

MINNESOTA EXTENSION SERVICE NEWS

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No. 5

DUTY OF AGENTS TO EDUCATE, SAYS COFFEY

Development of Leadership in Others
Held Vital Measures of Success in
the County Agent Field.

That the county agent as a representative of the extension service should confine himself to educational matters, was the declaration of Dean W. C. Coffey in his address of welcome to farm bureau men who came to University Farm to open their third annual state convention.

"The county agent," explained the dean, "can and does cover a wide field of activities under such general headings as production, organization, marketing and social problems. Obviously as an educator he can go so far as to give instruction on how to organize and manage a cooperative marketing association, but he should not function in any way in managing or controlling the activities of such an organization. This is a principle laid down by the federal government in which we most heartily concur.

No Entanglements in Politics

"Since the county agent is primarily an educator, it is also clear that he should keep himself free from activities that are political in nature. He cannot help but be tremendously interested in who is to be president of his local bureau, and sometimes it takes very fine discrimination to tell where he should start and leave off, but he will act for the good of his cause in the end if he will confine his activities to educating his constituency as to the qualities their leaders should possess rather than attempt to dictate who their leaders shall be.

"By acting on the principle that his functions ceased with his educational activities many a county agent has discovered leaders for the business phases of the farm bureau that the county did not know it had. If we had adopted the policy of having the agent control and direct all of the activities of the agricultural work of the county, few of these leaders would have been uncovered. We must never cease to issue this challenge to leadership. By repeatedly issuing it we shall do one significant thing toward making the farmers of America as big and great as their industry demands they shall be.

Must Work Together

"When we speak of functions which are yours and not ours, I assure you we do so only because we believe we shall accomplish a greater result by making the distinction and living up to it. Law has laid certain duties on us, and we should seek no privileges and rights except those that will permit us to perform those duties well. Our in-

terests are mutual, we are interdependent, and we believe in one another.

"Someone has said that agriculture is attractive because it is such hard work. The more I think of that statement the more I believe in it. It is hard work, but the true American spirit spurns easy things, and that spirit is to be found at its best on our farms. The agriculture of America shall not fail, and the home in the country shall not cease to be the great home where noble souls are reared and turned into the most useful channels of citizenship. The hour is dark, but the daybreak shall come earlier to us I think than to some other classes in our country. And you shall hasten the coming of the day."

JUNIOR CLUB FILM NOW READY TO SHOW

An unusually interesting educational film has been completed and is ready for use. The film is entitled "Partners" and shows the purposes, organization, and results of boys' and girls' club work in story form. The pictures are unusually good and clear, the country scenes attractive and the subject matter right to the point. Livestock projects are especially emphasized.

The opening scenes are laid in Mapleton township, Blue Earth county, where the township farm bureau unit "starts something" by organizing a baby beef club. The following scenes carry one through the life story of a boys' and girls' livestock club, ending in the county at the county fair, and showing the work of the farm bureau and its agents in promoting this important phase of the extension service.

Later scenes show the different phases of livestock work at the Junior Livestock show at South St. Paul, including award of prizes, auction, banquet and awarding of trophies to the winners. The final scene harks back to the original farm in Blue Earth county where, as a result of club work, father and son are now "Partners" in the game of growing good livestock.

The film, consisting of three reels, cost more than \$4,000 to produce. There are five copies and they will be sent out at a very reasonable charge, which it is hoped will in time pay the cost. One plan is to urge every operator of a movie house in the rural towns of the state to run this film as a special feature for rural patrons.

New Creamery Projected

Through the efforts of Charles Hickman, Sherburne county agent, a farmers' cooperative creamery may be established near Zimmerman.

FARM RECEIPTS VS. EXPENSES IN 1922

Prof. Andrew Boss Analyzes Present-
Day Conditions and Suggests Ways
to Make Both Ends Meet.

What of 1922? Can the farm income be made to equal or surpass the farm expense?

Prof. Andrew Boss believes there is fair prospect of "weathering the storm" if staple products are grown and a well organized system of diversified farming is put into effect. There may be ways, he says, to increase receipts, while expenses can be shaved in some respects.

Speaking before the class in farm management and crops at the Farmers' and Homemakers' short course, Professor Boss said:

"The report of the secretary of agriculture for 1921 states that the farm crops of the United States for the year had a value of \$5,675,877,000 as compared with \$9,074,388,000 for 1920. This is a shrinkage in value of \$3,398,511,000. Reducing these figures to values per acre shows that an acre of farm crops in 1920 was worth \$26, while in 1921 it was worth only \$16.69, or \$9.31 per acre less. That there has been some curtailment of production is shown by a reduction in total crop acreage from 349,000,000 to 340,000,000.

"And the calamity is even worse than indicated by the figures because the purchasing power of the unit of such staple farm products as wheat, corn, oats, barley and cotton, is much lower than a year ago and they have a purchasing power in exchange for other commodities of only 40 to 50 per cent of their 1913 value.

"In the face of present economic conditions farmers must give serious thought to this year's farm business if receipts are to cover expenses. What can be done? The answer is, approach the problem from both sides: (1) cut down expenses; (2) increase receipts.

Keeping Down Expenses

"How can expenses be reduced? (a) Keep the farm stock on cheap farm grown feeds rather than on salable grain, expensive mill feeds, or commercial by-products; (b) Hire less labor and use the available labor only on productive enterprises; (c) Make the old machinery do. Machinery and equipment prices are far out of line with farm prices. They will be nearer together next year or the year after. Wait, if you can. (d) Calculate ahead what you are going to get for every dollar expended. Two hundred dollars spent for good dairy cows may give larger returns on the investment than if spent for a manure spreader or

some article for which you have only a little use.

Increasing the Receipts

"Increasing receipts is not easy in the face of falling prices, but there may be possible ways. Make the attempt (a) by increasing production wherever possible without materially increasing the expense; (b) by improving the quality of the product or by better preparing it for the market; (c) by adding new lines of production or changing to lines that promise best; (d) by reducing the cost of production, thus increasing the net receipts; (e) by getting more for what you sell. Combining with your neighbors in cooperative movements is a possible way of doing this.

