

MINNESOTA EXTENSION SERVICE NEWS

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“Improved Service” County Agent Conference Theme

One hundred per cent attendance was the record of the county agents at the recent series of district conferences. It is generally conceded by the agents that these conferences are the most helpful of the meetings planned for their work and improvement. That the agents were genuinely interested in the subjects presented was well proven in the case of the discussion given by Dr. W. L. Boyd, who was able to keep the agents from their noon-day meal for an hour or more to listen to his talk on the control of contagious abortion.

Except for the relation of tuberculosis in cattle to human health, contagious abortion in cattle is the most serious animal health problem, was the declaration of Dr. Boyd. The solution of the problem for the farmer whose herd is affected is to maintain separate pasturing, watering and housing for animals affected so as to insure no physical contact with the rest of the herd. In the purchase of cattle for breeding purposes blood testing should be done to insure the securing of animals free from the disease.

More profitable dairy production by means of production records kept in cow testing associations was discussed at all the conferences by H. R. Searles, dairy extension specialist. It is the belief of Mr. Searles that within the next year or two Minnesota, the leading butter producing state in the Union, will have not merely 3,000 to 4,000 dairy herds in cow testing associations as at present, but by better organized methods of testing to be developed no less than ten times that number, and that these will serve as centers for the development of better and more efficient producers.

Producing; Marketing

The processes of production and marketing cannot be separated by farmers or by county agents in their plans of work in the counties, was the statement of Director F. W. Peck in discussing policies in relation to farm economics, farm management and co-operative marketing. He took up the use of economic material in extension work, cost records, farm accounting, use of marketing and agricultural statistics, and appealed to the agents to keep up with this field of material and thereby be prepared for leadership with farmers.

The key bankers and high school agriculturists of the respective districts attended one day's program at each conference when the economic material was under consideration. Sam Rask of Blooming Prairie, chairman of the agricultural committee of the State Bankers association, participated in the Owatonna conference and cited illustrations of

farmer-banker co-operation with the extension service throughout a large number of counties.

High school agriculturists expressed appreciation for having an opportunity to study somewhat more intimately the organization and the manner in which the county agent service operates. Since a considerable part of the farming public is served by the county extension work as well as that of the Smith-Hughes departments, it is believed these two agencies should work in harmony and understanding.

T. A. Erickson and A. J. Kittleson discussed club work, which, they said, has grown from 20,000 boys and girls enrolled in 1920 to more than 32,000 in 1928. Activities planned for club work in relation to county fairs, the state fair, regional agricultural events like the Red river valley shows, the state Junior Live-

stock Show, and others were considered and agreed upon at the agents' conferences.

Making a Living Not All

That the purpose of community organization such as farmers' clubs, township units of the farm bureau, and similar groups, is not alone to help teach how to make a living but to help teach how to live, was made evident at the discussion of community "programming" and local leader training led by S. B. Cleland or C. L. McNelly at the several district conferences. The community organization activities in the various counties of the state were discussed in particular by the county agents for their respective counties.

Superintendent A. A. Dowell at Crookston emphasized to the agents of the Red river valley his philosophy that it is destined to become a great livestock producing section. The map of agriculture, freight rate schedules, abundant production of forage, weed control, and the maintenance of soil fertility essentially compel as well as invite this development for this great region.

Memberships Increase

The roll call conducted at the several conferences indicated a healthy status of farm bureau memberships, and better support by county commissioners of the county extension service. Executive committees are meeting regularly throughout all of the counties, stenographic help is maintained in all of the counties with one or two exceptions, and there is growing interest among counties in the re-establishment of the service. Preliminary organization work is under way in Le Sueur, McLeod, Sibley, Bigstone, and Cass counties. It is probable, however, that on account of limited appropriations made by the last session of the legislature that only one or two additional new counties may be favored with federal and state aid during the coming biennium for maintenance of the county extension service.

Representatives of The St. Paul Farmer discussed the Master Farmer movement and features of the enterprise, and invited additional nominations for those to be chosen in 1929.

