

# The Farmer And The Trusts.

SECRETARY WILSON DESCRIBES THE REAL CAPITALISTS OF THE UNITED STATES.

(Special Correspondence of the Desert News by Frank G. Carpenter.)

WASHINGTON, D. C., April 5.—I called on Secy. Wilson yesterday to ask some questions on capital and labor from the standpoint of the farmer. My interview was held at the department of agriculture during the busy hour of the day, and the secretary answered my questions between his other duties. As he did so I was surprised at his versatility. He is like Napoleon in that he can do four things at a time and do them all well. His mind seemed to jump at a second's notice from the lands of Dan to the grain fields of Berseba, and when it landed on the question of the farmer, it was all there. Now the question was the appointment of a man to investigate the conditions in the Philippine crop, and the arrangement of the new building to be put up at a cost of several million dollars, and now the importation of a hog to wipe out the San Jose scale and make our oranges rich. At the same time great bunches of letters were brought in and the secretary read each one as he signed it.

I started out with: "Mr. Secretary, you work as though you had your coat off, you claim to be the representative of the man with a coat on. I want to know what you think of that man in his relation to the conditions of capital?" "The only man with his coat off whom I know is the farmer," replied Secy. Wilson. "With the ordinary laborer I have nothing to do. The farmer is a big enough proposition for us here. We are working for him and through him we look over the fence now and then at the struggling laborer and then at the struggles of labor and capital. We keep on our way saying nothing as to anything else, but steadily saying 'wool'."

"But, Mr. Secretary, adapt my questions to the farmer. What do they think of the gigantic trusts which, like a giant's hand, have sprung up in a flash?" "They are anxious about them," replied the secretary, "but it is from an investment standpoint. They want to know whether they have a substantial basis how they are operated, what business they are doing and whether they will keep on paying dividends. The farmers are interested in the new department of commerce and labor and especially in its bureau of corporations. If that bureau can give them as satisfactory information about the trusts as the treasury does about our national banks there will be no difficulty in their getting a fair share of the farmer's money."

"But, Mr. Secretary, I thought the farmer posed as a poor man. He is a chronic whiner, a constant complainer, and he always makes a poor mouth?" "That may have been some years ago," replied Secy. Wilson. "It is not now. You can't whine on a full stomach, full barns and a full pocketbook. That is the condition of the farmer today. He is growing rich. He has become a creditor instead of a debtor. He is a capitalist hunting places to invest his surplus. He has had good crops and good prices, and the deposits are rolling in like a golden tidal wave, flooding the west."

ern banks with more money than they can handle. The local banks are sending their millions to the east, and New York is taking what they cannot lend out in the west. The farmers, not satisfied with American investments, are sending millions into Canada to buy lands there, and still they have money left. Indeed, what they want most is a safe place to put their surplus where it will bring them a fair rate of interest."

"What do you mean by a fair rate, Mr. Secretary?" I asked.

"Oh, about 5 per cent," replied Mr. Wilson. "That is the best you can expect of money now."

"Why don't they take up their mortgages?" said I. "Not long ago it was said that the whole United States west of the Missouri was practically owned by the savings banks of New England."

"That is not so now," replied Secretary Wilson. "Those mortgages have been paid long ago, and vast sums have been spent in improving the farms. There are mortgages still, it is true, but they have been given by the sons of the farmers, who are now buying farms of their own."

**FARM LANDS AS AN INVESTMENT.**  
"Do you consider farm lands a good investment, Mr. Secretary?" "I do at the present prices," was the reply. "Investments differ according to localities, but any farm that will now produce enough to carry itself that is, to pay its taxes and a low rate of interest, is a good purchase. Our public lands have been largely taken up. We are rapidly increasing in population and the domestic market steadily grows. We are now the greatest manufacturing nation on the globe, and the domestic market of the future is beyond conception. As to the foreign market, it will always take what we cannot use ourselves. We are farming better every day, and the business of farming will be more profitable as time goes on. We have some of the best food lands on the globe, and are just beginning to appreciate what they will produce."

"Have you any idea," said Secretary Wilson as he turned to his desk, picked up a pencil and made some figures on a slip of paper. "Have you any idea of the money Uncle Sam's farmer capitalists bring into this country every year? The steel trust, the shipbuilding trust, and all the other trusts are peanut stands in comparison with it. I don't mean what our farmers sell at home, but what they sell abroad. The amount is so enormous you cannot comprehend it."

