

Wemy Tex Jan 10, 10  
Dr S Knapp  
Dear Sir

I have contracted for  
the pasture fence, we are  
to pay (14) fourteen dol. per  
mile for building the fence  
& we also furnish team to haul  
material to the land to be  
fenced.

We are still having cold  
weather the ground is  
frozen every morning.

Our stock is doing well

Truly yours

Fred Stockwell



# THE BUSINESS MEN'S LEAGUE.

GREENVILLE, MISS.

Jan., 21, 1910.

Hon. S. A. Knapp, Chief,  
Bureau Plant Industry,  
Washington, D. C.

Dear Sir:-

Herewith stenographer's copy of your address delivered in Greenville on the afternoon of January 17. While we are assured by the stenographer employed to take this address that it is a correct transcription of his notes, the undersigned is reasonably sure the text enclosed does not contain all you said. However, we trust sufficient of the matter remains for you to be able to make something of it.

Assuring you of our respect and of the pleasure it afforded us to have you in Greenville,

I am,

Yours truly,

*F. M. Runnels*  
Secretary.

FMR/k

Mr. Chairman Ladies and Gentlemen:-

The words that I am to utter to you is simply a plain talk to common sense people about matters that interest them. I shall not come here to give you encouragement unless the facts substantiate it, I have simply come here to tell you the plain truth, and I am in a position to know the truth. Those who are acquainted with me, have known me to say some pretty severe things some times when warranted, and all I claim is to give the truth. You have some things to your advantage, not only here, but through this Southern country. Seventy per cent of the cotton of the world is produced in the cotton States of the United States. The two great necessities of the world wrought out by human effort, are food and clothing. It is seldom in human history, if ever before, that one nation has had the monopoly of either of these great interests. Such is your peculiar fortune to day, that you produce seventy percent of the material that clothes the world, and clothing is just as essential as the food supply.

Look for a moment at the increase demands for cotton. If you note carefully, you observe, that it has doubled once in about twenty two years. If we estimate ~~15,000,000~~ 13,000,000 bales as a minimum supply on the part of the United States, for the worlds clothing at the present time, we go back twenty two years, and we find that a little over 6,000,000 bales was sufficient at that time, and twenty two years prior to that 3,000,000 bales filled the demands, and twenty two years prior to that a million and a half bales met the exigencies of trade. If we pursue the same line for the future, in 1932, it will require 26,000,000 bales, and in 1954 it will require 52,000,000 bales of cotton to meet the demands.

Here is one of the most wonderful opportunities for wealth that has been known within the historic period. Our lands and climate are exceedingly well adapted to the production of the fleecy staple, and the intelligence of the farmers of the South, and their long experience with cotton have equipped them to do the work and to do it well. Besides that, our commercial interest are founded on the cotton staple, and it is a tremendous affair to undertake to change the entire economic conditions of a great State or of several States.

The reason for this increase demand for cotton are many fold. Each man wears ~~more~~ more clothing than he used to. He wears more and better clothing. Another reason is, that cotton is more universally worn? They have found classes of cotton

with wool in broadcloth, so that cotton not only makes all the cotton clothes, but is associated with silk and wool. Another is the civilization, the Railroads and trains and fast steamers. There are other countries that can produce cotton. I have heard it said that this is the only country that can produce cotton, that is wrong. They produce better cotton in Egypt than we do. So much so, that we are importing a good many bales every year. They produce it in Peru, and we import that. I was interested to know why they could not produce a large amount in China with their cheap labor, and went over to Shanghai some years ago, and found that their cotton was planted in rows two feet apart, and their stalks were about two feet, and each one had about three bolls on it and rather small bolls, then there was some open space. I said to the Chinaman who was with me, why dont you pull up these stalks and give more space, so they may develop and raise more and better cotton. He said, "one stalk he make three bolls, two stalks he make six bolls, why pull him up. The Chinaman has intelligence in some lines, but not agriculturally. In British India some of the same conditions prevail. The tenant refuses to pull the stalk up, and therefore he gets a low grade of cotton. There is another reason, they do everything by hand work, and we can use machinery. Some times I am told on these large plantations, that we cannot get the negro to use this machinery. If you cant we are gone. That problem must be worked out. You might just as well say, that the carpenter shall return to the old plan of sawing everything out with a hand saw, instead of using the modern machinery, as to say that the farmer shall continue in the old way of doing everything by hand. In the rice fields of Louisiana, where machinery is used, I found that one American with modern machinery, could do as much work, as two hundred Japanese could do by hand. He tills every foot of land with a spade and plow. An acre and a half to an acre and third is a years work for one Japanese and his wife and daughters, and that will be full work. I have known a man and his wife in Louisiana to cultivate 200 acres in rice by use of modern machinery. Therefore the use of machinery is one of the things that is absolutely necessary to the success of the farmer of to day. The farmer who uses modern machinery in planting and cultivating his crop will succeed, and the one who does, will make a failure. The old way of working a crop by hand by the use of the spade and the plow, is a thing of the past. We have got to come to the use of modern machinery, and the sooner we start, and let the negro understand that he must ~~xxx~~ work his crop in this way the better off we will be. We must use machinery to till the soil both in breaking and in cultivating. Now there are somethings that are making against our holding our own in the cotton line, and one is the tendency of every cotton

