

MINNESOTA EXTENSION SERVICE NEWS

Published Monthly by the University of Minnesota, Department of Agriculture, Extension Division

Vol. II

UNIVERSITY FARM, ST. PAUL, MINN., FEBRUARY, 1923

No. 5

Signal Achievements of County Agent Work in 1922; Development of Marketing Facilities a Major Project

(By F. E. Balmer)

A review of the reports of county agents of Minnesota for the year makes it plain that one of the outstanding achievements is with reference to the development of better marketing facilities for farm products. County agents report savings, as effected by cooperative organizations which have been formed through their services or which have been cooperated with during the year, amounting to \$1,096,400. The response made by county agents in this field is due to the general feeling among farmers that a better marketing system is one of the outstanding present day needs of agriculture. Many agencies are striving to analyze the need and outline what should be done. The county agent service has cooperated to the fullest extent possible in the development of this important project.

Sixty-two agents report cooperation with 708 different cooperative associations organized either by the agents or their predecessors. The value of the business done and the savings effected are in many cases difficult to state, but 35 agents report a total business done by associations with which they cooperated amounting to \$23,884,600, and 29 agents report a saving or profits made through such associations of \$969,222. In addition to this, the county agents report having given assistance to 10,040 different farmers in buying and selling projects through other channels than cooperative organizations. The value of business transacted by farmers through such organizations was \$510,370, with a saving effected of \$127,205.

Accounting and Exchange Service

There are other means by which the better distribution of farm products has been promoted. For example, assistance has been given to cooperative organizations in employing better accounting methods. Twenty-six associations were given definite help in this important work. Assistance was given in handling 92 livestock consignment sales, through which 3,616 animals were sold for a total of \$211,000.

In many counties an exchange service is maintained to enable farmers to exchange information as to products wanted and for sale. The agents reported that the business done in this way amounted to the following: Seeds, \$193,562.94; livestock, \$339,245; other products, \$109,391.65; total, \$652,199.59.

Through the offices of the county agents, information has been disseminated relative to the development of central cooperative movements, including the Central Cooperative Commission firm operating on the South St. Paul market,

also the Minnesota Cooperative Creamery association.

That there is a very extended field of contact on the part of county agents is indicated by a summary of the means by which the agents work with people. In checking over the records it is found that the points of contact during 1922 totaled more than one million, including the following: Farm visits, 33,105; office calls, 125,126; telephone calls, 77,905; field interviews, 28,956; grand total all meetings held, 13,257; grand total attendance at meetings, 825,725; letters written, 142,153; circulars written, 15,237; total copies of circulars distributed, 677,351.

Other Achievements Recounted

Reports of county agents for 1922 indicate the following additional achievements resulting from their work:

Drainage demonstrations planned and adopted numbered 85, including 12,499 acres in 15 counties.

Farmers consulting agents regarding the use of commercial fertilizer numbered 1,612, and resulted in 2,332 tons of commercial fertilizer being used in 46 counties.

Soil acidity tests were made on 982 farms in 56 counties, and resulted in 1,687 tons of limestone being applied to acid soil.

Seed grain was treated for smut control by 893 cooperators in 32 counties, including 144,690 bushels of grain used in planting 92,131 acres.

Rye growing was introduced or its culture modified by 1,822 farmers in 51 counties with plantings amounting to 27,322 acres.

Seed potatoes were treated for disease control by 7,364 farmers in 52 counties, which seed was used in planting 50,108 acres.

Increased acreage of alfalfa was planted by 2,639 farmers, who grew 12,629 acres in 76 counties.

An increased acreage of sweet clover was planted by 2,228 farmers in 68 counties including 29,245 acres.

Soybeans were grown by 2,289 farmers who planted 22,273 acres in 68 counties.

Improved seed corn was secured by 854 cooperating farmers in 45 counties amounting to 2,547 bushels; improved seed wheat by 502 farmers including 8,309 bushels in 44 counties; improved seed oats by 555 farmers including 23,535 bushels in 37 counties; improved seed potatoes by 1,367 farmers including 57,995 bushels in 38 counties. A corresponding service was extended in securing certified seed though on a smaller scale.

Work in Livestock

Registered dairy bulls were secured by

834 farmers in 67 counties; registered beef bulls by 344 farmers in 41 counties; registered dairy cows numbering 815 were secured for farmers in 49 counties; registered beef cows numbering 204 for farmers in 16 counties; high grade dairy cows numbering 3,081 for farmers in 57 counties; and high grade beef cows numbering 153 for farmers in 11 counties.

Registered rams were secured by 121 farmers in 33 counties; and registered ewes numbering 124 were secured for farmers in 11 counties.

Registered boars were secured by 1,034 farmers in 59 counties; and registered sows, numbering 1,399, were secured for farmers in 49 counties.

Unprofitable producing cows, numbering 904 were discarded as a result of cow testing work, 46 associations being in operation in 39 counties with 1,050 members; 13,000 cows being under test.

Balanced rations were prepared for 2,210 farmers in 70 counties.

Unprofitable and non-laying hens numbering 94,566 were discarded as a result of 1,712 poultry culling demonstrations being held in 70 counties, after which 6,307 flocks were culled, including a total of 344,733 birds.

Number of animals tested for tuberculosis in 62 counties, 52,454.

Hogs vaccinated for cholera numbered 54,172 in 26 counties.

Self-feeders for hogs were introduced by 3,653 farmers in 35 counties.

Miscellaneous

Cropping systems were adopted by 888 farmers in 24 counties in which efforts were made to meet soil fertility and livestock feeding needs.

Farm laborers totaling 7,254 in 71 counties were supplied.

Water supply systems numbering 35 were planned and installed in 15 counties; sewage disposal systems numbering 44 in 16 counties; and lighting systems numbering 28 in nine counties.

Farm homes constructed or remodeled according to plans furnished numbered 59 in 18 counties.

Home grounds numbering 90 in 27 counties were improved.

Labor saving devices for the home, numbering 103 in 12 counties, were introduced.

Household laborers numbering 114 in 27 counties were supplied, and garden practices modified in 1,030 cases in 28 counties.

Boys' and girls' clubs were enrolled in projects as follows: Pertaining to home work, 1,948; livestock projects, 4,147; crop projects, 2,840.

DEFINITE PROGRAM OF WORK SUSTAINS UNITS

County Agent Aldrich of Carlton Takes Leaf From Own Experience Book to Prove Point.