"In the decade ending 1900 it was more than \$7,000,000,000 or on the average more than \$700,000,000 a year. In 1901 our farm exports amounted to more than \$900,000,000 or almost \$3,000,000 for every working day of the year. That means \$125,000 an hour, \$2,000 a minute, or \$33 per second. Every time the watch ticked on every one of the days throughout that working year \$33 worth of our goods were dropped into the lap of Europe and three \$10 gold pieces started on their way back to the United States."

"That was in 1901," Secretary Wilson continued. "Last year our exports were almost as large, and so it is going on year after year. You may talk about your great combinations of capital, your gigantic monopolies and enormous



SCENE IN THE AGRICULTURAL DEPARTMENT.

Mr. Carpenter interviewing Secretary Wilson for the Desert News.

trusts, but after all Uncle Sam's most profitable asset is the American farmer."

"Give me some of the items of this business of the farmer's trust, Mr. Secretary," said I.

"The farmers are not a trust," said Secretary Wilson, "and to give all the details of their enormous business would require too much space. Still I can give you some of the items. Take cotton, for instance. We got high prices for that last year. Our exports amounted to about \$275,000,000 a year, and during that time the annual balance of such trade in favor of the farmer was \$337,000,000, that is, the farmer had not only to give the balance of trade in his favor, but he had to pay \$2 million dollars in the shape of an adverse balance to other imports. In the last 14 years the farmer's balance of trade amounted to almost \$5,000,000,000. It was enough to pay all the losses of our other foreign business and to put \$1,000,000,000 in round numbers, to the credit of the nation. Those figures give you some idea where this wonderful wave of prosperity which has been sweeping over the country comes from."

"Then, I suppose that farming, as a business, has begun to pay?" "It has always paid," replied Secy. Wilson. "When managed in a businesslike manner. But the day has passed when you can take it up as a makeshift. The man who would make his money in farming today must make his money in how to farm it. He must know the nature of foods, and fertilizers. He must understand the markets and bring the same business judgment to bear that is necessary to the success of other businesses. Above all the farmer must keep up to the times and farm scientifically, for it is only in that way that he can get the most out of his land."

"Will we ever have a great farmers' trust, which will corner the market, raise prices and fight the other combinations of capital?" "I don't think such a thing possible," replied Secy. Wilson. "This is a big country and farming is a big business. All the world is more or less engaged in it and you can't control elements like that. Besides each farmer is independent of the other, and while all have to a large extent common interests they are somewhat antagonistic to one another. I think the farmers might be united in opposition to anything vitally against the interests of all, but that matter settled they would as before act as individuals."

"But, Mr. Secretary, how about labor matters? I should think you would have trouble to get men to work on the farms. I understand that most of the farm boys are going to the cities?" "That was so for a time, but more now remain upon the farms. We have had a great immigration of farm laborers and we have been steadily making inventions in farm tools so that the average hand can do more now than the man of the past. Take the rice lands about the Gulf of Mexico. One American farm hand with our machinery can raise as much rice there in one year as four hundred Chinese laborers can raise in China employing Chinese methods and Chinese machinery. The conditions as to other crops are somewhat

The Farmers Are Rich and Want to Own the Trusts—They Are Investing Millions in Canada and Sending Vast Sums to New York—Crops Worth Billions—Where Our Prosperity Comes From—Farmers' Capital Combinations—Farm Hands and Trade Unions—Uncle Sam's New Crops—Macaroni for the Italians—New Cotton for the South—A Post Graduate University for Farm Professors.

similar. Indeed, the farm machines enable us to dispense with a large number of hands."

"Is farm labor organized, Mr. Secretary?" "Do the farm hands have trades unions?" "Not that I know of. The men are so scattered that it would be difficult to organize them. They are not employed at steady work all the year round, and besides the farm hand of today expects to own a farm of his own a few years from now. He is as busy scheming how he can do that that he has no time to worry over hours and wages."

"How about wages, Mr. Secretary? Is the farm laborer well paid?"

"I think he is," replied the secretary of agriculture. "Good men get good wages, varying with the locality. In the northwest, where, perhaps, the most skilled of our farmers are found, hired men get \$35 a month and more. That is equal to \$40 a month without board, which is good pay for any man. Such a hand will understand how to use farm machinery. He will know all about crops, and he can, if necessary, take the farm and manage it himself. In some other parts of the country the wages are less."

"Are we farming any better now than we did in the past, Mr. Secretary?"

"Very much so," replied Secretary Wilson. "And we shall farm better in the future than we are doing now. We are learning every day and are steadily adding to the aggregate of our crops. What we produce now is beyond conception. Our wheat crop amounts to 600,000,000 bushels every year, and it is worth in the neighborhood of \$400,000,000."

