

# THE NATIONAL CO-OPERATOR AND FARM JOURNAL

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## Executive Committee's Address

To the membership of the Farmers' Union in Texas:

Brethren:

The Executive Committee has been in regular session the past week, and has carefully inquired into every department of our organization, as we now deem it a pleasure as well as a duty to advise you of the conditions as we find them, in so far as it may concern the public. In the face of a great many obstacles and much opposition from different sources, coupled with indifference and carelessness on the part of a large portion of our membership, we are still able to report our organization intact and doing effective work. Some 39 local charters have been issued the past quarter; several counties are reporting an increase in membership and some back dues have been collected. We are maintaining in the field several lecturers and will continue to add to that number as the funds on hand may justify. We find that your state officials have been very economical and judicious in the expenditure of funds in the treasury. We are not doing what we ought to do and what is very evident to us, should be done for the reason we are seriously handicapped for the lack of funds.

We are sure however, this is not willful neglect, but mere carelessness on your part and that you will do your duty in every sense when your attention is called to the matter.

We give our unqualified endorsement to the Central Agency plan and Galveston movement, and while we are having some complaint, they are of minor nature, and we feel sure that all of these difficulties will be over-

come in the course of time. Although the movement is not a new one, it is not thoroughly understood by a great many people, and every possible obstacle is thrown in the way by local cotton men and others who oppose the plan.

The plan has already made thousands of dollars for the Texas farmers in the fact, that it has forced the local buyers in the interior to pay 1-4 to 1-2 cent more for cotton compared to spot prices at the ports than ever before.

We still believe the crop will not be above the average and by judicious marketing on your part, holding every bale possible off the market, you will receive much higher prices for remainder of crop.

We again urge you to patronize your local warehouses whenever it is possible to make satisfactory arrangements. The local warehouse with direct out-let to the spinners through factors at the ports, will yet prove to be the solution of the cotton question and the salvation of the cotton farmer.

In our state constitution under declaration of purposes you will find the following language: "To educate agricultural classes in the science of agriculture. To strive constantly for harmony and good will among all mankind, and to especially cultivate fraternity, brotherly-love among the members of the union, to demand a rigid enforcement of the law, for suppression of vice and immorality. To advance the membership in a correct knowledge of political economy, without in any sense permitting the discuss-

(Continued on page 9.)

### RESOLUTIONS OF COTTON ASSOCIATION.

Passed at the Memphis Convention,  
November 10.

Moved that a permanent committee of three be appointed by the chair having power to fill vacancies therein, whose duties it shall be to secure all available state organization, and individual aid they can approve for the purposes below stated, and at their discretion to merge with similar committees from other organizations.

They shall establish headquarters and such form of organization as may be required in each cotton growing country in the South.

They shall procure pledges from the cotton farmer that they will produce sufficient food and feed or something other than cotton to exchange these necessities, publishing their names in their respective counties or otherwise as they deem best.

They shall procure all possible aid from the State and National Agricultural Institutions to aid our people in correctly and profitably utilizing every unit of human energy in the South.

They shall collect and disseminate available information and statistics that will further and protect our cotton interests on which depends our social and economic welfare.

They shall encourage the dealings in spot cotton instead of future contracts, if for no other reason than because low rates of interest, insurance and warehousing will enable the purchaser to carry approximately as much spot cotton as future contracts thereby stimulating instead of depressing the price of spot cotton.

They shall from time to time recommend to cotton growers such concert of action as in their

opinion will result in the common good.

This committee of three shall submit to this meeting plans for making this work effective.

### REPORT OF COMMITTEE FOLLOWING RESOLUTIONS.

We, your committee appointed to perfect an organization for the purpose of procuring pledges and other matters pertaining to cotton interests, as well as plans for making this work effective, submit the following report and suggestions related to this work:

It is apparent that financial support to carry forward this work is immediately necessary. We are convinced that if this matter is properly brought before our people there will be true loyal sons of the south who will consider it a pleasure and a privilege to thus aid in this vital undertaking.

Therefore, we recommend that those present at this meeting are hereby requested to make such liberal contributions to this cause that it will be a credit to this meeting and an example worthy of being followed.

The press of the South is hereby requested to lend their valuable services in giving publicity to these needs.

Each paper in the South is urged to at once institute a campaign to raise money to sustain this movement. We also recommend the chair appoint a committee of three from each cotton state to act with and under instructions from this committee to solicit aid and otherwise develop in sympathy with this task.

We also request our board of directors to aid this work with such financial support as may be available or needed to insure efficiency of this important campaign.

Your active co-operation is needed NOW.

Galveston  
Galveston

## WHARVES FOR FARMERS.

Editor Co-Operator:

I wish through your columns to express my gratification in learning that the railroad companies have agreed to build spurs to the local warehouses, built by the Farmers' Union throughout the state of Texas. This is a deserving compliment to President Neill for his untiring energy in behalf of our local warehouses. The Brotherhood can hardly appreciate the great value and convenience that has come to us by this stroke of our President. It increases the value of our properties, it lessens the cost of warehousing our cotton by handling, etc., more than 10 cents per bale; that in the aggregate will amount to an enormous saving to the members of the Farmers' Union. It was a generous concession on the part of the railroads of the state and if they keep the faith and build them as they have promised, they will find that the farmers throughout the state appreciate very much this act of theirs.

Another thought that I desire to call to the attention of the farmers throughout the state is the agitation among the members of the Legislature next to convene that we expect too, if we are in legal and constitutional bounds, and I think we are, to contend for a grant from the state of Texas for a donation of and wharfage privileges touching ship-side on the gulf for the purpose of building a warehouse to concentrate, should we desire, our cotton where it can be in touch and in sight of the spinner buyers of the world. If I am not mistaken great concessions of wharf privileges have been made by the state of Texas to the various railroad interests and ship interests of the country. Then why should we not demand a like concession to the producers of the South's greatest wealth. This great warehouse could be built by the Farmers' Union as headquarters for the various local warehouses throughout the country, and thus in time the farmers would be able to do for themselves and handle their cotton themselves under their own management and control; carrying out the same idea that we have now attempted with the Galveston merchants, but saving the cost that we have to pay the commission merchants and above all placing the entire control of holding and selling this cotton in the hands of farmers, the people who make it.

I only give this thought to the Brotherhood for consideration and in order if it meets with their approval, that they may begin to move along this line.

With best wishes for,

Yours very truly,  
N. A. (Gus) SHAW.  
Texarkana, Texas.

## GOVERNOR SMITH'S LETTER.

Governor Hoke Smith of Georgia was prevented from attending the New Orleans cotton convention, but sent the following letter:

It is a source of great regret to me that I am to-day in the midst of official work which prevents my leaving Atlanta as I would have appreciated being present in person at your conference.

The effort to make lint cotton sell for its real value involves the welfare not only of the farmer but of every citizen of the South. It is true that farming has been diversified and varied industrial pursuits are followed to a large extent in the Southern States but our great staple, is now and will be for all time lint cotton and from the net profits of this crop must come the stimulating support which carries forward our entire commerce.

It is conceded that the mills of the world at present require not less than 12,500,000 bales of cotton from the Southern States.

If we should estimate the selling price of lint cotton at only ten cents a pound a crop of 12,500,000 bales would sell for \$660,000,000. A change of one cent a pound would therefore mean a gain or loss of \$66,000,000 to the cotton raising states.

If we estimate the cost of production at eight cents per pound a drop of one cent from ten cents would be one-half the profit of the entire crop. An increase of two cents would double the net profit. Carrying these figures a little further we have less than \$66,000,000 net profit at the present selling price of cotton and \$224,000,000 net profit if cotton had sold at twelve cents.

It is unnecessary to present argument to sustain the claim that compared to the price of other commodities cotton would be only fairly marketed if it brought twelve cents a pound.

Can any man in a cotton growing state think of these facts without being willing and anxious to contribute all in his power to save his section from so great a loss?

Your convention has been called to see what can be done to save unsold cotton from being sacrificed, and to consider the problem of obtaining a just price for cotton in the future.

To determine these questions we must bear in mind that the mills run during twelve months for the consumption of raw material, and the mill owners must carry a large part of their products until they are marketed. We cannot expect them as a rule to have sufficient capital to carry also the raw material until it is needed for manufacture.

## Notice to the Farmers

## We Solicit Your Cotton Shipments

We were endorsed first by President E. A. Calvin, and now by President D. J. Neill to store and sell your cotton and finance your crop.

Your interests are our interests; higher prices for you our aim.

Our 37 years experience and hundreds of pleased shippers are our recommendations to you.

We are able to make liberal advances at 6 per cent interest.

Mr. J. C. Albritten, the official representative of the Union is here to look after your interests.

We promise to hold your cotton until you instruct us to sell; then we sell promptly, and render quick returns.

Write or wire us for full particulars or further information.

H. KEMPNER. Cotton Factor, Galveston, Texas.

The cotton crop is gathered during the fall months. If it is at once placed upon the market by the planters, it must go largely into the hands of speculators. Speculators would be foolish to buy except with an assured profit, and the planter cannot hope to obtain the true value of his cotton crop if he markets it as soon as it is gathered.

It must be held until the manufacturer meets the farmer at least half way. The man who wishes to buy must seek the seller, rather than the seller seek the buyer."

After the reading of Governor Smith's letter President Barrett of the Farmers' Union took the chair.

## "UNCLE SAM" AND SAN SABA.

Ft. Worth, Texas, Nov. 16.

To the Co-operator:

I have just finished a canvass of San Saba county. These dates were made for President Neil, but as he was unable to fill them, I was detailed to go. I began at San Saba town on the night of Nov. 2, and an immense crowd greeted me at the court house. The brass band honored the meeting with some delightful music.

I was introduced by Bro. Ed House, the county secretary. The farmers were there from all over the county, and they gave me a greeting that any man ought to feel proud of, and they brought their wives and daughters along to add beauty and grandeur to the occasion.

This being my first visit to San Saba county, I laid down the basis of my campaign, involving the following fundamental propositions.

1. That farmers, when united were the most powerful class in the world.

2. That unity and co-operation was the only salvation for the farmers.

3. That farmers are the only ones with a legal and a moral

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right to price and value their own products.

4. That speculation and gambling was wholly against the farmers, and altogether to the advantage of organized speculators.

5. That pledging agreements, and unbroken rules must obtain in the Farmers' Union before success comes.

6. That the union system of selling cotton at the ports must be made unanimous, so as to reach the legitimate consumers and dealers of the world, and give stability to our organization.

7. That the cotton seed trust of Texas was robbing the farmers out of \$15 to \$20 per ton on cotton seed.

The above is the line of battle I laid down. On these issues I traversed San Saba county, making speeches at Richmond Springs, Locker, Neill, Live Oak, Pecan Grove, San Saba, Flat Rock, China, Wallace Creek, Shiloah, Mt. Pleasant, Hall's Valley and Mercury. I threw down the gauntlet and dared the opposition to pick it up. Aside from the misrepresentations of the San Saba Star, the opposition was as dumb as oysters. Every school house was crowded to its utmost capacity, with eager, anxious men and women, who heard the union gospel with shouts of uproarious applause. Hundreds of farmers were heard to say, "I am ready to join the union, with 'Uncle Sam's' plan of pledging each member, and forcing them to stick. I am not afraid to hold my cotton and ask 15 cents for it, if every farmer is pledged to do the same," was unanimously expressed at every meeting. The boys are ripe for a revolution of the present shameful and

vicious system of marketing. The Neill plan of selling cotton at the port, met with hearty approval everywhere.

The co-operative plan of running ware houses, cotton gins and oil mills, as I presented it, was approved with splendid unanimity at every meeting.

Bro. David Smith, the old bachelor, who won the prize at the National Union on the matrimonial committee, for writing the best acceptance to a proposal from a Georgia Miss, was my escort and guide through San Saba county. He is still in the matrimonial market, but a charming Dutch girl has a magnet charm on Dave. We stayed all night there, and Dave and I were given the finest feather bed to sleep in, and where the joke comes in on Dave, was when he awoke me from my slumber, and asked me if I thought the father and mother of the girl would give him that feather bed if he should get the girl. I told him he ought to be ashamed, that the pretty girl is all that he ought to desire. I told the old German and his wife next morning what Dave had said, and they agreed to give him two beds, two pigs, two cows, a dog and a mule, and the way Dave and that girl were whispering to each other before we left, I was reminded that Dave will not be on the matrimonial committee next year when the National Union meets.

Bro. L. B. Hollaway, also showed me many courtesies, and assisted me in making all my meetings successful. He is one of our old lecturers, but is now giving his attention to improving a new farm he has just purchased.

I also had the pleasure of meeting Bro. W. F. Johnson, or "Bill" Johnson, as he is called, one of the best posted farmers in Texas, and the president of Live Oak Union. I was highly entertained at his splendid country home. He is up-to-date on union plans, and has the best ideas on successful organization and co-operation of any man I have met. I have never met a man that impressed me more. His strength of character, and intellectual power and foresight in the great work to be accomplished by this organization amazed me, as I sat for a whole day and listened to his words of wisdom. I am going to suggest Bill Johnson to succeed D. J. Neil, because he is a farmer in whom there is no guile, and one, against whom no man can say ought. I think that it is fitting that a farmer whose pedigree is unquestioned must be selected to succeed Neil. We all know that old Neil is a farmer, and the union must be kept in the hands of farmers. I have not the space to mention all the

good men I met, but suffice it to say that some of the iron clads like Joe Edmondson, A. Judkins, E. E. Cochran, Bro. Edwards, Bro. Walker, Henry Davenport, R. W. Kent, Bro. Barrington, Bro. Startz, Bro. Squyers and others, are the kind of men that will give loyal support to the union and its plans.

Yours devotedly,  
"UNCLE" SAM HAMPTON.

#### NOTICE TO LOCAL SECRETARY'S

The Co-operator is anxious to co-operate in every way possible with the members to build up the Union and can do a great deal if the local secretaries will assist in a small way. We want every local secretary to send us the names and post offices address of all members who are not subscribers to the paper. Then we want another list, with post offices, of those who would make desirable members. As fast as these lists are sent in we will send sample copies of the Co-operator to them and thus help to enlist their influence and help. Try this and see how much we can help you.

Plant plenty of oats, rye, wheat and barley this fall. Corn will be high next year. So will flour. The man who makes plenty to live on is the man who can afford to hold his cotton for a better price.