Programs of work that mean something, that divide responsibility and give the individual something definite and positive to do, are vital to the well being of farm bureau units, says County Agent Aldrich of Carlton county.

"The county agent is interested in the membership of these units from the standpoint of their organizations through which he can work. Where the units have definite programs of work, they have no difficulty in keeping the membership up to the mark or of collecting dues. Where there are no programs of work, the responsibility for making the units a success rests upon one or two officers and the county agent. Let the projects for a year be mapped out and responsibilities divided, and most every one will have a job.

"For example, the Mahtowa unit has taken up the question of purebred sires with the aim of organizing a bull club in the community. This project was given to the local community leader who divides the subject matter into several topics which are assigned to different farmers. After the subject has been discussed at a meeting, the local leader will be ready with a plan of organization and an agreement for prospective members to sign. Other projects are handled in the same manner, so that a dozen or more persons share in the responsibility of achieving certain aims agreed upon in advance.

"About 15 farm bureau units of 22 visited recently are working on definite programs; in other words, have definite aims to accomplish. The projects which are of the greatest interest in the community are talked over at a little kitchen table conference by three or four farmers and their wives. The women may want to have instruction in poultry diseases, feeding chickens, culling, or home conveniences. A poultry club and a dairy calf club for the boys and girls may be decided upon. The organization of a purebred bull club, the establishment of a community breed of dairy cattle, the introduction of alfalfa, or cooperative marketing may be projects which will bind the men together."

GETS RESULTS WHILE THE GETTING IS GOOD

That the time to strike is when the iron is hot was demonstrated anew the other day by County Agent Earl Springer of Nicollet at an enthusiastic legume meeting when he booked orders from 24 farmers for alfalfa seed sufficient to sow 79 acres, soybeans sufficient to plant 43 acres, and enough red clover seed for 15 acres, making an average of more than five and a half acres of legumes for each farmer. Most of the orders were taken before the farmers had left the building in which R. E. Hodgson of the Waseca station and C. E. Wise, Jr., of the agricultural extension service had given talks on legume culture and judicious marketing as factors in reducing the expenses of and increasing the returns from present-day farming.

FREE EXPOSITION TRIPS ASSURED BREADMAKERS

The good luck of junior club members of Minnesota still holds. The Russell Miller Milling company of Minneapolis, which last year paid the expenses of the champion breadmaking team to the Eastern States Exposition at Springfield, Mass., will this year pay the way of a whole troop of Minnesota girl club breadmakers to the second national Boys' and Girls' Club Exposition which is held in connection with the International Livestock Exposition in Chicago. Those entitled to the privileges of this trip, and the free shows and banquets and little journeys over Chicago which go with it, will be—

1. The demonstration team of three members in Class A winning first place in the state breadmaking contest.
2. The demonstration team of three members in Class B winning first place in the state breadmaking contest.
3. The demonstration team in the advanced baking club work winning first in state work.
4. The cake demonstration team winning first in the state cake contest provided the team demonstrates with regular wheat flour.
5. The state champion breadmaker.

"Flu" in Swine Herds Checked

"Flu" has caused a great deal of trouble in hog herds in Blue Earth county, says the county agent. However, the feeding of a laxative ration kept down losses to the minimum.

More Guernseys for Mahnomen

Extension men of Mahnomen county are assisting farmers in their efforts to find good Guernsey cattle at reasonable prices. A carload or more will be shipped into the county.

BANDS OUT, CITIZENS CHEER FOR PRIZE STEER

"For no greater thing than that a steer produced in Watonwan county won the championship of its class at the International Livestock Exposition at Chicago, bands were called out and Madelia celebrated," writes Lloyd E. Hudson, agent in Watonwan county.

The steer, a junior yearling bred and raised by E. F. McCarthy & Sons of Madelia, was named American Choice and won first prize senior champion and reserve grand champion in the great Chicago show. American Choice was the headliner in the McCarthy show herd last year and won first in the Minnesota class at the state fair. The steer was sold at that time to the university, which entered him in the Chicago competition.

Mr. Hudson says that American Choice ran in a lot with 15 other steers until May 1, when he was put on full feed. He never had a nurse cow and was given no extra care until four months before the show.

POULTRY ADDED TO JUNIOR STOCK SHOW

New Department Has Support of All Cooperators—Important Changes in Purebred Calf and Hog Sections.

A new department, that of fat poultry, has been added to the Junior Livestock Show which is held every fall at South St. Paul. This exhibit will consist of four groups of market birds—ten young cockerels, five young ducks, three young geese, and three young turkeys. Each of the first twenty counties reporting the required enrollment and county plan will be entitled to send its winner with an exhibit to the junior show. Railroad fare both ways will be paid for each county winner who will receive at least a minimum prize of \$4. The state championship prize will be a free trip to the International Livestock Exposition at Chicago. Many special prizes will also be offered for each class of poultry.

About 1200 Minnesota boys and girls were members of poultry clubs in 1922. Heretofore there has been no special state event to close the poultry club work of the year as other projects are closed. It is felt that the show at South St. Paul will furnish a satisfactory climax for the poultry club activities of the year.

This will be the first time fat poultry has been exhibited at a show in this state. All the interests behind the Junior Livestock Show are enthusiastic in their support of the new department. The Minnesota Livestock Breeders' association has given it strong indorsement. T. A. Erickson, the state club leader, says: "I am convinced that the new department will stimulate poultry club work in Minnesota as nothing has done before. I have no doubt of its success; it should add further prestige to the exhibit of the juniors."

It is also announced that a new class, that of purebred junior yearlings, will be opened in the purebred calf competition at South St. Paul. This will be for purebred calves born between January 1 and August 31, 1922. Two general classes have also been provided for the fat hog section of the show—the lard type and the bacon type. This will give room for entries of Yorkshires, Tamworths, and other bacon breeds.

BUY-AT-HOME GOSPEL SPREADING IN AITKIN

The Aitkin county farm bureau is putting on an advertising campaign to stimulate the use of home products. County Agent Jacob says the plan is to run a single commodity advertisement for three weeks in all county papers. This "ad" will set forth the good points of the product and emphasize the desirability of the people in town assisting the farmers in their local business in order to make the community more successful. The first "ad" in the series called on the people to "buy wood," and was followed by another round of advertisements for the buying of butter.

"Good Time Coming"

Cheer up. Several farm bureau units are already making the first preliminary plans for picnics next summer.

