

You haul to market your butter and eggs, and the merchants dictate to you the price which they will pay, and you cannot help yourselves. In this way they grow rich on the profits, while you remain poor comparatively speaking, that is, you do not enjoy the benefits of your own labor and produce to the extent you might, if you were properly united. Your board of trade and cooperative stores throughout the county ought to work together and enter upon a system to handle your own produce in bulk; and then in buying wagons and agricultural machinery, etc.; instead of every man buying a single wagon or farming implement, this organization would deal direct with the manufacturers by the carload, at manufacturers' prices, having them shipped to Evanston, the nearest point, instead of Salt Lake. I think the same also in relation to your stock. I understand you were making some efforts in this direction—the handling of your stock and marketing it. Every step you take in this direction will tend to consolidate the interests of the people and increase your common comforts, and will at the same time have the tendency to keep at arms length Jews and Gentiles, who may be hunting chances to pick up what little money you have to spare, or to make what money they can out of you. The more you concentrate your business relations and the greater degree of confidence you beget one for another, thereby having and increasing a desire to build each other up, the less you will be troubled with sharpers who thrust themselves into your towns and neighborhoods wherever there is evidence of the existence of money. I feel that this is our duty as a people, to adopt this cooperative manner of doing our business, in order to protect ourselves

against the spirit of greed, and our children to a great degree from the contaminating influences that Gentiles, as a general thing, carry with them wherever they have located among our people. We have been taught for years to sustain Zion's Cooperative Mercantile Institution: and our local merchants should buy of them. But in all probability, if you were combined in this valley in your business relations, instead of every little store in every settlement in this valley being obliged to send to Salt Lake or Ogden for supplies of merchandise, it would be a matter of necessity to have a center here such as they have in Ogden and Logan, only on a smaller scale, in which you might do your wholesale business direct, and so arrange it that the parent co-op will ship to you most of the articles you need direct, which you need only go to the city to "sort up," instead of going for all of your supplies. I think this would naturally come to be the result of a thorough union and combination of labor and interests in this valley; and I think too, that your isolated position eminently fits you for building up such home trade.

I am pleased to learn of the goodly degree of fellowship which prevails in your settlements, and that there are but little apostasy and opposing influences to contend with. You have been highly favored of the Lord in that which you have enjoyed, from the early settlement of this valley, the presence and counsels and labors of President Charles C. Rich, whom I regard as one of the wisest and most prudent counselors in Israel, a father indeed in the midst of his people; and the blessing of God has attended his ministrations among you, as is evidenced in the condition of the people generally.

My heart feels to bless the people,