

in that way cultivate more intensively, and obtain a much larger yield and profit per acre than by dry farming.

### CORPORATIONS SUBJECT TO PUBLIC CONTROL

When you go beyond this field of co-operation, you reach a field which is now largely occupied by large corporations which are exercising a public use and for that reason subject to public control.

I believe that eventually the public ownership of all public utilities is inevitable in this country; but I am not a believer in the theory that we are ready to-day for municipal ownership in all our cities or for the government ownership of all our railroads.

Municipal ownership without municipal integrity may be a greater evil than corporate ownership, and the last condition of that man be worse than the first.

I believe that political honesty must come before public ownership, and that the only way we will ever get political honesty is to restore the great majority of our people to the land, where they will live close to nature, and learn the obligations of man to his fellow men, and the imperative need of public integrity, by learning to unite together to do things for themselves.

### HONESTY THE CORNERSTONE OF CO-OPERATION.

Man is the product of his environment. Man will be what he is trained to be. And co-operation will train men to be honest with each other and with the public, because honesty and integrity in the discharge of obligations to one's fellow men is the cornerstone of co-operation.

Without it co-operation is a house built upon the sands.

With such integrity, co-operation is a house built upon the eternal rocks as a foundation.

And so it is that your movement for the formation of farmers' associations, in order that you may transact for yourself the business of selling your own soil products, is but a single thread in the great cable of co-operation which will finally warp our ship of state off the rocks, and draw it to a safe anchorage.

The profits that you will make for yourself in the formation of these co-operative associations, and their management, is the least of the reasons which should impel you onward in the movement.

### A CRISIS IN OUR HISTORY.

We have reached a crisis in our country's history.

It is a crisis threatening greater danger than when the cloud of disunion swept up from the south and the nation was drenched in the blood of a civil war.

The cancer of corruption following in the wake of great wealth is eating out the vitals of our country.

I have shown you that there is but one cure, and it is to men of your class that we must look for this cure. It is in training yourselves to co-operate together to do things for yourselves that one man cannot do for himself, you are engaged in carrying out a patriotic purpose just as noble as though you had enlisted as a soldier to shoulder your arms and march to the front and lay down your life, if need be, in repelling the army of a foreign invader.

We are spending millions for forts and navies and to maintain an army to protect ourselves against the other nations of the earth.

Our greatest danger is not from foreign nations. It is in our midst. It is at the very heart of our political and social life.

And you who are here to-day are pioneers in the great campaign which will result in overthrowing the cohorts of corruption which will otherwise destroy us.

### OPPOSITION A STIMULANT.

I have been told that your movement meets with opposition. Those who oppose it are most unwise. It is in the training of yourselves to co-operate together to do things for yourselves that one man cannot do for himself, you are engaged in carrying out a patriotic purpose just as noble as though you had enlisted as a soldier to shoulder your arms and march to the front and lay down your life, if need be, in repelling the army of a foreign invader.

No greater stimulus to the growth of your movement could exist than to have it systematically opposed. Such opposition rouses the combativeness and aggressiveness which is in every man's being, stimulates him to greater effort, and encourages him to persevere until obstacles have been overcome which would otherwise have caused failure.

### STRENGTH COMES FROM STRUGGLE.

It is another law of nature that strength comes from strenuous struggle. The strong arm is the arm that is used. The strong mind is the mind that thinks. The strong man is the man who has developed every fibre of his physical vigor by use. The strong races of the earth are those which have survived oppression and overcome great obstacles in their development.

Be not discouraged by any condition that may confront you.

Be not discouraged even by temporary failure. It is the history of all movements that failure must at times be a part of their record.

But as the wise saying has it: "Failures are but the pillars of success."

### ILLUSTRATIONS OF SUCCESSFUL CO-OPERATION.

What others have done, you can do. If you want successful illustrations of co-operation among producers, go to California and study the workings of the associations which have been formed there among the fruit growers for the marketing of their product.

And the road to their success was paved with many failures. At first it seemed as though there were more failures than successes.

But they persevered. They were forced to swim or drown. They had to learn to market their own products or have their industries destroyed.

And they learned.

And so you learn, if you will persevere and be loyal to your fellows and to your movement.

If you want other illustrations of successful co-operation, go among the co-operative creameries of Wisconsin or Michigan, or go among the co-operative canal companies of California or Colorado or Montana.

If you want instances of gigantic success in co-operation, go to England,

to Ireland and to Belgium and to Denmark and find it there.

### CO-OPERATIVE STORES IN ENGLAND.

The growth of the co-operative stores in England has been something marvelous. Starting with practically nothing in the way of capital, in a comparatively few years they have built up a business aggregating millions of dollars a year.