planter to want to combine. We have a great many combinations and large corporations, and in as much as there many combinations, it is all right for the cotton man to combine, but should we force the price of cotton beyond what the laborers of the world can afford to pay for their clothing. If it was not for the boll weevil, I beleive you could make a 20,000,000 bale crop of cotton, for the farmer would plant all his land in this plant, and they would even fertilize the top of their barns and plant them in cotton, but ~~the~~ what has happened to disturb our continued prosperity? Simply the invasion of the Mexican boll weevil., and cotton will not grow with the boll weevil, they cant produce it. The poor as well as the rich are affected by it. Now the the boll weevil has come to alarm us, I am going to jump into the middle of the subject, and answer this question. Can we make a crop of cotton with the boll weevil? I answer we most certainly can. It has been done. In the Delta Country of Louisiana, the crops some times varied about 50% from one year to another, but can we under fair conditions make a good cotton crop with the boll weevil present. I want to say to you gentlemen unqualifiedly, without any mental reservation, and without hesitation, we can. It has been proven. I went over crops last winter and Spring, where everything that could be done, was done to convince you that you ~~not~~ could not raise a crop of cotton under the existing conditions. I was there again this season, and I found that they had gone ahead and made a crop. Producing cotton under the boll weevil conditions will cause some changes in the methods that you have followed in the past. In the first place it will be necessary to have good drainage, because it is of great importance to get a good stand. With good drainage and a properly prepared soil or seed bed, we are almost sure to get a good stand of cotton, if we use good seed. The three main features of cotton production, which we urge are; The seed bed. The seed, the cultivation.

It will discuss these topics and explain the importance of having early maturing varieties of cotton and cotton that puts out fruit limbs among the first branches. Necessity of keeping the soil in the best mechanical condition for porosity and retention of moisture, it is necessary from time to time to have rotation of crops, otherwise diseases will get into the crops. <sup>They</sup> ~~are~~ are liable to anthraenose, to wilt, and to root rot. All of these facts go to show that we must change our methods and we must have more or less rotation of crops, such as cotton followed by a corn crop, or a grass crop, because a certain amount of humus must be kept in the soil. This will require more work per acre and of course, with the present labor it means that fewer acres will be cultivated. We hear

on all sides we should diversify and raise less cotton. I agree with you we should diversify, but we must raise more cotton per acre, with fewer acres to the crop.

It will be necessary to produce more corn, more Alfalfa, more cow pease, have more winter clover crops, and the use of certain portions of your land for pastures, or it may be advisable in some cases on alluvial lands to have farm pastures in the hill section where the stock can be kept during the summer.

The coming of the boll weevil in many cases may form the breaking up of very large plantations and the coming of more small farms with a greater diversity of crops. In Louisiana and Texas, where the boll weevil first made his appearance, one ~~sixth~~ half of the lands were thrown out. They were so frightened, that they moved out and abandoned their land. The tenants all left and the men who owned small farms moved away. I found many men who owned from two hundred to three hundred acres who simply abandoned their ~~farm~~ farms and moved away. I met a man who was starting for Oklahoma, and he said he could not make cotton in a boll weevil country. They say that the boll weevil lays his first egg or forms in the cotton boll. I can prove that statement is not so. The boll weevil, first lays its egg in the Bankers vault. I have had any quantity of them to come to me and say how long before the boll weevil will get up to this county. I said about the usual time. Well, sir, they would say, I am not going to put up a dollar. I told them you must put up some and help the country. The boll weevil first hatches in the Bankers vault. Then the next place they lay their eggs is in the merchants store. They were afraid to put out anything and refuse to advance supplies for the making of a crop, and the next place he lays his egg is in the negroes brain, and we hear them all say, there is not going to be any cotton raised in this section, I am going to another place where I can raise a crop. In Harrison County about five hundred negroes, that were working on the farms, threw up their crops, and said they were going to leave the country, that they could not make anything there. Too much rain, too much boll weevil, and required all the effort they could put forth to get them to go back to the farm. Harrison County is right on the border of Louisiana, and has a heavy rain fall, and that was the best job they ever did, when they got them to go back to the farm. After one of our men had talked to them, and shown them how foolish they were for leaving. They ~~could~~ could make a crop, if they would follow the Government directions in the matter, most of them went back and raised a good crop of cotton, and had enough to live on, but those that went away to the saw mill country, went hungry. They defied the boll weevil in Harrison County.