What Looks Best

"No one can predict with certainty what may happen. Lines of production that have in the past given good profits probably may be depended upon to again give profits. It costs money to 'go in' and 'get out' and the 'in and out' never gets rich. Usually the change is made just too late to reap the profit.

"Grow staple products, putting the emphasis on those that can be economically handled under your conditions or that can be marketed to advantage. Just now wheat, potatoes and flax seem to have the edge on the other crops. Dairy cattle, poultry and hogs are returning more for feed and labor than other stock. One should not overlook the fact, however, that there is a limit to the amount of dairy and poultry products that can be absorbed and other lines may improve. Staple crops, standard livestock and livestock products and a well organized system of diversified farming have carried many farmers through the tight places before. The chances are they will do so again."

COOPERATION FOUND GOOD FOR MERCHANTS

That it is just as essential for village and small-town merchants to cooperate as it is for farmers, is the opinion of E. A. Larson, Kanabec county agent. Under a pooling arrangement made in October, merchants of Mora and Ogilvie and farmers of the two communities secured a carload of apples directly from the orchards, 100 boxes going to farmers and the remainder to merchants. The apples cost about 50 cents a box less than if they had been purchased through the usual channels.

Marketing System Under Scrutiny

After members of the Freeborn county farm bureau had found that there were 33 private buyers, two packing plants and eight other organizations performing the duty of delivering the farmers' livestock to the packer in their county, a resolution was adopted to create a livestock marketing committee to study present methods of livestock marketing and report to the annual meeting, according to Ben W. Rieke, county agent.

SALIENT FEATURES OF FARM BUREAU POLICIES

Coöperative Organization, Work of County Agents and University's Cost of Production Studies Indorsed.

Strong declarations favoring collective or cooperative buying and the development of organizations that are really and truly cooperative were leading features of the platform adopted by the Minnesota Farm Bureau Federation at its third annual meeting held the first week of the new year. Indorsement was also given the following propositions:

St. Lawrence waterway.
More economy in government.
Greater leniency as to farm mortgage collections.
"Truth in fabric" legislation.
Protection of resources from selfish exploitation.
Limitation of tonnage hauled on rural roads.
Better understanding between farm landlord and tenant.
Reduced freight rates on coarse forest products.
Membership for farmers on Federal Reserve bank board.
Lower transportation rates.
Increase of inheritance tax.
Larger portion of state aid for rural schools.
A tariff program that will protect all or none.
Among policies disapproved were the following:
Tax free securities.
The Adamson law.
Withholding of state control over intrastate rail traffic.
Guaranteed income for railroads.
Repeal of excess profits tax.
The sales tax.
"Pittsburgh plus" determination of steel prices.
Filled and modified milk products.

"We recommend to the various farm bureau associations," the platform further declares, "the development of truly cooperative local organizations for the handling and distribution of all farm products, and suggest that this be made a part of the program of work of the county farm bureau association for the coming year.

"We favor the investigational projects to determine the cost of production now being conducted by the state college of agriculture and the United States department of agriculture, and urge increased support for the expansion of similar items of cost going into the production of food.

"We recommend for thoughtful consideration collective or cooperative buying, and suggest that at our next annual meeting action be taken thereon, as at that time the cooperative marketing organization will be fully established.

"We recognize that the county agricultural agents' work in Minnesota has been of great value to our agriculture. We recommend that the salaries of such agents be paid from public funds, and that the expense of maintenance of such agents be paid from local funds. We further urge that in all counties where duly incorporated farm bureaus are organized with a membership of not less than 200 farmers, the county commissioners be required to appropriate money for the support of such county agents, and that the state as a unit and the federal government increase their support for such work.

"That county farm bureau associations in counties having a large number of rented farms be encouraged to

hold meetings of tenants and landlords with a view of helping each party to understand better the problems of the other, and of bringing out the experience of both landlords and tenants as to the most suitable rental contracts for the region."

CHIEF INTERESTS OF FARM WOMEN STUDIED

What are the interests of farm women? Have they changed any since the days of our grandmothers? By making note of the questions which they asked during Farmers' and Home-Makers' Week, Miss Mildred Weigley, chief of the home economics division of the university, finds that the present day farm woman's chief interest centers on her children, her home, and maintaining her own personal comeliness.

The women are particularly interested in developing good habits early in children, thereby saving much strength and time for the mother.

One learns that the farm women lead a very strenuous life and wish to learn the most restful and simple arrangement of the living room furniture and pictures. They feel the need of doing away with confusion in arrangement.

In studying which colors are most becoming to each woman, one woman gave voice to this idea: "Why it does not cost any more to wear a becoming color than it does an unbecoming one. It was worth coming here to learn that."

That there might be grades of shoddy as well as grades of virgin wool astonished most of the women. As one woman said, "I thought shoddy was just shoddy." The farm women should learn all they can about the quality of woolen goods as well as the tests for cotton and wool and the difference between woolens and worsted. A truth in fabrics bill should take into account the needs of the woman who buys woolen goods as well as the needs of the farmer who produces virgin wool. By their work in textiles the women are going to develop an intelligent public opinion on this subject.

Geiger's Work Appreciated

Praise for the work of Robert Geiger, former Scott county agent, now secretary for the Minnesota Holstein-Friesian Breeders association, is given by the Shakopee Tribune. "It is regretted very much by local people that Mr. Geiger leaves his work here. He was a hard industrious worker and always strived to please," the paper declares.

Good Object Lesson

The value of the use of purebred sires is emphasized in the herd of Mr. Breher of Chaska, who as a result of careful selection on the basis of records kept by himself for 10 years secured an average butterfat test in December of 57 pounds a cow. This, Ben Kienholz, county agent, points out, is a record hard to approach even by excellent purebred herds. Mr. Breher has a high grade herd of Holsteins.

