

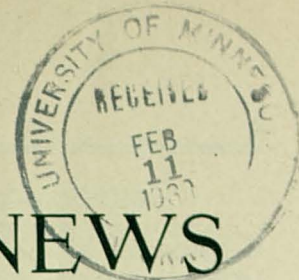
# MINNESOTA EXTENSION SERVICE NEWS

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No. 5



## County Agents' Service to Minnesota Farmers Shows Big Increase in 1929

By F. E. Balmer, County Agent Leader

GROWING confidence and appreciation have marked the development of county agent service in Minnesota during the past year.

Participation in the activities of the service have been more widespread than during any preceding year. A most gratifying feature is that, measured in total instances of service, the movement has doubled its effectiveness during the past five years. In 1924 the average instances of service per day number 46. An average of 93 per day was attained in 1929.

A very progressive appreciation has been noticeable during this five-year period. Representative illustrations furnish ready explanation. From 1928 to 1929, farm visits by agents grew from 35,000 to 39,548; home visits from 2,317 to 4,216; office calls from 142,692 to 152,811; telephone calls from 99,092 to 100,051; demonstration meetings increased from 2,065 to 2,532; other extension meetings increased from 6,637 to 8,289; and the attendance at such meetings grew from 573,684 to 729,963.

Farmers using commercial fertilizer grew from 3,722 to 4,082; a decided increase was manifested in planting improved seed, in treating grain for smut, in planting fruits, and improvement of the home grounds.

More purebred dairy sires were secured in 1929 than during the preceding two years; more improvement was made with the poultry enterprise; farmers co-operating in feeding better livestock rations increased from 5,594 to 6,609; members of cow test associations grew from 2,740 to 4,339; and a noticeable increase is in evidence as to farms adopting more sanitary methods of milk production.

Farmers served in land clearing increased from 3,884 to 4,639; farmers keeping accounts grew from 2,095 to 2,646; and services in relation to co-operative marketing and other economic activities in many cases more than trebled.

Many new activities are in process of development that are modifying or supplementing county programs. These new developments and the constant changes in agriculture due to the play of economic forces necessitate shifts of emphasis in the programs of the county extension workers. No group evidently is more

alert to the changing needs and is endeavoring at all times to supply the best information to farmers and farm families endeavoring to improve their business, attain a higher standard of living, and maintain a satisfactory home and community life.

The creation of the Federal Farm

### "Ho! Hum," Yawns Aamodt, "Now I'll Tell One!" Upsets the Window Box to Grab Alfalfa Crown

WELL, well, folks. Just as we were thinking the finals had been reached in the alfalfa acreage contest, Aamodt of West Polk county suddenly rouses, yawns, and remarks that since Salisbury of Kittson finally has taken the alfalfa race out of the window box class and made it semi-pro with his 270-acre entry, he, Mr. Aamodt, will now proceed to bring it out on the front page. He continues:

"Roy Quaintance of Crookston has 400 acres of alfalfa on his farm. Two of his fields contain 160 acres each." Brother Aamodt goes on to explain that Mr. Quaintance really made something of a specialty of alfalfa in 1928, but last year reduced his acreage to adjust his crop rotation scheme, leaving only 400 acres.

Sorry, Mr. Salisbury, guess we'll have to trouble you for that prize hay bonnet. Here you are, Brother Aamodt. Since the alfalfa title seems destined to remain up north for a while, we are considering having the old headpiece fitted up with some fur-lined ear flaps. Possibly this added inducement may spur somebody else to get up on their hind legs and locate someone who really is growing alfalfa on a large scale.

Board has had a decidedly stimulating influence on economic forces that affect practically every extension project. It is expected that the operation of the federal board and co-operative effort that will be fostered will stimulate interest in the reorganization of the service in the 24 counties not now provided for. Surely every county will desire that its farmers be afforded the best opportunity possible to take advantage of benefits available.

Since it is the declared purpose of the Federal Board to work with the extension service in developing "a co-operative educational program for carrying to the American farmer information that will enable him to take full advantage of the provisions of the Agricultural Marketing Act," then it follows that every county has an opportunity to support part of the Federal Farm Board's program by providing for the county extension service.