STEARNS PLANNING TO DOUBLE ALFALFA AREA

"One Acre for Every Farm" Is Mille Lacs Slogan—Strong Movement for More Legumes Seen.

County extension workers in Stearns county will try to double the alfalfa acreage in the county the coming year, says Agent P. W. Huntmer. Plans have been made by the farm bureau committee to carry on an intensive county wide campaign on alfalfa project work.

Growing alfalfa seed has developed into an industry in Pennington county, according to Agent J. J. McCann. Farmers having seed for sale are sending samples to prospective buyers in neighboring counties. Much of the new seed, however, will be planted in Pennington county.

Some 135 farmers have pledged themselves to plant 355 acres of alfalfa, says Agent Shaw of East Otter Tail. Two tons of certified Grimm alfalfa seed are being distributed by the farm bureau.

Agent J. W. Taylor of Roseau county says he has secured 500 pounds of certified alfalfa seed for this year's sowing. He reports that 18 carloads of grass seeds have been sold and shipped out of the county by Roseau county farmers.

Hammargren of Mille Lacs says it is planned to secure at least ten farmers in every township to raise at least one acre each of alfalfa the coming season. "Our ultimate aim is at least one acre for every farm in the county." The various units are pooling their orders for genuine Grimm seed.

Alfalfa growing will be one of the chief projects in Chisago county in 1923. Orders are being taken for quantities of Minnesota grown seed.

Upon special request Ralph F. Crim, extension crop specialist from University Farm, spoke at several grain and poultry shows in Nobles county on the importance of alfalfa in the livestock system of farming. "Many farmers would like to try this crop," says Agent Miesen.

Turner of Houston county says great interest is being taken in the growing of legumes, and that more alfalfa, sweet clover and soybeans will be planted in Houston county this year than ever before.

JUNIOR SHORT COURSE TO BE HELD APRIL 2-6

April 2 to 6 has been set as the dates for the annual short course at University Farm for juniors of the state. Registrations were limited last year to members of clubs. This year any boy or girl between the ages of 10 and 20 may enroll. Further information concerning the course will be given in the March number.

Will Pool Orders for Seed

Farmers of Itasca county will pool their orders again through the farm bureau for seed of grasses, legumes, small grains, and corn.



CHARLES GEDDES

GEDDES WILL ASSIST IN COW TESTING WORK

Charles Geddes, a graduate of the School of Agriculture and for the last two years tester of the Plainview-Elgin Cow Testing association, has been added to the agricultural extension force as a field man in testing association work. He will assist E. A. Hanson, livestock specialist in charge of testing, in counseling the various testers, in helping new men to get the right start and in doing preliminary organization work, as required. The appointment is a permanent one. There are 47 active cow testing associations in Minnesota. Others are to be organized, so that the half-century mark will soon be reached. Splendid progress was made in January in this work. Mr. Geddes made a fine record with the Plainview-Elgin organization.

SILAGE AND LEGUMES DAIRY SCHOOL TOPICS

L. V. Wilson and H. R. Searles, dairy extension specialists, are in the midst of an extension program which calls for 93 one-day dairy schools before the end of March. Here are some of the questions which are being considered by the speakers and farmers: Why is silage so necessary for winter dairy feeding? Of what value are legume hays to the dairyman? Can we do the best with only our home grown feeds? When should we buy feed? What shall we buy? How much can we pay? An attempt will be made to answer these important questions from the standpoint of practical and economic dairy production.

State Owned Flock Infected

The poultry flock maintained at a state institution, the State Home School at Sauk Center, was looked over recently by Dr. W. A. Billings, the extension veterinarian, who found it badly infected with tuberculosis.

CITY WOMEN HELPED BY BUDGET LESSONS

One Gives the Budget Plan the Credit for Getting New Home—Men of Households Interested.

That St. Paul women are making good use of the budget lessons given by the home demonstration agent last year is shown by the reports received this fall from groups in different parts of the city.

Of the twelve women who enrolled in the first home management group organized last fall, seven made out budgets and are keeping accounts according to that plan.

The seven have interested seventeen other women in the subject of budgets, one of them having seven "converts" to her credit. Two of the women in this group are acting as local leaders for the home management project and a third woman helped to interest a Mothers' club in one of the parochial schools in taking a home management course.

Several interesting reports have been received from women taking the budget course last year. One says a family has been able to buy a home because of the increased savings resulting from the budget plan. Another says they have been able to acquire some long-needed furniture, and a third writes that they would not have been able to purchase their automobile this year had it not been for the careful planning made possible by the budget system.

Not the least significant of the results reported is the interest the men are showing in the budget plan. One woman proudly reports that her husband, who was frankly indifferent when she started her budget last year, is now "selling the idea" to his friends. Another enthusiastic member says that after six months of "putting it off until a more favorable time" her husband has reached the point of sitting down with her and planning their expenditure for next year.

"While this is not a project that appeals to large numbers of people, we feel that it has an important place in our program of work," says Miss Newton, state home demonstration leader.

SHELDON RETURNS TO SUCCEED MAX TREU

Lynn Sheldon, native Minnesotan, for the last five years county agent of Polk county, Nebraska, has accepted appointment as county agent in Redwood county, Minnesota, to succeed Max Treu who resigned and retired February 1.

Mr. Sheldon was trained at University Farm. His old home was in Fillmore county and both he and his wife are glad to return to the old home state. Mr. Sheldon made a fine success of his work in Nebraska.

Mr. Treu had been county agent of Redwood county for three years. Largely through his efforts the farm bureau membership was built up and hog cholera control work put on an effective basis. Mr. Treu was energetic and enthusiastic and accomplished a great deal for boys' and girls' club work and for the introduction of legumes in his county.

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Published monthly at University Farm, St. Paul, Minn., by the Agricultural Extension Service of the University of Minnesota and the United States Department of Agriculture, co-operating in the interest of extension work in agriculture and home economics.

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Entered as second-class matter October 4, 1921, at the postoffice at St. Paul, Minnesota, under the Act of August 24, 1912.

Accepted for mailing at special rate of postage provided for in section 1103, Act of October 3, 1917, authorized October 21, 1921.

FEBRUARY, 1923

A PROGRAM, A METHOD, AND A DEFINITE GOAL

These three essentials of extension service need constant attention and direction by all of us specifically concerned with the actual doing of extension work.