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**W. L. MOODY & CO.,**

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**Bankers and Cotton Factors.**  
**We Solicit your Patronage.**

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We Never Buy Cotton for Our Account.  
We have nothing to do with Cotton Futures.  
We protect the interests of our Patrons Honestly and Intel-

ligently.  
Our long and successful career is the best recommendation we can offer you.

We have been endorsed by the State Unions of Texas and Oklahoma.

We are under contract with these Unions to handle the cotton of their members. Your actual cotton is held until ordered sold.

One bale receives the same intelligent attention that is given to 1000 bales.

Your every interest is looked after also by J. C. Albritton, the official representative of the Farmers Union, who is stationed in our Warehouse, and our Banking House.

Galveston is the best Spot Cotton Market in the World.

Write or wire for particulars. No trouble to answer questions or furnish information.

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We solicit consignments of Cotton, and are prepared to advance you liberally against your Bills of Lading. Write us for further particulars.

## Among the Members

### SPICY LETTERS FROM MEMBERS AND LOCALS

#### SAVE YOUR AMMUNITION

#### Use It On Real Enemies and Not Imaginary Ones

Editor Co-Operator: I am a citizen of Hamilton county, but am a member of the local Farmers' Union in Erath county and would like to see this section represented in your paper.

I wonder if we shall ever quit chasing imaginary enemies and go after those which are the real cause of our trouble? I refer to our great outcry against so-called night riders. Here in Hamilton county only a few weeks ago a boy wrote and posted a notice on his father's gate post warning him to stop picking cotton one month. The old gentleman got up the next morning and found it and it almost threw him into fits. He didn't pick a boll and tried to get his neighbors to stop. He kicked up such a row that the boy became alarmed and told his father that he had posted the notice and then cotton picking operations were renewed. This is a sample of what is going on all over the country and you will track down the gin posters, you will usually find that the notices are written by fingers stained with nicotine from rolling cigarettes.

This bugaboo about night riding reminds me of a story told by Rev. Steele of Brownwood in a sketch on the last days of the Confederacy. He said that during the war he and his father were riding down the levee at

the Mississippi river and they stopped and hitched their horses in the cane brakes and crawled up the levee and from there they saw a Federal gunboat and the soldiers, seeing him, opened fire and shelled the woods while they took refuge behind the levee. Thus they exhausted their ammunition firing into the cane brake and had less to fight with when they did meet the enemy. This is the position we are getting the Farmers' Union in today. We have allowed ourselves to be decoyed off after an imaginary enemy and we are exhausting our ammunition fighting a ghost, while the enemy is getting the work of our hands without paying us for its actual cost.

Did you ever read of the Boston harbor affair? Did you ever read of John Brown and his black chapter? Now don't think that I endorse any such, but I merely mention them to show that they were indications that there was a spirit of reform in the minds of the people. So it is today; these outbreaks of lawlessness are but the outcroppings of the ignorant minds wherein dwells this spirit of reform. The crying need of our people is education and firmness to stand by our conviction and not run for cover at the first sound of a gun.

At the success of a Kentucky crusade I looked for something of the kind down here, but, brethren, let us remember that conditions are different in the cotton states and besides,

no great reform was ever accomplished by resorting to crime.

Let us quit talking about these things and spend our time devising ways and means to carry on the purposes of the Union. Tell me how to get a better price for what I raise. I have tried to get some information about the cotton seed market but even the headquarters could do me no good. If the warehouse managers of Texas will get together and help I will tell them how to handle one of our commodities anyway. We have solved the seed problem down here.

I am the manager of the Hico warehouse and we would like to have prices on syrup in carload lots.

L. A. PAWLEDGE.

Hico, Texas.

#### FROM SAN SABA COUNTY

Editor Co-Operator: If you will give me space in your paper I would like to speak through its columns to the brotherhood of the Farmers' Union of Texas about old San Saba county.

We have two warehouses and one gin in our county worth about \$1,200. It seems that there has been a misconception or a misunderstanding in regard to the plan adopted at the state Union, and also by the national Union establishing a Central Selling Agency as set out and explained by President D. J. Neill as having located the above stated agency at Galveston with its attached emergency plan ordering the immediate shipment to Galveston of all cotton that must now be sold. They believed it meant the centralizing of all the Union cotton at Galveston, which would virtually destroy the local warehouse system.

that they worked so hard to establish, so they voted the Union plan down and lined up with McFadden of Waco and went to business and we have had a regular monkey and parrot time. The boys stamped. They said they could not see any difference in speculators. They believed them all to be the same family of dogs, the only difference being such dogs as McFadden wore brass collars and their agents wore just common leather collars. So they commenced dumping and we did a good job. We don't do things out here by halves. We co-operated so nicely we kept the price steady at 8 cents and so we were doing when all of a sudden Uncle Sam Hamilton appeared on the scene with orders from headquarters ordering to halt, come to order, and when we came together he thundered out like Moses when he came down from the mount with the law from God, and he said, "What are you traitors doing?" We answered we are sick. "Yes," he says, "all sick, you scoundrels." He took us by the collar and shook us up and crammed down our throats a few hamper baskets of solid business sense and put the Union harness back on and we are now pulling like old trained horses, hallooing hoorah for President Neill, the Central Selling Agency with the pooling agreement attached. We want to sign up right now.

W. F. JOHNSON.

San Saba, Texas.

#### McGONKEY OFFERED GOVERNMENT APPOINTMENT

It is reliably reported that J. L. McConkey, manager of the Farmers' Union gin and warehouse company, and one of the leading citizens of Wichita Falls, has been proffered an appointment as special agent in the district for the United States department of agriculture to succeed W. D. Butler, who has been transferred to Oklahoma. It is said that Mr. McConkey is favorably considering an acceptance.

Mr. McConkey is one of the most progressive and up to date farmers in the Wichita country and his appointment would be a fitting recognition of his merits. The position would not necessitate a change of residence on Mr. McConkey's part, and many of his friends are urging him to accept the appointment.

The above is from the Wichita Times and shows the confidence in which Bro. McConkey is held by his home people. Bro. McConkey is a member of the executive committee of the Farmers' Union of Texas and is not only a successful actual farmer, but is a business man of splendid ability. He has accepted the position above mentioned and will enter upon his duties about the first of February.

His work will be in supervising small demonstration farms, wherein the government is to furnish seeds to farmers who will set aside a certain amount of ground and cultivate according to directions furnished them by the agent.

#### A SYSTEMATIC CAMPAIGN

Last week the Co-Operator published a circular letter by W. C. Rankin to the members of the Union in Bastrop county calling for funds with which to conduct a lecture campaign and he has written the editor the plans on which the campaign will be conducted and they are so sensible that we have decided to publish them. We quote from Bro. Rankin's letter:

"The plan is to raise as much money

as possible and then employ a whole-souled Union man who can talk in public or private, not to make a speech every day, but to start through the county with sample copies of the Co-Operator and such circulars and Union literature as may be necessary and visit from house to house and talk to each individual farmer and work up public meetings and general interest in the Farmers' Union. In this way those opposed to our movement may be noted as well as our friends and besides reviving the Union we will know our real strength at the end of the campaign."

#### HOW DO YOU LIKE YOUR PICTURE?

Editor Co-Operator: I have a suggestion to make to the cotton planters everywhere. I want everyone of you to write me that you will plant four times as much cotton next year as you have this year. By this means you can kill your wife and children at one stroke and it won't be such a slow, tortuous process as the way it is now being done. Then, when they are gone and out of the way, you won't have any one to provide for but yourself, and with a four years' crop on hand you could market it slowly at 3 or 4 cents a pound. Don't plant any more corn than will take old Ball through the winter on scant feed, you might want to ride around while you are marketing your cotton. Put the patch where the ground peas would be under different circumstances in cotton, you can get bacon from the north where they raise plenty of corn and hogs, at 12½ to 15 cents per pound, it is too much trouble to be bothered with such things when one is trying to raise a large crop of cotton. If you are going into this cotton business don't try to raise any hay, it might cause you to neglect your cotton patch, besides old Brindle can eat a few raw cotton seed in time of bad weather during the winter. Then you can sell your seed for \$8 or \$10 per ton. You won't need but very little milk and butter. It won't do to try to have any garden or orchard or make any syrup, you won't have time. Just get a side of northern bacon and a sack of boiled meal from Kansas and thus live high while you do live.

Don't slip any of your cotton to those warehouses at Galveston for J. C. Albritton to handle, he might sell it to a spinner buyer. Let the scalper have it. He must live high if you do work your wife and children to death to make it for him.

Spend your idle time cussing the low price of cotton and high bacon. Let me hear from you quickly as now is the time to be getting things in shape for next year's business. Yours for business, W. H. REDING.

Zulch, Texas.

#### GET INTO THE GAME

(BY H. A. COLLINS, Eastland, Tex.)  
Gamblers play about as much for the excitement of the game as for the winnings. Even good men like to put up a quarter or half dollar on a game or horse race "just to make it more interesting." We are all gamblers. Life is a game of chance and skill combined. We are either winning or losing a stake. Some put up money (speculators), some put up ambition (politicians), some put up their time and energy along with financial outlay (farmers). They all take chances on winning or losing. The speculator must play the game as stock gamblers play it. The politician

## BETTER THAN SHINGLES -AND CHEAPER

Shingles are getting so scarce and of such poor quality that builders everywhere are using "Vulcanite" Roofing. It is the standard Ready Prepared Roofing in this and foreign countries—for over 60 years it has been used on all kinds of buildings so successfully that its sale is increasing at a wonderful rate. Once laid the roof expense stops—it does not require annual painting. Before you build or repair get our free booklet, "The Right Roofing and the Reasons Why," tells why you should buy "Vulcanite"—the kind that's right. Write for it today.



SOUTHWESTERN ROOFING COMPANY,  
Dallas, Texas.  
Birmingham Supply Co., Birmingham, Ala.

must play the game as politicians play it. The "sports" must be "sporty" or get out of the game. The farmer must stake his all on the weather and insects and all that makes farming a chance, and play the game as the best farmers play it. Every business man takes his chances in competition with others in the same line. Farmers, see here, you are too absorbed in playing your own game to watch the others play theirs, but you are contributing to the jackpot in many another game and have no hand in the game that settles who is to pocket the winnings. Directly the situation is thus: You raise the grain and stock, the tobacco, cotton and wool for the other fellow to gamble over in boards of trade, they take your stuff at what figure they please and play with it as a cat plays with a mouse. You have some needs that cannot be home-grown or home-made. Nearly every one of these is controlled by a trust and you pay what they please to charge. You all know this. So you are demanding a remedy. Different societies of farmers are seeking to remedy the marketing end. Co-operation is the key. Why do you pay more than things are worth? Because the other fellows are bound together into associations that protect the trade. Why can't you sell at a profit too? Because you are not bound together. Follow natural laws. Backfire as when a prairie fire or forest fire is sweeping down on you. Fight fire with fire. Fight organization with organization. Let producers and consumers get closer together. It is the middlemen that are the key to the problem. When they quit fighting each other they have the situation cinched. You need coal. Your local dealers belong to the coal dealers' association. He is a slave to the coal trust, hence you pay \$1 to \$2 per ton more than coal is worth. "Co-operate." You need dry goods, shoes, etc. Your local dealer belongs to the mercantile association, hence you pay from 20 to 200 per cent more than goods are worth. "Co-operate." You need hardware, buggies, wagons, farming tools. Your local dealer is in the mercantile association, hence you pay from 10 to 50 per cent more than hardware is worth. "Co-operate." You need flour, meat, lard, sugar, coffee, etc. Your dealer is in the grocers' association hence you pay from 10 to 40 per cent more than they are worth. "Co-operate."

"Well," says one, "it's easy to say that local dealers are robbing and getting more than goods are worth, but the whole shebang is operated by one trust and we can't get them from anyone not in the trust." Yes, you can. There is an independent dealer for all your needs. "Hunt them up." If you approach one of these "Can't help yourselves" fellows, I say to him I am making up a carload of coal, feedstuff, flour, salt, or a carload of coffee, barrel of sugar or syrup and can save you on coal \$1 to \$2 per ton or 25 cents per 100 pounds in feedstuff, 50 cents per 100 in flour, 60 cents per barrel on salt, 20 cents on the \$1 on coffee, 10 to 20 cents per gallon on syrup, etc. He will say I am "afraid" it is not good. Then tell him that it is guaranteed by the manufacturer to you and he will say, "Yes, Mr. Jones (local dealer) guarantees his stuff and I haven't got the money now." Then tell him it does not take any money until the goods arrive and he will say, "I guess I'll not order any today." I do not need any just now. I bought some yesterday, etc. There is no competition in those local dealers' associations and their game is a winning game. Let us get into the game of fighting "fire with fire" and it will revive the old adage "Competition is the life of trade." Get into the game and co-operate and the mortgage will be a thing of the past in an alarmingly short time. Get into the game and win.

#### Stir Yourselves.

Editor Co-Operator: Please pass my congratulations up to Uncle Jere on his lecture, "Plain Talk About the Independent Farmer." It is so good I read it every day.

Uncle Jere, some of those independent farmers are the fellows the poet had in mind when he said:

"He that is robbed, not wanting what is stolen;  
Let him not know it, and he's not robbed at all."

If they will read The Co-Operator (a million men ought to) and put their

## BOY KEPT SCRATCHING

Eczema Lasted 7 Years—Face was All Raw—Skin Specialists Failed

## BUT CUTICURA EFFECTED CURE

"When my little boy was six weeks old an eruption broke out on his face. I took him to a doctor, but his face kept on getting worse until it got so bad that no one could look at him. His whole face was one crust and must have been very painful. He scratched day and night until his face was raw. Then I took him to all the best specialists in skin diseases but they could not do much for him. The eczema got on his arms and legs and we could not get a night's sleep in months. I got a set of Cuticura Remedies and he felt relieved the first time I used them. I gave the Cuticura Remedies a good trial and gradually the eczema healed all up. He is now seven years old and I think the trouble will never return. Mrs. John G. Klumpp, 80 Niagara St., Newark, N. J., Oct. 17 and 22, 1907."

reasoning faculties to work they will be wiser and better men.

Uncle Jere, fire some more of your good lectures and help the patient and patriotic editor to stir them up. If you will you will soon have a long string of penitents, and if you pray as well as you preach they surely will be converted.

So here is my hand—it is the left, but all I have.

Yours for equity,  
H. M. McCUISSHON.

Paris, Texas.

#### Resolutions

Strong resolutions condemning night riding and other forms of lawlessness, and pledging loyal support to President D. J. Neill in suppressing same have been received from the following unions:

Bethany Local No. 4664, Mobile, Tex.  
Vineyard Local No. 686, Vineyard, Texas.