### Home Demonstration Conference Is Slated for First Week March

THE dates for the annual Home Demonstration Conference have been announced by Miss Julia O. Newton, state home demonstration leader. The home demonstration agents will meet with the state staff, March 3, 4, and 5 for a discussion of some of the outstanding problems of their work.

On Thursday, March 6, the county home and community chairmen are invited to join the group and remain for the rest of the week. During these days attention will be given to problems of organization, supervision and extension of the work.

Miss Grace E. Frysinger, extension home economist of the U. S. Department of Agriculture, who has charge of home demonstration work in the cornbelt states, will be present and participate in the meetings on March 4, 5, and 6.

### Douglass Is New Stevens Agent

FRANK A. DOUGLASS began work in Stevens county February first as county agent, succeeding Byron Braamse, who recently resigned. Mr. Braamse, it is understood, intends to return to Michigan.

Mr. Douglass is a native of Minnesota and secured his high school education at Anoka where he gained his early farm experience. Following his graduation from the Minnesota College of Agriculture in 1924 he farmed for three years with his brother in Pembina county, North Dakota. For a time thereafter, he was engaged with the James Manufacturing company which specializes in dairy equipment.

In March 1929, Mr. Douglass became assistant county agent in training in West Ottertail, under C. M. Kelehan. In Ottertail county Mr. Douglass had the management of the 4-H club projects in which were 600 members. In addition, he gained training and experience in other phases of county agent work.

It is a real distinction to be appointed as extension agent of Stevens county. Stevens was the second county in Minnesota to establish the county agent service.

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WALTER C. COFFEY  
Dean of the Department of Agriculture and  
Director of Experiment Station  
FRANK W. PECK  
Director of Agricultural Extension

W. P. KIRKWOOD HAROLD HARRIS  
Editors

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Those of us specifically concerned with the administration of extension work many times hear expressions that tend to indicate a misunderstanding on the part of local officers and leaders of extension work in the counties, about the type of organization that seems to work out best in practice.

In other words, local people have the idea that a certain project should be developed, that it would be a good thing for the farmers, and that the county agent ought to do it. Whether or not the particular project in mind is one of a commercial nature which the county farm bureau as a private farm organization should undertake, or whether it is a straight matter of educational function on the part of the agent, may not be a matter of differentiation so far as the local group is concerned. Their experience would not lead them to make such a differentiation, and therefore it has seemed to us that the county agent has within his power the opportunity and a method of explaining to the local people various matters relative to such projects that may change completely their attitude towards it.

The particular point may be illustrated; the co-operative purchasing of farm supplies is under discussion. The very natural conclusion to be reached by the group of local people is that the county agent ought to do the work. His office ought to take care of the correspondence, ought to make the local financing arrangements, and ought to be responsible for this project as well as those in educational lines. It seems that right there is the place to make clear to these people that this is not an educational extension project, but a commercial activity. As such, it is perfectly legitimate and proper as an undertaking of a private farm organization, the leadership of which should be assumed by a member of the organization who should be paid for his services and who should regard the undertaking as a responsibility, not of the county agent or his work or office, but one that belongs to the organization.

If it is once established that farmers may organize and conduct their business affairs with the use of public funds, in competition with private industry, through

the county agent or his office, then indeed will be developed a type of antagonism, of competition, and finally of administration that will be very difficult for all of us.

Therefore it is urged that every agent explain to his local people the clear function of himself and his office, and how the training of local leadership to assume these other responsibilities will go much farther to make the success of the organization permanent and satisfying. It seems to us, therefore, that the opportunity and the responsibility rest upon the agent, to set the matter clear at the outset, rather than to wait until after problems arise that sometimes are very difficult of solution.—F.W.P.

### Jesness Tells Agents About Coop Relations

THE following extracts from a letter written by Dr. O. B. Jesness, chief of the division of farm management and agricultural economics to one of the Minnesota county agents in response to an inquiry, were read by Dr. Jesness at the annual extension conference as part of his discussion on "Institutional Relations to Cooperative Marketing." The letter from the county agent asked Dr. Jesness what he would do were he a county agent and found himself confronted by a concerted drive for signers to marketing contracts in a certain co-operative association. The following specific points were suggested for consideration:

"I would not ask anyone to sign a contract. Canvassing for membership in a business organization is a commercial service incompatible with the position of the county agent as a source of unbiased information.