There is a responsibility concerned with each of these three important phases of our every day work that warrants special emphasis at this time.

We recall that the essentials of the good plan of work as given at the annual conference were somewhat as follows: First. Any project must be adapted to the needs of the agriculture of the community. Second. This project must permit of expansion to reach at least 50 per cent of the people. Third. The plan must be broken up into small enough units so that the less active people can obtain benefits from it. Fourth. It must provide for a definite action on the part of the people. Fifth. It must permit of the measuring of results.

These points challenge the attention of the agents at this particular time when the various projects are being carried on in the counties. We are especially interested in the fourth essential, namely, the obtaining of action on the part of the people. This brings to the front the self-help idea and the development of local leadership for assisting in obtaining the action. Perhaps it will be necessary to cut down the number of projects to emphasize one or two and drive them to a definite goal through intensive methods and through the cooperation of all the available agencies, and then start on one or two more rather than try to carry a large number and make an impression with any particular one.

After the program is decided upon, the method of obtaining the cooperation and of putting the work over needs just as much attention as outlined in the program. Methods of follow-up work, of getting people keenly interested and active are surely as important, if not more important, than any other part of the work.

To aid in making the program understood and the method of most value, a definite goal that every one recognizes and understands seems essential. For example, if a definite number of demonstrations is settled upon beforehand, or a definite number of farmers set as a

goal to adopt any definite practice, such as replacing scrub sires with purebreds, shipping livestock cooperatively, treating potatoes for disease, or any other activity, and that goal is nailed up before the people so they know what it is, it might develop in more definite action and the measurement of results. At least the definite goal, the best possible method, and the clearest, most adequate program can well receive our best thought at all times.

WALLACE "STANDING PAT"

Henry C. Wallace, secretary of agriculture, hazarded the opinion a year ago that times were bound to get better, agriculturally speaking, as the year 1922 ran its course. In a statement in *The Official Record* for December 27 he points to his prediction made early in 1922 and contends that, speaking generally, the times are now much better than a year ago, both for agriculture and for industry.

What is more interesting is the fact that the secretary foresees improved conditions for the year upon which we have just entered. The following paragraphs are taken from his statement:

"There are still some dark spots. In some sections weather conditions were unfavorable and crops were short, and farmers in those sections are having a very hard time of it. Freight rates are still too high, especially for those who must pay for a long haul to market.

"Taxes are high, but this is largely due to the increase in local taxes, over which farmers themselves must exercise control.

"There has been gratifying growth in farmers' cooperative marketing associations, and more of them are being organized on a sound business basis.

"Aside from the help which has been given by legislation and by administration activities, strong economic forces are at work to restore a more normal relation between agriculture and other industries.

"The peril in the agricultural depression is more keenly realized by other groups than ever before, and on every hand a sincere desire is being evidenced to do what can be done safely to help the farmer better his condition.

"Everything considered, we have good reason to expect still better things for agriculture in the year 1923."

NEW INSTITUTE ANNUAL OUT

The new Minnesota Farmers' Institute Annual stresses the advantages of growing more legumes in Minnesota. It is a volume of 160 pages carrying a large amount of reading matter, also numerous illustrations and display statements which emphasize the text. University men, including Dean W. C. Coffey and Director F. W. Peck, are contributors, while farmers who have been growing alfalfa, soybeans, and other legumes have drawn upon their experience for much valuable and interesting information. The Annual is especially timely and should be in the hands of every progressive farmer in Minnesota. Copies may be obtained by remitting five cents to cover postage to the Agricultural Extension Division, University Farm, St. Paul. Only 25,000 copies available.

HOME DEMONSTRATION WORK HELD VITAL

Extension directors of 48 states in conference at Washington during the meeting of the Land Grant Colleges, adopted the following recommendations:

The farm home is the essential factor in maintaining a wholesome country life. Since the ultimate aim of extension work is the improvement of rural life, of which the home is the center, we recognize the improvement of the home and family life as an essential part of a well-rounded extension program.

Therefore, we, the extension directors, believe that if the people are to receive the maximum benefit from the extension service, the home demonstration work should be strongly emphasized, and submit the following for consideration:

1. We consider the home demonstration agent an essential factor in carrying forward a well-rounded extension program.

2. We recommend that as large an allotment of extension funds as possible be set aside for the development of full-time home demonstration work in the counties.

3. When the lack of funds prevents the employment of full-time home demonstration agents in each county, we recommend that work in rural homes be promoted by means of specialists to the end that the value of the work may be demonstrated in every community possible.

4. We recommend that in the compilation and publication of reports of extension work, special prominence be given to the results accomplished in the improvement of the rural home.

5. We express our appreciation of the support given the extension program in agriculture and home economics by the organized women of the nation, both rural and urban, and urge its continuance.

WHY THE COUNTY AGENT?

If agriculture is to progress, it must keep in step with conditions and the county agent is the man who enables it to keep in step. County boards cannot be blamed for looking for ways to reduce taxes, but crippling agriculture is not economy. Taxes spent for better farming are an investment whose dividends are more productive farms, and profitable farms make the tax burden easier. Abolishing the county agent is killing the goose that lays the golden egg.—*Milwaukee Journal*.