Best Part of All

Undoubtedly the best part of the conferences is the free discussion engaged in by the county agents themselves. K. A. Kirkpatrick discussed the application of the film strip in extension work and the use of charts. L. E. Hudson of Watonwan county described the activities of the County Agents' association and the plans for an educational tour by the agents of

HALE'S CIRCULAR HELD THE BEST BY AGENTS

Preston Hale of Goodhue county received the most votes of any agent for his entry in the circular letter contest at the series of district conferences. K. A. Kirkpatrick of Hennepin county, however, was a close contender for the first place, as he lacked only one vote of matching the popularity of Hale's circular letter calling attention to the merits of growing Velvet barley.

The third prize letter, that of J. J. McCann of Norman county, was issued in support of a remarkably well organized weed control campaign.

A total of 70 votes were cast on the circular letters, as follows: Hale 12, Kirkpatrick 11, McCann 6, Martin Hansen, Neubauer, Seath, Svoboda, and Engebretson 4 each; Harold Pederson, Peters, and Miss Hagstrom, 3 each; Matthews and Aune, 2 each, and Gaylord, Fritz Peterson, Miss Lang, Larson, L. O. Jacob, Miss Spriestersbach, Churchill, and Kelehan, 1 each.

At the Owatonna conference W. T. Foley of The St. Paul Farmer made an analysis of the circular letters which were exhibited. He divided the entire lot into three classes: First, straight letters; second, posters, and, third, semi-posters or illustrated letters. The straight letter must use simple language and get the message over in the first sentence or first paragraph if possible. The motive as to posters must be to get them read. Therefore, they must have attention getting value. Posters should be neat, short and to the point, and should suggest action. Announcements must be clear cut and to the point.

The dollar appeal is important, also. Attention was called to several letters which played up the dollar sign at the outset and throughout their content cited financial gain which might be secured by following certain practices. The use of local material was complimented as having good attention as well as convincing value. The illustrated letters were complimented in that they told at a glance what the letter was all about. The Waseca and Cottonwood letters were referred to in particular.

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Minnesota in June to the experiment stations of Fargo, Crookston and Winnipeg. A. R. Karr discussed weed control plans, and Frank Svoboda plans for the organization of an agricultural committee of the County Bankers' association.

County Agents Shaw, Aussen, Churchill, Aldrich, Rutford, Roth, and Idtse discussed mail order cow testing. J. J. McCann of Norman county told of the organization in progress of the weed control campaign and the growing of larger acreages of alfalfa and sweet clover.

C. M. Kelehan of Ottertail county reported the plan of awarding scholarships to boys and girls in his county to attend the Northwest School of Agriculture. George Chambers of Clearwater county cited progress in the dairy industry in his county. Carroll Blakeslee of Wadena told of the fine boys' and girls' club program in his county. Harold Pederson of Traverse said they have a well organized weed control campaign under way.

Taylor of Roseau described their drainage project which is being negotiated with the dominion government and cited progress as to sheep production, 4-H club work, crop variety tests, and other projects. Robert Douglass of Pennington county told of the rapid strides in turkey production.

In closing the series of district conferences at Crookston, F. E. Balmer, county agent leader, declared his belief that the prophecy of a great statesman is being fulfilled. Just before Woodrow Wilson assumed the duties of the presidency, Walter H. Page called to his attention the importance of the extension work carried on by county agents co-operating with the agricultural colleges and the United States Department of Agriculture. Mr. Page said: "This is the best tool yet invented to shape country life. The building up of the country man is the big constructive job of our time." These conferences themselves, declared Mr. Balmer, furnish evidence of the fulfillment of such prophecy.

Convinced by Hitch Demonstration

Owners of two Rock county farms on which H. G. Zavoral conducted demonstrations of the big team hitch adopted the six-horse combination hitch and put it into immediate use. Sixty-five farmers attended the two demonstrations.

Growers Market Wool By Own Co-operative

Minnesota wool producers are marketing more of their product every year through their own organization, the Minnesota Co-operative Wool Growers' association of Wabasha.

The association advances payment on shipments on the basis of about 60 per cent of market values. At present the advances are around 25 cents a pound for clear bright medium wools. The wool is stored in a United States licensed warehouse at Wabasha and later is marketed to the best advantage. Final settlement is then made with the consignors.

In a circular received at University Farm the manager of the wool pool says: "American markets are now below the parity of foreign markets and with orderly marketing of American wools there is no reason why prices should not improve from the present low levels. At the present levels we could contract large quantities of wool for future delivery to manufacturers, but we are not doing it."

