

that, after a while, they will consider that they know a little of something as well as other people, and if we can enlist their sympathies and judgments, tastes and abilities with regard to trading, fashion, etc., the battle is won.

The sisters have already done much good, and I wish them to continue and go ahead. Have a Female Relief Society in every ward in the mountains; and have a Cooperative store in every ward, and let the people do their own trading. There are some of the brethren around who have asked me whether they shall trade at the Parent Store or whether they shall send East for their goods. They cannot see and understand things; after a while they will. You take the Lehi Cooperative Store, for instance: Bishop Evans started it there last summer. Suppose he had sent East for his goods in July; if he had had the same luck that others have had, they would have been landed about this time, and some of them by and by, and when they had been operating three months what would they have made? Nothing. But they came down here and bought their goods and took them home, only a thirty miles' drive, and put them on the shelves, and they were soon bought up. They sent to Salt Lake City about once a week to replenish their store, and when five months had passed away they struck a balance sheet and every man that had put in twenty-five dollars—the amount of a share—had, in addition to that amount, a little over twenty-eight dollars to his credit. Have any of our city merchants who have traded from here to New York, made money like this? Not one, and yet the people here have paid one-third more for their goods than the people had to pay in the Cooperative Stores. I understand the brethren in Cache

Valley are going to send East for their goods. Well, send for them, and you will get a little knowledge; but you will buy it; however bought wit is pretty good, if you do not pay too dear for it.

Recollect that in trading there is great advantage in turning over your capital often. Suppose the Cooperative Stores were to send to New York for their goods, they might turn over their capital once a year; then instead of making anything they would run under.

I want to impress one thing on the minds of the people, which will be for their advantage if they will hear it. When you start your Cooperative Store in a ward, you will find the men of capital stepping forward, and one says, "I will put in ten thousand dollars;" another says, "I will put in five thousand." But I say to you, bishops, do not let these men take five thousand, or one thousand, but call on the brethren and sisters who are poor and tell them to put in their five dollars or their twenty-five, and let those who have capital stand back and give the poor the advantage of this quick trading. This is what I am after and have been all the time. I have capital, and have offered some to every ward in the country when I have had a chance. I would take shares in such institutions. I am not at all afraid; but nobody would let me take any, except in Provo and in the wholesale store here. I will say to Bishop Woolley, in the 13th ward, do not let these men with capital take all the shares, but let the poor have them. I say the same to the 14th ward and to every ward in the city; and you bishops, tell the man who has five thousand or two thousand to put in, to stand back, he cannot have it. If your capital is doubled every three months, it would make him rich too fast, and he cannot have the