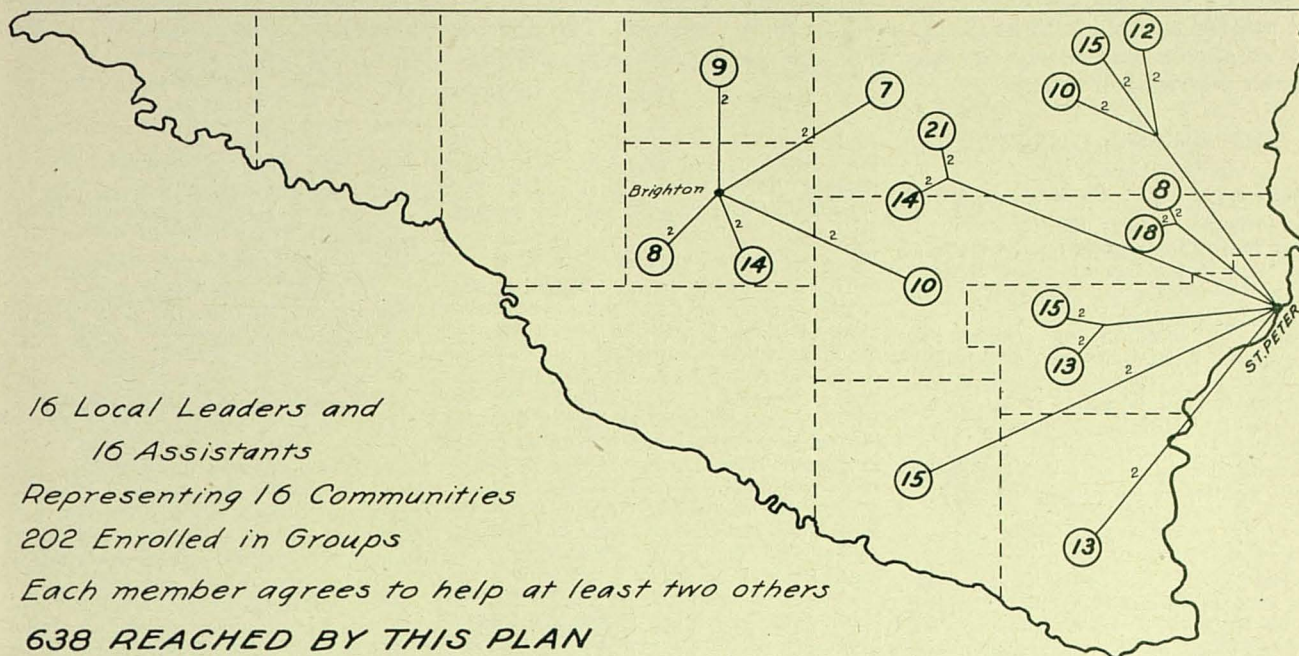
Poultry Under Attack by T. B.

Dr. W. A. Billings, extension veterinarian, demonstrated the tuberculin test with the assistance of local veterinarians on several farms in Pipestone county. Of 1,000 fowls under test, 200 were found to be tubercular. Agent Enersen quotes the veterinarians as saying that 30 per cent of the poultry flocks in Pipestone are infected more or less with the disease.

Flock Spoiled by Inbreeding

Hammargren of Mille Lacs reports the culling of 30 per cent of 800 birds which were handled under his supervision. One flock, he says, was found to be 60 per cent culls on account of inbreeding and neglect. The result was small, deformed and low-producing hens.

How Local Leader Work in Clothing Project is Carried On From Two Central Points in Nicollet County



"It's the best thing that ever happened," declared a farmer of Nicollet county when he was questioned regarding the force with which the clothing project was being carried over in his county.

"Before my wife attended these training schools held by the specialist once each month, she didn't take any interest in sewing; but in her zeal to get all of the new ideas and show them to the other women thoroughly and clearly, she's done more sewing than she ever did in her life before and is enjoying it."

The sixteen leaders with their assistants in Nicollet county had glowing reports to make of their group meetings at the second leaders' training school. Two hundred two women are enrolled for the work in the sixteen communities. Each of these agrees to show at least two others something they learned at the meetings. This will mean that at least 638 women will profit by the instruction given at the two training schools held each month, one at Brighton and the other at St. Peter.

Enthusiastic Meetings

Leaders report a great deal of interest and enthusiasm at meetings. Several leaders said they had expert dressmakers to receive instructions. Several dressmakers told leaders they had never made bound buttonholes before. All of the leaders report an unusual interest in bound buttonholes and set-in pockets. One leader said the members of her group were anxious to learn to make pants pockets because they had so many boys. One woman had three pairs of trousers ready to make the hip pockets and she was going to make them as soon as she got home. "She finished them, too," spoke up the assistant leader. "I know because she showed them to me and also some set-in pockets she made in her little girl's dress." Other leaders mentioned plackets as interesting to

many women and all spoke of the cutting of bias. One dressmaker said, "I've cut miles and miles of bias. How much time I could have saved had I only known this method!"

The report of the leaders is one of the most interesting parts of the program. Next time the reports will contain the amount of work done at home and the number of others helped.

Five Counties Organized

Nicollet county is one of five counties which are carrying on the clothing project through local leaders. In Nobles county one training class is held at Worthington and one at Wilmont. These training classes are attended by fifteen leaders and assistants from fifteen communities.

Goodhue county is doing some splendid work in the eight communities represented by the eight leaders and assistant leaders.

In Wabasha county leaders and assistant leaders from six communities meet at Lake City for instruction while leaders and assistant leaders from six others meet at Wabasha.

Winona county will hold the first leaders' training classes February 2 and 3. The progress of the groups in all of the counties will be watched with great interest.

"Leavening the Whole Lump"

How the work gains volume and momentum is indicated in this little item from the report of Ben Hensel, the Kanabec county agent: "Miss Cordiner held two local leader nutrition meetings in November. Eleven local leaders who received instructions from her in October held local meetings. From partial reports received the local leaders reached about 85 farm homes."

NO LACK OF "PEP" AT THESE CLUB MEETINGS

The Sunnyside Farmers' club of Kandiyohi county held a very successful all-day session recently. Play was so mixed with work and instruction that everybody present enjoyed the day. A. A. Dowell, from the extension offices at University Farm, spoke on beef cattle, which, he said, will continue to be profitable if properly bred and handled. Corn husking contests were put on for the men and boys. A potato race was the special recreational feature for the girls. Everybody joined in the singing and also ate heartily when the long table was spread.

County Agent Brown of Washington county is pleased with the cooperative spirit shown by several business men who have musical talent and who volunteered to accompany him to farm club meetings and help to put on programs that will tend to liven things up. "We tried this out at Square Lake, and it helped to bring about a fine feeling," the agent said. "If it works as well at other points, the whole county will be covered in this way."

R. E. Olmstead, the farm club organizer, reports the formation of a new community organization for the people tributary to Minneiska in Wabasha and Winona counties.

N. A. Thorson on Club Staff

N. A. Thorson of Crookston has arrived at University Farm to act as an assistant state leader of boys' and girls' club work until the return of George F. Howard the first of April. Mr. Howard was granted a leave of absence until that date. Mr. Thorson was for several years superintendent of the schools of Polk county.

NOTES FROM DISTRICT CONFERENCES

Station staff and extension service men took leading parts in subject matter schools held in the four districts in January. The attendance of agents was nearly 100 per cent. An outline of the proceedings in each district follows:

SOUTHWEST DISTRICT

(Mankato)

"This is the kind of stuff we want for our conferences," was the comment of one of the county agents on the matters considered at the county agent conference and evidently was the opinion of other agents present.