"The value of the gold and silver mined in the United States is not half that, and all the gold mines of all the world did not produce as much as \$100,000,000 in 1902. The corn crop is worth more than twice as much as the wheat crop. It is now bringing in \$1,000,000,000 a year, and for our oats alone we raise enough to equal a value of a million dollars for every working day. The crop amounts to a billion bushels, with a value of \$300,000,000. Our hay crop in many years is worth more than the total product of all the gold and silver mines of the world, and the cotton crop last year sold for more than a half billion dollars. These figures are enormous. There is nothing like them anywhere, and we have not begun to approximate the maximum of our farming possibilities."

**UNCLE SAM'S NEW CROPS.**

"No," said the secretary, reflectively, "we do not know what we have nor how rich we are. We are discovering some new thing every day which adds enormously to our national wealth. The agricultural department has become one of investigation and research. We have men traveling over the world looking for new plants and seeds. Some time ago it seems impossible that we could raise figs. We planted the trees, but could get no results. At last, on the advice of our specialists, we imported a little insect from Smyrna to fertilize the trees; that is, to carry the pollen from one place to another. That little bug did the business, and we are now raising excellent figs on the dry highlands of the west. We produced more than 1,300,000 pounds last year, and we are just beginning."

"Do you see that macaroni?" the secretary went on, as he picked up a paper to which some pipe stems of white macaroni were sewn. "That macaroni was made in America from American wheat, which grows on land that will raise no other grain. We sowed the wheat and the same which produced it, and this is the result. We raised 13,000,000 bushels of macaroni wheat last year, and the day will come when we will be shipping it to Italy."

"There on the right," the secretary continued, "you may see a frame containing samples of cotton. The cotton at the right has a short staple. That is the common cotton raised on the islands all over the south. Those long, silky fibres on the left are from the famous sea island cotton, the highest priced and best known to the world. That cotton will grow only on the islands off the coasts of Georgia and South Carolina. We have planted its seeds on the uplands, but could get no results. Then we took the upland plants and married them to the sea island plants, and the result is we have produced the cotton which you see between the two in the frame. It is not so long as the sea island cotton, but it is far longer than the upland cotton. That cotton, the child of the two other kinds, will grow on the uplands and the breeding of it will add millions of dollars to the value of our cotton crop. We are now experimenting on the best varieties of the Egyptian cottons, of which we import \$7,000,000 worth every year. We have had good results, and will soon raise all our cotton."

"Another important item is rice," said the secretary. "We used to import nearly all we consumed. We raised 300,000,000 pounds last year, and are now sending rice to Cuba and other countries. We are doing a big business in sugar. We have begun to raise it from sugar beets and our product last year of that kind of short sweetenings was \$20,000,000 pounds, enough to give 30 pounds to every family in the United States, of six and one-half pounds for every man, woman and child in the country. We have 50 factories now running making that sugar, and we could if the matter were properly handled produce every pound of sugar we use."

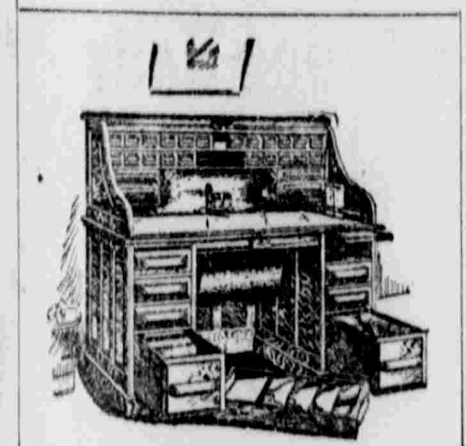
**A GREAT SCIENTIFIC INSTITUTION.**

"Indeed," said the secretary, "I doubt if the people know what a scientific institution the agricultural department is. Aside from its other business it is now a post graduate university devoted to training men in original scientific research along agricultural lines. We have had 436 students here, most of them college graduates whom we have been training for this kind of work. About half of that number have already been given positions in the agricultural department and elsewhere. Indeed, I could find places for scores more if I had them. The British minister recently asked me for a man to send to the Bermudas to investigate some matter there. Another of our specialists has been employed by the government of Cuba and I understand he is to get \$5,000 a year. I have an application now for a man to take charge of a new agricultural school which is being established in the middle west at a good round salary and there are other openings along other lines. Indeed, the day of the old-time farmer is passed and the day of the scientific agriculturist is here."

FRANK G. CARPENTER.