Hitherto we have leased our lands and allowed the tenant to farm at his will. In the future the successful planter will be obliged to have his plantation supervised, and his work done according to the definite plans. In case of a merchant owning several farms, it can be easily arranged.

In case of a large number of farmers, it will require that one man be employed to supervise and give special directions to the small farmers, because it will never be safe, under boll weevil conditions, to allow the old loose way of cultivating crops. It is sure to result in failure. In fact, it has always been a failure to a great extent.

In the course of this diversification necessary to be carried on, it is very important that the towns should take a part, and should establish such industries as are correlated to the country. For instance, facilities for processing the hogs that are raised in the community and preserving meats.

Some cotton manufactories in many towns can be established with profit, also furniture factories, wagon factories and many kindred industries. In some instances some of these industries will be carried on only in the winter, when there is abundant labor idle on the farms. Hitherto the farmer has expected that the tenant farmer or the farm laborer would earn all that was necessary during the summer, but we are coming into a more strenuous life, and labor must be provided for the winter. How can this be done?

First, diversification will tend to do considerable of this.

The household garden, if properly carried out, will furnish food for the winter and summer, and a good deal of work can be done on it during the winter months.

The clearing and the fencing, and the repair of buildings can go on during the winter months, so that as a whole, where small farms are, the labor can be pretty thoroughly employed the entire season.

We must establish Manufacturing industries, but it is foolishness to talk about abandonment of the growing of cotton. We have just begun to grow cotton, the man who talks otherwise, is just uttering cheap talk. At the same time we are coming to a crisis in the history of the great crop. We must meet it like men. You can produce cotton if you wish,

boll weevil, or no boll weevil. I do not believe that the great American people who have fought and conquered so far intend to be whipped by such an insignificant thing as the boll weevil.

Out in one county in Texas, in 1904, the Government took charge of the fight against the boll weevil, when the entire county was demoralized. That year the County produced 40,000 bales. In 1906, the yield had grown to more than 72,000 bales, and conditions were better there than ever before, as the people had learned to diversify their crops, and to raise their own provisions. For fear that some one will doubt the statements I have made, I wish to state I have with me the names of more than 2,000 people from Louisiana, Mississippi and Texas, who have made a success of raising cotton under the Government plan, in spite of the boll weevil. As I have stated before the essentials for fighting the boll weevil, are first, there must be better drainage of the soil, so there will be a good stand, and the crop can be worked soon after rains. There must be excellent preparation of the soil for planting. Plant early as the season will permit and be safe. Seed of an early maturing variety must be used, one that puts out its fruit limbs low on the stalk and fruits heavily. Rows wider apart than usual. The seed also must be of the best quality. Cultivation should be intensive.

Do not lay by cotton as usual, but continue to cultivate until the bolls begin to open. Cotton is thus made all the time. If the rules of producing cotton are followed a good crop can be made.

To gain the greatest good you must supervise your tenants. You must give them to understand that the day of the haphazard methods is gone. It is the man who uses the most horse and mule power who wins to day. The successful man is the one who enslaves machinery.

We are in the period of higher prices for labor. It is heret o stay I believe, and the man who will win is the one who will see to it that he gets more work out of that labor.

The south should be the richest country in the world. That is from an Agricultural standpoint. You have advantages over every country for the production of good crops, and if you do not succeed, it is your fault, because you failed to apply the proper methods for planting and making a good crop.

7th.