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JUNIORS WIN LAURELS AT STATE CROP SHOW

State Horticultural Society Plays Host to Eighteen Leading Record Makers in Garden Clubs

Eighteen boys and girls, members of garden clubs of the state and who had made the best records in garden and canning club demonstrations, had free trips to the State Crop show in Minneapolis, Dec. 13 to 16, as guests of the State Horticultural society. Young people who won this honor were:

Dorothy Johnson, Glyndon, state champion; Tony Zalar, Eveleth, winner in northern district; John Erickson, Mora, winner in north central district; Alleen McDonough, Grand Meadow, winner in south central district, and Willard Weeks, Winona, winner in southern district.

Garden Club Representatives

Richard Kron and Leonard and Lloyd Larson represented the Cyrus Garden club which had best record as a club in the state. Clarence Nelson and Violet Kauffman represented the Mankato Garden club, winning second place.

Harold Olson, Hill City, Mervil Bray, Blooming Prairie, and Ellen Erickson, Mora, represented winning clubs in their respective districts. Violet Nesbitt, Mildred Albertson, and Helen Watkins of Eden Prairie and Luella Kreisel of Mora were given the honor because of their demonstrations in canning.

The Potato Exhibit

There were 80 samples of excellent potatoes representing potato club work in 17 counties. The best sample was an exhibit of Green Mountains sent by Harold Aiton of Grand Rapids, but which on account of a misunderstanding was barred from participating in prizes. The next best exhibit awarded sweepstakes was an exhibit of Early Ohio sent by Russell Younggren of Kittson county. The quality of the entire exhibit was very good, and shows the excellent results of potato club demonstrations.

There were 27 exhibits of corn on the open classes sent by corn club members, as well as a very creditable exhibit of canned goods by canning club members.

Demonstrations, achievement stories and club songs were given at several programs by the club members and were well received by the audience.

Clubs Coöperate to Get Railway

To secure a railroad for the community between Roseau and Bemidji, the Grygla Community club, Bemidji Commercial club, Bemidji Civic and Commerce association, Gatzke farm bureau unit and the Roseau Commercial club, meeting jointly, agreed to raise \$5,000 for a survey of a proposed right-of-way, according to J. W. Taylor, county agent for eastern Marshall and western Beltrami counties. After securing the right-of-way and building a grade, it is the intention of these organizations to turn over the project to the interstate commerce commission or some railroad company, Mr. Taylor says.



BOY AND GIRL GARDENERS AND CANNERS WHO WON FREE TRIPS TO THE MINNESOTA CROP SHOW IN MINNEAPOLIS, DEC. 13 TO 16, WHERE THEY WERE GUESTS OF THE STATE HORTICULTURAL SOCIETY.

WALKS 1 1/8 MILES IN WEEK CARRYING WATER

Water in the house as a factor in saving energy and time of the housewife is very clearly illustrated in a report given at a meeting of a group of women studying home management.

These interesting figures were worked out by one woman when discussing the special subject of the efficient kitchen. The work was done during a week in January of this year and there was only the work of an ordinary week, no task being carried on that required an extra amount of water.

Water carried daily, 7 pails—21 gals., for 7 days, 147 gals.
Extra water for weekly wash, 18 pails, 53 gals.
Total water for week, 200 gals.
Weight of water, 1,700 pounds.
Distance from well to kitchen table, 60 feet.
Distance traveled for each pail, 120 feet.
Extra distance traveled on wash day, 1,080 feet.
Distance traveled weekly carrying water, 6,960 feet, or 1 1/8 miles.

In this particular instance there is water in the new barn, in fact, in front of each cow. There is to be water in the house "as soon as it can be afforded."

Farmers Co-operate

Because privately-owned elevators in Lake City, Weaver and Plainview are for sale, R. W. Bennett, Wabasha county agent, has spent much time interesting farmers in forming coöperative farmers elevators.

"DOUBTING THOMAS" CONVINCED BY TREU

Because of a poultry culling demonstration conducted by Max R. H. Treu, Redwood county agent, Peter McKay of Kintire township in Redwood county, is now a firm believer in poultry culling. The culling demonstration was held on Mr. McKay's farm.

For more than six weeks Mr. McKay and his wife had observed a particular Wyandotte hen which had a nest under the crib in the cow barn. Early in the day of the demonstration, Mr. McKay removed the hen from the barn and marked her in a peculiar fashion. As soon as Mr. Treu arrived and was ready for work, the farmer brought out eight Wyandotte hens including the one he had marked, requesting the county agent to pick the best layer.

After Mr. Treu had picked the secretly marked hen as the best layer, Mr. McKay confessed the marking. He had looked upon culling as a waste of time and a fad, he told Mr. Treu.

An excellent dinner was the county agent's reward.

Farm Bureau Boosts Fair

By assuming control of the Wilkin County Fair association, the Wilkin county farm bureau built it up from a street fair to a typical Minnesota county fair, according to L. S. Stallings, county agent.

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FEBRUARY, 1922

WILLIAM A. McKERROW

William A. McKerrow left the world better for having lived in it.

Measured by years—in "figures on a dial"—his life was brief, altogether too brief; measured by events and deeds, may we not believe his was a full and well-rounded career?

His business and professional life, largely spent in Minnesota, was devoted to service. He had a genuine interest in the welfare of the people. They found him sympathetic, convincing and able, and so quickly responded to the confidence and trust which his own generous nature extended and invited.

His colleagues at University Farm and out over the state, likewise the thousands with whom he came in contact, know he was manly, open-hearted and clear-visioned.

Now he has disappeared from the familiar places here, but his name and memory will abide as an inspiration to those who knew him best.

SALARY EARNED FOR 50 YEARS

No use to tell the editor of the Lakefield Standard that the county agent isn't worthy of his hire. The editor has seen the agent in action and has studied the agent's mission. In a recent issue of his paper he said: "If all the hogs saved from cholera the last seven years by reason of the services of a county agent could be sold at even half the present market value, the sum would pay the county agent's salary for 50 years."

MRS. RIPLEY A REAL LEADER

Farm women of Minnesota are fortunate in having Mrs. E. V. Ripley of Hubbard county as a member of the executive committee of the State Farm Bureau Federation.