"I would not recommend to any individual farmer that he should or should not sign. That is a business decision for the farmer to make.

"I would, however, seek to do all I could to get information to him which would be helpful in arriving at his decision. I would feel perfectly free to explain the contract, the plan of organization and methods of operation. I would tell him that no one can guarantee success in a new business venture. There is always a considerable element of chance. An adequate volume of business, efficient management and loyal support by members are necessary to make any plan (no matter how good it may be on paper) successful.

"I would discourage the use by organizers or others of extravagant claims or promises of future success. If the farmers will not sign on a clear-cut statement of possibilities and limitations, they are not ready to sign.

"I would insist that the organizers present full facts regarding operating expenses, settlements and related features of their organization.

"I would consider the local situation very carefully. For example, I would be interested particularly in this case in sizing up the attitude of and effect upon any cooperative elevators in my county.

"Concentrated sign-ups are fully as important as large sign-ups. I feel that the ill-fated potato association in this state would have been better off with a smaller membership providing that had

been well concentrated to permit of economical handling. If the grain pool is to go ahead, I think it highly desirable that it should start expanding in sections where enough local support can be gotten to permit of carlot handling and to make possible satisfactory elevator arrangements.

"For that reason, before any canvassing for signers was started in my county, I would want conferences first of local leaders to consider the proposition and then more general farmers' meetings. If the farmers are ready to go ahead in sufficient numbers to justify the move such meetings will bring it out. A farmer can then sign with the knowledge that his neighbors are in on it as well. If this is not the case, isolated farmers who may be interested will have advanced warning of the lack of general interest locally. If local leaders deemed it necessary, I would seek to work out some plan whereby signed contracts for my county would be held in trust by some responsible local person until a certain number or a certain acreage had been signed.

"I also would be interested in seeing what could be done in the matter of establishing necessary relations between local farmers' elevators and the pooling organization prior to starting the canvass for members.

"I would not let myself be stampeded by anyone merely on the claim that his plan is supported by the Farm Board or on the claim that his plan is more purely cooperative than others."

### F. A. DOUGLASS TAKES UP AGENT WORK IN STEVENS

(Continued from page 1)

which was started October 15, 1912. The West Central School and Station brings to the area a position of agricultural leadership for the region. The principal projects entering into the extension service in the county include the use of phosphate fertilizers; use of improved varieties of grains and corn; weed control; alfalfa production; beef, swine, sheep, and poultry husbandry; swine sanitation; dairy herd improvement; 4-H club work; home projects and co-operation with community and co-operative organizations.

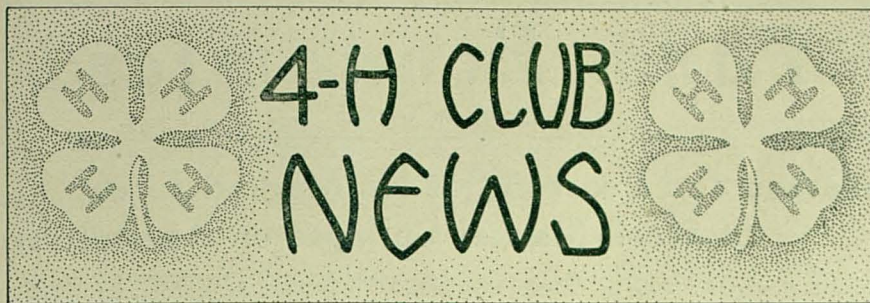
### More Than 400 Fowls Shown

With over 400 birds of all kinds on exhibition, the Watonwan county poultry show held at the St. James creamery, January 7, 8, and 9, was the largest ever put on in Watonwan county, according to J. I. Swedberg, county agent. Prof. A. C. Smith of University Farm was official judge. Among the exhibits were some from Canby, Gaylord, Mountain Lake, and Windom and some other Minnesota towns as well as one from Clint, Iowa.