Hicaste Local, Adkins.

Ballinger Local.

Blooming Grove No. 3063.

Cross Roads Local No. 36, Small, Texas.

Antioch Local No. 1848.

Hortense Local No. 2218.

Celina Local No. 4386.

Knox Local No. 3007.

Washington County Union, Brenham, Texas.

Grayson County District Union No. 81.

Hamlet Local, Ellis county.

Smith County Union.

#### RESOLUTIONS OF BOX CHURCH LOCAL

Whereas, There is a so-called night rider movement and it is being unjustly charged to the Union; therefore be it

Resolved, That we, Box Church local Union No. 3080, consisting of ninety members, denounce and condemn the night rider movement in strongest terms possible.

Resolved, further, That we heartily indorse Bro. D. J. Neill's actions in the movement and pledge ourselves to stand by him and the Union principles at all times.

Resolved, further, That we send the Co-Operator to eight of our non-union neighbors for three months and pay same out of the treasury.

Resolved, also, That a copy of these resolutions be furnished the Co-Operator for publication.

W. R. ANDREWS,  
President.  
WREN CLANCY,  
Secretary.

#### NIGHT RIDERS VS. DAY RIDERS

To The Co-Operator: The above subject was suggested to me by your splendid editorial, entitled the "Supreme Danger." There is danger ahead and we might as well prepare to meet it. Every movement of the Farmers' Union is closely watched by the enemies of the people, and if we always knew who our enemies are we could more easily avoid their attacks or meet them when made openly.

The Galveston plan of selling cotton has been maliciously misrepresented by designing men newspapers representing the "interests" have willfully misrepresented President Neill and his motives and they have actually succeeded in making good Union men believe that this plan is an effort to break down the warehouse system. These men and newspaper are day riders who do their work in broad daylight and scatter their malicious false-

hoods broadcast over this country for the public to read and believe.

Men in high financial circles can and do violate our laws and frequently never pay the penalties. We have in mind an instance where a man was indicted for false swearing nearly two years ago, and has not yet been tried, and we venture the assertion that he will never serve a term in the penitentiary, as a man without money would have to do.

This is Day Riding and there is more of it being done every day in the year than is ever done at night by the Night Riders. No honest man endorses night riding and the Farmers' Union has taken a very strong stand against it. I merely make these comparisons to show that we magnify the evils of night riding with "scare crow" head lines and display type, while we minimize the evils of day riding because they are of such frequent and constant occurrence that they are scarcely ever referred to, and when mentioned at all it is taken as a matter of course that money must rule.

If the "unpurchased" and "unpurchasable" country press will do their duty they can make day riding as odious in the eyes of the people as night riding has become.

President Neill's plan to ship cotton to Galveston was simply an emergency plan, designed to help those who did not have the benefit of a local warehouse and who could not finance their cotton at home. When we get the warehouse system perfected, as we hope to do, every bale of cotton will be sold direct to the spinners thru the warehouse managers by means of a central selling agency. Harvey Jordan in opening the cotton convention at Memphis a few days ago used this language:

"It is a reflection upon the manhood and intelligence of the south to ever sell a bale of cotton for less than 10 cents per pound."

These words are absolutely true, but I believe it is manhood that is lacking and not intelligence.

I hope that the two great conventions recently held, the Southern Cotton Association at Memphis and the Farmers' Union at New Orleans, will put forces to work that will immediately bring our great staple up to 10 cents per pound, and that it will never sell below that figure again. This can be done and done easily, and I suggest that President Neill take this matter up with National President Barnett and all the state presidents and immediately begin a campaign for higher prices. This can be done in the following manner:

First, Let headquarters, both state and national through the press and through the organizers and lecturers, begin a campaign for a reduction of the acreage and the planting of more feed crops.

Second, send out printed pledges, one to be signed by all union farmers and one to be signed by non-union farmers, pledging themselves to hold a certain per cent of the cotton crop off the market for an unlimited time and also pledging themselves to never sell a bale of cotton for less than ten cents per pound.

This plan, if carried out, would immediately bring cotton to ten cents, and it would never sell below that figure.

This can be done, and there are thousands of farmers who take no stock in organizations of any kind, who would fall in line and help to carry out this plan just as soon as

it was known that all farmers were signing this pledge.

Thirty days' trial would bring cotton up to the minimum price and it would never sell below that price, but the speculators might put it higher and we would get the benefit.

The campaign of the day riders to beat down the price of cotton, and to corrupt our courts and public officials is more dangerous than the spasmodic outbreaks of the night riders, and I want to see the day that the iron hand of law will be laid as heavily upon them as it is upon the night riders.

Respectfully,

GEORGE B. TERRELL.

Alto, Texas.

#### CORN CONTEST EXTENDED

Farmers Found it Impossible to Get Corn in by Nov. 15

The corn contest carried on by the American Seed Company of Fort Worth has not brought out as large a number of competitors as it should have done. Some farmers who have been behind with their corn gathering found it impossible to get in the contest by Nov. 15, the date for closing entries. This is especially the case with farmers who had cotton to pick. They had to turn their whole attention to saving the cotton that was open, but the corn was not hurt by standing in the fields, so the corn was neglected while cotton picking went on. A number of such farmers were interested in the contest and wanted to "try" for that \$100, but they were not able to make a selection of the best corn in their fields and send it in by Nov. 15.

In order to give such farmers a fair show, Mr. Bell announces that he will extend the date for making entry to Jan. 1, 1909, and he feels sure by that time that every farmer who wants to get in the contest can do so.

A fair number of entries were made, and almost every part of Texas was represented among the contestants, but

the competition is not by any means what it should be. The department of agriculture estimates the corn production of Texas this year at about 202,000,000 bushels, and of Oklahoma at 122,000,000, making a total for the two states of 324,000,000 bushels. It looks like the farmers who have raised this enormous amount of corn ought to be proud to show the best of it in a contest that offers \$50 to the winner of the first prize, \$30 to the second and \$20 to the third.

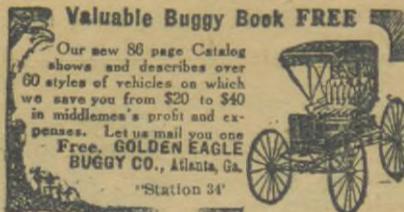
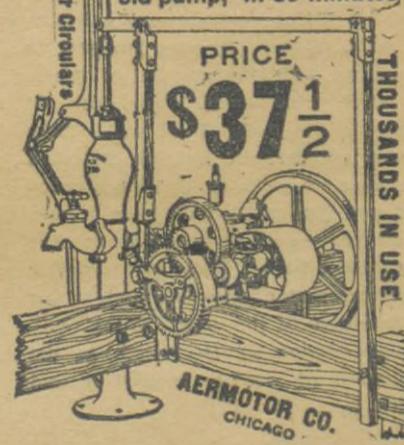
Try our classified columns when you have something to sell or want to buy an article which someone else has.

CANCER cured free; absolutely certain cure. For particulars address J. W. Van Deventer, Langdon, Colo.

11-26-x

#### AERMOTOR GASOLINE PUMP.

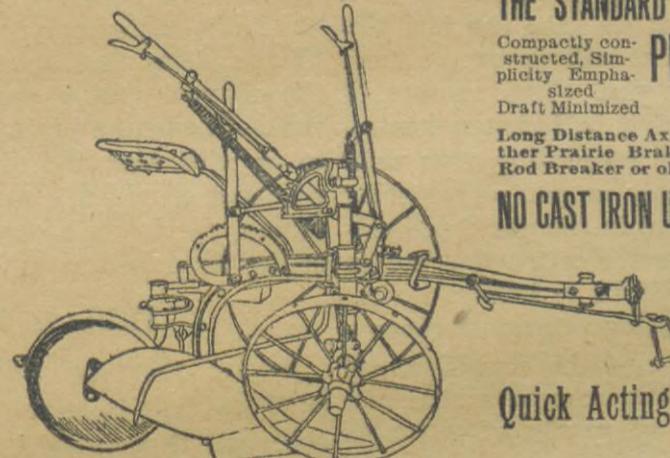
Engine complete ready to attach, as shown, to "any old pump," in 30 minutes.



#### THE STANDARD EXPRESS SULKY

Compactly constructed. Simplicity emphasized. Draft minimized. 12-inch 14-inch 16-inch. Strong and safe. Long distance axles furnished with either Prairie Braker, Middle Braker, Rod Braker or old Ground Bottoms.

#### NO CAST IRON USED IN THIS SULKY



Designed and built to secure durability and freedom from breakage.

Quick Acting Furrow Wheels.

EMERSON MFG. CO., Dallas, Tex.

When writing advertisers please mention the Co-Operator.

#### The Success Sulky Plow

Here's a plow you can buy at a reasonable price and it will last you your lifetime. And you will have an all-purpose plow, too, as it does the same work and does it just as well as the really high priced plows and it has none of their complications.

##### It Is Beam Hitch

With no frame. There's lightness and light draft. Only a few parts, and they simple ones. Adjustable front axle, dust-proof, removable wheel boxes, adjustable rear wheel attachment. Widest latitude in the hitch, and you can set it to plow any depth, two to eight inches.

Just the kind of plow you'd expect to get long satisfactory service out of. Write for catalog and let us tell you more about it.

The Parlin & Grendorf Imp. Co.

State Agents, Dallas, Texas.



## Notes From the States

REPORTS OF STATE ORGANIZERS AND MEMBERS

### STILL A UNION MAN.

Editor Co-Operator: I will write you a few lines. This is the first time I have written any to the paper.

I am proud of this educator, it is the best paper in the United States. I am a Free Baptist preacher and was engaged in pastoral work until forced to follow something else for a living. I am now following the watchmaker's trade in Wynne, Ark. Up till this time I belonged to the Farmers' Union. I quit the Union because I thought I was not entitled to membership under existing circumstances. But I want it remembered that I am still a Union man in principle yet. I am taking the Co-Operator and will renew my subscription, sending \$1 on Wednesday, Dec. 30, 1908, reaching you by Jan. 1, 1909. It is said by some that we must get better times by our ballot at the polls. One party says you put us in and we will give you better times. We have tried them. The love of money is the root of all evil. They are all bought out and as Solomon says, that which is to be hath already been, and that which hath been is now. So all parties is and will work that which hath been. They will legislate in the interest of the rich and to the disadvantage of the poor. Think of it. The production of the earth is the foundation of wealth, destroy it and wealth falls.

Brethren, keep all political parties out of the Farmers' Union. If there is ever any reform brought about by

any class it will be by the Farmers' Union.

Brethren, you know that if you want a good price for butter and eggs hold them off of the market and butter and eggs go up. So also with any other product.

If merchants, bankers and all other businesses prosper, let the country have plenty of money. And the country will have plenty of money if they can get the value of their labor, and the way and the only way is to hold their product off of the market.

May the Co-Operator live till we all come into the unity of the faith and ever.

J. H. JOHNSON.

Box 324, Wynne, Ark.

### FROM INDIANA

Editor Co-Operator: Irene county Union met in regular session with Wells Union No. 69, according to previous appointment, Nov. 6 and 7, 1908. We had a splendid open door meeting on the night of the 6th. Everybody seems to be enthusiastic and ye scribe made the principal address on the good of the Union, which was very attentively listened to. Bro. Jacob Neal of Cincinnati then spoke of the necessity of united action among the farmers in order to gain results and success, after which we adjourned to meet next morning at 9:30 o'clock in executive session.

#### Morning Session

Met promptly at appointed time and the president not being present on ac-

If you want insurance on your Warehouse and on cotton stored therein write today to

## COLLETT & SEIBOLD, GENERAL INSURANCE,

Ft. Worth, Texas.

We make a specialty of Cotton Insurance and refer by permission to the State officers of the Farmers' Union.

count of the death of his mother, I was unanimously called upon to preside.

Union was opened in regular form. Bro. J. Neal, the county chaplain, invoking the divine blessing on our deliberations. Committee on credentials reported and Union transacted such business as came before it. This being the time to elect officers for the ensuing year, Union proceeded to do so, said election resulting as follows:

President, James Wells; vice president, W. M. Green; secretary-treasurer, John D. Chestnut; chaplain, Jacob Neal; doorkeeper, Aden Burch; conductor, Samuel Phipps; business agent, I. N. Jeffers; executive committee, N. A. Gilbreth, J. E. Hardley, W. G. Bureham.

Motion to adjourn for dinner till 1:30 o'clock carried.

#### Afternoon Session

After partaking of a bountiful repast, Union assembled again for business. All newly elected officers were installed in their respective office, after which some very important business for the good of the Union was transacted. Upon motion Union is to meet

again Jan. 8 and 9, 1909, at Switz City, at 10 a. m. on the 8th. All business being attended to, Union adjourned sine die.

On the whole, it was an enjoyable meeting. There was only a small attendance but it seems that all that were there came for business. We had twenty-three locals in the (Green) county and still more coming.

Wishing the best of success to Co-Operator and also the the Union, I am fraternally,

JOHN K. WEINMEISTER,  
State Organizer of Indiana, Washington, Ind., Nov. 16, 1908.

### FROM TENNESSEE

Editor Co-Operator: Our Carroll county Union met with Chapell Hill local, 10 miles northeast of Huntingdon, Nov. 13 and 14, and we must say, we are warming, or reviving up since the last two months' discouragement. Twenty locals represented out of a total of forty-five in the county. Private session Friday and public Saturday, with large crowd and finest dinner I ever saw. President Montgom-

# To Shippers of Cotton:

We maintain that the difference between the cost of cotton freight by these three ports, we are certain that we have the facilities and the market that will produce results that must satisfy you. The number of the channel that connects Houston with cotton buyers located in Houston has increased with every succeeding year until we have thirty-three in all, representing every buying market in the world and creating a competition for cotton that cotton shippers can not afford to ignore.

We want your cotton shipments because our classifications and the classifications you obtain in the interior or elsewhere, and our ability to sell all grades of cotton at the highest market prices will not only return to you our commission charge of \$1.00 per bale, but will show you a good profit in your transactions with us.

### Superior Advantages

Houston has particular and distinct advantages over all other Southern markets; the chief among them is our most favorable location, which gives us three outlets—Galveston, Sabine Pass and New Orleans—through which to move cotton to all parts of the world, thus affording the tremendous advantages that result from competi-

tion for cotton freight by these three ports. We have located our compreses and warehouses along the bank of Buffalo bayou, that must satisfy you. The number of the channel that connects Houston with the Gulf, where all railroads deliver cotton to us with ease and dispatch, and where we have provided every other facility to reduce the buyer's expense and thus increase the price for the cotton shipper.