As the director of her local farm bureau unit and as the county director, Mrs. Ripley understands the needs of the local community and the contribu-

tion to be made by its women. She believes the women should work for better rural schools, better buildings, and better teachers. They should strive, she says, to obtain better recreation and better conditions for the children. Besides this, they should interest themselves in the economic problems of the farmers and the proposed legislation for rural betterment.

Mrs. Ripley has been a real coöperator in solving the labor difficulties of the farm women. She is one of a group of ten women who own a large steam pressure canner, and use it co-operatively. When asked what they did if someone moved away, she said: "No one ever moves from this neighborhood." This statement is easily credited from the account of the neighborly spirit which prevails.

FARM WOMEN SEE POINT

Farm women over the state are awakening to the fact that organized community effort will solve problems for them as well as for farm men. As this truth comes home there is an increasing demand for the appointment of more home demonstration agents in order that community projects may be set in motion where the need for them is great. Writing to the office of extension work with women, University Farm, a northern Minnesota woman says:

"The needs of the rural women of our northern counties are very evident. They need (1) organization, (2) morale and (3) money. The right sort of a home demonstration agent would put them on the way of getting all these things. I have tried to persuade the county fathers to make an appropriation for an agent, but there seem to be no funds available."

IS YOUR JOB A PROFESSION

Dr. C. A. Prosser of Dunwoody Industrial Institute recently told members of the National Council of the Railway Mail association what distinguishes a profession from a job.

"There are a number of things that distinguish a job from a profession," he said. "When a man holds a job he just holds a job; he usually works by the clock. He is satisfied to get by. He has no responsibility for anybody but himself; but when the thing he is doing comes to take upon itself the earmarks of a profession, then you have an entirely different thing, a deeper interest, a larger responsibility, a better service, a wider outlook, a vision for the welfare of the craft or the business or the profession in which he is engaged; and it is from the latter angle that I want to talk for a little while.

"You know there are certain things that go to make anything a profession. To be a profession it does not need to be something that you get by going to college or by holding a degree. It is more the spirit and the aim and the purpose and the method of your work than the grade of training it takes to follow it."

WHY LEAVE THE FARM?

Why did you leave the farm, my lad?
Why did you bolt and leave your dad?
Why did you beat it off to town
And leave your poor old father
down?

Thinkers of platform, pulpit and press
Are wallowing in deep distress.
They seek to know the hidden cause
Why farmer boys desert their pa's.

Well, stranger, since you've been so
frank,

I'll pull aside the hazy bank;

I left my dad, his farm, his plow,

Because my calf became his cow.

I left my dad, 'twas wrong of course,

Because my colt became his horse.

I left my dad to sow and reap,

Because my lamb became his sheep.

I dropped the hoe and struck the fork

Because my pig became his pork.

The garden truck that was mine to

grow,

Was his to sell, but mine to hoe.

It's not the smoke in the atmosphere,
Nor the taste of life that brot me here;

Please tell the platform, pulpit, press

No fear of toil nor love of dress

Is driving off the farmer lads;

It's just the methods of their dads.

HELPS EVERYBODY

There is plenty of evidence to support the statement that coöperative marketing is good for the consumers as well as the producers. The Los Angeles, Fresno and San Jose, Cal., chambers of commerce have repeatedly testified that under the coöperative system credits have been stabilized, products standardized and otherwise improved, bank deposits and land values increased and all lines of business benefited. In other words, coöperation helps to spell prosperity for everybody.

BETTER BUSINESS VITAL

"Better farming, better business, better living," this was the motto with which Sir Horace Plunkett revolutionized farming methods and conditions in rural Ireland. The problem was technical, commercial and social. The commercial feature offered the surest avenue of achievement. "Make the farmer a better business man," says Sir Horace, "and all these other things will be added unto him."

Nevada Drafts Miss Stillwell

Miss Mary E. Stillwell, for four years home demonstration agent in St. Louis county, recently resigned that position to become home demonstration agent leader for the state of Nevada. She has already begun her official duties in her new field.

Torblaa to Steele County

E. M. Torblaa, who until recently was agricultural agent of Chippewa county, has accepted a like appointment for Steele county. He succeeds O. G. Schaefer who resigned to become an assistant professor of dairy husbandry at the Pennsylvania state college of agriculture.

COLLEAGUES SHOCKED

BY McKERROW'S DEATH

Livestock Specialist Stricken as Co-operative Company, for Which He Gave His All, Gains Solid Footing

The untimely death of William A. McKerrow early in the new year was a staggering blow to his colleagues in extension work. At funeral services held Jan. 6 in St. Paul, Dr. Lucius H. Bugbee, pastor of the Hennepin Avenue Methodist church of Minneapolis, read the following life sketch of the departed:

Famed as Stock Breeder

William A. McKerrow was born near Pewaukee, Waukesha county, Wis., April 20, 1883. He died in St. Paul, Jan. 5, 1922, aged 38 years, 8 months and 15 days. He attended the grade schools of his home county and was graduated from Carroll college at Waukesha. He later attended the University of Wisconsin.

From early boyhood he took a great interest in the affairs of his father's farm which has long been known as one of the greatest livestock breeding establishments in America, and at a tender age showed unusual skill in selecting, developing and exhibiting great breeding animals. By the time he had reached manhood he was known nationally for his ability as a livestock breeder. At the time of his death he was president of the Geo. McKerrow & Sons Company.

Achievements in Minnesota

Mr. McKerrow came to the University of Minnesota in 1911 and gave distinguished service to the animal husbandry of the state as professor in charge of livestock extension. For years he was secretary of the State Livestock Breeders association and he was superintendent of the cattle department of the state fair the last four years. In these various capacities he had a large part in all the activities that have been for the betterment of the animal husbandry of Minnesota and of the northwest. He was a member of the National Livestock Marketing Committee of Fifteen, and for a year before his death took a commanding part in its work and deliberations.

For the last six months of his life he was general manager of the Central Co-operative Commission association in South St. Paul. His work in this capacity will be regarded by his many friends as the crowning achievement of his most busy and useful life. He gave his life for it, and as a service to the host of friends who entrusted him with the responsibility of selling their livestock. He possessed a charming, winning personality, which with his superior ability, gained for him a legion of friends who deeply feel their loss.