### Plan Cow Test Booklet

Seven dairy herd improvement associations in Wadena and Ottertail counties will issue a combined annual report this winter, according to R. C. Shaw of East Ottertail. The report will cover the work of five standard associations, the Sebeka and the mail order groups, including dairymen in five counties. Last year a combined report of four associations was issued.





### 3d Year Poultry Work Links Up With Contest

ONE new feature adopted by the state extension conference was that a third year phase was to be added to the poultry project, consisting of production work. This new feature fits in very well with a National Poultry Production Contest announced earlier in the season through the National Boys' and Girls' Club committee of Chicago. The following are the essential points in this national poultry production contest:

1. Competition is based on the economical production of eggs and other poultry products by a flock of not less than 50 birds owned by the club member in club work.
2. Club members must have been taking poultry club work two years previous to entering this national contest.
3. Twenty-five per cent of score will be allowed on record of club member; 25 per cent on the story of the club member's experience in poultry club work.
4. Fifty per cent allowed on production record of member's flock, including rations fed, number of eggs produced, value of other poultry products sold, and feed costs.
5. Records beginning September 1, 1929, and ending August 31, 1930, shall be considered. This indicates that those who were club members in the first year's project for 1929 may use their records for that year together with additional information for the months of October, November, and December, 1929.
6. Records must be sent to the State Club Leader not later than September 30, 1930.

#### Prizes

The winner in each county of Minnesota, providing not less than five are enrolled in this advanced poultry work, will receive a sterling silver medal. The state winner will receive a trip to the National Club Congress with all expenses paid. The national champion will receive a scholarship of \$300, and the reserve champion a scholarship of \$200. Prizes are provided by the Quaker Oats Company. Leaders are urged to present this advanced poultry project to their poultry club members who are eligible to compete.

#### KSTP 4-H Radio Program

Every Saturday at 4:45 p.m. KSTP broadcasts a 4-H program. Talks recently given include "Demonstrations for 4-H Club Girls," Miss Leona Peterson, January 25. "Four-H Club Music," Miss Mildred Schenck, February 1. Those coming soon are "Four-H Project Program," A. J. Kittleson, February 8. "Leadership Awards," T. A. Erickson, February 15. "The Three 4-H 'Ships,'" Leona Peterson, February 22.

Club members will assist with several of these programs.

#### New Educational Trip

The Dairy Supply company of Minneapolis will give an educational trip to the National Dairy Exposition at St. Louis to the dairy calf club member with the most outstanding record for a period of not less than three years.

Four-H dairy calf club members exhibiting calves and taking part in stock judging or demonstration contests at the 1930 State Fair are eligible to compete in the final selection for this trip.

#### CLOTHING PROJECT CHANGES

MISS LEONA PETERSON, state club agent, calls attention to several changes adopted for 1930 in regard to 4-H clothing work. The project, hereafter, will be officially designated as the 4-H clothing project, instead of garment project. In the third year clothing work, the selection of two accessories, made by the members or purchased, will replace the dyed article and the remodeled garment. The selection of accessories is intended to train the girl in choosing correct articles for her complete outfit, emphasizing suitability, appropriateness, and harmony. The accessories will include stockings, shoes, hat, additional underwear, purse or other items which will be exhibited with the dress as a complete outfit. The third-year requirements for 1930 will be two pieces of underwear; a dress of wool, silk or cotton; a child's two-piece dress or romper suit; and the selection of two accessories.

#### Demonstrate for Breeders

Cletus Hallquist and Ralph Grant, comprising the Goodhue county dairy demonstration team which won third place in the national contest, repeated their presentation for the Minnesota Livestock Breeders' Association meeting, January 24, at University Farm. The Scott county swine team, Arthur Bohnsack and William Scharf, which won state championship, also gave their demonstration.

#### Plan Your 4-H Summer Camps

All agents who are planning to hold a 4-H Summer Camp are urged to call a conference of leaders so that the camp may be carefully planned and organized. Dates should be set soon. A member of the state club department will attend the conference if desired.