### Millions Saved

Several years ago shippers were paying \$2.00 per bale to have cotton handled and sold, and they would have continued this practice if the Houston Cotton Factors had not reduced the handling charges first to \$1.50 and later to \$1.00 per bale. We were the pioneers in this movement to reduce expense to cotton shippers by sharing with them the benefits that accrued to us by reason of our location and our unusual rail and water rates, and by adopting improved labor-saving devices and facilities. Other markets followed our lead throughout the state were saved thereby millions and millions of dollars.

### Reduced Charges

Our charges are \$1.00 per bale, and this charge covers all expense for thirty days after the cotton reaches Houston, and includes weighing, sampling, inspection, storage and insurance. If shippers want to hold cotton longer than thirty days we charge 10 cents per bale per month after the expiration of the first thirty days plus the actual insurance for the time the cotton is held.

We will make liberal advances of money at 6 per cent against cotton shipped to us to be sold or to be held.

Ship your cotton to us during the active season, when we can secure the surest profit for you. When you ship late in the season and direct us to hold we can not show you the real advantages of our market or our ability to make good sales on our judgment. A few shipments to us will enable you to compare returns with those obtained in other markets, and will thoroughly convince you that money is saved when you ship to Houston.

We shall be ready and pleased to furnish whatever further information you request, and we wait to hear from you.

# Wm. D. Cleveland & Sons

Cotton Factors

HOUSTON, TEXAS.

Wholesale Grocers

**MONEY SAVER**

Good Cabinet Photos, \$1.50 pr doz  
16x20 Portrait and Frame, \$3.00

**JOHN SWARTZ,**  
Photographer,  
705½ Main St. Ft. Worth.

**Business Announcements****Wants—For Sale—Exchanges**

The extremely low rates for advertising in this department make it very attractive to advertise anything you wish to buy, sell or exchange.

The rates are 3 cents per word for the first and 2 cents per word for each subsequent insertion of the same ad. Cash must always accompany order.

In figuring cost for advertisement, each number, sign or initial must count as one word, and the address must also be counted.

All ads in this department will be set in the same size and style type.

The rates of 2 and 3 cents per word applies only in the Classified Columns.

**THE NATIONAL CO-OPERATOR,**

FORT WORTH, TEXAS.

**ATTORNEY**

W. D. WILLIAMS, Attorney at Law, Wheat Building, Fort Worth, Texas.

SAM R. SCOTT, Attorney at Law, Waco, Texas.

C. H. JENKINS, Attorney at Law, Brownwood, Texas.

CLARENCE NUGENT, Attorney at Law, Stephenville, Texas.

**FOR SALE**

FOR SALE—Carload good corn. Apply to W. F. Henry, Chillicothe, Texas. 11-12

FOR SALE—160 acres good land in Baylor county. Terms easy. Write Jno McKinzie, Seymour, Texas. 11-12

**MISCELLANEOUS**

WANTED to buy milk and cream in large and small quantities. Shaw Bros., Box 30, Fort Worth Texas.

**PLANT BILONA—JAPANESE AND**  
Southern wild (tree) plum crossed. Strong grower, fine flavored, very prolific. The best for table or market. Write for full description. H. A. Biles, Roanoke, Texas. 12-3-p

WE make strawberry plants a specialty. We are now ready to mail you our fall and spring catalogue. We sell choice plants at reasonable prices. Louis Hubach, Judsonia, Ark., R. F. D. 2. 11-12tf

**PURE** ribbon canes syrup, put up in gallon cans, crated and delivered f. o. b., Alto, Texas, at 50¢ per gallon. Reference; Continental Bank & Trust Co., Alto and Ft. Worth, Tex. Geo. B. Terrell, Alto, Texas.

**WANTED**—Active solicitors and local organizers in every locality adapted to fruit and truck growing. For terms write B. M. Anderson, state organizer Texas Home Canners' Association, Palestine, Texas.

**BUTTONS**—At the national meeting the F. E. and C. U. of A. passed a resolution to adopt as their official emblem a button with Newt Gresham's portrait in the center. This button is sold exclusively by the daughter of Newt Gresham, at 25¢ each. Miss Bly Gresham, Point, Texas. 10-29-tf

**FOR SALE**—The Texas brand of home canned goods; inspected and guaranteed by the Texas Home Canners' Association; best goods; prices right. Try them. B. M. Anderson, Secretary, Palestine, Texas. tfp

**AFTER** Oct. 20 I can supply my strictly pure Ribbon Cane Syrup to all who want the BEST at a LIVING PRICE. No middle-man's profit. No adulteration; straight from the cane plantation to the consumer. Order now or write for Syrup Booklet. J. E. McGuire, Pledger, Texas. 10-8tf

**MISSOURI COUNTY UNION**

Taney county Union meets with Bald Knob local, Dec. 11 and 12, 1908. All locals in the county are especially requested to send delegates and all visiting members are warmly welcomed.

L. B. TIDWELL,  
Corresponding Secretary.

ery and our excellent county lecturer, Lucian Rhodes, made fine speeches Saturday as well as some local talent. But little cotton put in warehouse in this county. About one-third to one-fifth being held for better prices.

S. E. TUCKER.

**Suggests Some Statistics**

**Editor Co-Operator:** As I have not seen anything from old Trinity county for some time I would like to see this in print, as I am sending twelve quarterly subscriptions to the Co-Operator for that many non-union farmers whom I wish to enroll as members at the F. E. and C. O. U. of A.

I would like to make some suggestions as to conducting a page in Co-Operator of agricultural statistics. I believe it would do more to educate the farmer than anything else could do, for statistics are too dry a study for the ordinary farmer and I think if some man able to explain the value of the farming of the United States was appointed to conduct a page in The Co-Operator it would be of great benefit. For instance, take last year's crop report valued at \$7,412,000,000. Just stop and think one minute—one year's crop so valued that it would take about eight times all the national banking capital to buy it. Then talk about the farmer being unable to do anything. He isn't able. The national banking capital rules the world. Now, Brother Farmer, let us get down to figures and the subject first and foremost of course is the fact that in the past seven years, beginning with 1900, the value of farm property has increased approximately \$8,000,000,000.

Mind you, the increased value alone amounts to nine times the aggregate national banking capital of the nation. This increase is more than one-half as large as the total capitalization of bonds and stocks included of all the railroads of the United States. Yet the farmers can do nothing. No use for them to organize?

Now, brother farmers, let us get straight in the road and take farming as a business.

The farmers are the richest people on earth—anyway the American farmer is if he would only believe it. The United States department of agriculture has given out statistics showing exports of food and of raw materials and of clothing that are incomparable. They are larger than those of any other country. This country contributes to international trade one-fifth of the wheat, one-third of the corn, one-fourth the hogs, two-fifths of the meat, about one-half of the oil cake and oil cake meal, nearly one-half of the leaf tobacco, two-thirds of the cotton and four-fifths of the cotton seed oil.

It may be truthfully said that we supply the mills of Western Europe with the raw material from which to make their goods, and then send the bread and meat to supply the mill hands while at work.

Ah, my brother, the American farmer is gaining ground. All we need is encouragement and co-operation, and some one that is able to conduct a page of statistics and explain same would help wonderfully. I think Uncle Sam Hampton would be a good man for that. I would like to hear what others think of such a page. So I will hush for this time.

With three cheers for D. J. Neill, our loyal president, and his stand against the night rider movement, long live the Co-Operator and union principles at large.

If this misses the U. B. I will come again some time.

B. W. WILLIAMS,  
Pennington, Trinity County, Iowa.

**RECOMMENDATIONS FROM NEW ORLEANS CONVENTION**

To the Members of the Farmers' Union  
Throughout the Cotton Belt:

Our great New Orleans meeting has been a wonderful success. More than a thousand delegates assembled with the business men of New Orleans and representatives of the business interests throughout the South, and not a single discord occurred during the entire session.

That the business men of the South are aroused and are with us in this effort to maintain better prices for cotton, is shown by the ringing appeal made to every farmer, business man, merchant and banker of the country to rally to our support and hold cotton, also to extend the payment of notes, as will be seen by the enclosed address.

A committee of seven was appointed by the convention, composed of members of the Farmers' Union, to confer with a like committee of the business men of New Orleans, and this conference has been held. We are glad to say that they promise us their utmost co-operation and support in any undertaking that is feasible to retard the rapid movement of the cotton on the market. This committee of seven is also empowered to secure a record of all the cotton being held by the members, both at home and in the warehouses of the various states.

The committee of seven have established their headquarters in New Orleans, with J. W. Boyett as secretary, President C. S. Barrett as supervisor, New Orleans, La. The great mass meeting pledged, by unanimous vote, a million bales of cotton to this committee, and we hereby offer you the opportunity of joining in this pledge. This committee is to report to each state secretary each week the number of bales pledged to it from each state, and when sales are recommended they will be apportioned according to the number pledged in each state.

By authority of the national board of directors we hereby issue a call for every local in the United States, whose members are interested in raising cotton, to meet on Nov. 28, 1908, and sign the enclosed pledge, the number of bales that will be held subject to the recommendation of this committee.

The local secretary is hereby instructed to make report to J. W. Boyett, secretary of the committee, immediately after the date above designated as a time for all locals to meet.

Men of the South, now is our time to show our loyalty, determination and business sense. Everything is in our hands within this fight. Two mills have given more orders for cotton in the last ten days than ever known in the history of the world. There is no bumper crop to discourage us on maintaining higher values than cotton is now bringing. We are taking from \$5 to \$15 a bale less for cotton now than it brought one year ago, and all this:

sacrifice is because we have overfed the market this season. The manner in which you respond to this call settles the question of our business success.

We pledge to you our support and utmost endeavors and untiring zeal to help make a success of the purposes of the organization of which we have just cause to be proud.

J. Y. CALLAHAN,  
Chairman.

J. W. BOYETT JR.,  
Secretary Committee.

**TO THE PEOPLE OF THE COTTON BELT**

To the People of the Cotton Belt:

We, the joint committee of the National Farmers' Union and of the financial and commercial interests of New Orleans, realizing that confidence in cotton market conditions has been impaired and the apprehension thereto engendered has caused more rapid marketing of cotton than has ever been known, and believing that the holding of cotton at the present time will permit the healthy assimilation of temporary superabundance and restore normal conditions under which remunerative prices may be obtained hereby earnestly appeal to every farmer, merchant and banker and other holders and owners of cotton to hold back, as far as they can, their present holdings and not sell unless absolutely compelled to do so, until the price of cotton shall have reached a substantially increased figure.

We especially request all merchants and bankers of the Cotton Belt to extend the obligation of the cotton grower when called upon to do so for a reasonable period, and to do all other things in their power to aid and encourage such growers and holders of cotton, believing as we do, that all the business conditions of the world, and especially of the cotton world, steadily point toward better prices than now obtain.

We believe that such concerted and determined action will logically and in all probability increase the present inadequate price paid for cotton.

Signed: Charles Janvier, chairman; J. C. Duncan, Walter Parker, S. P. Walmsley, John W. Parker, E. S. Maunsell, C. P. Ellis, M. B. Trezevant, secretary, representing New Orleans financial and commercial interests; J. Y. Callahan, Oklahoma; W. A. Morris, Alabama; L. H. C. Martin, Georgia; G. R. Hightower, Mississippi; J. Z. Green, North Carolina; T. J. Brooks, Tennessee; J. W. Boyett, Louisiana; C. T. Ladson, Atlanta, Ga., advisory counsel joint committee, representing the Farmers' Union.

**Absolutely Safe 6% Bonds**

We sell strictly safe OKLAHOMA School, County, Municipal and Street Improvement Bonds. We pay 4 per cent on deposits.

GUARANTEED BY STATE OF OKLAHOMA. CAPITAL \$200,000

Write for Bond Circular B14

OKLAHOMA TRUST CO., Muskogee, Ok.

**Continental Bank & Trust Co.**

HEAD OFFICE, FORT WORTH, TEXAS

CAPITAL AND SURPLUS, - - - \$640,000

ALL GOOD BANKING BUSINESS SOLICITED

**Farmers & Mechanics National Bank**

FORT WORTH, TEXAS

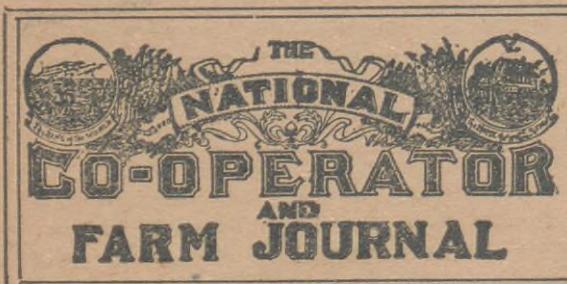
J. W. SPENCER, PRESIDENT

J. T. PEMBERTON, V-Pres.

BEN O. SMITH, CASHIER

BEN H. MARTIN, Ass't Cash.

Correspondence Solicited



Published Weekly, every Thursday, by Smith & Sweet  
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AARON SMITH  
EDITOR

M. S. SWEET  
BUSINESS MANAGER

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Advertising rates will be furnished on application.



#### IMPORTANT NOTICE.

Take a look at the label on your paper and see when your time expires. Your paper will stop when your time expires. This is best for you and for us. Renew before your time is out. You can not afford to miss an issue. To keep fully posted on the workings of this great National organization, you must read The Co-Operator. Be sure to renew in time.

#### WHAT IS THOUGHT OF THE COTTON CONVENTION.

If anyone desires the opinion of the Farmers' Union as to the results which may be expected from the New Orleans cotton convention he will evidently have to look further than the editorial columns of the Union press, for with the exception of the Co-Operator and the Mississippi Union Advocate we have seen no editorial comment.

The Advocate is of the opinion that "such conventions are of little good except to air to the world, and to spinners in particular, the weak points of the Farmers' Union." It says:

"The same money spent in paying the expenses of a commission of five leading, honest, intelligent men who would travel over the entire South studying conditions in every section and submitting a full and detailed report, giving a comprehensive and carefully prepared plan for handling the crop would produce more practical results."

"The newspaper accounts of the two conventions show a display of much oratory and free advice—much information carefully gleaned from books of statistics—much random and pandering talk—much criticism—much talk of what this and that man ought to do, and very little—woefully little, detailed, concrete, definite advice as just how to handle and market the crop and get the best price."

"The whole trouble is that the conventions are largely dominated by prominent politicians, business men, bankers and office-holders."