Marketing was the keynote of the conference. I. B. Johnson, representing the Central Livestock Commission Association, and John Brandt of Litchfield, a representative of the Minnesota State Federated Creameries, discussed their marketing problems with the individual county agents. Levi Samuelson of Lafayette outlined the development of the new wool growers' association and its plans. Director F. W. Peck in a concise statement gave his idea of the methods to be pursued by county agents in carrying out their work, laying emphasis on the importance of the marketing phase of the program.

Plant Breeding; Market Values

Dr. H. K. Hayes and Prof. A. C. Army gave the outstanding results of plant breeding work and experiments at University Farm, the stations and farms of cooperators in the southern part of the state. The new varieties of grains developed in Minnesota and at other stations were considered from the standpoint both of yield and marketing qualities.

Reasons for the difference in the market values of the different varieties of wheat were explained. Slides showing loaves of bread baked from the flour of various wheats were used in explanation. The spring and winter wheats and the new varieties of macaroni wheats were considered. Discussion following the presentation of this material brought out the fact that elevators had been discriminating in prices paid for the new winter and macaroni wheat. It was pointed out that a lower price than the Minneapolis market would indicate was necessary in many cases, because the wheat was not available in carload lots, making the cost of handling much higher than it should be. However, in many cases discrimination was due to prejudice or lack of understanding of the value of grains.

In presenting a proposed crop program for 1923, R. F. Crim pointed out the fact that the alfalfa acreage had decreased during the ten-year period of 1900 to 1910, but a considerable increase had been obtained during the ten-year period following. In spite of the increase, however, there was only an average of half an acre of alfalfa per Minnesota farm at the present time. Speaking of legumes as a whole he said they are not as extensively grown as commonly thought. "We have an average of only 6.08 acres per farm in Minnesota at the present time," he said. Sweet clover is gaining

rapidly in favor with the farmers of the western part of the state. Mr. Crim thought the legume work should be the outstanding crop project for the coming year.

Second Day Session

The second day was devoted to a discussion of recent findings in the veterinary division. Dr. W. L. Boyd discussed the present status of abortion diseases in cattle and swine, hemorrhagic septicemia and stockyards pneumonia. Dr. W. A. Billings gave instruction in the following subjects: Practical use of vaccines in poultry disease control, how to diagnose some of the common diseases of poultry, the avian tuberculin test and its future, rickets and posteria paralysis in swine, and the most effective way to control round worms in swine.

Miss Newton and T. A. Erickson gave brief outlines of the changes in their programs of work, and F. E. Balmer presented statistical material which has been gathered by the state leader's office and which presents in the form of maps the comparative progress of the counties in crop and livestock work.

SOUTHEAST DISTRICT

(Red Wing)

Every agent was present except one who was ill. One or two had to leave a little early, otherwise the attendance was 100 per cent.

Twenty different subjects were well covered in fourteen hours. This was possible only by arranging for short, snappy presentations of the meat of the topics in ten to fifteen minutes, and then allowing the remainder of the period for agents to ask questions. Every one had a part in each subject and no time was spent on non-essentials. The discussions were grouped under the main headings of "Disease Control," "Marketing," "Soils," "Fruit," "Crop Varieties," "Home Projects," "Livestock Feed and Care," "Farm Management Problems," and "Status and Development of Agricultural Extension Service." Some of the main points and conclusions reached will be mailed directly to agents of the district.

This was primarily a subject matter school for the agents, and their comments included such statements as, "We don't care how intense or heavy the program is, so long as they keep the live stuff coming," and "The best conference we ever held."

Features of Program

The following program was carried out:

- First Day**
- 8:00 "Progress and Development of County Agent Work," Mr. Balmer
 - 8:20 Disease Control—Crops, grains, potatoes, etc., Mr. Rose
 - Livestock—Hogs and poultry, Dr. Billings
 - 10:00 Marketing Problems—"Functions of Marketing," Mr. Holt
 - Report on commodity marketing pro-

- jects—Messrs. Montgomery, McGuire, Cornica, Chapman, and Hudson
- 11:40 "Market Value of Butter Standardization," Mr. Kiethley
- 1:00 "Three Soil Problems of the District," Dr. Alway
- 2:00 "Fruit; Opportunities and Needs of Southeast District," Mr. Alderman
- 3:00 Feed and Care Problem—Poultry, Mr. Chapman
Hogs, Mr. Zavoral
Cattle, Mr. Wilson
- Second Day**
- 8:00 "Market Value of Improved Crop Varieties," Mr. Army
- 8:40 "The Farm Management Point of View," Mr. Peck
- 9:00 "Marketing Farmers' Labor and Products to Return Reasonable Interest on Investment," Mr. Cavert
- 11:00 Question box
- 1:00 "Using Local Facts in Extension," Mr. Corwin
- 1:40 "Home Projects," Miss Newton
- 2:20 "Status and Development of Extension Service," Mr. Balmer
- 3:00 "Measuring Extension Service," Mr. Peck

NORTHEAST DISTRICT

(Duluth)

Laying emphasis on dairying, land clearing and potato production, county agents of the northeast district conducted at Duluth on January 18 and 19 what several of the agents described as the "best conference ever held."

Dairying was the chief subject considered, since it is the outstanding agricultural enterprise of the district. One day was spent on the various phases of this subject, the forenoon devoted to subjects of production and the afternoon to questions of marketing. More purebred sires, a greater acreage of alfalfa and clover, and extension of cow testing work were some of the production subjects considered. The principles of success in the management of cooperative creameries and cheese factories, and the assistance which extension agents can give to such organizations were considered in the marketing discussion.

Plans for the pooling of picric acid and other explosives for land clearing purposes were discussed, as well as other methods of increasing and cheapening clearing. The necessity of more cleared land to reduce the amount of feed which has to be shipped in was emphasized.

Methods of controlling potato diseases and pests were discussed and plans outlined for organized attack on these drawbacks to successful potato production. Present and future market conditions were discussed.

All the county agents of the district were present and participated in the discussions. Director F. W. Peck, Prof. J. R. Keithley, Miss Julia Newton, T. A. Erickson, L. V. Wilson, A. J. Schwantes, R. C. Rose, and A. G. Toilas were among those who addressed the conference.

NORTHWEST DISTRICT

(Moorhead)

This conference, the last to come "under the wire," was attended by every agent in the district. The discussions centered about the common problems of the district and much constructive material was presented.