Early in life Mr. McKerrow became a member of the United Presbyterian church and his rule of life was to live up to all of the precepts of its teachings. He is survived by his father and mother, Mr. and Mrs. George McKerrow, and by his brother Gavin.

In the course of his remarks before the company of grieving friends at the funeral, Dr. Bugbee said:



WILLIAM A. McKERROW

"When one adds to an unselfish gift of service those qualities of sterling character which belong to the best manhood and womanhood, then they become indeed great souls whose going from us is like the snuffing out of a clear light.

"Such a man was this good friend, William A. McKerrow, to whom we come to pay this tribute of respect and affection. The signs of genuine sorrow and regret are evidence enough of how large a place he had made for himself among those who were associated with him in business and professional circles. He has carried with him into the eternal life the true wealth of service those qualities of sterling neither give nor take away."

Resolutions by County Agents

County agents of Minnesota have expressed the sense of their own personal loss in the following resolutions:

The county agents of Minnesota, grieving in the loss of our friend and co-worker, W. A. McKerrow—a friend whose help and inspiration, whose kindly smile, whose warm-hearted, whole-hearted interest in our work, whose never-failing words of cheer and timely advice have smoothed our pathways and filled our souls with the vision he had for a better, more prosperous agriculture for Minnesota, whose tireless energy and unselfish service, given so freely, gave us incentive to drive ahead where the road seemed rough and the future dark—desire, in so far as words are able, to express what lies close to our hearts in our great loss.

We feel that no man has done so much for the prosperity of the farmers of our state as our beloved co-worker. To him is due a large measure of the development of our dairy industry, our farmers with their improved cattle and other livestock, the marketing associations for livestock and the phenomenal success of the Central Co-operative Commission firm. Time alone will demonstrate fully what his life and work meant to our state. He burned up his strength and freely gave his most precious gift, his life, to the service of Minnesota's agriculture. What he has accomplished will live as long as our great state exists. The achievement is written into the history of our commonwealth. We are proud that we were permitted to aid in our poor way in his great work. We will miss him. His place cannot be filled, but we, in knowing him, count ourselves the better for our contact with him. Enshrined in our hearts as a priceless memory his life will ever be an inspiration to higher ideals and greater achievements.

We desire to offer our deepest sympathy to his relatives. We trust that they with us may

CASS FOLLOWS LEAD
OF SISTER COUNTIES

Aided by University Extension and Land Clearing Forces It Organizes for Development of Cutover Areas

Impressed by the splendid success of land clearing operations in Beltrami and Itasca counties last year, farmers, bankers and business men of Cass county are planning to put on a similar campaign which they expect will prove proportionately as rich in results as the campaigns in the sister counties mentioned.

Aided by university extension and land clearing forces, the farm bureau, the railway companies and various public and semi-public interests, farmers and business men of Beltrami county organized an association last year and raised their land clearing total from an average of 1.10 acres on each farm annually to an average of almost six acres on each farm. In Itasca county stumping was done on an area of upwards of 10,000 acres, representing a value in improvements of a quarter of a million dollars or more.

At a meeting at Walker on Jan. 25, Cass county men were scheduled to be addressed by M. J. Thompson and Otto I. Bergh, university substation superintendents; H. S. Funston of the Soo Line, H. W. Byerly of the Northern Pacific, and R. S. Duxbury of the Beltrami County Land Clearing association. A land clearing association for Cass county was organized and plans were made for 30 or more follow-up meetings which are to be held over the county by representatives of the land clearing section of the agricultural engineering division of the university, and of the state forestry department. County Agent M. P. Ostby of Cass county will announce the dates and places for these meetings.

According to Otto I. Bergh, the Itasca County Land Clearing association, which was organized a year ago, saved the farmers of Itasca about \$40,000 on purchases of dynamite, picric acid, caps and fuse. The association last year distributed 265,000 pounds of explosives.

Last fall a brushing and seeding campaign was put across with the co-operation of the land clearing men of the university. Twenty-eight meetings were held and marked enthusiasm was shown, says Mr. Bergh.

The brushing and seeding campaign will be followed next spring by a burning campaign while the frost is still in the ground.

Weed Inspector Needed

The farm bureau is asking the Goodhue county commissioners to support a county weed inspector, V. H. Kingsbury, county agent, reports. The presence of Canada thistle and possibly some sow thistle is speeding action, he says.

take some measure of comfort in the fact that his life was so filled with inspiration, service and helpfulness that he has been a blessing to every one of us. Respectfully,

L. M. BOND, Red Lake Falls
PAUL JOHNSON, Fairmont
A. E. ENERSON, Pipestone,
Committee

NEW PLAN FOR PIG CLUB WORK IN 1922

Important Change in Rules Reported by Committee Appointed by Director F. W. Peck

The committee appointed by Director F. W. Peck, consisting of T. A. Erickson, E. F. Ferrin and H. G. Zavoral, reports the following rules to govern state awards in pig club work for 1922, and recommends that these rules be used as far as possible in the local and county awards. The new plan contains some very decided changes from the old rules, which those organizing this line of extension work should announce in order to avoid misunderstandings. Three phases of the work will be encouraged:

- (1) The sow and litter
- (2) The single purebred sow pig, which should aim to develop breeding hogs exclusively
- (3) The fat barrow.

The Sow and Litter

The sow and litter will be encouraged as the basis of the other two lines as much as possible, but no special state awards will be made for litter exhibits.

Single Purebred Sow Pig

Any boy or girl may enroll with a single purebred sow pig or may enter the best sow pig from his or her litter. The state exhibit for this phase of the work will be held at the state fair. Every county with an enrolment of not less than 15 members, which may include any phase of the work, may send the pig club member making the best record in the county, to the state fair, with his or her pig. Railroad fare will be paid for the club member and express or freight charges on the pig. If a county wishes to send the winning pig of any breed other than the one whose record is first it may do so, provided at least five club members have this same breed, but the expenses of sending extra pigs must be provided for by the county or community. These extra pigs may compete for prizes and owners will have other privileges the same as those winning first place.