Many of the daily and weekly papers have taken advantage of the review of the convention to express the opinion that the main hope of relief for the farmer is to clear himself of the mortgage system and the one crop idea. Some of them do not hesitate to say that this is the only remedy, though all the papers which have expressed themselves at all on this part their labor.

of the subject agree that slow marketing will have a very beneficial effect on the markets.

We have been able to secure the opinions of only a few members of the Farmers' Union who attended the New Orleans convention, and these differ as to what may be the result of its work. All of them agree that some good was accomplished, but just how far it will reach beyond the arranging for advances on cotton which may be shipped to New Orleans they do not seem to know.

#### PLEA FOR MORE SOUTHERN MILLS.

Southern farmers should encourage the establishment of more cotton mills in favorable places in Southern territory. Let the cotton growers' associations promote these mills, take stock in them, control them if possible. Bring the grower and spinner close together, eliminate the middlemen, and build up your section industrially as well as agriculturally. Let the Farmers' Union and the Cotton Association work along this line, rather than warehousing the cotton and depending upon a distant buyer. The cotton industry if built up along these lines will make the South entirely free from the domination of middlemen and Wall Street speculators. Where the interests of growers and spinners are mutual, there will be no room for dissension or bickering over prices. The price of raw cotton will be more stable, and where the grower is also financially interested in the mills he will receive his share in the profit of spinning. He will also profit by the enlarged market created, at home for all manner of farm products consumed by mill workmen and their families. The project is no small one, but we believe it is feasible, and that it is one which promises large reward.

The Inland Farmer would be glad to have this matter discussed from all standpoints in these columns, believing that the discussion will result in some wise action. We are very much in earnest in our advocacy of this matter.—Inland Farmer.

#### MOVING TO INCREASE REVENUES.

Realizing the necessity for more revenue with which to carry on the work of the great Farmers' Union organization of Texas, some of the county and local Unions are preparing to petition the state executive committee to submit the matter to the vote of the local Unions of the state. Under the new amendment to the constitution, which appears to have been adopted, in order to have any amendment submitted to a vote of the membership, at least 5 per cent of the members of the

state must petition the executive committee for such an election.

We are glad to see the members taking the initiative in this movement. We have often pointed out that the more the farmers spend in their own organization to pare themselves to market their products, the better prices they will get, the more and the one crop idea. Some of them do not hesitate to say that this is the only quicker they will get out of the clutches of the speculators and gamblers upon expressed themselves at all on this part their labor.

The enemies of the farmers do not sow all their seeds of distrust and dissension among the members. They reserve some of the most prolific and fruitful for the leaders. And the sowers are not always avowed enemies. They are sometimes friends with "axes to grind."

The people of Texas did themselves proud when on November 3 they voted for the amendment in favor of better rural schools. There is not a more momentous problem before the citizenship of the state, nor before the Farmers' Union as an organization than the real enlightenment of the rising generation. As a matter of fact all questions, when boiled down, resolve themselves into this one—the need of light.

The Co-Operator wants to meet the enemies of the farmers with an increase in its ranks of 25,000 or more within the next few days. Its readers are the farmers who kept cotton from falling to six cents last year and remaining at that figure until this season, and the Farmers' Union doctrine which it preaches will add strength to the holding movement and with it an advance in prices. Read our big ad on last page and catch step with the campaign for a greater Union.

While nothing is yet ready for public announcement, the executive committee of the Farmers' Union of Texas is known to have laid plans at its recent meeting for a great forward movement in the organization. If you have been a grumbler or a doubter, "forget it." Those who price your labor and take the difference between its actual value and their price for their trouble have renewed their challenge. You cannot afford to desert your colors. Get ready to advance when marching orders come.

The Dallas-Galveston News is leading a most timely and important campaign in the interests of that considerable area of Texas land subject to overflow. The floods of last spring, the most destructive of years, covering the bottoms of the Trinity, the Brazos and nearly every other stream, served as an object lesson to enforce on people's minds the necessity for radical action. As conditions are, crops on these, the richest lands in the state are planted and cultivated with the constant knowledge that tomorrow the overflow may wash all away, as well as stock, houses and even life itself. The solution of the problem will require much thought, the expenditure of large sums of money, and particularly a spirit of co-operation among the people most concerned.

#### OUR AGENTS.

The regular state organizer, Joe E. Edmondson and assistants, J. L. Armstrong, Sam J. Hampton, O. F. Dornblaser, Bud Terry, Peter Radford, all state, county and local officials of the Texas Farmers' Union and all duly commissioned organizers whose names are published in The Co-Operator are authorized agents of this paper and have authority to collect and receipt for subscriptions.

## MR. THOMPSON'S WAREHOUSE SCHEME

By request of one of the Texas delegates to the New Orleans Farmers Union cotton convention we publish in this issue the address of Mr. Thompson, president of the New Orleans Cotton Exchange, before the convention.

Mr. Thompson is a man of wide experience in the cotton business and much that he says is sound and practical, but, like all others who undertake to lead the farmers, not to the goal of the farmers' best interests, but to their own profit, Mr. Thompson makes some very absurd statements. For instance, he pictures in glowing colors how that if a great warehouse were erected and equipped in New Orleans, bonded and capitalized to give it standing and credit and the confidence of the commercial world, with a chain of state warehouses to facilitate business, the money of the world would be rushed by ship load to New Orleans to be invested in cotton certificates, because of the safety and profit of the security.

Mr. Thompson forgets that under the present system of cotton buying the security is as good as warehouse certificates can be made and the rate of interest higher than he proposes, and yet in times of financial panics, when money is most needed, none ever comes.

Worse than this, he overlooks the fact that the money supply of the world is but

fifty per cent greater than the value of America's agricultural products for one season.

In round numbers there are nine billions of dollars of gold and silver money in the whole world, while America's annual crop is worth over six billion dollars. Assuming that fifty per cent of the cotton farmers, then, should desire to store and hold their cotton for better prices, how vain is it to expect it to be financed with actual cash under this great warehouse scheme.

As for the certificates, there is no good reason why they should be any safer when issued by this great warehouse company than when issued by the local bonded warehouses of the states and counties.

## COUNTING THE VOTE.

State Secretary C. Smith took advantage of the presence of Chairman Montgomery of the executive committee Monday to begin the count of the ballot on the constitutional amendments. Brother Smith did not consider it proper for him to count the votes alone upon the amendments relating to the increase in the salaries of the state president and secretary, and he insisted that Brother Montgomery should assist him in counting, and he did so, finishing the count Monday afternoon. Both amendments carried by a majority of nearly 3,000 votes.

Secretary Smith and his assistant pro-

ceeded with the count Tuesday and will have the complete result ready to mail out to the county secretaries the latter part of this week. It is the opinion of him and Brother Montgomery that all of the amendments have been adopted.

We are making a proposition elsewhere in this issue which should interest every farmer who wants fair and just prices for his products. Any man who has observed the trend of the times realizes the necessity for newspapers absolutely fearless in espousing the cause of the farmers and perfectly free from the influences which mold public sentiment in the interest of the exploiters of the farm. Nor does it require a great deal of mental insight to see that such newspapers must draw their support from the people whom they serve. Another thing is apparent to even the casual observer, and that is, that the strength of any class is measured by the strength of its newspaper representatives. The Farmers' Union cannot be strong without a strong press. Therefore, when a member adds one to the circulation of his newspaper representative he doubles his own power and influence to reach his ultimate object.

## GEO. T. JACKSON A FRAUD.

Exchanges and subscribers are warned against Geo. T. Jackson, who has acted as agent for The Co-Operator. No money should be paid to him on account of The Co-Operator for any purpose.

EXECUTIVE COMMITTEE'S ADDRESS.  
(Continued from page 1.)

sion of partisan politics or partyism."

We have made wonderful progress in the past four years towards carrying out these grand principles, yet there is still room for great improvement and respectfully urge that you take up and discuss in your locals any question within the scope of these declarations. The education of our people along lines of political economy and the science of agriculture as well as the strengthening of all laws made in our interest is very essential to the success of our order. We suggest that you take up such questions as the establishing of a number of practical agricultural schools, compulsory education, more equitable and just freight rates, reduction of cotton acreage or diversification, anti-bucket shop laws, tax laws, etc. Report your conclusions to the Co-Operator and also to Bro. F. I. Townsend, Snyder, Texas, who is one of a committee to represent us before the legislature.

It is also very essential that the Co-Operator have not only your hearty co-operation and good will, but also your support. A large number of subscriptions are now due. The paper is justly entitled to your support, and cannot do the efficient and satisfactory work it is trying to do, unless you do your part. We believe the success of the organization depends largely on the

success of this paper, as it is the very best means we have in keeping in touch with each other. It is educational in its purpose, carrying out the first principle of our organization.

Fraternally Yours,  
J. E. Montgomery,  
Ch'm Ex. Com.  
J. C. Allbritten,  
Sec. Ex. Com.  
H. Laas,  
J. L. McConkey,  
J. A. Wheeler.

## Large Premiums for Texas Corn

Professor A. M. Ferguson of Sherman, Texas, secretary of the Texas Corn Growers' association, says Texas corn growers should make a showing at the National Corn exposition at Omaha, Neb., December 9-19. There are many valuable premiums for displays of good corn, good oats, good wheat, alfalfa and other crops. More than \$50,000 will be awarded in premiums of which a considerable part is open to Texas corn growers.

All parties who are interested in improved corn should send to Professor A. M. Ferguson, Sherman, Texas, who is state vice president, for a copy of the catalogues and instructions for exhibitors, or direct to Mr. J. Wilkes Jones, Omaha, Neb., general manager of the National Corn exposition.

Besides many thousand dollars offered in general classes in which Texas growers may compete, there are a number of classes set aside for the Southwestern states and Texas in particular. The following is a partial list:

## Class A-19, Lot 1—Open to Texas Only.

Premium No. 59 ten ears corn, any color:

First, \$25; second, \$10; third, \$5; seven next best ears, \$2 each, \$14; fifteen next best, \$1 each, \$15.

All who enter this class and win

will be entered for the grand sweepstakes of \$10,000 in gold, and also the grand premier commonwealth trophy valued at \$1,000, offered by the Indiana corn growers. This is a total of over \$2,000 for the best ten ears of corn. There are many minor premiums for exhibits of southern corn.

Sweepstakes, to winners in class A, for states in Southern zones—Ten ears of corn, any variety:

First, combined corn and cotton planter value \$75, Oliver chilled plow works, South Bend, Ind.

Second, No. 40 chilled wooden beam walking plow, value \$25.

To winners in class B for states in Southern zone, single ear, any color:

First, No. 12 De Laval cream separator, value \$75, De Laval Separator company, Chicago, Ill.

The following premiums are offered for Texas wheat:

Class E-19, lot 1, open to Texas only—Premium No. 119, best half bushel wheat:

First, \$10; second, \$8; third, \$6; fourth \$4; fifth, \$2; ten next best, \$1 each, \$10.

The following is the schedule for premiums on oats:

Class G-19, lot 1, open to Texas only—Premium No. 170, best half bushel oats:

First, \$10; second, \$8; third, \$6; fourth \$4; fifth, \$2; ten next best, \$1 each, \$10.

There are also many special prizes offered to boys and girls who shall make creditable entries of corn, wheat, oats etc. The premiums are valued from one to five hundred dollars.

Professor Ferguson calls attention to the fact that last year at Chicago there were not enough from Texas to absorb the premiums offered for Texas corn, and as a result some valuable premiums reverted to the exposition. This should not be. Texas can and does produce splendid corn, but our farmers pay much less attention to these matters than our northern

friends.

The Texas Corn Growers' association will hold a meeting and "corn show" at Sherman January 14 and 15, at which more than \$1,000 will be awarded for Texas corn. The premium list is now being prepared and will be sent to all parties who send in their names to Professor Ferguson, secretary of the Corn Growers' association.

## TITUS COUNTY TRUCK

MOUNT PLEASANT, Texas.—O. H. Payne, residing four miles north of this city, made \$248.25 this year from one and three-fourths acres planted in truck. He planted one and one-fourth acres in Irish potatoes and one-half acre in sweet potatoes. After gathering his Irish potatoes he planted the same land in peanuts and replanted in peas. A detailed statement follows: Two hundred bushels Irish potatoes, \$155; thirty-five bushels peanuts, \$22.75; seven bushels peas, \$10.50; thirty bales hay, \$15; ninety-five bushels sweet potatoes, \$45. Total, \$248.25. From seven and one-half acres planted in corn and cotton Mr. Payne only made \$117.50, a difference of \$130.75, in favor of the former.

## The Members' Manual.

The Farmers' Union Members' Manual, by "Uncle Sam" Hampton is the most complete handbook on organization, controlled marketing, profitable prices and pooling agreements; also instructions on the shipments of cotton to the ports and the selling plan. Contains answers to all objections to the Union system, and fortifies every union man and lecturer. A veritable book of facts. Price 10 cents per copy \$1 per dozen in lots to local unions. This little book will convert all the farmers in your neighborhood. Send your orders to

"UNCLE SAM HAMPTON,"  
Care Union Headquarters, Fort Worth, Texas.

## COUNTRY LIFE COMMISSION

Session in Dallas Said to Be Best One Held

The Country Life Commission appointed by President Roosevelt to inquire into industrial, educational and sanitary conditions among the farmers of the country spent last Friday in Dallas, and members who were present say that it was the most interesting the commission has held since it started on its itinerary across the country.

Commissioners present were L. H. Bailey of New York, chairman; Henry Wallace of Iowa, Keeryon L. Butterfield of Massachusetts, Dr. C. W. Styles and Dr. E. W. Allen of Washington, D. C. Several farmers and business and professional men appeared before the commission, and the condition of the Texas farmer was pretty well discussed and analyzed. There were some who attributed the want of proper sanitation, comfortable and sightly farm houses and the insufficient income to the want of education, but these were usually business or professional men, and it was generally agreed by those who actually farmed the farm that the unsatisfactory conditions which prevailed were brought about by artificial causes which prevented the farmers from realizing their just reward, and these maintained that if proper prices were received for farm produce all other conditions would be made satisfactory.

In the discussion of educational conditions the subject of compulsory education was uppermost and several farmers present expressed the opinion that if the children were taken out of the field and placed in school the cotton crops would be reduced and better prices be obtained than have prevailed. Others were of the opinion that some poor people could not make a crop without the help of their children and that such a law would work a hardship on them.

The opinion of the tenant farmer was reviewed and some expressed the opinion that their condition was kept from being satisfactory largely because they moved about so often and planted only cotton. Others stated that the tenant farmer would plant less cotton and diversify more if the landlord would allow it.