One of the "high lights" was the discussion, led by L. V. Wilson, of the

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IDEAS LEFT BY "U" FARM SPEAKERS

Conditions confronting agriculture were analyzed by leading economists and public men of the country in class rooms and at open meetings during the annual Farmers' and Home-makers' short course. Brief extracts from some of the principal addresses are presented herewith:

Dr. G. F. Warren, in charge of farm management and agricultural economics at Cornell university, outlined the present price situation in substance as follows:

The Long Time Trend

In the long run, if one knows the general trend of commodity prices, he can tell fairly well what is likely to happen to the particular products in which he is interested. Manufactured goods, farm products or any other commodity cannot stay out of line longer than it takes to make the necessary adjustment. True, we never have them in adjustment, but we alternately have them out of line, first one way, and then another. Therefore, when any product, for example, horses, is unusually cheap, we may expect that farmers will stop raising horses and, when the supply is depleted, prices will go abnormally high and the reverse process takes place. In the case of horses, it takes four or five years to change the supply, hence we have long periods of relatively low prices followed by corresponding periods of high prices. In the case of perishable crops like potatoes and cabbage, the ups and downs occur every year or two and are much more violent; but in these cases the trend is influenced even more by weather conditions than by acreage.

There are two good plans for a farmer to follow. One is to raise about the same acreage and to keep the same amount of livestock year after year. The other good plan, particularly in the case of perishable crops, is to go in stronger after the prices have been particularly poor for a period.

Livestock Outlook

We have been having several years when all kinds of livestock have been unusually profitable as markets for feed. This would suggest that we are approaching a time when the margin is likely to be much smaller, as the increased numbers of livestock will eat more feed, thus tending to raise feed prices, at the same time the supply of livestock and livestock products is increased.

Economic Law Supreme

Dr. Warren believes that the world is controlled by economic law and that the effect of legislation and organizations is only to modify the general trend in a slight way. However, he believes that measures that provide improved credit facilities and cooperative marketing associations are well worth while, but we should not expect the impossible from them.

The Farmer and the Market

Dean W. C. Coffey—The business ability of the farmer should be exercised beyond the point of delivering his products to the market. The farmer needs to take part in the marketing pro-

cesses which involve his products. He should help to organize and make his markets. . . . One thing which we, as a department of agriculture, purpose never to let ourselves forget is that we cannot support the business and life of farming through scientific study unless we live close to farming and those engaged in it. We cannot sit down and, by happy meditation, determine the problems which need to be solved for agriculture. In other words, we must get our cue for action from without rather than from within.

"No Royal Road Out of Depression"

Thomas P. Cooper, dean of the Kentucky College of Agriculture—There is no royal road out of depression and the path is not a pleasant one. It requires sacrifice and individual action under difficulties to overcome our present situation. For one, I fail to see how price-fixing, government purchase and reselling, the setting up of artificial barriers, or even large loans to poverty stricken people can permanently effect the cure that is needed. . . . More than half of the success of the farm and its profits depends upon its management and the individual efforts of its owner. The outstanding feature of profitable farms is the economy with which the products are produced thereon, and, unless this efficiency prevails, there is less opportunity for profit save under the most favorable conditions.

No Fears for Future

Prof. J. F. Cox, Michigan Agricultural College—Organization and education constitute the answer to the fears so often expressed that the American farmer is drifting toward peasantry. There is no danger of such deterioration if the farmers are properly organized.

Quart of Milk a Day

Dr. Amy L. Daniels, director of the Iowa Child Welfare Research station, University of Iowa—Every school child should have at least a quart of milk a day in its diet. It should be served meat once a day and one egg, at least three vegetables in addition to potatoes, and at least three fruits, one of which should be raw. Then the child may also have bread, potatoes, and cereals. We get meat for father, the worker and breadwinner, whereas he only needs one-half of the protein required in the diet of the growing child.

Tribute to the Hog

W. J. Kennedy, former head of animal husbandry department, Iowa State College—The hog has paid off more mortgages, bought more pianos and educated more boys and girls, twice over, than any other class of livestock. What kind of hog should one have? The kind that doesn't like the

assessor, born and gone before the assessor gets around. I believe that times are going to be better for all classes of livestock.

Bad Times Not All Bad

A. J. Glover, Editor Hoard's Dairyman—Speculators have no business in dealing with the necessities of life. Even hard times have their good points and benefits. I believe in the highest development possible of the community as the unit. Coöperative production and marketing will do much to rehabilitate agriculture.

No Excuse for Scrub Sires

Prof. H. H. Kildee, Iowa State College—There is no excuse for the use of scrub sires in any line of stock. Breed and select with the right type in mind. Maintain a healthy herd, exercise painstaking care in feeding and developing young stock, boost livestock in your home communities, support local shows and, finally, see that your customers are satisfied.

Governor Stands by Farm Bureau

Governor J. A. O. Preus to the Farm Bureau—Get your requests in order and I will recommend them to the legislature. I know your leaders and the cause and have confidence in them. The legislature is not going to be stingy with the department of agriculture.

MIESEN'S SHOWS IN NOBLES FINE SUCCESS

Five poultry and corn shows, organized and put on in as many towns in Nobles county by A. R. Miesen, the county agent, "went over" with the greatest kind of success. The attendance ranged from 70 to 200, and the interest was maintained at the 100 per cent notch throughout the entire week.

R. F. Crim judged the corn and small grain and Miss Cora Cooke judged the poultry. The former spoke of the advantages to be derived in growing legumes. Miss Cooke gave a talk on poultry breeding, management and feeding.

Local business men in each community, backed by the farm bureau, raised the money for cash prizes and other expenses of the shows. County Agent Miesen emphasized the marketing end of the poultry industry by exhibiting at each of the five points five grades—from culls up to the best—of dressed poultry. This brought out in strong light the desirability of raising standard bred stock.

The five shows were the forerunner of a countywide crop and poultry show held at Worthington, the county seat, last week. As one result of these meetings and the talks given by Mr. Crim, it is predicted the alfalfa acreage will be increased materially in Nobles county this year. Interest in raising the best breeds of poultry has also been greatly stimulated.

Blue Earth County F. B. Prospering

The farm bureau in Blue Earth county is under good headway for the new year. "After careful checking of the membership," says Agent McMillan, "it is found that 955 members can be considered in good standing." There is a general feeling, he adds, that the association is getting results.