But they began right. They began with the small end.

They began with the acorn and they gradually developed the tree until it has become a great strong oak.

If they had begun at the big end, and subscribed a capital stock as large as their present capital, and gone out into the highways and byways to hire men to transact their business, forming a great organization in which no man was trained to his duties, they would have failed hopelessly and miserably failed.

And so would any great business enterprise started in that way.

Co-operation can be no exception to the law of evolution.

You must begin with the seed and let it grow gradually, as they did in England with their co-operative stores.

### THE MAKING OF MEN.

The great central thought which should be the pillar of fire by night and the pillar of cloud by day to lead the American people out of the wilderness of the corruptions and dangers of accumulated and aggregated wealth should be a great public movement in the line of "making men" rather than "making money."

Our government is upheld upon the shoulders of its own people.

And as our citizenship is maintained at a high standard of moral and physical strength on the part of our men and our women, just to that extent will the strength of our nation be maintained.

If we would be sure of this, we must keep our young men from flocking to the cities.

The way to do it is to train them through a system of education which will equip them to solve the problems of the country, and plant the idea in their minds that the country after all offers a greater stimulus for mental activity than the city.

THE MOST ATTRACTIVE PROBLEMS of this generation are in the country. The building of good roads, the building of better farm homes, the engineering problems of the farm, the application of power to the needs of the farm and the farm home, the lessening of domestic burdens through better domestic arrangements, the construction of rural electric railways and rural telephones and farm irrigation systems and the application of machinery to all the uses of the farm, offer a field for effort and invention and the application of energy to the farmer's boy which no city can offer to him, provided he has had the opportunities of education to qualify him to solve these problems.

There should be in every county in this country a school where every farmer's boy could, without going any farther from home than the county seat, learn to do all the things which I have mentioned.

### AGRICULTURE AND MANUAL TRAINING.

We have schools where a part of this training may be obtained. The Throop Polytechnic Institute at Pasadena, California, and the Stout Manual Training School at Menominee, Wisconsin, are of this class. But, coupled with them should be the agricultural training which a boy gets at the Doylestown National Farm School, or in part at the summer school of the Wisconsin State University at Madison.

And every girl should have an equal opportunity to fit herself for her duties as the mistress of a farm home.

Out of such homes will come a generation of strong, conservative and intelligent men who will solve the great problems of this people, and will solve them so gradually and steadily that no radical methods will ever need to be adopted.

They will put out of business the politician who wants to ride in blood up to his bridle bits, like an erstwhile governor of Colorado, or the present-day politician who seeks to ride into public office on a wave of prejudice and champion the people's rights with his voice, while his hand, like as not, is in the pocket of some corporation.

"Put not your faith in princes" — nor in politicians.

"The Lord helps those who help themselves."

So long as the people depend for relief upon politicians, just that long will they be disappointed.

### THE LARK IN THE MEADOW.

When they learn the lesson of the fable of the lark in the meadow, and go to work to do things for themselves, talk politics less, and train themselves to do things by co-operation more, they will be surprised at the progress they will make in the right direction.

Politics, and a dependence on the part of the people upon politicians, are the hope and the salvation of the corruptors and the trusts, and of every combination of capital which lives by skimming the cream from the industries of the people.

If you want the cream yourself you must do your own skimming.

You must not imagine for a moment that what I have advocated is a mere theory. It is far more than that.

It is a broad highway leading us out of the social and political bog in which we have been mired down.

There are instances here and there all over this country where the seed has been planted and is thrifflily growing.

### INDICATIONS OF THE MOVEMENT.

You see the movement at work in the increased interest in country life, in nature study in the school, in the establishment of such institutions as the Doylestown Farm Training School in Pennsylvania; in the Pingree potato patch idea; and the vacant lot farm associations which are working it out in many cities.

You see it in the school gardens which are being established in so many places and in the increased interest in agricultural training as a part of our public school system.

You see it in the great upbuilding of the Department of Agriculture as one of the component parts of our national government, and in the work

### RED RUM.

#### A Temperance Lesson.

We were standing at the counter of a sumptuous barroom in San Antonio where Barclay and the two Englishmen in the party had met by appointment. Barclay had a ranch to sell which the Englishmen, two heavy-set, rufous, high booted fellows were about to purchase. I had acted as broker in the transaction and was well pleased with the price settled upon and anxious that no "hitch" occur to delay the immediate closing of the bargain.

The bar-tender put out four glasses and a bottle of liquor in anticipation of our order and the two Englishmen and myself poured a good "three fingers" into our glasses, but Barclay hesitated a moment and then said, "I think I'll take sarsaparilla."

The Englishmen glanced at each other significantly. "We're not buying soft drinks today, partner," said one.