All seemed to favor the teaching of agriculture in the public schools, while one man expressed the opinion that demonstration homes, as well as well as demonstration farms be established by the government in the country.

The discussion as to the remedy for the unsatisfactory conditions which prevail centered around compulsory education, teaching of agriculture in public schools and bringing the instructions of the agricultural schools of the government more directly to the attention of the farmers. President Neill of the Farmers' Union declared that the government should close the New York Cotton Exchange, if it desired to help the farmers, but very little else was said about unjust laws by which the farmer is exploited for the gain of commercial and financial interests.

## ABOUT COTTON SEED

Editor Co-Operator: Have been requested by member of your staff to give your valuable paper and readers, which I assure you I appreciate the space offered, and hope this will serve as an introduction to the many readers of this issue, and much good will

result mutually profitable. In this connection avail myself of the opportunity to apprise your good members that I am deeply interested in their organization, and predict a bright future for the order I have at all times displayed a friendly feeling since the incipiency of your order, and would dislike very much to see dissension work its way amongst your members, I am loathe to believe there are certain factions working to this end, I do not deem it necessary to invite your attention that there is a grave responsibility resting upon the heads of your officers to cope with the situation, and hold its members in unity, thereby making a solid breastworks that can stand the strongest forces of the enemy. I have manifested much interest in your work, and a firm believer that we free American citizens should not be restrained from exercising our inalienable rights; I cannot overlook the fact, nor should you members overlook the fact your officers are at all times on the qui vive, and I believe they have shown you beyond a shadow of a doubt they are loyal to the cause, and no perquisite can tempt them; if time, and space would permit, could say much more that I believe would meet with the approval of your readers, but feel it would be an intrusion. However, wish to add for the benefit of your members that I am the farmers friend, and am willing to work hand in glove with them, and take this opportunity to advise that I am at all times in the market for cotton seed at the highest market price, can furnish your requirements in coal, bagging and ties at prices that will meet your views, and feel reasonably safe in saying can make you money on your products, and save you money on your requirements; I receive by special wire daily the market quotations which enable me to know the strength of same, and cope with the situation; the F. U. people can have the benefit by keeping in close touch with me, and you are especially invited to visit my office when in the city, and familiarize yourself with my methods of doing business. The latch string is always on the outside for my friends.

In conclusion I wish to make mention of the fact that the market has been weak, nervous and unsettled, the general trend indicating a more settled market with an upward tendency, and I believe it will soon reach a level, and conditions assume a normal working basis.

With well wishes for the Co-Operator and its readers, I am your truly,  
A. S. LOGSDON.

## Farmers Produce Fabulous Wealth.

In an interview given, Secretary Wilson of the Agricultural department at Washington tells what the farmers have added to the wealth of the country this year.

"We are at work just now getting at the figures, and the total probably is not far behind that of last year, which was \$7,440,000,000. And the real money," said the secretary. "It is not a fictitious, but an actual value.

"It is all clear gain and consists in tangible property—corn, hay, wheat, cotton and other things that are counted among the necessities of life—nearly seven and a half billion dollars—probably the largest sum ever added to the wealth of the world by any nation in a single year.

"The greatest crop of America is grass, then corn. Next after corn is probably cotton; then comes wheat and poultry, running neck and neck. The product of the hen coop is now

nearly as valuable as that of the wheat field. The American people eat a great many eggs, and there are not enough people keeping chickens and producing eggs. The price is due to the law of supply and demand.

The preliminary estimate of the crop reporting board of the department is 2,642,687,000 bushels of corn, as compared with 2,592,320,000 bushels, the final estimate for 1907.

"All the principal crops of the country for this year are better than they ever were, and the estimate of the crop reporting board of the department shows that the volume is 3 per cent greater than in 1907."

Here are some of the figures, already published, on which Mr. Wilson bases his estimate:

	Crop of 1908.
Corn, bushels	2,542,687,000
Wheat, bushels	650,020,000
Oats, bushel	789,151,000
Barley, bushels	167,482,000
Rye, bushels	30,921,000
Buckwheat, bushels	15,680,000
Flaxseed, bushels	25,717,000
Rice, bushels	22,718,000
Potatoes, bushels	274,60,000
Hay, tons	67,743,000
Tobacco, pounds	629,634,000

"These are bumper crops," said Secretary Wilson, "and probably exceed the records of every other nation."

The magazines have lots of articles on "Economy in Dressing," "Dressing on Dimes," etc., etc. They describe the styles but none of them ever tells what materials to get, and it's the material that costs. Do you know any dress stuffs that are pretty, and really cost dimes, not dollars? ECONOMY.

You can purchase as pretty designs and stylish-looking goods in Simpson-Eddystone Prints as any one can wish and their cost is extremely moderate when you consider their substantial quality and attractive appearance. Their greatest economy is in their nonfading colors and durable material which make them wear unusually long.

I'm sure you will be delighted with them.

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WRITE FOR PARTICULARS.

## To The Farmers' Union—

FARMER TO SPECULATOR—Yes, I'm holding my cotton—20 bales—for better prices.

SPECULATOR—I'll give you 9 1/4c—that's 1/4c over the market—see here, telegram just received from New York.

FARMER—(Reaching down in hip pocket)—Yes, and you see my TELEGRAM, just received from Fort Worth. It says: "800 bales sold in Galveston yesterday at 9 1/4c—good demand—price advancing." And you can bet on what that paper says. I'm holding my cotton.

SPECULATOR (aside)—Confound that TELEGRAM; it beats me every time and nearly every farmer reads it, too; but I must buy cotton.

To Farmer: "Well, what do you want for your cotton, anyway?"

FARMER—9 1/4c cash, right now, on ground there.

SPECULATOR—Well, it's my cotton; here's your check for it. Our factory must buy cotton before prices go soaring. THAT FORT WORTH TELEGRAM is ruining us by telling you farmers about supply and demand, and every little advance in cotton, so you can hold us up on prices, and just rob us of our money.

Next day this farmer attended the meeting of the Farmers' Union and told them about selling his cotton, and what the Speculator had said about THE FORT WORTH TELEGRAM. Twenty members wrote checks for \$3.25—price of THE TELEGRAM, daily and Sunday by mail, one year, during annual "BARGAIN DAYS," Dec. 1-15—and they will do it again this year. How about you? With the market reports you get a complete newspaper, whose telegraph news is furnished by the Associated Press.

## BANK PRESIDENT GIVES VIEWS.

## Gives Some Ideas About Financing Cotton.

The following address was delivered by Lee Richardson, vice president of the American National bank of Vicksburg, Miss., before the Southern Cotton association, at Memphis, November 12:

Mr. President and Fellow Citizens: In greeting the first city of one of the leading states of the greatest government in the world, we do so with pride and the sincere belief that if Memphis maintains its present leading commercial position the uprising tides of industrial achievement and the future incalculable riches of the Mississippi valley will carry it beyond the glories of its ancient prototype. Hence I deem it of significance that the true friend of the cotton grower, that sagacious leader, Harvie Jordan, selected your thriving city for this great convention.

We have just passed through a heated political campaign in which every Southern state cast its vote against the president-elect, Mr. Taft. But the hour of victory is the time for magnanimity, and while Mr. Taft will be president without our votes, he will not be so without our aid. There was a South of secession and slavery; that South is dead. There is a South of freedom, of liberality that is living, growing every hour. Out of the Puritan and Cavalier came the American of whom Mr. Taft is a worthy prototype.

He will not be president of one section of the country, but of the whole, for he is a man who understands the ardor and nobility of every true American, the spirit so strikingly exemplified when Grant refused the sword of Lee to accept his hand.

This same liberal thought and non-partisan feeling is alive today. It is that which made our present great leader recognize the South's ability and appoint your own worthy citizen secretary of war. General Luke E. Wright is the first Southern man to occupy that position since Jefferson Davis. And right here I would impress upon you this thought, four years hence when we enter the political whirlpool again, let us have a man out of our own country carrying our banner of Democracy. A real, true Southern gentleman, one in whose blood is flowing all the ideals, all the chivalry, all the manhood of a century of Southern ancestors.

Turning from the thunder of a political battle, let me discuss with you, as best I can, that which reaches further than the tenets of any political platform—a problem the wise, and prompt solution of which depends the glory and prosperity of the South.

Appreciating fully the proverbial sentiment that the South is a land of sunshine and flowers, I resent the further thought that its men are devoid of that gray matter that makes financiers, are wanting in sufficient wisdom to rub two dollars together and make three.

Where can you find a section that for years lived in luxury, its young men born with silver spoons in their mouths, untaught in the arts of money making, suddenly changed from affluence to poverty, to chaos. Where can you find a section that has suffered so, and has come out of it all as we have since 1865?

Denied the special privileges granted other sections of our country through the lavish tributes of a tariff, yet still paying willingly out of our poverty our quota of the millions which go

annually to pensions to the men who fought against us, the South unaided and alone has worked up to a point where we can become the richest spot of the earth.

The future financial policy of the South must be along lines of strict economy. True economy the average planter has never known. He must begin to count pennies and to introduce such system into his operations that every line of activity and every pound of product be made to bring full returns.

One thought that presents itself with irresistible force, and one in which, it seems to me, lies an all-sweeping success for the South, is this: to establish a cotton bureau. Such an office, backed by the cotton growers and commercial interests of the South, could be unlimited in its powers. Viewed comprehensively, the effect is dazzling. It must be done on a large scale though. There must be sufficient money raised to get the right man and give him sufficient forces to meet the world of finance on its own ground. Let him have his headquarters in New York city, the financial center of the New World, if not the whole world. Let him have an office in the tallest building, so that when he goes to work with the rising sun he can look out of the east window across the blue Atlantic with such a clear vision that he can tell everything that is going on among foreign mill owners.

He can then go to the north window and glance down on Fall River, the Manchester of America, and with the setting sun from his south window, he can begin with the Carolinas and sweep across to Texas—a vision of the cotton world so complete that nothing could escape him.

## Effects of Such a Movement

This man, this representative of the cotton growers in the marts of the world, must be a man of deep intelligence and great tact. He must be clothed mentally and physically, so that when he calls on the English spinners, beards the lion in his den, he will be received by them, not as one who comes to surrender, but to dictate the price of cotton. Back of this man, our representative, must be a feeling of friendship, of brotherly love from us, the producer, and the consumer. Let us do away with the feeling of enmity that exists. Let us banish the existing antagonism. With this feeling gone and the feeling of good fellowship in its place, almost anything might be accomplished.

When you go into a bank to borrow money, you don't carry a pistol unless you are a bandit. You go with all the grace you can muster for the occasion, reinforced with a line of argument that will show the banker while he is helping you he is also helping himself. So it would be with our representative, always acting in a manner that a clear conscience dictates, asking only that justice of one that would be demanded of another and strengthened, supported and encouraged always by the inspiration of his countrymen.

Through this man the cotton growers and the cotton buyers will meet and arrange a basis price that will be advantageous to both sides. If this were done—and it is so easily in our power to do it—it would not be Old England that puts the price on our product, nor would it be New England; no, it would not be either of these—but the price of cotton would be made by the man that produces it—the Southern farmer.

With such work, what could we not

**Dress Economy**

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accomplish! What riches we should gather. As I think of it a vision of surpassing beauty unfolds before my eyes. I see a South of millions of happy people, her wealth profuse and poor houses empty; peace and sobriety walking hand in hand through her borders; her two races working together in peace and contentment; sunshine everywhere and all the time, shining on no better people or happier land.

## THE Cotton Situation.

The report of the National Ginner's Association of the number of bales of cotton ginned up to and including Nov. 14th., was published Saturday. It was 9,630,563 bales against 7,311,242 in 1907 and 7,501,190 in 1906. This report under ordinary circumstances would indicate a large crop, but it is conceded by the cotton trade that the unusually excellent conditions which have prevailed throughout the South have facilitated picking and that there is a much larger per cent ginned to date than was ginned at the corresponding date the past two years. For this reason the report tended to a bearing effect, but on the contrary the prices of spot cotton advanced slightly after the publication of the report. It is admitted by all that trade conditions are improving and that the mills are receiving more orders and are running on a larger time and at the same time there appears to be a stronger

sentiment among the farmers for holding for better prices.

Spot cotton was quoted in Galveston Tuesday, at 9 3-16.

The ginner's report by states up to and including November 14, was as follows:

Alabama	1,002,000
Arkansas	656,000
Florida	51,000
Georgia	1,553,000
Louisiana	341,000
Mississippi	1,093,000
North Carolina	449,000
Oklahoma	336,000
South Carolina	943,000
Tennessee	247,000
Texas	2,881,000
Virginia	6,000
Missouri and Kentucky	41,000
Total	9,597,000

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## ADDRESS OF W. B. THOMPSON

### Delivered Before the Farmer's Union Cotton Convention at New Orleans.

Mr. Chairman and Gentlemen of the Joint Committee of the National Farmers' Union and Business Men of New Orleans:

I thank you for the opportunity you have given me to say a few words upon a subject which, to my way of thinking, is more important than any other that can engage the attention of the people of the South. We are blessed by the bounty of nature as no other country is blessed; we are the producers and natural custodians of the product that supplies the clothing for the world; we are the rightful heirs of Providence to a vantage ground of power which should bring us tribute from the ends of the earth. And yet, partly because of inattention to adverse tendencies, we have allowed our power to be wrested from us and our heritage despoiled. We sow, but others reap; we do the work, but the fruit thereof is gathered into others' barns.

The time has come when we must reclaim and hold our own. It is no small undertaking to change the habits of business contracted through years of submission, or to break the bonds that have for years been drawing in an ever-tightening coil around our greatest industry. Palliatives will no longer avail; patching and mending will no longer serve. We must revolutionize; we must recreate. But in this revolution and re-creation there must be no element of reckless reprisal, nor of tearing down, nor even of construction. The laws of trade pay no heed to the sentiment of revenge; they brook no compulsion or interference; they must be obeyed. We must construct; we must build; and we must obey those laws that rest upon a higher authority than the sanction of the human will. In this spirit let us approach the problem. Let us study the question, and learn, if we can, what we have or have not done that has brought us into the present straits. Let us seek and find the rational and natural remedy, and then let us marshal our forces and resources and make one great effort to place ourselves where we of right belong. I believe that this great movement has already been inaugurated, and I believe that at New Orleans the great result will be consummated. I will give the grounds of the belief that is in me.