## Attractive Exhibits In Home Furnishings!

### NEW LINE OF DESKS, ETC.



The new line of Desks is now complete. Although this department was crippled on account of delay in shipments, patience is rewarded for the line is superb in its completeness. Roll top, flat top and typewriter desks in an abundant variety, new, clean and dashing line throughout. Our desks have points of construction and finish, unexcelled, this statement backed by the most conservative business men. It's a pleasure to point out the superiority over all others. Grasp this opportunity, a chance to buy a desk at price ranging from \$5.50 to \$150.00.

### Dining Room Furniture.

Sideboards, Extension Tables, Side Tables and Buffet Chairs. The stock is now complete. All that practical art and good workmanship can do has been done to supply you with dining-room furnishings.



### Universal Ranges.

A Written Guarantee With Every Range.

The best in the universe. Many ranges burn coal by the ton. The "Universal" is noted as a coal saver. It has special grate device by which you may cut down the coal bill one half. This cut is an exact picture of the celebrated range.

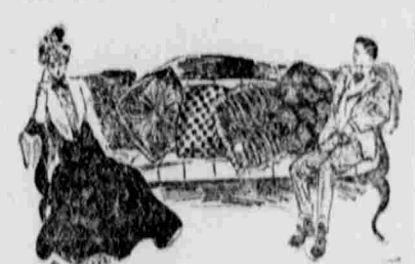
### AT DINWOODEY'S.

Established 1857.

### UTAH'S LARGEST AND MOST RELIABLE HOME FURNISHERS.

**A**GGRESSIVE methods win. Honesty in every business transaction gains the confidence of the people. Best goods, best styles, best materials, best workmanship, best values, are qualities which have proven successful in winning trade. This year the furniture world has produced gems of elegance which surpass all former attempts. Excel them? Impossible! Equal them? Try! Investigate them.

Expanding is the order of the day, and we are expanding. Salt Lake is growing. We are growing fast. Pluck, not luck, built this business. Honesty will ever be our watch-word. In every department there are gems of excellence which cannot be overlooked by the novelty seeker.



### Troubles At Home

Begin as soon as you have discovered your mistakes in choosing house furnishings—you will avoid all mistakes, shocks to your pocketbook, by consulting us before you begin to furnish the new home.



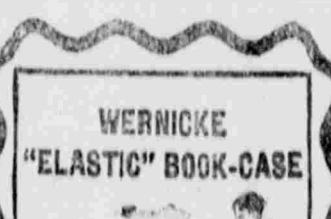
### Wall Papers.

Our wall papers are both artistic and profitable. They meet the requirements of the most modern taste. They will do anyone's house credit. You need them. In coloring, design, workmanship, materials—we endeavor to lead.

CONSULT US ON NEW SPRING Decorations.

### Announcement to House-Cleaners.

On account of the great demand for GOOD CURTAIN STRETCHERS, we have supplied ourselves with many dozens. They have come just on time and we offer them at \$2.00 (adjustable) \$1.75 (stationary).



WERNICKE "ELASTIC" BOOK-CASE

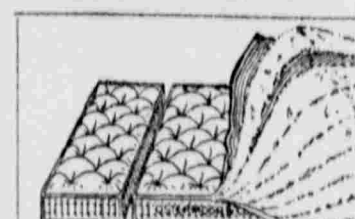
A system of units: ten or a dozen books, one unit—more books, more units, and get them as wanted.

We are Sole Agents Here.

### SOME IRON BEDS

Look well and wear badly. Others wear well and look badly. Mothers want the kind for her children that both look and wear well. The sort that don't look shabby in a short time; are not quick to show resentment at nursery use. The kind we have are ideal, give good service and can be had for any price. We have a special one—it goes next week for—

**\$2.85**



Registered Trade Mark Copyrighted by Ostermoor & Co. NY.



### Famous Ostermoor Mattresses.

A joy and a comfort forever. If you want thorough rest and sweet dreams try an "Ostermoor Elastic Felt" Mattress.

### Carriages and Go-Carts.

Over seventy styles and as many prices. The goodness of them will be recognized at a glance. Take the trouble to compare them with other makes—it will be convincing. Practical convenience involves many new ideas—to be shown here.



### FRENCH AND GERMAN ART DRAPERIES

Have just been received. They are shipped to us direct from Europe. New, rich, creations they are indeed. We alone sell them in Salt Lake. Alert readers will at once see this opportunity to see something in original draperies, the like of which has never before been seen here.

### CRETONS, VELOURS AND SILKS.

We endeavor to carry the pretty and bright drapery effects that are inexpensive. Call and see how well we are succeeding. Attempts at word painting are now futile.

## H. DINWOODEY FURNITURE CO.