Barclay hesitatingly poured out a good sized drink and raised it to his lips and turned toward the Englishmen who smiled their approval.

A strange thing then occurred. Barclay took off his hat and looked into the crown of it for a minute and then set the untouched liquor on the bar again. "Gentlemen," he said, "You'll have to excuse me, but I cannot drink liquor." Todd, one of the Englishmen, banged his fist down on the bar and exclaimed:—"If you can't drink with us, you can't trade with us—that's all."

Barclay turned to him, his face very white, and said slowly:—"Then the deal is off, gentlemen."

Presently Barclay said, "I'll admit I should like to trade with you, gentlemen, but the trade can go to the devil if I have to drink whiskey in order to make it. I will tell you why I can't drink liquor if you will listen a moment. You may think it took courage to refuse to drink, but I tell you it would have taken more courage to have accepted it." He drew a news paper clipping from his pocket book and laid it down where we could all see it. "That's exhibit No. 1," he remarked.

For a moment we started in amazement at the great black letters which spelled the word GUILTY. The article following said that John Barclay was convicted of murder in the first degree, but that sentence was postponed through respect to the prisoner's mother who dropped dead in the courtroom upon hearing the verdict.

"That's nice stuff for a man to read about himself, eh?" said Barclay, with

feebly smile. He folded the slip, put it back in his pocket-book and produced another which read "Barclay to be hanged on the twenty-first instant."

"Gentlemen," he said, "The immediate cause of those two notices was murder. The prime cause was—well, what is 'murder' spelled backward?" Without waiting for an answer he traced the letters of the word with his pencil in the order suggested: "RED RUM."

An embarrassed silence followed.

"Gentlemen, the rum that I drank murdered my mother. At that time," continued Barclay, "my mother and I were living in a boarding house kept by an old maid of uncertain means and temper. I had just returned from a cattle-trading trip and was regaling the boys with a little up-country gossip and some hot rum. I remember it was eleven o'clock at night. The whole scene comes back to me now; the hot rum-and-water laden air; the great stove, red with rage and energy. There my remembrance of the scene ends.

That department is doing to stimulate an interest in agriculture and the prosperity of those engaged in it.

You see it in the awakening interest in co-operation everywhere, in the co-operative associations that are being formed, in the rapid growth of co-operative creameries and co-operative producers' associations of all kinds.

### TRIBUTE OF THE RURAL LIFE.

And the one thing which will make it more easily possible, which will tend the most to draw the city dweller to the country and relieve the lonesomeness and isolation of the farm life, are the good roads, for which a great movement is now gathering force, and the electric railway systems which are threading the rural districts in every thickly settled farming section of our country.

All these are forerunners of the final triumph of the rural life and of a new era in this country when "Men-making" and not "Money-making" will be our national slogan.

"A time like this demands strong men. Great hearts, true faith and ready hands! Men whom the lust of office does not blind. Men whom the spoils of office cannot buy. Men who possess opinion and a will. Men who have honor, men who will not lie. Men who can stand before a demagogue, and man his treacherous flatteries without winking. Men who have, better lives above the fog. To public duty and in private thinking."



# DON'T TAKE IT

If he will not sell Arbucks' ARIOSA write to us. We will supply you direct. You will get greater value for your money—a better pound of coffee—full weight—than he can sell you under any other name. He cannot sell Arbucks' ARIOSA loose, by the pound out of a bin or bag, because we supply it only in sealed packages that you can identify every time, which protect the coffee from the dust and impurities that loose coffee absorbs—and insure full weight. Coffee exposed to the air loses its flavor, strength and purity. You cannot tell where it came from—neither can the grocer—he may think he knows—but he doesn't, and all you can ever know is the price ticket. It is worth remembering that outward appearance is no indication of "cup" quality.

Grocers as a rule are honest, trustworthy men who would not consciously mislead you. Whenever one of them advises you to take loose grocery store

were really there, or my spirit had come back to haunt the place.