It is planned to arrange a week's program at the state fair full of good things for the pig club members who win this trip. No boar pigs will be eligible to pig club exhibit at state fair.

The Fat Barrow

Any boy or girl of club age may enter this class with a grade or purebred barrow or may enter a barrow from the litter, if he is enrolled in the sow and litter class.

The state exhibit will be held in connection with the Junior Livestock show at South St. Paul in November. Each county with not less than 15 club members enrolled for pig club work, all phases included, may send the club member whose record is first in the county, with his pig. Railroad fare will be paid for the club member and a minimum prize of \$5 given for each pig. If a county wishes to send more than one pig, the best of any breed other than the one winning first place, it may do so provided not less than five members have this breed. The

expenses of sending extra pigs with owners must be taken care of by the county or community. Pigs may compete for prizes and owners will have all privileges except payment of railroad fares. No sow pig is eligible in the market pig class.

Basis of award for purebred class:
 Type, conformation, quality and finish.... 70
 Records and cost of gain..... 10
 Daily rate of gain..... 10
 Story "How I Grew My Pig"..... 10

Basis of award for market pig class:
 Type, conformation, quality and finish.... 50
 Records and cost of gain..... 25
 Daily rate of gain..... 15
 Story "How I Grew My Pig"..... 10

HOW TO ORGANIZE AND USE DEMONSTRATIONS

Pursuant to the committee reports dealing with demonstrations adopted at the recent extension conference and reproduced in the December issue of the Extension Service News, it is worth while to consider the outline of Prof. D. J. Crosby of the New York State College of Agriculture. This outline, entitled "Essentials of a Good Field Test and Demonstration Meeting," is as follows:

I. The Field Test Distinguished from the Experiment

1. A field test is not an experiment.
2. The purpose of an experiment is to discover the truth.
3. The purpose of a field test, with its accompanying demonstration meeting, is to teach truth.
4. The lesson, or truth, to be taught should be in view (of the agent) from the beginning.
5. The questions likely to be asked should be anticipated by the agent and the demonstration should answer as many as possible of these questions. Demonstrations not capable of meeting these requirements should not be attempted. Leave doubtful trials to the experiment station.

II. Steps in Teaching by Demonstration

1. Securing coöperators—
 - a. Utilize local committeemen and newspaper publicity to arouse interest in neighborhood meetings.
 - b. At these meetings convince farmers of the practicability of the project by means of records of previous tests, by demonstrations, etc.
 - c. Ask for volunteer coöperators.
 - d. In consultation with members of the advisory committee select from the list of volunteers those who can meet the conditions for a successful demonstration, such as intelligence to understand and do the work, and land of uniform quality, free from disturbing factors, such as drains or large trees, and adjacent to a much traveled public highway. (Encourage other volunteer coöperators to try the tests, but do not include them in the formal coöperation.)
2. Conducting field tests—
 - a. Make a plan for laying out and conducting the tests. Go over this plan with members of your advisory committee to be sure that it is understood.
 - b. With committeemen present lay out one test (e.g., a series of plats), in all its details. Get committeemen to lay out as many as possible of remaining tests, or to assist in doing this.
 - c. Provide for checks, and in the case of variety tests have checks run throughout the series, i.e., one or more varieties should be used by all coöperators.
 - d. Put up conspicuous labels which "he who runs may read."
 - e. Inspect plats as needed, and have your committeemen inspect them.
 - f. In closing tests and computing results, discard all uncertain or doubtful factors.
3. Holding field meetings—
 - a. They should be timely, i.e., when results can best be seen.
 - b. The things to be seen and done should be definitely planned beforehand, and there should be some "snap" to the proceedings.
 - c. Small field meetings are better than large—everybody should see and hear.

REAL PROGRESS MADE IN ST. LOUIS COUNTY

Miss Stilwell's Review of Work Shows Extension Program Should Embrace Period of Several Years.

In her report for December Miss Mary E. Stilwell, who was then home demonstration agent of St. Louis county, made a few observations about the progress of community spirit. Extension Service News quotes from these paragraphs to call to mind again that an extension program should cover a period of years. It is the five-year program that brings results.

"In looking back on the four years of work in St. Louis county," said Miss Stilwell, "two or three factors stand out rather prominently. When I took up the work in 1918 one of the first meetings I attended was the annual meeting. Twelve men and one woman, most of whom were town folks, held a brief business meeting at which a new agricultural agent and I were formally hired and real rural work proposed. At the recent 1921 meeting, the attendance was about 250 and fully half of these were women. An evening and three day sessions were all too short to transact all the business that the folks wished to bring up. The best of it all is that half of the members attending were real country folks, but town and country joined hands in an active interest in county problems and a desire to get results whether it was a good road into the Fairbanks district or joint marketing places or what not.

"All this means that during the last four years these little local clubs have awakened to the need of real personal effort, and to the profit that comes from coöperation between neighbor and neighbor, between town and country. This awakening is, I believe, the result of much time put into detailed work in teaching club officers how to conduct club meetings, how to keep club records, how to plan club programs of work, and how to demonstrate to the community at large the concrete results obtained."

High Freight Rates Protested

Reduction in freight rates is sought by the Beltrami county farm bureau. Members have cord wood for sale, but excessive freight rates prevent its being shipped to western counties of Minnesota, says Agent D. C. Dvoracek. A reduction of rates would give farmers of northern Minnesota opportunity to sell low grade wood products, thus furnishing them with employment for the winter and giving them an immediate source of income.

- d. The agent should get some of those who are present to help him conduct the demonstration.
- e. The lesson should be "staged" to appeal to more than one of the senses—sight, hearing, touch, etc.
- f. The results should be interpreted in terms of things desirable, e.g., money, comfort, health.

III. Utilizing Results

1. At the field meetings secure lists of prospects for the next year, both for coöperation and for practical applications. Use pledge cards.
2. Conduct a follow-up campaign to make sure that no man forgets.
3. Let it not be your fault if any man fails to profit by the demonstration.