Dont get scared pfof the boll weevil, it can be whipped. Diversify your crops and get more out of the soil. When you talk about abandoning cotton, you are laying the foundation for agricultural ~~distrust~~ distrust, and that means an agricultural panic. You might just as well put dynamite under your cities and blow them up, as to destroy your agricultural districts. The prosperity of the two must go together. ~~Maxwell~~ The Government gives you a method by which you can succeed if you will. Such men as Congressman Ransdell and Col. Maxwell, of Louisiana, have followed this advice, and they have made ~~good~~ good crops in spite of the boll weevil. Col. Maxwell, said that out of 1500 acres of cotton, he produced 700 bales. I would be glad to give you a list of the names I have, but I will not have time here, but if you will write to my office a list will be furnished you from men who live in the boll weevil sections of Louisiana and Texas, who have made good crops this year. We are prepared to prove our position, and if any of you were born in Missouri, and have your doubts about it, go and find out for yourselves.. We tell you the truth, and then you cango and see for yourself. When I came into this section, I found more young men who were educated agriculturally, than I found in any other State, all to the credit of that great man General Stephen D. Lee, and that great man Proffessor Hardy, who is now at the head of your Agricultural College. The 12th. of this month, I sent a graduate of your college to visit the King of Siam, who wanted to learn our methods for making cotton. Mr. Barnett goes there at a salary of \$6,000.00 a year, and his salry begins from the day he leaves Washington. That is what the young men are coming to. There is a great opportunity before the young, who are educated in agricultural lines. There is a demand for them. I have a great respect for the men you send to Washington from this State. You have a great many great men in congress. Your own congressman Mr. Humphreys, is a man that attends to his business and carries great weight in congress. I hear more men say, if you can get Ben Humphreys to advocate that, he is a power on the floor, and then thatold hero Senator H. D. Money. Why he said to me last year, I am going to get that appropriation for you, I am go ing to have it if I have to wring their necks. That is the kind of a man he is. He is going to win, and he ~~has~~ does win. You have got some more men that are coming on. Your next Senator Williams, you have so many great men, that I hardly know which one to pick. ~~from~~ When you have filled up the rank of congressmen, you could find a regiment just as good as they are. This State is noted for her great men. Then I am proud to have spoken to such an intelligent people.

8th.

Your land is worth \$200.00 an acre. They are producing Rice, Cotton, Alfalfa, good stock and many other things. Every one who follows our method of planting and cultivating a crop make a success of it. You cannot fail, if you will follow out the instructions laid down by the Government. What has been accomplished in other sections of this great cotton belt, you can accomplish, but will have to lay aside the old way and follow out the plan as laid down by the Government.

You will live to see this land worth three times what it is worth now, and you CANNOT AFFORD TO SACRIFICE IT. Hold your land and there is no reason why you should not succeed. This is the greatest country on earth for the production of the worlds greatest crop. You can make a crop here after the 15th. of June, just so long as you work your land properly. I have some letters here that I want read to you, and I am going to stop now and have those letters read to you, to show you what others have done where the boll weevil exist, simply by following out the methods of the Government. I am glad to have had the opportunity of speaking to you, and I hope it shall be my pleasure to meet you again. This work of education will go on, until this method is adopted by every planter in the land. ~~With~~ Mr. H. D. Tate, will read to you two letters now from Col. Maxwell, of Louisiana, whom many of you know.

Denny Tex Jan 27/10  
Dr B B Knapp  
Dear Sir

We are now having fine weather for winter.

There is one mile ~~of~~ of the pasture fence complete & the fence line set on all but the north side it will be finished in February.

We have started work on the barn again but it is slow as we can not work with cement in freezing weather.

We haven't sold any feed corn yet but it is early to sell much

I shall need some money to pay for the improvements. The last of Feb. I have enough to pay off on Feb 15

Truly yours Fred Stockwell

C O P Y  
UNITED STATES DEPARTMENT OF AGRICULTURE,  
BUREAU OF PLANT INDUSTRY,  
WASHINGTON, D. C.

OFFICE OF FARMERS' COOPERATIVE  
DEMONSTRATION WORK.

IN YOUR REPLY  
REFER TO

Columbia, S. C.,

February 5, 1910.

Dr. S. A. Knapp,  
Bureau of Plant Industry,  
Washington, D. C.

Dear Dr. Knapp:

Your letter of February 3d received. I am very thankful for your appreciation of the money donated to our work by Mr. Parker. If you will notice in my telegram I state that this was Lewis W. Parker, who is President of the Columbia Cotton Mills and two mills at Greer, S. C. The mills at Columbia are Olympia, Granby, Richland and Capital City. He made this donation for himself and the mills he represents. It is a gift outside of the Manufacturers' Association. Mr. Lewis W. Parker is President of the National Manufacturers Association and is a cousin to our man, Thomas F. Parker, in Greenville. I would like for you to write a letter of thanks to him. His address is Lewis W. Parker, Greenville, S.C. He makes his head-quarters at Greenville.

The gift of the Manufacturers Association was a gift directly to our work without regard to the staple of cotton, has been reported by the newspapers. I am transmitting to you a copy of the letter from Mr. Smythe, President of the State Manufacturers' Association.

Mr. Lewis Parker states that he would like to get grown in this State if possible a longer staple cotton than we at present grow in most cases. The staple he says he would prefer would be about 1-1/8 to 1-1/4 inches in length. The only conditions in regard to using the money, which I made to him, were that we would use the money, a part of it, to employ agents in counties where we had no agent and some of it in the purchase of seed to be distributed in an effort to produce the kind of cotton that the mills demand. There are two kinds of cotton now grown in the State I believe, which will satisfy this demand, that is the Columbia Long Staple and the Coker cotton originated by Mr. D. R. Coker, a gentleman whom you met at Florence and you can probably call him to mind as he was one of the judges of the Corn Exhibit and made a speech, the last one made to the boys. Mr. Coker assures me that his cotton is equally as productive as the average cotton of this State. Mr. Parker says that the seventy (70) bales he bought from Mr. Coker of this cotton, gave perfect satisfaction. I am going to make further investigation along this line. Mr. Parker also informs me that he paid four cents premium for the cotton purchased from him and that if there is any difference it was a little better cotton than the cotton known as the "Mississippi Bender".