The number of patrons of the association increased from 600 in 1924 to 2,661 in 1928. In the same period the receipts of wool increased from 248,717 pounds to 926,107 pounds. The average price paid in 1928 was 43.81 cents a pound.

Will Help in Wool Grading

Dr. C. B. Smith, chief of the office of co-operative extension work, advises Director Peck that the facilities of the Bureau of Agricultural Economics will again be available for determining the grade and shrinkage of wools.

"Growers who have made use of this opportunity by sending in samples have found the information very valuable in marketing their wool," says Dr. Smith. "Through this service on grades they are helped to know the approximate shrinkage of their lots of wool, thereby placing them on a more nearly equal bargaining basis with the buyer."

County agents in territory where such a service would be of advantage to wool producers should take note.

Big Club Rally at Pipestone

Six hundred and fifty parents and club members attended a rally in the auditorium of the Pipestone high school. Stunts were put on by ten organized clubs. Nine achievement seals were awarded to clubs finishing their last year's program, and eight silver cups were presented to individuals winning events at the county fair. C. C. Hickman, county agent, and Sophia Boerboom, county club leader, are hopeful the goal of 500 members will be passed.

Good Interest in Poultry Project

A hatchery company's proposition to issue 25 day-old chicks to club members in return for three mature birds in the fall has helped to boost the poultry project enrollment to 150 in Freeborn county, says Lawson.

Seed Potatoes Treated

Many farmers of eastern Ottertail county used the portable outfit again this year to treat their seed potatoes. The hot formaldehyde treatment was given in co-operation with local creameries.

Carrying Extension Work to More Homes

More emphasis on the extension of high standards of living on the farm.

Schools for the teaching of the best publicity methods to home demonstration agents.

More initiative by the home demonstration staff in getting extension editors educated to the news value of home demonstration work.

Development of broad, effective programs in counties having home demonstration agents as a means of promoting the establishment of new home demonstration agents.

Promotion of some project work, to be determined by local conditions, in cultivating new counties.

Participation of farm people in every step of program building, which should be based upon their recognized needs and desires.

Co-operation of extension agents and specialists in making definite plans for a follow-up program after intensive project work in a county.

Four-H club work indorsed as an essential and vital part of the home demonstration program.

The foregoing epitomizes some of the more important points made by the committee on summary and recommendations of the recent home demonstration conference held at Purdue University and attended by Julia O. Newton, the Minnesota home demonstration leader. The chairman of the committee was Dr. C. B. Smith; another member was Director H. C. Ramsower of the Ohio extension service.

In an extended paragraph relating to publicity the committee urges the home agents to make the largest use possible of the home county paper for the reason that it is often the most commonly taken and thoroughly read paper in the county.

Co-ordination of the work of the home agent and the county agent, to promote unity in thought and action in the development and execution of the county program, was stressed by the committee, which added:

"The committee feels that the fundamental problem involved is that of developing such an attitude on the part of the farm people as will recognize that the problems centering around the task of feeding, clothing, educating and providing recreation for the farm family are second to none in their importance, and that a properly supported program in home demonstration work has much to offer in the solution of these problems."

An increase of 345 home economics extension agents the past year, with the north central states sharing proportionately in the increase, was announced.

Eleven Winona Juniors in Ton Litter Work

Russell Morgan, new assistant agent, likes his job among the hills and winding roads of Winona county. Ton litter and pork production work are being well supported in the county, he says. Eleven junior club members have entered the ton litter contest.

Recent Changes in County Agent Service

Lyle Churchill, farm reared, a graduate of the Minnesota Agricultural College where he specialized in animal husbandry, and since June 1, 1926, the county agent of Houston county, has been transferred to Jackson county, which started the county agent service again June 1.

Mr. Churchill divided his time during May between Houston and Jackson counties so as to be in Jackson for a time to get the boys' and girls' club program for the year more actively in operation.

Some of the major projects of the Jackson county program of work will deal with the soils program, the use of phosphate fertilizers, the weed control problem, swine sanitation, and club work. Eventually steps will be taken to establish lines of work of interest to farm women.

Anderson Succeeds Churchill

Hjalmar O. Anderson, high school agriculturist at New Richland since July 1, 1926, has been elected successor to Lyle Churchill in Houston county. Mr. Anderson began his new duties on June 1.