#### Why the Price of Cotton Is Too Low

The main purpose of the farmers' organization is to increase the price of cotton to the producer. You have met here to discuss the ways and means of reaching this result. You believe that the price of cotton is too low. You are right. In order to find the remedy for a trouble it is best to first locate the cause or causes of the trouble. I think there is no doubt that the main cause of the farmer's failure to get a fair price for his cotton lies in the way in which the cotton is marketed. With the correction of this defect I think collateral complaints will be obviated and the cure achieved. No other product is marketed as cotton is; at least, no other crop is so marketed with profit. The crop is put up for sale during a fractional part of the year, and is practically auctioned off. When the first demand is satisfied, offerings are not

withheld, but are pressed upon the buyers at lower, and successively lower, prices, until the crop has passed from first hands. The actual consumer buys what he needs for present use and retires from the market. He comes into the market again only when he needs more cotton or when prices have reached a figure that he considers a bargain. Those who supply the spinner at second-hand also buy when cotton is cheap and ship their purchases out of the country and hold them in foreign warehouses until they can sell to the spinners at the natural and remunerative price. What happens to the farmer? He is able to pay his debts out of the proceeds of his crop, or, possibly, he is not able, and then he begins to make arrangements that will enable him to make another crop, and he tries the same old disappointing game again. The farmer does not willingly market his crop in this manner. He is obliged by necessity to do so. He must pay his merchant for advances made. The merchant is not to blame, because he is obliged to pay his debts. The farmer does not help himself to any great extent by arbitrarily withholding payment from his merchant, because thereby he cripples the credit of his merchant and impairs the ability of the latter to help the farmer when help again is needed. If the farmer could hold his cotton and dispose of it rationally and as it was needed, and at the same time secure sufficient money on it with which to relieve the pressure upon his merchant, he would not only realize better prices for his cotton, but he would improve the condition of all with whom he trades. Under present conditions, he cannot do this. There are three reasons why he cannot. The first reason is because the expenses of holding for any considerable time are too heavy to make such holding profitable; the second reason is because he cannot secure sufficient financial accommodation to enable him to so hold; and the third reason is because he has no market where the cotton buyers of the world are congregated so that he may reap the advantages of the world's competitive demand.

The plan of establishing small warehouses in the interior represents the effort to enable the farmer to hold his cotton safely, to the end that it may be marketed gradually and sold for a better price. This plan has done much to help. If it had not been for this relief during the past few years it is probable that cotton would have declined to a much lower point than has been reached. This plan is a long step in the right direction, but it has limitations which prevent it from solving the problem. It helps, but it cannot effect the desired condition. It is remedial, not fundamental. What is needed is the minimum of charges for careful and proper housing and handling, ample facilities for holding and financing, and, finally, a great, broad market continuing for the year round. It is not for me to point out why your present warehouse plan cannot fully realize these three essential factors. Your logic, reinforced by your experience, tells you this. It is my business to tell you, if I can, how these three essentials may be fully realized.

In a few words I will tell you. A great central warehouse, with a capacity for a million bales or more, located at a port, will suffice. In a few more words I will tell you how and why.

#### The Central Warehouse Remedy

The warehouse will be located on the river front here. It will be on the inside of the levee and adjacent to the wharves where the steamships and steamboats will land. It will be connected with the several railroads by our Public Belt, and with the steamships and steamboats by a system of trolleys. By these means drayage will be eliminated, and the steamships can take on their cargoes of cotton without ever moving from the wharves or wharf. Space will be economized by a series of stories or floors. The most improved mechanical devices will be employed in handling cotton now as we did fifty years ago, the enormous saving possible by modern methods will be appreciated without argument. Insurance rates will be reduced from 1 per cent to 15.100 of 1 per cent. Under these conditions a bale of cotton could be handled here and held for six months for less than it now costs to handle and hold for one month. I have not gone far enough into the details of cost and operating expenses to be able to give you even approximate figures, but I can assure you that the saving will be prodigious and the cost of handling and holding cotton will be reduced to an astonishing minimum.

#### The Cheapest Market for Handling and the Highest Market for Selling

Such a warehouse here would make this the distributing market for the world. Where the best and cheapest facilities are offered, there cotton will come as by the force of gravitation. Where cotton accumulates, there will the buyers come. Instead of having a great number of small and smaller markets throughout the country, where there are a few buyers, and those few have the advantage of knowing the market news and are able to enter into combinations which place the sellers at a great disadvantage, there would be a great market, where the buyers of the world would be in competition, and where the seller would be in a position of advantage which he has never yet held. He would be able to hold his cotton as long as prices were not satisfactory, and he could quickly sell when prices were satisfactory. He would not have to telephone buyers and try to induce them to come out and take up his cotton. He could wait until the buyers came to him. Thus would the warehouse proposed fulfill

two of the conditions necessary to the proper and profitable marketing of the crop—namely, it would provide safe and inexpensive facilities for handling and holding, and it would make a world market to which buyers would have to come the year round for their needs.

#### Question of Finances

But the question will be asked: Where will the money come from which would be required to make this plan feasible and this result possible? First, it would require a great sum of money to build such a warehouse, and, second, if the surplus of the crop is to be withheld from sale until needed an enormous amount of money must be available for that purpose. No matter how fine the plan appears on paper or in theory, it would be futile unless money could be obtained with which to finance it; and, granting that these funds could be obtained, the plan would fail of its great purpose unless sufficient capital was available to enable the owners of cotton to hold as long as circumstances made holding desirable. A little further on I will say a word about the means of raising the money necessary to build the warehouse. Here I will discuss the question of the money necessary to finance the holdings.

#### Financial Resources, and How Increased

The present financial resources of this city are large, but they would be hopelessly inadequate to move annually five or six million bales or more and to carry a stock of approximately a million bales throughout the year. The necessary enlargement of our resources must come from the outside. There is plenty of money in the world available, but the question is how to get it here. To ask for it is not sufficient. Conditions that are attractive to money must exist; the money will then come without request. It will gravitate. Already the repeal of the tax on mortgage loans voted by our people has thrown down one of the artificial barriers to the inflow of capital. We will see that all such barriers are removed. But I claim that this warehouse plan will offer a positive inducement to capital, which inducement capital cannot afford to resist, and cannot resist. We all know that there is no question as to the value of cotton as security. The whole financial world knows this as well as we. Strangers who have never seen a bale of cotton will not hesitate to lend their money on it. But you will ask, then, why there is not now more money available for this purpose. I will answer by saying that

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the present difficulty lies, not in any doubt as to the value of the cotton, but in a doubt as to the value of the collateral evidence of ownership upon which the loan must be made. The cotton itself is as good as gold, but the piece of paper which is supposed to represent the cotton, and upon which the money is loaned, may be worthless. If the warehouse receipt was known to the world to be perfectly good, there would be no doubt about money seeking such collateral. You have experienced this difficulty in financing cotton in your own warehouses. Your local bankers, who know that the receipt is good, will advance money on it. But outside banks, or those who do not know your warehouse or its receipt, will not advance money against it. The same limitation applies to our warehouses in this city. We have a number of warehousing companies which the banks here know are solvent and trustworthy, and, being on the ground, are willing to take the risk, if any risk is involved. But outside banks do not have this knowledge, nor are they in this position, and, rather than take any trouble or risk, they put out their money on less questionable properties. A security, to be desirable and in demand, must be unquestioned, unquestionable, and known to be safe. The wider the extent of this knowledge the more active will be the demand for the security. The receipt of the warehouse proposed will be unquestioned, unquestionable, and known by the world to be safe. This warehouse will be the greatest in the world, and one of the great institutions of the world. Wherever cotton is known its receipts will be known to be good, and wherever there are people or institutions looking for gilt-edge collaterals they will be attracted by this cotton receipt. In our own larger financial centers and in the financial centers of the old world there are vast sums of money looking for investment in collaterals that are entirely safe. In Europe two or three per cent interest satisfies many investors, provided the collateral is sure. Would not these investors be glad to realize four or five or six per cent for their money on sure collateral? As a proposition of logic, I would not hesitate to say, nor would you hesitate to believe, that, if we had our cotton in properly negotiable shape, we would not have even to make an effort to get the money we needed to carry it; the money would come from all quarters of the financial world seeking the opportunity. But the logic of the proposition is reinforced by the testimony of experts. I have been assured by leading bankers of this city that, with the warehouse system and the warehouse receipt which I have described, they could get millions and millions of dollars more than are now available to advance on cotton carried here.

#### Latent Possibilities

There are possibilities latent in the financial phase of this question that almost stagger hope. This warehouse would make New Orleans not only the cotton market of the world, but one of the great financial centers of the world, and would liberate the cotton trade and the commercial South from the financial domination of alien interests. We cannot be great so long as we are supplicants, and we shall be supplicants no longer when we shall have placed ourselves in a position to hold that which is ours and to reap what we have sown. This we cannot do by mere affirmation and bluster, nor can

we do it by commands. Declamation and patriotic resolutions will not avail, nor will demands. We must front the fact. Prosperity and greatness gravitate to the place prepared for them. We shall become prosperous and great by placing ourselves in the way of prosperity and greatness. We must devote less time to the preparation of our bills of complaint and more to the study of the law of cause and effect.

**The Ark of the Covenant**

I think that anyone who has given the subject thoughtful attention will agree that my claims for this warehouse plan are warranted, if not in all details, at least in essential principle. As for me, the more I study the position the larger its possibilities appear. I shall not enlarge further upon these possibilities lest you should think me visionary. What I have already claimed for the plan is enough to make it the Ark of the Covenant to the cotton planter, and enough to bind us all together in a solemn engagement to endeavor and rest not until we have accomplished the plan and through it achieved our commercial and industrial enfranchisement.

But I would do a small service if I succeeded in demonstrating only the utility of the warehouse plan. If I am to do anything worth while, I must show that the plan is practicable. It is practicable. It can be accomplished. It will be accomplished. There is no doubt only as to which way is best.

#### Different Plans Discussed

There are those who believe that the warehouse system should be a private enterprise; there are others who favor the suggestion that it be a quasi-public utility; and perhaps there are those of you who favor making it a Farmers' Union undertaking. I am wedded to no particular theory. All I want is to see the warehouse a fact, but organized and built upon the correct foundation of principle. If any man can show me a better theory than my own I will follow him.

At the outset let me state to you some facts of local conditions, which, if fixed in your minds, will help you to better appreciate the discussion of the different plans of organization.

All our wharves and docks on the river front are operated and controlled by a state board, called the dock commission. The commission is appointed by the governor. It has the power to regulate the commerce and traffic of the harbor of New Orleans in such manner as may in its judgment be best for its maintenance and development. The commission has the right to expropriate property, and has a right to issue bonds against its property, improvements and revenue. Under the management of this commission tremendous improvements have been made in the shipping facilities of this port, to the great advantage of its citizens. Still greater improvements are contemplated, and, in the last

election, the voters of this state have authorized by constitutional amendment the issuance by the dock commission of additional bonds in a large amount. The warehouse facilities here proposed might properly come within the jurisdiction and powers of the dock commission and constitute merely an enlargement of its work for the commerce of the city. But, in view of the magnitude of the warehouse project, it is thought that the better plan would be to have it operated by a board distinct from the dock commission, but in all respects similar thereto.

Referring back to the warehouse plan, those who favor making it a

quasi-public utility contemplate state aid only to the extent that it has already been given to the dock commission. They argue that if the state has the right and is under the duty to

to improvements on the outside of the levee for the purpose of facilitating the shipment of goods through and out of this port, it has the same right and is under the same duty to lend the same aid to improvements on the inside of the levee for the purpose of protecting and facilitating the handling of the same goods, which come here for marketing prior to being exported.

There are a number of objections to the private-enterprise plan that do not apply to the quasi-public utility plan, and the latter has a number of advantages that are denied the former plan. I will first discuss the objections that appear to me to make the private-enterprise plan undesirable.

If the warehouse is to accomplish the results that will justify its existence and realize its aim, it must provide adequate storage and handling facilities at the least possible cost. This idea should be kept constantly in mind. As a private enterprise I doubt if it could be launched until times greatly improve. But, assuming that the proposition could be underwritten at once, the initial step would be to acquire sufficient property on the river front. Immediately all owners of riparian property would advance prices to double and triple the actual value of the land. To purchase

the ground would involve a tremendous and excessive outlay. In order to induce private capital to invest, some demonstration of profit would have to be made; hence, prospective dividends would have to be provided for in the tariff of charges. The revenues of the warehouse would, therefore, have to be adjusted so as to provide for interest on an excessive investment, and, in addition, to provide for dividends to stockholders. The primary object of the plan and the essential economy upon which its success would depend might, therefore, be defeated by financial drains. But there is another and perhaps stronger objection to the private-ownership plan. If the costs of handling and storing cotton were less in this warehouse than in any

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other, then all cotton for such handling and storage would come to it. If, therefore, the warehouse plan should be a success, it would by that very fact be a monopoly. So much power as is involved in this plan should not be centered upon a private corporation of the cotton-warehousing facilities of the South.

Considering the proposition that the Farmers' Union should undertake to construct the system, I will say that you who represent this organization are better able to judge of your ability in this regard than I. It occurs to me, however, that you have already in hand a rather large proposition in your present system of interior warehouses, and that it would be more to your interest to have someone else undertake the central warehouse plan with your moral support and such assistance as your present system and your organization and your members as individuals can give. The objection of excessive first cost would apply with equal force to the Union-ownership plan as it does to the private-ownership plan.

The quasi-public utility plan avoids all these objections. The necessary land would be expropriated by the people through the warehouse commission and only value paid for it. The commission would be given authority to issue interest bearing bonds secured by the property and improvements. I believe that these bonds would be taken by the farmers and business men of the South. I am sure that, thus constituted, they could be floated elsewhere. There would be no water in these bonds. There would be no profits to be made for individual stockholders. The revenues from the business of the warehouse would, therefore, have to be only sufficient to cover interest on the bonds, operating expenses, etc., and a reserve for retiring the bonds. The warehousing business would become a monopoly, but it would be the people's monopoly.

Objections to this plan will be urged. You will be told that it is an innovation, and that no state has ever before done what will be asked of this state. I reply that, if what is asked is right, then novelty is no objection, but rather an argument in favor of the request. We do not want to lose our time, energy and money in tinkering on old plans that have failed. We want something new, something that will succeed.

You will be told that the state cannot under its constitution single out one class of its citizens and favor them with its aid. I answer that the warehouse will take care not only of cotton, but of sugar and rice, and any and all other products of our soil, and will help to redeem the sugar people from the control of the trust and the rice people from the control of combinations to keep the price of their commodity down. Its business may be as general in its scope as the business of the dock commission.