AGENTS PROMOTING BETTER MARKETING

Ample Warrant Found for Their Co- operation in Such Projects—Balmer Cites 1921 Achievements

(By F. E. Balmer)

County agricultural agents in Minnesota are actively promoting the development of better farm markets, notwithstanding the occasional charge that they are giving exclusive attention to production problems. Here is a part of the record of farm marketing achievements by county agents in Minnesota in 1921. They helped form:

Twenty potato marketing associations with 1,202 members

Twelve wool marketing associations with 463 members

Fifty-one coöperative livestock shipping associations with 3,527 members

Nineteen creameries with 892 members

Four coöperative elevators with 830 members

Eight miscellaneous associations with 1,127 members

These associations did a volume of business in 1921 amounting to \$2,045,529. A saving of \$148,644 was effected. In addition, the agents assisted 661 coöperative associations, organized or in existence previously, which in 1921 transacted business amounting to \$28,257,358 with an estimated savings amounting to \$1,934,809.

A total of 11,464 farmers outside of associations were aided in coöperative buying by which \$520,212 worth of business was done and \$111,987 saved. Data on business transactions and savings effected are difficult to secure. It is certain, too, that much work was done in this field which it is impossible to reduce to dollars and cents value.

Plain Words from True

Certain interests take the position that the county agents are going beyond their legal duties when attention is given to the development of better marketing facilities. But Director A. C. True of the States Relations Service, in speaking of the relation of the county agent to his people, says:

"County agents should assist the farmers with every problem connected with their business from the preparation of the soil to the marketing of products. It is natural for the farmers to look to the agent as an agricultural advisor and leader in marketing as well as production, and to expect him to give them information on questions of harvesting, grading, and packing. For the last two years the marketing problem has been the most vital one to all branches of agriculture. It is believed that it is logical and proper for the agent to encourage coöperative marketing, to obtain information as to what products should be worth, where the best markets can be found, and how these markets may be reached at the least expense to the producer.

"It is not proper for the county agent personally to engage in the buying and selling of the farmer's products, to handle funds in the transaction or to hold an office in marketing or other

farmers' organizations, but there should be no question as to his right to furnish the very best information and to encourage in every way possible the farmers who do these things for themselves, through some business manager or coöperative organization."

Action Taken Five Years Ago

The relation of the county agent to coöperative business organizations among farmers has been a much discussed topic ever since the county agent movement was introduced. Some six years ago the writer had occasion to serve as a member of a committee dealing with this question at a national meeting of those in charge of coöperative extension work both in the United States Department of Agriculture and the agricultural colleges. A part of the committee report formulated at this meeting in November, 1916, is as pertinent today as when it was written. Following are some quotations from this statement of policies on the question:

"It is believed that the colleges of agriculture and the United States Department of Agriculture through county agents can properly be of direct service to the farmers in an educational way in connection with coöperative purchasing and marketing associations that will be advantageous to farmers and not injure legitimate business interests.

Education on Business Lines

"No intelligent body can successfully dispute the right of farmers to organize for the promotion of education along business lines. The farmer's business education must now be put on a par with his education in production. This requires organization. Middlemen are a necessity in exchange, but it is generally agreed upon broad grounds that the farmers should pay the middleman for his service and for service only. In the event the farmer can serve himself more cheaply than the middleman is serving him, if he can install his own business machinery, arrange to pay cash, or furnish his own credit, he should do so. The middleman must consent to meet the farmer on this thoroughly sound basis or lose the farmers' trade. The same conditions which have made it necessary for the immense industries of the country to unite now confront the agricultural communities and all objections from other organized interests are rightfully waived by their own example in similarly organizing.

Call It a Duty

"It is believed to be a legitimate function of state and federal governments, in fact, it is their duty to furnish farmers with information which will enable them to develop greater efficiency in all respects, including the securing of their supplies and the marketing of their products in a more efficient manner.

"The legitimate and permanent service of the county agent in connection with the promotion of greater efficiency in business operations is in developing the farmers in helping themselves. The transactions may not move off quite so rapidly as if the county agent had connection with them, yet the permanency of coöperative organi-

zations will be realized more fully.

"The economic distribution of farm products and supplies is believed to be fundamental in the progress of agriculture and of equal importance with questions concerning production. In every community certain lines of business concerning the farmer are more efficiently developed than others. In lines of business where satisfactory and economic conditions exist, the agents need not give much thought to business problems other than to assure themselves that they do exist and to inform themselves on this subject as sort of assurance that such conditions may continue to exist.

Preference for Local Dealers

"It is considered a legitimate function of the county agent or farm bureau to aid farmers upon request in an advisory manner in organizing associations for the coöperative purchasing and selling of farm commodities and in conducting such business along economic lines. As a matter of practice whenever and wherever satisfactory contracts can be arranged for conducting such business with local dealers they should be given the preference.

"After the need of a better plan of business has been well established and the method of betterment has been agreed upon by the farmers themselves, it is important that the county agent use proper judgment in his relation to the enterprise. In no case should a county agent act as an officer of any organization or sign letters relative to its business in which he would represent the organization either directly or indirectly concerning financial matters. An important responsibility rests with the county agent in directing the line of coöperative effort to be undertaken so that it will insure the most certain success. This requires an intimate knowledge of local conditions before the county agent is in position to advise safely upon the question. It is very important that the most capable farmers in the community be interested in any proposed coöperative business enterprise. The coöperative effort must first of all represent a real need in the community."

Juniors' Fair Great Success

With 2,000 in attendance and with \$600 to spend in premiums and for entertainment, the Boys' and Girls' fair at Lake Elmo, where 354 club members closed their club work for the year, was declared to be the biggest event of the season in Washington county. According to R. V. Brown, county agent, the event was like a regular county fair.

Community Centers Planned

Development of community centers is part of the program of the Houston county farm bureau, according to C. C. Turner, county agent. The farm bureau is coöperating with the Caledonia Commercial club in organizing a community center.

Believes in Club Work

Ed. C. Johnson, Becker county agent, expects to make junior club work one of his major projects during 1922, he declares.