Mr. Anderson is a native of Yellow Medicine county, born and reared on a farm, and was graduated from both the School and College of Agriculture where he specialized in agricultural education. He is acquainted with the agriculture of southern Minnesota, having resided in Mower and Waseca counties as well as Yellow Medicine.

Previous to going to New Richland, he served in a similar capacity as teacher of agriculture at the Elkton high school in Mower county. During the summer of 1921 he served as a county club leader.

Sheldon Goes to Redwood

Lynn Sheldon, for the last six years county agent of Redwood county, became agent of Lac qui Parle June 1. Employment of a new agent became necessary on account of the inability of W. A. Dickinson, recently elected, to accept the position.

Mr. Sheldon was born and reared on a farm in Fillmore county. He is a graduate of the School of Agriculture, class of 1913. Two or three years thereafter he spent in developing a farm in the cutover region of northeastern Wisconsin. Thereafter he served as county agent of Polk county in Nebraska for five years, holding that position until he went to Redwood county as agent February 1, 1923.

For part of the month of May Mr. Sheldon served in both Redwood and Lac qui Parle counties, going to the latter to get the boys' and girls' club program for the year better organized. His family will join him at Madison at the end of the school year.

Bovee Becomes Redwood Agent

Nate H. Bovee, a native of Iowa, at present high school agriculturist at Big Sandy, Montana, has been elected county agent of Redwood county.

Mr. Bovee was born and reared on an Iowa farm; completed the animal husbandry course at the Iowa State College in 1921. Since that time he has been teaching agriculture in the high schools of Wyoming and Montana.

He plans to begin his new duties at Redwood Falls early in June. He is a married man and has three young sons.

96 PER CENT COMPLETE NOBLES COUNTY PROJECT

Clothing project in Nobles county culminated with a "check-up" day luncheon at Worthington and the heartening report that 96 per cent of the women enrolled completed the work.

Nineteen clothing groups which had been instructed by M. Lois Reid, extension specialist in clothing, at three training centers the past winter, were represented by their leaders. Twelve township chairmen were present.

Mrs. A. B. Hughes of Worthington and her son kept the group active, says Miss Reid, with community singing and stunts. Human interest stories and comment revealing the keen interest taken in the development of leaders and new community activities featured many of the reports from the groups. Four 4-H clubs were organized and their clothing project leaders are serving as club leaders during the summer. Three groups have organized farmers' clubs.

Mrs. E. V. Ripley, home and community chairman of the Minnesota Farm Bureau Federation, was one of the guest speakers. She discussed the state-wide home and community program.

"Reports indicate that the clothing project has done far more than to help the homemakers with their clothing problems," says Miss Reid. "It has created more interest in community life and a better understanding among neighbors, and it is apparent from the attendance and interest that life in these communities has been a little more pleasant."

CLUB LEADER TRAINING SCHOOLS GET A START

W. D. Stegner, district club agent, says that 35 4-H club leaders attended the first club leader training school in Faribault county. A. E. Engebretson, county agent, and Mary Jane Boyd, home demonstration agent, took part and helped to make plans for holding like meetings once a month. The young leaders by unanimous vote decreed that the two agents should furnish luncheon for the May meeting. Club leader training schools will also be held in Houston, Rock, Nobles, Freeborn, Pipestone, and Murray counties, according to Mr. Stegner.

CONTRARY TO POLICY

The Minnesota Co-operative Wool Growers' association has written a letter, which doubtless has gone to all county agents, advising them that their commission will be one-half cent per pound for wool pooled with the association, and also offering a commission of 25 cents per package on sheep dip sold.

This is absolutely contrary to the extension policy and we assume the agents will turn the letter over to those in charge of local county wool pools or will pay no attention to it.

The central office is now advised by association officials that their intention was to pay the commissions to the county farm bureaus and not to the agents, and that they were advising the agents to this effect.

New Specialist Coming to Extension Service

On August 1 Mrs. Belle Fish of Iowa will come to University Farm to take the position of extension specialist in child development, a new type of work launched by the Child Welfare Institute and the agricultural extension service of the University.

"The home economics section of the extension service deems itself as particularly fortunate in having made a contract with Mrs. Fish," says Miss Newton. "Her training and experience peculiarly fit her, it would seem, for this new place. The mother of five children, she has had a college education, and has lived on a farm. She is home minded and farm minded and is thoroughly conversant with the conditions of the middle west."