FIFTY COUNTIES GIVEN HOME PROJECT WORK

Active cooperation between farm women and the home demonstration workers in Minnesota is evidenced by some figures from the annual report of the state home demonstration leader.

Through the combined services of home demonstration agents and state specialists fifty counties have had home project work either in nutrition, clothing, poultry, or home management. Seven hundred forty-three communities have carried on a five-months' project in one of the above phases. Thirty thousand sixty-five women reported the successful carrying out of facts and principles given them by the home demonstration agent or state specialists. One thousand fifty-nine women have served as local leaders and passed on to groups of women the benefits they have received.

More important than these figures, however, says Miss Newton, is the fact that community spirit is developed and the women are realizing the pleasure as well as the benefit of working together for home and community advancement.

STATE HORT. SOCIETY ENTERTAINS JUNIORS

For several years the Minnesota State Horticultural Society has cooperated with the agricultural extension division in promoting garden and canning club work among the boys and girls. The society has generously provided funds for defraying expenses of the winners in these projects to and from its annual meeting and also has offered special premiums for exhibits by the juniors.

Twenty representatives of garden and canning clubs attended the recent annual meeting of the society in St. Paul. The boys and girls put on a very interesting program and attended the banquet at which they gave several short songs and presented club parts. They were guests of the publishers of *The Farmer of St. Paul* at a special luncheon. Besides attending the programs of the Horticultural society the juniors visited some of the interesting places in the Twin Cities.

Among garden club members who won free trips to the annual meeting and show were Lloyd and Leonard Larson and Clifford Hanse, members of the state champion garden club of Cyrus, Pope county; Joyce Jensen and Marie Schwartz, members of the Mower County Garden club, the second best; Mervil Bray, member of the Blooming Prairie Garden club, the third best, and William Weeks of Winona, the state champion garden club member.

Potato Seed Stock Sales

The county extension service aided growers of Triumph potato seed stock in Itasca county to find a market for two carloads of such stock at from \$1.50 to \$2 a hundred f. o. b. This gave the growers a net return of two to three times the price offered by local buyers. Other sales of advantageous order have also been put through.



ROMANZO PALMER

Romanzo Palmer, 14 years old, of Excelsior, Hennepin county, grew 93.2 bushels of corn on a single acre in 1922 and thereby won the championship in the acre corn growing contest for Minnesota club boys and girls. The total cost of producing his acre of corn, counting in his time, was \$42. Estimating the market value of the common corn when placed in crib at 65 cents a bushel and the market value of 12 bushels of seed corn selected from the plot at \$2.50 a bushel, the value of the produce from his acre was \$84.34, leaving him a net profit of \$42.34.

Verne G. Coon, 15 years old, of Fari-bault, Rice county, who won the single acre championship in 1921, was the champion five-acre corn grower among all corn club boys and girls in 1922.

"I raised 526.67 bushels of corn on my five acres, of which 175 bushels were very good seed corn," he says. "The seed corn was worth \$393.75 and the common corn was worth \$171.84, or a total of \$569.59. The total cost of production was \$157.60. The total profit was \$411.99."

INTEREST GROWING IN BETTER SIRE PROJECT

Many county agents are sending in encouraging reports concerning purebred sire work. Ober of St. Louis county reports the formation of five blocks under the personal direction of the agricultural instructor of the Gilbert high school. These blocks, he says, will purchase five and possibly six Guernsey bulls. There is good prospect, he says, of placing at least ten Guernsey bulls and three Holstein bulls, either by some easy selling plan or by rental.

In Stearns county steps have already been taken for a Holstein and Guernsey purebred bull and grade cow sale to be held next spring.

Dairymen of Mower county recently invested in a carload of good grade dairy cows and purebred bulls.

COURSES FOR JUNIORS IN TWELVE COUNTIES

Short courses for junior club people were planned early in the year for twelve Minnesota counties. As a part of the junior extension program of a county these courses have commended themselves to parents, club leaders, and the boys and girls. Juniors planning to take up club work are brought together at central points and given intensive work in the special project each is to carry during the season. The program is varied with general club activities and songs and games. The club film, "Partners," is usually presented. The agricultural extension service furnishes special workers to assist the local people. Dates for these courses, past as well as future, are as follows:

Chisago county—January 22, 23, 24.
Lac qui Parle county—Madison, January 25, 26.
Le Sueur county—January 26, 27.
Nicollet county—Lafayette, January 30; Nicollet, January 31.
Kanabec county—Mora, February 6, 7;
Grasston, February 8; Ogilvie, February 9.
Houston county—Caledonia, February 21, 22.
Wadena county—Wadena, March 1, 2.
Todd county—March 12-15.
Stevens county—March 27-30.
Mille Lacs county—March 5-8.
Wilkin county—March 20, 21.
Traverse county—March 22, 23.

DISTRICT CONFERENCES

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dairy projects for 1923. Others had to do with "Crop Varieties Adapted to Northwest Minnesota," A. C. Army; "Potato Seed Certification and Disease Control," A. G. Tolaas; "Common Diseases of Poultry and Swine," Dr. Billings; and "Marketing the Products of the Dairy Herd," J. R. Keithley. "Home Project Work" was presented in an effective manner by Miss Newton, state leader.

Director Peck and Mr. Balmer emphasized the importance of a definitely planned program with definite goals for each enterprise undertaken.

As necessary steps in the production of uniform standardized butter, Mr. Keithley cited the following: Production of high grade sweet cream on farms and delivery to the creamery in such condition; grading of cream at the creamery and payment on the basis of grade to stimulate better care in production and delivery; use of acid tests as an aid in grading cream to supplement the senses of taste and smell in cases of disagreement; proper pasteurization; standardization of the composition of butter before allowing it to be packed; a standard of 15.3 per cent water, 3.3 per cent salt, .9 per cent curd and 80.5 per cent fat; uniformity in color.

"A variation in the fat content of butter above 80.5 per cent means a loss of 1,400,000 pounds a year for each 1 per cent, or at 40 cents per pound a loss of \$560,000 to the Minnesota dairy industry," Mr. Keithley said.

County agents were well pleased with the Junior Livestock show and its results.

"It was the best we have ever attended," says McMillan of Blue Earth county, "from the standpoint that the buyers appreciated the efforts of the boys and girls and paid prices that rewarded the juniors for their work."