FARM FAMILY MADE ILL BY TB IN COWS

Plight of Northern Farmer Demonstrates Need of Continued Work to Eradicate Bovine Tuberculosis.

Two instances showing the need of control of tuberculosis in cattle have been noted recently. At the annual farm bureau meeting in Beltrami county a member said his herd of 10 cows had just been tested and condemned. He was not asking for sympathy, he said, but wanted to know if it would not be possible for the farm bureau to undertake work that would prevent recurrence of such loss. The response of the meeting was immediate, and as a result the farm bureau adopted as one of its projects, the eradication of tuberculosis in cattle through testing by the State Livestock Sanitary Board.

A few days later, in Cass county, County Agent M. P. Ostby drove to a farm on which testing for tuberculosis was in progress. The veterinarian was at the barn, just completing his work. Two of the cows had reacted, and the farmer was contemplating his loss. This was not all, though. In the house the farmer's wife was seriously ill of tuberculosis, also one child was affected with the disease.

The farmer had suspected tuberculosis in his herd when he learned what was affecting his family, and the visit of the veterinarian had confirmed his suspicions. The condemned cows will be disposed of at once, but it will be a long and weary pull before the wife and child are back to health again, if indeed they ever are. County Agent Ostby says this farmer has learned his lesson at an awful cost to himself and family, although through the county extension service every effort is being made to prevent just such sad occurrences.

\$100,000 RECEIVED FOR CULLED POULTRY

The total value of culled poultry in Yellow Medicine county will closely approximate the \$100,000 mark, says J. W. Lawton, county agent. Poultry keepers say that culling work alone for a 27-day period paid the total expenses of the county agent for the entire year, Mr. Lawton declares. Out of an approximate number of 294,800 chickens in the county, 221,000 have been culled through the efforts of the farm bureau, he estimates. Because of culling, roosters have been sold off closer this year than usual.

"On close estimates a total of 22,000 roosters have been sold that have in previous years remained on the farm until spring," he says. "This is shown in estimates of poultry dealers. The culled chickens outside of the roosters will closely total a \$100,000 mark, or a total of 17½ carloads of poultry for the whole county.

"Only hens with three fingers between pin bones are laying now and such hens must be obtained to pay in the poultry business in this county."



MISS ANNA TIKKANEN

Recently Appointed Home Demonstration Agent of St. Louis County

Miss Tikkanen received most of her training in Finland. She was graduated from the grade school and the Ladies College at Kuopio. Then she studied for a year in the Kindergarten Normal school at Helsingfors, the capital of Finland, and also gave another year to the study of home economics. She came to the United States in 1906 and completed her normal school training in Cambridge, Mass. She then devoted five years to community work in the city of Boston. For the last four and a half years she has been in the service of the Oliver Mining company as its social welfare worker in the Virginia district of the Iron Range.

Ambitious to Become Dairy Center

A privately owned creamery will be instituted at Walker as a result of a dairy meeting. Three carloads of dairy cattle will be shipped in, and purebred sires bought next spring as part of the program of the community to establish a dairy center.

Farmers Build Community Hall

A community hall is being built by the Willow Valley Farmers' club at Gheen. The club is interested in major projects such as livestock, poultry culling, marketing and land clearing, besides women's work in the home, says County Agent August Neubauer.

More Coöperation Urged

Coöperation with bankers is recommended by Lloyd E. Hudson, Watonwan county agent, as a means of helping the work of the farm bureau. Several misunderstandings with banks of the county were cleared up, he says, as a result of calls made by him.

INSTITUTE WORKERS START 1922 CAMPAIGN

A conference of farmers' institute workers was held in offices of the extension division at University Farm on Jan. 9. Institute men present were C. E. Brown of Elk River, John Bower of Lakeland, F. F. Marshall of Grove City, J. F. Conner of Redwood Falls, O. M. Olson of Moorhead, and J. E. Eastgate of Larimore, N. D. The conference was presided over by Director F. W. Peck, and was attended by staff men and women of the division.

Messrs. Brown and Bower have been assigned to southeastern and northeastern counties; Messrs. Marshall and Conner to the southwestern part of the state; Messrs. Olson and Eastgate to central and northwestern counties.

The special subjects of the various workers are; Mr. Brown, potatoes, corn, clover, concrete construction, barn ventilation, soil fertility; Mr. Bower, hog raising, dairy feeding, marketing dairy products, silos and silage, feeds and feeding general livestock, and judging dairy cattle; Mr. Marshall, beef cattle, corn and hogs, feeding dairy cattle, soils and tillage, and horse breeding, care and handling; Mr. Conner, economical production of pork, alfalfa and other legumes, marketing and coöperation; Mr. Olson, potato growing, corn and other crops for grain and forage, soils and tillage, clover and hogs; Mr. Eastgate, crop rotations and soil fertility, general livestock (care, feeding and handling), alfalfa and sheep.

How Crop Show Aids Growers

Twenty-three blue ribbons and sweepstake prizes and two red ribbons were won on 22 pecks of potatoes taken to the Minnesota State Crop show in Minneapolis by A. H. Frick, Itasca county agent. As a result, he says, many inquiries for seed and other potato stock were received at the show, and many prospective purchasers were furnished the names of growers of the various varieties. According to the report of A. S. Grant, a St. Louis county agent, 27 exhibits of potatoes from his district drew 27 different prizes. The exhibit from the Northeast Experiment Station, he says, received much attention.

McCann Checks Cattle Disease

After J. J. McCann, Pennington county agent, had advised farmers to treat cattle with silver solutions and keep them in dark places, an epidemic of eye disease, said to be infectious keratitis, was checked, he reports to W. E. Morris, assistant county agent leader. The disease made its appearance in the southern part of the county.

Milk Ordinance Forecast

As a member of the Nicollet county Red Cross board, Earl Springer, county agent, called a mass meeting at the courthouse at St. Peter in December. Many farmers, he says, were among the 100 attendants. As a result of the meeting, St. Peter will probably have an ordinance that will guard against poor milk supplies.