### 300 File Complete Junior Leadership Reports for 1929

MUCH emphasis can well be placed on the junior leader project in 4-H club work in which there is manifest a generally increased interest throughout the state, says A. J. Kittleson, state club agent. During the past year more than 400 older and more experienced club members took up this work and nearly 300 submitted complete reports to the state club office. However, in spite of the fact that the development of junior leadership is recognized as a most important factor in the development of a permanent club program, there are still a number of counties that have not done much to encourage outstanding boys and girls to take up this work.

State club office records show that 54 counties had from one to 15 junior leaders the past year. Houston and Fillmore counties each had 15; Ramsey, 14; Scott, 13; Dakota, 11; West Ottertail, Steele and Waseca, each 10. The others ranged from one to eight per county. Of the counties reporting no junior leadership, 19 have county agents. A number of counties hold regular one-day junior training schools which have proven excellent for unifying the county club program and of acquainting the junior leaders with all the details.

Special incentives for junior leadership have been furnished in the form of scholarships to the schools of agriculture and educational trips to national club events. The selection of the four outstanding club members to the national junior leaders' camp at Washington, D. C., is made from this group. Seventeen junior leaders were awarded trips to the National Club Congress at Chicago last December. Two were selected to compete for the Moses leadership trophy. A new incentive offered for the first time to Minnesota in 1929 were the free trips to Springfield, Massachusetts, for two outstanding junior leaders to attend a two-weeks leadership training school. This award will continue for 1930.

#### Churchill Complimented

Four-H club members of Jackson county, in appreciation of what L. A. Churchill, county agent, has done for them, recently surprised Mr. Churchill and presented him with a fine token of appreciation. More than a hundred club members from all parts of the county attended.

#### High Completions Record

A 90 per cent finish-up among Waseca county club members was recorded by County Agent Martin Hansen for 1928. Out of a total of 274 girls, 254 completed their projects, as did 115 boys out of 136.

#### Successful Livestock Show

Approximately 250 head of livestock were entered in 133 exhibits at the Southwestern Minnesota Junior Livestock Show held at Sleepy Eye, Brown county, during November. Eight counties were represented and there was an increase in entries of 40 per cent over 1928.



## Peterson Quits Lincoln Post; Kaldahl Signs

FRITZ B. PETERSON of Lincoln county has accepted a county agent position in Montana and will be succeeded by Henry N. Kaldahl, instructor in agriculture in the Lakefield high school. Mr. Kaldahl will take up his work in Lincoln county as soon as a successor for his Lakefield position can be secured.

Mr. Kaldahl is a graduate of the college of agriculture of the University of Minnesota and has served as instructor in animal husbandry at the Georgia State College, as high school agriculturist in North Dakota, and as 4-H club agent in Cass county, North Dakota.

Minnesota people, particularly Lincoln countians, are sorry to lose Mr. Peterson as a friend and extension worker. He has been in county agent service since graduating from the Minnesota College of Agriculture, serving in Lake county from January 1, 1926 to March 15, 1928, going from there to Lincoln county where he remained until his resignation which was effective January 15. Extension work in both counties has been greatly benefited through the influence of Mr. Peterson. Roundup, Montana, is the new address.

### "A 'Word' in Time—"

J. A. Salisbury, whose appointment to Kittson county was announced in our January issue, believes in using publicity in solving current problems. Recently, three farmers from various parts of the county reported their cattle suffering from depraved appetite, or pica tremor, a disease now known to be caused by a deficiency of mineral in the ration. Besides explaining the recommended treatment to the farmers requesting help, Mr. Salisbury prepared news articles for all county papers, setting forth the symptoms and treatment indicated, as he felt sure that more of the same trouble would be experienced before the next pasture season.

### Traverse Agent Marries

Whether or not County Agent Harold C. Pederson has been finding the going hard in Traverse county, we cannot say, but at any rate he has decided to take unto himself an helpmeet. An announcement received at University Farm reads: "Mr. and Mrs. Ferdinand Josef Steidl announce the marriage of their daughter, Florence Marguerite, to Mr. Harold Clarion Pederson on Friday, the twenty-seventh of December, one thousand nine hundred twenty-nine, at Hope Lutheran Church, Wheaton, Minnesota." In behalf of the extension service, we extend congratulations and best wishes.

