolina's leading agricultural institution.

The night session Wednesday was taken up by the address of Mr. Clarence Poe of The Progressice, which is printed in full. Mr. Poe was followed by Mr. Davis, who concluded his address, and one of the chief surprises of the Convention followed when Mr. Comas, of Danville, Va., was called for at the request of the tobacco farmers and made one of the most practical, common-sense speeches of the Convention. On account of the late hour, and his address coming at a time when unexpected, we are unable to reproduce same here, but we have requested that in some future issue Mr. Comas, who is a prominent figure in the pooling of tobacco in Southern Virginia, give us something in regard to the work in which he is engaged.

**Some Resoluting Also.**

Farmers' Union Conventions have already achieved a national reputation in the way of passing resolutions and all that a person needs to do to get a Farmers' Union Convention to (Continued on page 6.)

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