Mrs. Fish is a graduate of the University of Montana. She taught home economics a few years in Iowa, where her husband was a county agent and later a district county agent leader. Soon after her husband's tragic death two years ago she registered at Iowa State College for study for a Master's degree, specializing in child development and home management. This degree will have been won in a few weeks.

Mrs. Fish and her children will establish a home here and should be made to feel at home by the extension and college people.

SIX COUNTY PROJECT EXHIBITS NOW ASSURED

The state fair board has approved the plan for six county project exhibits at the 1929 State Fair in contrast to the four which were staged in 1927 and 1928. The maximum prize money for each county will be increased from \$150 to \$200. It is hoped the exhibits may be placed together in one wing of the Agricultural building.

Two banners will be fought for in particular, the sweepstakes for the highest scoring county project exhibit, and the best decorated exhibit. It is expected the plan for offering a \$25 prize for the most accurate scoring of the exhibits, measured by the judges' awards, will arouse great interest.

The six counties planning to feature the county project exhibits should make their applications at an early date. It is hoped that the exhibits made in 1929 will excel those that have heretofore been set up. Counties which stage the regular county exhibits will not be eligible to make a county project exhibit.

Sees Big Year for Club Work

F. A. Douglass, assistant agent in west Ottertail, predicts an enrollment of 600 in 4-H work in his territory this year.

Good Field for Cow Testing Work

Aamodt of west Polk says three or four cow testing associations are within the realm of probability in his territory.

Much New Alfalfa in Washington

Sjowall of Washington county reporting increasing acreages of legumes, says that some farmers have seeded as much as ten acres each of alfalfa this spring.

Molasses Tried Out in Rations of Steers

No particular advantage was gained by feeding molasses to fattening cattle. This was the gist of experimental feeding results reported Cattle Feeders' Day, May 7.

Molasses was given a fair trial in five different rations and also compared with a ration in which it did not appear. As one swallow does not make a summer, so a single experiment of this character is not wholly conclusive, but is good as far as it goes.

Sixty steers divided into six lots of ten each were used in the experiment which was started November 23 and closed May 3. The steers in Lot 1, fed a standard ration of shelled corn, alfalfa hay and linseed oilmeal, made larger daily gains, required less feed per 100-pound gain, showed a higher finish, a trifle higher selling price, and a greater profit a head by \$7.30 than did the steers of Lot 2 which received shelled corn, alfalfa hay, and molasses as a substitute for the oilmeal.

If molasses is of particular benefit in a fattening ration it should have appeared in the results from Lot 3 which received the standard ration plus the sweets. However, it seemed to detract from rather than to add to the effectiveness of the ration, and because of its higher cost was less profitable than the standard without molasses.

With one exception all the speakers were from the University. J. S. Montgomery gave the closing address on the advantages of co-operative livestock marketing. Those who preceded him were E. F. Ferrin, W. E. Morris, and L. M. Winters of the University Farm staff, and A. A. Dowell of the Crookston station. The speakers had an audience of about 300, practical stockmen and farmers predominating, and were given a close hearing. Many questions were asked and answered.

Professor W. H. Peters, who was in charge of the exercises, has requested the News to present his compliments to the county agents and to express to them his high appreciation of their efforts to increase the attendance and interest at the meeting. County agents present and accompanied by delegations of farmers were Ausen, King, Putnam, McMillan, Sheldon, Churchill, Fischer, Jacob, Aune, Towler, and Armour.

Blakeslee Reports Progress

At the close of a month of organization work in east Ottertail, Walter Blakeslee, club leader, reported an enrollment of 435. Club members intend to finance a plan for the erection of a livestock building on the county fair grounds.

Parten's Demonstration Convincing

Parten's rat and pocket gopher killing demonstrations in Lyon county in April attracted 250 persons from farms. After cyanide gas had been forced under a small corn crib at Lynd, the building was tipped on its side and the bodies of 36 dead rats exposed.

Juniors Lead in Ton Litters

Five 4-H club members of Rock county have pig ton litters on feed.

HEALTH STRENGTHENED BY NUTRITION STUDIES

Fewer colds, fewer finicky appetites, and gains in weight, reported by nutrition project leaders at the "check-up day" luncheon meeting for Dakota county at Farmington, were attributed to more time spent out of doors, more vegetables eaten, especially greens, and more milk used in the homes.