### Home Reports Next Month

Lack of space in this issue necessitates departure from an annual custom of reviewing the annual home project reports in the February Extension Service News. Please stand by until March.

# Farm Economics

By W. L. Cavert

## Warren and Pearson See No Marked Effect of Stock Market Collapse on Agriculture

IN the November issue of "Farm Economics," published by Cornell University, Doctors G. F. Warren and F. A. Pearson make the following statement as to the probable effects of the recent decline in stock prices and let up in city building on agriculture. They state, "The decline of city building and in prices of stocks will have many favorable effects on agriculture. Money will be more readily available for good farm mortgages. Many industrial commodities can be purchased at lower prices. Automobiles and building materials have already declined in price. Good labor is more readily available for farm work. Some persons who have previously lived on farms and who have saved money will be inclined to purchase farms. While no striking rise in the price of farm land is to be expected, it is probable that it will be easier to sell good farms.

### Demand Little Affected

"The consumer's demand for food products is not generally very seriously affected by short periods of business recession. There is some reduction in the demand for the choice cuts of meat and for the choice fruits and vegetables. Probably if there is to be any change in demand for potatoes and other staple foods it will be an increase. The demand for cotton and wool is usually adversely affected by a depression in cities.

"Cotton, wool and some farm specialties may be injured by a depression, but otherwise agriculture will probably be benefited by cheaper city products, just as the cities have benefited from cheap farm products. One group cannot prosper permanently at the expense of the other, though it may do so for several years.

"The outlook for food producers for the next year or two is probably quite as good as it was before the stock market broke. Presumably the prices of eggs, dairy products and other choice foods will be higher than the average for all farm products. Of course, the usual cycle due to over and under expansion will continue.

### Debts to Be Avoided

"If the general price level continues to decline as it did following the Civil War so that the average of commodity prices approaches the pre-war basis, farmers will need to be careful about going heavily in debt for things that are not likely to be paid for in a few years.

"The real danger to agriculture is not from the decline in prices of stocks, but from the danger that in the next ten years the supply of gold may be inadequate to maintain the general price level. This problem is receiving some attention in Europe. It is well worthy of international study.

Evidently Doctors Warren and Pearson feel that the recent stock market slump and decline in some city activities brings approximately an even balance of benefit and damage to agriculture. The big question is whether there is sufficient gold to maintain prices of commodities in general at their present level. If prices in general decline, it is the same as a rise in the prices of gold. Thus with a declining price level, those who have bor-

rowed money on long time mortgage are in the position of having to repay their loans with dollars of much greater purchasing power than they borrowed. Taxes are also burdensome in a period with a declining price level, due to the fact that taxes are made up largely of salaries and interest on government debts. Government debts are similar to farm mortgages in that they are hard to pay on a declining price level. Government wages and salaries change but slowly, whether the general trend of prices is up or down.

### PRACTICAL BOOK ON FARM MANAGEMENT

"PROFITABLE Farm Management and Marketing for the Corn Growing States," is the title of a recent book by M. H. Overton and L. L. Robertson of the Indiana College of Agriculture. It is published by J. B. Lippincott Company. The book is designed especially for use in high school classes. About two-thirds of the text is devoted to farm management and the remainder to marketing. It is worthy of a place in the library of county agents in sections where corn is a leading crop.

The book is conspicuous for the fact that it looks at farm management and marketing problems from the viewpoint of the farmer who is primarily concerned with increasing his income. This practical slant is, perhaps, due to the fact that both authors have had a wide experience in extension work.

Professor Robertson graduated from the Minnesota College of Agriculture in 1914 and is well known to many of our older extension workers. Since his graduation he has been connected with the Indiana College of Agriculture. During most of that time he has been engaged in farm economics extension work. His father, William Robertson, was an instructor in the Minnesota School of Agriculture from 1892 to 1905, and was the first superintendent of the Crookston School of Agriculture. He served in the latter capacity from 1906 until his death in 1910.

### 30 Freeborn Farmers Keep Books

Thirty farm account records were completed in Freeborn county last year, according to Willis Lawson.