Mr. Bradford Knapp writes me that he will be down the last of the month. I shall be glad to go over carefully with

him all the plans of the work and I think we will have no trouble in arranging it so that it will be perfectly satisfactory to all concerned. These men that are helping us and that we are dealing with are very fine men, indeed.

I wrote yesterday that the Agricultural Committee reported favorably by a unanimous vote a bill to give \$5000 to aid our work and that I had gone and spoken to the Ways and Means Committee, at their request. I learned this morning that they also reported favorably by a unanimous vote the donation of \$2000 as was requested. I suppose that they will arrange matters to give us from \$2000 to \$5000.

You spoke to me of getting some funds from another source to help the negroes. I am very anxious to do this and to give them all the aid possible; if the Slater Board would donate some money I think we could use it very profitably, indeed.

Very truly yours,

(Signed) IRA W. WILLIAMS,  
State Agent.

Perry Tex Feb 7/10  
Mr Knapp  
Dear Sir

There is three of us now  
working on the barn.

The weather is warm so we  
can lay the concrete

You never told me what to  
do about the roofing, whether  
all iron or part shingles or  
where to get it. C W Brown <sup>(Bremont)</sup>  
says he can furnish any grade  
of roofing as cheap as they  
can in Houston

I have sold all our Leghorn  
cockerels at one dol. each.

We have our plowing nearly all  
done.

There was a heavy rain Feb. 3 enough  
to fill all the tanks.

Yours Truly  
Fred Stockwell

Benny Tex 3/14/10  
Mr S Knapp  
Washington D.C.

Dear Sir Your letter with  
\$60. recd. & deposited to your  
credit; find enclosed duplicate  
receipt.

There is nearly 4<sup>3</sup> miles of  
fence complete on the pasture.  
We have had notice served  
that we were fencing a public  
road, you will remember the  
road we cleared when you  
were here it could not be  
a public road.

I will go & see the County  
Commissioner as soon as I can  
make an appointment with  
him

Yours Truly  
Fred Stockwell

SAK-EV

February 16, 1910.

Mr. Joe M. Chapple, Editor,  
"The National Magazine",  
Boston, Mass.

Dear Sir:

Your letter of the 8th, with request that I elaborate on the information gleaned by you from the Secretary, and furnish a sketch for your Washington Department of your magazine, received, and brought to my attention upon my return to the city Monday morning.

I was too much engaged to prepare the article but detailed my Secretary to do so, and herewith forward an article which has my endorsement. Am forwarding under another cover a few photographs of the work which may help make the article more attractive.

Trusting that you will find that this will fill your requirements and asking that you will return the photographs when through with them as we have no duplicates, I remain,

Very truly yours,

Special Agent in Charge.

(Inclosure)

BK-EV

February 11, 1910.

Mr. Joe M. Chapple, Editor,  
"The National Magazine",  
Boston, Mass.

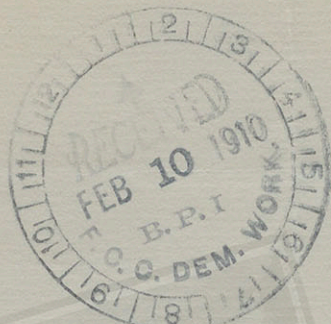
Dear Sir:

Your letter of February 8th, directed to Dr.  
Knapp, received.

Dr. Knapp is absent from the City addressing an  
important farmers' gathering at the University of  
Wisconsin and will not return to the City until next  
week. In the meantime I will hand your letter to Prof.  
O. B. Martin, of this Office, who has charge of the  
Boys' Corn Club movement in the South and will request  
him to give you the desired information.

Very truly yours,

Assistant in Charge Administration.



THE NATIONAL MAGAZINE  
BOSTON, MASS.  
EDITED BY JOE MITCHELL CHAPPLE.

Feb. 8, 1910

Mr. S. A. Knapp,  
Agricultural Department,  
Washington, D. C.

My dear Mr. Knapp:-

Enclosed herewith is a paragraph which I have written from some information gleaned from Hon. James Wilson. Could you kindly elaborate on the sketch so I can make a stunning good sketch in the Washington Department of the National, together with a portrait of yourself?