Other leaders reported that the children have become more eager to eat vegetables, fruits, and cereals, and to drink more milk and water because of the interest taken by the mothers in the project.

The mothers kept growth records for 51 children. In 41 records returned for the final check-up, the children showed an average gain of 4.4 pounds as compared with the expected average for these children of 2.9 pounds. This, too, despite the fact that many of the children were not up to the average weight at the start.

Eighty-five leaders and members attended the luncheon meeting. Of 180 members enrolled in 13 groups, the leaders reported that 90 per cent completed the project. Of 499 others outside the group who were reached by the project, 172 experienced definite improvement in health.

Farm Census Books Notice

Paul H. Kirk, agricultural statistician of the Minnesota Co-operative Reporting Service, requests county agents to make no effort to obtain the state farm census books from county auditors until opportunity has been given the auditors to mail the books to the office of the statistician. Mr. Kirk points out that the books have to be edited and under the law are to be sent directly to his office, and says he will be only too glad to give the information to agents at the earliest moment possible.

From Five Sacks to 31 Tons

Treble phosphate fertilizer has made such a good impression among farmers in the vicinity of Freeborn in Freeborn county that the order for five sacks for experimental purposes last year led to the purchase of 31 tons this year. Much of this will be used on corn.

Parents Keen for Club Work

Chambers of Clearwater reports a strong uniform sentiment for club work in his field. The parents seem to be as much interested as the boys and girls, he says. Also, he finds that the greatest handicap in some communities is the lack of local leadership chargeable in most cases to lack of club experience.

Club Heifers Under Test

Advance dairy calf club members in Lyon county are having their heifers tested for production under an arrangement made by W. A. Peters, county agent. At present 16 members are sending in samples once each month. Reports are published in the local papers. A local cow tester helps with the testing.

New Crops for Watonwan

Sugar beets and canning peas will be grown this year in his bailiwick for the first time, says Hudson of Watonwan, who has been helping the growers to get started.

Best Attended Club Course Seems Assured

Members of the Gopher 4-H Club of the Minnesota College of Agriculture will provide the funds for paying the way of three club members to the annual junior short course to be held at University Farm June 10 to 13. The Gopher club is an organization of former 4-H'ers who are still interested in the work and eager to help those in the ranks.

The three—Mary Perkins of Red Wing, Frederick Bjornstad of Worthington, and Marie Snelgrove of Perham—have been selected for their outstanding record and work, coupled with their ambition for further study of agricultural and home economics subjects.

Excursion rates of one and a third fares for the round trip have been announced by the railroad companies. The Great Northern, Northern Pacific, Soo Line, and the M. & St. L. are co-operating with the extension division by furnishing funds to send four club boys and girls to the short course from each county in which these roads operate. This insures transportation for 400.

The railroad fares and other expenses of 240 more juniors who have achieved something worth while in the baby beef, sheep, poultry, and pig projects will be paid by The Minneapo's Journal. Champion poultry club members will be financed by The Farmer of St. Paul, and Ball Bros. Glass company, the Kerr Glass company, and the American Beet Sugar company will pay the traveling expenses of others. County club organizations, service clubs and county fairs have also appropriated for the same purpose.

In short, the indications are for the best attended course of the long series held at University Farm, says the state club leader.

John Bradford of the American Playground association, who will instruct the leaders in featuring games and organized play, will be accompanied to University Farm by G. S. Knapp, the association's specialist in dramatics, who will instruct in the presentation of stage plays and theatricals.

Dean Coffey's Pamphlet Reprinted

"Agriculture in Minnesota," a pamphlet by Dean W. C. Coffey, has been reprinted. County agents and others interested are requested to offer suggestions as to how to distribute it to the best advantage.

Chemical Warfare Planned on "Quack"

Control of quackgrass by spraying with sodium chlorate will be a leading project in west Ottertail, says Agent C. M. Kelehan. Some 6,500 pounds of the chemical have been distributed among 58 co-operators.

Beltrami Starts Ton Litter Work

For the first time Beltrami county pork producers are in ton litter work. Two breeders of purebred Poland Chinas have enrolled.

Carload of Phosphate Distributed

Twenty-five farmers of the vicinity of Ottertail chipped in and purchased a carload of phosphate for soil treatment, says R. C. Shaw, county agent.