Presently the head jailer came to me and told me that a fire had taken place in the neighborhood the night before, in which two strange men were so badly burned that death was but a matter of hours with them. One of the men, when he was told that he could not live, sent for the minister and confessed to having committed the murder I had been convicted of. His story, which was subsequently confirmed by the other burglar, was substantially that they had come to our town in quest of proper prey. They had learned that Miss C had many well-to-do boarders in her house, some of whom carried money with them in large amounts, and they had determined to rob the house. The hour was late, and the night very tempestuous and black, the very elements seeming to favor the wicked purpose of those men. Their plan was to go to Miss C's room and secure the keys of the house, after which they could loot at leisure. Accidentally, however, they awakened the landlady, who immediately set up such an unearthly screaming that it was found necessary to despatch her without more ado. One shot was enough for the dastardly purpose, and the poor old creature, who had never done any other harm than to ask for her just dues, went quickly 'over the river.' The robbers then paused for a moment to ascertain if anyone in the house had been aroused by the shot. Concluding finally that the storm had drowned the report of the pistol, they determined to leave at once, as the murder had so unnerved them that they had no thought of theft, but cared only to get away. As they were going out, however, they discovered a man lying in the hall at the landing, near Miss C's door, in a drunken stupor. Then it occurred to them to drag the man noiselessly into her room, and leave him there with a pistol on the floor near his hand. Their motive in doing this was to divert suspicion from themselves, as they were strangers in the place. When they discovered that I had a pistol in my pocket similar to their own, they exchanged cartridges; hence the empty shell in mine.

"Gentlemen, that is my story."

Presently he said:

"I know there's one question you all want to ask. You want to know what I've got in my hat that had such a startling effect upon me. I will tell you what it is—It's a picture—It's not that of mother, nor my sweetheart, but—" and he held his hat with the inside turned toward us.

There was a picture there, one that caused us all to shudder. It was the picture of a yawler.

Todd extended his hand.

"The deal is on," he said.

### Didn't Keep the Appointment.

A young American student at Prague fell deeply in love with a pretty German girl and sent her a note proposing a place of meeting. He wrote: "That my darling may make no mistake, remember, I will wear a light pair of trousers and a dark cutaway coat. In my right hand I will carry a cane and in the left a cigar. Yours ever, Jake." The girl's father got hold of the note and sent this answer:

"Dot mine future son make no mistake, I will be dresed in mine right sleeves. I will wear in mine right hand a club, and in mine left hand I will grasp a six-shooter. You will recognize me by de vay I bats you on de heat a goaple time twice mit mine club. Wait for me at de corner, as I have somedings important to inform you mit. Your friend, Heinrich Muller."

Query—Did the young man keep the appointment?

"Talk about timely rescues in the dramas—all nicely planned to occur with the regularity of clockwork—why they actually had that awful black cap drawn over my face, and the noise adjusted before the governor's 'stay' arrived. I heard a commotion in the crowd and wondered rather impatiently what the delay was about. Then hands removed the cap and noise, and I was led back to my cell. When I reached my cell and sat upon my bed, I couldn't recall what had occurred and plucked myself to see whether I

coffee instead of Arbucks' ARIOSA, he doubtless believes he is doing you a favor, whereas he is really depriving you of the most wholesome and delicious beverage that you can buy, something better than anything else he can sell you for the price. The sales of Arbucks' ARIOSA Coffee exceed the sales of all other package coffees in the United States combined, and the business of Arbucks Bros., exceeds that of the four next largest concerns in the world, simply because the public actually receives better coffee for their money in Arbucks' ARIOSA than they can buy in any other way.

Arbucks' ARIOSA Coffee is good to drink—it quenches the thirst and tastes good. Most people need it. It aids digestion, increases the power and ambition to work and it makes one feel like doing things—no after depression.

United States soldiers drink more coffee than the soldiers of any other nation.

If your grocer does not sell ARIOSA let us send you a

Family Box.

On receipt of \$1.50, express or postal money order, we will send 10 pounds of ARIOSA in a wooden box, transportation paid to your nearest freight station. The \$1.50 pays for the transportation and the coffee, which will be in the original packages bearing the signature of Arbucks Bros., that entitles you to free presents. Ten pounds—ten packages—ten signatures. If you write for it we will send free a book containing full particulars and colored pictures of nearly 100 presents for users of Arbucks' ARIOSA Coffee.

The price of coffee fluctuates—we cannot guarantee it for any period.

Address our nearest office,

ARBUCKLE BROS.,

71 Water Street, New York City, Dept. 5,

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WALNUTTA HAIR STAM.

Restored Gray, Stripped or Bleached Hair, or Thinned Instantaneously. Cleanses scalp, kills itchy humors, restores hair to Black. Does not wash or rub off. Contains no poisons and is not sticky, but grows. Sold by all druggists.

If you send you a Trial Size for 25c, postage, large size (eight times as much). If you druggist does not sell it send direct to us. Send the yellow envelope (not blank) purchased from the druggist and we will give you a full-size bottle for nothing. WALNUTTA CO., 1145 H Olive St., St. Louis, Mo.

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### Glorious Hair Grown Free.

A Wonderful Preparation Which Turns Back the Hand of Time—Makes the Old Young and the Young Beautiful.

Free Samples of the Greatest Hair Tonic on Earth Distributed by a Well-Known Medical Institute.

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