With best wishes, believe me,

Yours sincerely,

*Joe M. Chapple*  
*J. M. C.*

J.M.C.-F

An indication of the keen and aggressive policy of the Agricultural Department is shown in the awards and diplomas issued by the Department to the boys in the four Southern states who produced the largest yield of corn. It has long been contended that the bold weevil will be eliminated by more diversified crops and more extensive farming. Records show that the damage has been steadily decreasing, as these suggestions of the Agricultural Department are taken up.

In the recent contest just closed the young man who won the prize secured one hundred and fifty-two bushels of corn from one acre of Mississippi soil. Keeping in close touch with the farmer has been one of the securities of the great success of the Agricultural Department.

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February 12, 1910.

Mr. \_\_\_\_\_

Dear Sir:

The loving cup selected for Dr. S. A. Knapp is solid silver, gold lined, fourteen inches high, with a capacity of eleven pints. It is mounted on a four-inch ebony base and has three handles. The top is decorated with rice and around the base and handles are suitable decorations of corn and cotton, also sprigs of ivy and laurel, all artistically arranged.

In the first space between the handles appears the following:

"Presented to Dr. Seaman A. Knapp,  
Philosopher, Educator, Statesman, and Farmer,  
by his colaborers in the Farmers' Cooperative  
Demonstration Work, as a token of esteem and  
appreciation of his successful efforts for the  
betterment of rural conditions, and the up-  
building of agriculture in the South."

In the second space between the handles appears:

QUOTATIONS FROM DR. S. A. KNAPP.

"The greatest of all acquisitions is common sense."

"Training is the great item which fashions a race."

"The basis of the better rural life is greater  
earning capacity of the farmer."

In the third space between the handles appears:

QUOTATIONS ABOUT DR. S. A. KNAPP.

"Great in his simplicity sublime."

"His work strictly practical with ideal aspects."

"To our respect was added regard, love and even  
veneration."

The cup cost \$230.00, the field agents contributed \$200.00 and the office force the balance.

The presentation was made by a committee at Dr. Knapp's residence. Mr. H. E. Savely, spokesman for the committee, in a few very appropriate remarks, presented the cup to Mrs. Knapp (legal restrictions preventing the cup being given directly to Dr. Knapp.) Mrs. Knapp received the cup and the very deep appreciation of the gift is shown by a copy of her speech of acceptance, and Dr. Knapp's remarks, which are herewith inclosed.

Very truly yours,

O. B. Martin.

W. B. Mercier.

H. W. Barber.

J. P. Campbell.

Purchasing Committee.

Mr. Savely's Remarks.

I have been requested by the agents of the Demonstration Work to represent them on this occasion in conveying to you a sincere message from them.

"These men have earnestly labored during the past twelve months to carry to the common man on his farm the teachings of the Demonstration Work, and tonight thousands of men who have felt their influence and have profited by their message, as they sit by their fireside, see the vision of a larger hope, and their hearts are gladdened from the fruits of their toil. Through better methods the soil has been made to yield to them a richer harvest. Through the use of improved machinery the toil and drudgery of farm life have been made lighter and the mother and her children who have been made slaves to the hoe, toiling all day beneath a weltering summer's sun, see a vision of farm life where their tasks are made lighter, and tonight they are blessed with home comforts they had not known before, through the richer harvest from the little farm. Other homes that for many years have felt the weight of an unpaid mortgage on the farm, and in their struggle for freedom from debt have almost lost courage, are tonight rejoicing that the burden of debt is gone. They now have the proud consciousness of being free American citizens with a clear title to their homes and with renewed courage for the future.

"As I reflect on these things I am made truly glad of the opportunity of speaking for your collaborators their love and esteem for you, and to let you know that they have desired that there be made to you an expression on this occasion of their appreciation of your unselfish labors for the uplift of the rural toilers.

"Your coworkers are imbued with the idea that every advance in civilization costs sacrifice, and that every uplift to be of permanent value must be an uplift of the masses. Their work therefore, has been to them a labor of love, desiring to contribute their best efforts and to play their part in the reform of agriculture and the rebuilding of the South.

"These men have desired that there be presented to you at this time some expression from them as a visible token, which will be to yourself and your family a lasting tribute of the love and esteem that your coworkers have for their chief. To this end they have desired to make you a gift, but the federal statute prohibits an inferior officer from making a gift to a superior, or a superior accepting a gift from an inferior officer, hence we must act accordingly. However, a gift has been prepared and is to be presented to Mrs. Knapp. To this end the following token of good will from your collaborators has been prepared.

"Mrs. Knapp, it is the desire of three hundred and seventy-five agents in the Farmers' Cooperative Demonstration Work that you shall be presented with this loving cup which has been designed to represent some of the achievements of your life companion.