You may be told that governmental aid to anybody in business is socialism. I answer, in the first place, that, if the aid to a dock commission be not socialistic, then the aid to a warehouse commission will not be socialistic; in the second place, I answer that, if it be socialism for the state to aid in averting a great business loss to its citizens and to the citizens of sister states—which loss these citizens without such aid are powerless to avert—or if it is socialism for the state to secure by its aid a great business advantage to its citizens and to the citizens of sister states—which advantage

these citizens cannot without such aid secure—then, and to that extent, I am for socialism, and so are all who hold that it is the right and duty of the state to protect its citizens in their rights of property and business, and to ns all consistent facilities for the lawful pursuit of wealth and happiness.

You may be told that this is an attempt to involve the state in some holding or valorization scheme. This you know is not true. You understand that this is a business proposition. It is plain. No money will be asked of the state; it will be asked to incur no liability; it will not be a partner in any business enterprise. The warehouse when built will be the business enterprise. It will pay its way out of its revenues, and its property will stand for its debts. It will offer facilities to all who care to use them and pay for them. Neither the state nor the commission operating the warehouse will have anything more to do with the disposition of the property intrusted to its care than would a private firm of warehousers. The owners of the property may as individuals, or as an organization, sell their property the day after its arrival, or hold it for years according to their disposition and ability. All that is proposed is to offer the planter or anyone else the facilities which will enable him to market his produce or property in accordance with his idea of his own best interests and without compulsion.

#### No Conflict with Farmers' Union Interior Warehouses

There is no conflict whatever between the proposed plan and the Farmers' Union warehouses. On the contrary, the two systems will work together. You can fill your warehouses and then let the overplus come to the central or market warehouse. Or if, because of financial conditions, or for any other reason, you see fit to reduce your holdings in the interior, you can let such proportion as you see fit come to the central warehouse. As the years go on, if you see proper to continue your warehouse system, you can do so; but, if the central warehouse answers the purpose fully, and relieves you of the necessity of carrying an expensive interior system, I think you will not be sorry.

#### Success

This is a great plan and means much to all of us. We lose every year, in expenses, damage and price, millions of dollars that we ought to save if we could care for and market the crop cheaply and properly. The conditions under which we are moving grow more unfavorable and more difficult. The time has come when we must do something and something big. I solemnly assure you that I believe the plan proposed will solve the present problem and will bless the years to come. Its utility cannot be denied, its practicability is assured, and the result it promises is prosperity to the South. Can we strive for a greater issue or for a higher purpose? Think of it well and earnestly. If you decide that the plan is good, and want it accomplished, it will be accomplished. The farmers and the business men of the South will fail in no endeavor; will plead no cause in vain. I shall work with you on this plan or upon another if we decide that some other plan is better. I shall be compensated for any labor that I may perform if I can feel that I have contributed aught to the success of this great affair.

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Which is easily the best and most thoroughly practical treatise ever written on the Pelvic and Private Maladies of Men and Women. This book has been revised and enlarged by Dr. Terrill and it is the latest and best of the many writings of this able and renowned specialist. It should be read by every man—young and old—for it discusses the cause, termination and treatment of diseases such as no other publication does and the benefit derived from its careful perusal is manifold. Its teaching will enable the young man to avoid the errors of youth; to the middle aged and old man it will tell how to regain their one-time Vim, Vigor and Vitality. This book will be sent ABSOLUTELY FREE to any address in a plain, sealed envelope if you mention this paper.

Consultation and Examination Free and Confidential.

285 Main Street DR. J. H. TERRILL, President, TERRILL MEDICAL INSTITUTE, DALLAS, Texas.

#### ARMSTRONG'S APPOINTMENTS

##### Editor Co-Operator:

Please publish the following dates for J. L. Armstrong in Bexar county:

Van Ormy, Nov. 27.  
Bexar, Nov. 28.  
Black Hill, Nov. 30.  
Senior, Dec. 1.  
Oak Island, Dec. 2.  
Salado, Dec. 3.  
China Grove, Dec. 4.  
Panto, Dec. 5.  
Converse, Dec. 7.  
Selma, Dec. 8.

Come, everybody; come bring your wife and children; it will do you good to hear Brother Armstrong.

W. F. MILLER,  
Secretary Bexar County Union.

#### PERSONAL NOTES FROM THE MEMBERS

The secretary of St. Paul local, 3777, Marlin, Texas, Gus Scheef, states that they need a lecturer in their county to show the non-union man who says that he gets as much for his cotton as the Union man that the Union is the cause of his getting more for his cotton than he would have gotten had there been no Union. Bro. Scheef states that they have twenty-five members and every one reads the Co-Operator.

S. D. Lee, secretary of Smiley local No. 3411, writes that their membership are active and interested and when the bell rings every man is in his place and stays until all business is transacted. He thinks the Central Selling Agency one of the grandest propositions ever presented before the farmers and advises all who do not have to sell to hold their cotton in the local warehouse for the minimum price.

A new local, organized Oct. 12, at Lone Oak, Texas, reports, through its secretary, C. A. McIntyre, that they are doing nicely and increasing in membership and growing stronger in Unionism each day.

Bro. Wm. Howell, Van Alstyne, Texas, now 78 years old, says that he has been a member of every farmers' or-

## FREE BOOK FOR MEN

A Book Filled With Good Advice and Information Regarding a Treatment That Makes Weak Men Strong and Diseased Men Well.

This book gives valuable information on every phase of Lost Manhood, Varicocele, Stricture, Blood Poison, Skin, Nervous and Rectal Diseases, Kidney and Bladder Complaints, and many other chronic and special diseases peculiar to Men and Women.

It contains plain, solid facts that Men and Women of all ages should know. Do not give up all hope and think because you have tried other treatments in vain. Send for our book. It will give you a clear understanding of your condition and show you the way to regain your health and happiness.

We have had twenty-five years' experience in treating chronic and special diseases of Men and Women, and can give you reliable advice and the very best of treatment. Send for book, symptom blank and our opinion. It will cost you nothing. Learn what we can do for you. We cure many cases at home. Send for our book on Women's Diseases.

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## BROOKS' NEW CURE FOR RUPTURE

Brooks' Appliance. New discovery. Wonderful. No obnoxious sprays or pads. Automatic Air Cushions. Binds and draws the broken parts together as you would a broken limb. No salves. No lymphol. No ties. Durable, cheap. Pat. Sept. 10, '01. SENT ON TRIAL. CATALOGUE FREE.

## FREE DEAFNESS CURE

A remarkable offer by one of the leading ear specialists in this country, who will send two months' medicine free to prove his ability to cure Deafness, Head Noises and Catarrh. Address Dr. G. M. Brannaman, 1362 Walnut St., Kansas City, Mo.

ganization from the Grange on up and that he is as strong a Union man as can be found. He says that if every farmer would read the Co-Operator it would go a great way toward educating them, and encloses renewal for himself.

Get your non-Union neighbor to reading and he will soon become a member.

# Which is the Most Active Local?

AND

## Who the Greatest Rustler?

These are questions the Co-Operator is going to submit to the membership of the Farmers' Union in Texas. And the winners will each receive a handsome prize.

For over a month past local unions, local secretaries and public spirited members have been doing missionary work by sending in lists of subscribers to the Co-Operator in order to get it before the people who are not informed in union matters. We have helped by circulating, free, thousands of sample copies.

Our work has been done none too early, for at the first evidence of a reaction in favor of the farmers all the speculative interests combined to strike a crushing blow to the Farmers' Union. Some of the same interests are at work which were in the movement to capture the legislature last spring, and they are backed by ample capital to do all that money can do. They will present false issues to the people and these must be met. There is only one way to meet them and that is to EDUCATE. Keep Union literature before the farmers, both in and out of the Union. Thousands more would think like you do, if they read what you read. We have spent hundreds of dollars sending sample copies and many of you have rendered unselfish service in procuring subscriptions. Now we are going to express our further appreciation by making the following offers:

### Our Proposition

We will present free to the three local unions sending the highest number of annual subscriptions, or equivalent, in proportion to paid up membership by 12 o'clock noon, January 1, 1909, three handsome libraries, as follows:

To the local sending the largest number, fifty volumes.

To the local sending the second largest number, twenty-five volumes.

To the local sending the third largest number, ten annual subscriptions to the Co-Operator.

Each annual subscription shall count one, each three months' subscription, one-fourth and each six months subscription, one-half of an annual, so that all will count.

Any local which desires to contest for the premiums must notify us at once. A record will then be opened and every name sent in by or from that local will be recorded, with the amount paid and date. However, every subscription sent under the contest MUST BE SO STATED WHEN SENT, in order that we may give credit.

At the end of the contest this record will be submitted to the state president and secretary and they will be asked to declare the result under the conditions herein named.

The awards shall be made to those locals which shall have sent in the first, second and third largest number of annual subscriptions or fractional equivalents, in proportion to paid up membership on the first day of October, 1908. This will put all the Co-Operator's subscription lists on an equal footing, regardless of numbers. For instance, a local having twenty members will have to send in one more than twice as many subscriptions as a local having only ten members.

In event of a tie between three locals or less, the premiums will be combined and then divided equally between them. If more than three tie, the premiums will be awarded according to some plan to be agreed upon by the successful ones.

Locals which have sent in lists since the first of September may have them credited on this contract by writing us 1, 1910, to every person who pays up a special request at once.

### An Agents Premium

In addition to the above premiums to the banner local, we will give a twenty-year god filled case watch, standard make, lady or gentleman's size, to the local secretary or local agent who sends us the largest list of subscribers before 12 o'clock January 1, 1909. Following are the terms:

No general or county organizer will be allowed to contest for this prize.

First—Where a local secretary has been acting as agent, he will be recognized as the contesting agent of such local. Where local secretary does not act and no one is elected agent, the first member who writes will be appointed.

Second—To enter this contest, such secretary or agent must write at once, asking to be entered and giving his name, office, union if an officer, name of local and postoffice address.

Fourth—In event of a tie the value of the premium may be divided among those sending the largest lists or awarded in such manner as may be agreed upon by them.

### Two Premiums for One List.

Under the above propositions two credits will be given for every subscription when requested. First, the local will get credit; second, the agent who sends it in. To secure these credits, however, it must be requested when subscriptions are sent in.

### What the Members Get

The members of the union, the individual subscribers of the Co-Operator will be the chief beneficiaries of this campaign for subscriptions in proportion to the amount they invest. If we doubled, there would be twice as much cotton held off the market as there is now. That would mean from \$5 to \$10 on every bale of cotton yet unsold. Therefore every man who helps increase its circulation helps to advance the price of cotton, and if one-fourth our readers will secure one new subscriber each, they will make back more than the cost of their paper on every bale of cotton they sell.

### Special Offer

We are going to make the subscription price cheaper, however, by sending the paper from now until January 1, 1910, to every person who pays up a special request at once.

To those who owe no back subscription and to new subscribers the paper will be sent until January 1, 1910, for \$1 in advance.

### The Library

The books to be given away under this offer are printed on good paper and neatly bound in cloth. They embrace books of travel, history, romance, fiction, poetry, philosophy, and are just the thing for a circulating library for the pleasure, instruction and profit for both old and young. The locals which win them may rest assured that they will not lack for interest the coming year. Besides, the premiums of fifty and twenty-five volumes herein offered, which are purchased by us, we will secure from five to ten extra volumes of government records which are needed for reference in every local union.

The local secretary should be made librarian and each member allowed to keep a book a reasonable length of time and return it. By this means each member has the opportunity of reading every book in the library. The value of such a library is an educational factor cannot be estimated.

### Books Comprising the Library

The winners of the premiums may select their books from the following list, or we will select for them, if they prefer. Note the wide range of subjects covered:

Arnold, Edwin.

Browning, Mrs.

Byron.

Cary Alice and Phoebe.

Child Harold's Pilgrimage.

Coleridge.

Courtship of Miles Standish

Cowper.

Dante.

Emerson, Ralph Waldo.

Familiar Quotations.

Favorite Poems.

Goldsmith.

Hemans, Mrs.

Lady of the Lake.

Language and Poetry of Flowers.

Longfellow.

Lucile.

Moore.

Cushing's Manual of Parliamentary Rules.

Webster's Every Man's Own Law.

yer.

Brownies and the Farmer.

Bible Stories and Pictures.

Anderson's Fairy Tales.

Children's Life of Jesus.

Oliver Optic's New Story Book.

Our Country, illustrated.

Life of Benjamin Franklin.

Life of Daniel Boone.

Life of Patrick Henry.

Washington and His Generals.

Deerslayer, J. Fenimore Cooper.

Pathfinder, J. Fenimore Cooper.

Red Rover, J. Fenimore Cooper.

Alice in Wonderland, Lewis Carroll.

Helen's Babies, John Habberton.

Lamplighter, The, Cummins.

Little Lame Prince, Miss Mulock.

Prince of the House of David, Ingraham.

Wide, Wide World, Susan Warner.

Black Rock, Ralph Connor.

Bondman The, Hall Caine.

Count of Monte Cristo, Dumas.

Elsie Venner Oliver Wendell Holmes.

Guy Mannering, Sir Walter Scott.

Ivanhoe, Sir Walter Scott.

Lena Rivers, Mary J. Holmes.

Quo Vadie, Henryk Sienkiewicz.

Romance of Two Worlds.

Talisman, The, Sir Walter Scott.

Thelma, Marie Corelli.

Descent of Man, Darwin.

Koran of Mohammed.

Last Days of Pompeii, Bulwer.

Napoleon and His Marshals, Headley.

Bill Nye's Sparks.

Bitter Sweet J. G. Holland.

French Revolution, Carlyle.

Natural Law in the Spiritual World, Drummond.

Origin of the Species, Darwin.

Our Planet, Its Life History Gunn.

ing.

Three Men in a Boat, Jerome.

Wandering Jew, Eugene Sue.

Red Headed Boy, Peck's.

Holy Living, Jeremy Taylor.

Imitations of Christ, A'Kempis.

In His Steps, Rev. Charles M. Sheldon.

Stepping Heavenward, Mrs. Elizabeth Prentiss.

Idle Thoughts of an Idle Fellow, Jerome K. Jerome.

Burns' Poems.

Hiawatha, Longfellow.

Prince of the House of David, Rev. Professor J. H. Ingraham.

Get busy and receive one of these valuable Premiums. Write at once and have your local and yourself recorded as contestants. Remember you and your local may both win.

NATIONAL CO-OPERATOR & FARM JOURNAL, Ft. Worth, Tex.