"The border around the top of this cup is decorated by rice, which is to commemorate Dr. Knapp's travels and investigations in the Orient and his success in building up the great rice industry of the South. Around the base it is decorated with corn and cotton, the two principal staple crops of the South, and is to commemorate the rural uplift and improvement of agriculture brought about through the Farmers' Cooperative Demonstration Work. On one side of the handles are decorations of ivy, signifying friendship and love, on the other laurel, signifying the honor the whole South would bestow.

"Mrs. Knapp, will you accept this gift which is intended: first, as a token of the high regard that the men and women of the South have for you and Dr. Knapp, for your unselfish devotion to the cause of bettering the condition of the common people; of adding to their comforts and their joys and opening to them the door of a larger hope; second; it is intended to typify the development of agriculture in the South that has been brought about and made possible through the direct influence of Dr. Knapp's work; third, it stands as a token of the esteem and respect that the agents of the Farmers' Cooperative Demonstration Work have for their Chief."

### Mrs. Knapp's Acceptance.

"Mr. Savely:- Will you carry to the friends here and to those faithful workers in the many places in the South who have contributed to this elegant and appropriate gift, the warmest thanks of a warm heart. Tell them that I fully appreciate the conditions under which the gift is made to me and I assure you and them that it will be kept as you would approve. We are all working together for the upbuilding and improvement of the Southland; I, by sitting here and patiently living my life in this home, so wrapped up in this work; you, all of you, by doing the noble work of the Farmers' Cooperative Demonstration Work.

### Dr. Knapp's Remarks.

Doctor Knapp said that he believed, for once, he had been taken completely by surprise. He said that it was not necessary that the men who are doing this great work should have presented this token of their love and esteem; that he had felt confident of that before. He said that he had often had proof of the loyalty and devotion of the men who are engaged in this work from Texas to Virginia; that in no work had there been such manifestations of the missionary spirit. He said he knew that many of the men in the field were doing this work at a personal sacrifice because they loved the work. He had never taken any personal credit for this spirit among the men, but had always believed it was their interest in and loyalty to the work itself which had actuated them. He said he did not regard his part in the work as labor; that it was a great pleasure and that he enjoyed every moment of it. He spoke then of the gift itself and said it was one of the most beautiful he had ever seen and that Mrs. Knapp and he would always treasure it as the most highly prized gift they had ever received and would hand it down to their children as an heirloom to commemorate his connection with the Farmers' Cooperative Demonstration Work.

8  
Cordell Okla.

April - 15 - 1910

Mr. W. D. Brantly -

Yukon Okla.

Dear Sir,

Here are two items which might be of interest to Dr. Knapp in his hunt for results. They are results of reading the Bulletin on cow peas.

Mr. E. D. Rickey of Rocky, Okla. plowed his ground extra deep in the spring planted cow peas harvested the peas vine and all then disced his ground and ~~made~~ sowed wheat and made 40 bushels per acre where the wheat right by the side in the same field made 19 bu per acre -

Mr. James A. Broley of Cordell with the same kind of preparation cut two crops <sup>cow peas</sup> of a hay then sowed to wheat and made 36 x 40 per acre when the rest of the farm made 16 bu.

Very Respectfully,

Geo Bishop

Enclosure to Dr. Knapp  
4/13.

# Among the Farmers

F. A. MITCHELL

Co. Agr. Farmers Cooperative Demonstration Work  
U. S. Dept. of Agriculture

As we travel over the state we find it a good one. As we travel over Lincoln county we find it the banner cotton county of the state. Not cotton alone, but corn—the great big yellow kind.

We are moving the cotton belt of the south to Lincoln county, and the corn belt of the north is moving thitherward.

One of our enterprising farmer horticulturists, L. C. Fouquet, is moving the apple orchards of New York, the peach orchards of New Jersey and the vineyards of France to Lincoln county, Mr. Fouquet has named his farm "Dreamland Fruit Farm." Now he should call it "Land of Dreams" but we would call it "Wonderland." The place beggars description. From the time one enters the easily opened gate leading to the "mansion" to every place and upon every side, it is in reality a "wonderland." The great cellar is like a subterranean cavern. The sterilizing plant is like a canning factory. The lawn grass, the arbors. The long straight rows of apple, peach, plum and cherry trees, covering eighty acres of fine rolling upland. Six acres of

es, beautiful beyond compare  
acres of bountifully bear-

es. Lincoln county from  
unished eighteen of the

apples at the 1904 world  
Here we found sev-

apple trees we ever  
l vines are thrifty

ing into profusion

fruit farm is a

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plant the very best cotton seed we can procure; cultivate every ten days until the crop is made. We are going through the cotton patch and cut out every poor stock of cotton before it fruits. We may have only half a stand left but it will be of the finest. From the finest of the stocks we will gather the earliest, largest center bolls for seed in our seed site another year and plant the balance for field culture. Our seed plat for next year will be planted to cow peas and the entire crop plowed under. We will then have our seed bed in the pink of condition, upon which we will plant our most carefully selected seed. We will soon note the difference from such good seed. The improvement will be so great that we will soon enlarge our seed site from one to ten acres. Then we will have improved seed to sell to outsiders at a good price. Oklahoma is shipping car loads of cotton seed from Texas. Why not raise it at home and be shipping it out instead of in?

When we demonstrate that the demonstration system pays we will plant half our farms to cow peas every year; have plenty of hay for our horses, cows and hogs and a paying crop of cotton upon the land the following year.

One cotton farmer went crazy—cow pea crazy. Planted his whole place to an early variety of cow peas. Plowed them under and planted again. How they grew! The cow pea pods upon the second crop were great, long, lusty fellows. He picked the pods for seed, cut enough of the vines for hay for his stock and plowed the balance under.

He sold the peas for more than he had been receiving for his cotton crop. His cotton crop the next year was four times its former yield.

We are all kings. Cotton is our obedient, faithful servant.

We have one of the richest heritages that the Almighty has ever given to any people.

The whole world is looking to the south for cotton. They must have it. Why not make them pay for it? We are the kings. If they want to buy our servant—cotton—let them pay handsomely for it. We are two million bales short now—hence the fancy price. We must not glut the market by over production. Keep the world guessing as to supply and we guess the cotton farmer will be amply repaid for his work in the cotton field.

How about this cow pea deal whereby we will soon increase our cotton crop four fold? Four times the cotton? One-fourth the price? No; but one acre of cotton: three for corn, potatoes, wheat, oats, Bermuda grass, alfalfa, tomatoes, hog pasture and forage crop; horse mule and cow pasture and feed; a good fruit and vegetable garden; a happy home, all free from debt in our sunny southland, with "Mollie and the kids don't you know"

RECEIVED

APR 20 1910

T. C. B. P. I.  
C. C. DEM. WORK.

U. S. DEPARTMENT OF AGRICULTURE,  
BUREAU OF PLANT INDUSTRY,  
FARMERS' COOPERATIVE DEMONSTRATION WORK.

Clipping from The New Era

Address Davenport Okla

Date Apr. 14. 1910

Name of Agent submitting:

F. A. Mitchell

North

Herman Knapp Tract.

Knapp road

Ruggan Tract

Public road as marked

Hodge's Mine

Henny Tex Mar 1. 10

Wm Knapp

Washington D.C

Dear Sir

The pasture fence is almost complete, we had the public road moved as shown by the ink mark on the drawing. The old road was crooked but the general direction like the drawing,

We have moved the fence on the Herman Knapp tract - & set it just west of the road.

I drove up through this road Feb 19 and crossed it again last night - & there had not been a team of any kind over it in all that time, so I am in hopes to have it abolished on the ground of non use

Our carpenter that was working  
on the barn has been on a  
jury for a murder case 2 weeks  
he sent me word yesterday  
to get another man as he  
might not be able to finish.  
In the bill of lumber there  
was no allowance for joint-  
for the ends of the barn, I  
will get them in Bremont.  
I never received any reply as to  
whether I should get the  
roofing in Bremont or have it  
shipped.

I have only sold  $9\frac{3}{4}$  bu seed  
corn.

I will make a full statement  
of acct in a few days

Yours Truly  
Frederick Stockwell

Public Road



Mr S A Knapp  
1410 Euclid St NW  
Washington  
D.C.



# C. W. BROWN,

Dealer in

Lumber, Shingles, Sash, Doors, Blinds, Moulding,  
Lime, Brick, Cement, White Lead, Oil, Paints, Etc.

Bremond, Texas

3/11

1910

Mr Fred Stockwell  
Denny Tex

Dear Sir -

Enclosed herewith  
find bill of Lumber gotten  
today, also the Cement bill  
you sent down. As re-  
to Cement, I had to charge  
you \$1.00 per sack for it  
owing to the fact that  
I had it loaded in, and  
hence it cost us almost  
\$1.00 per sack. Hope the  
next time you are in  
the market I will be  
able to make better price.  
which I assure you I  
will do if possible.

Yours very truly  
C. W. Brown  
Per Campbell

3

Paid for Knight &  
Stuckwell

June	8	lime	✓	25
"	8	Staple	✓	50
"	8	Sulphur	✓	20
"	8	Blacksmith	✓	50
"	8	Paint	✓	75
"	23	linseed oil	✓	40
	23	crow poison	✓	25
	30	binding twine	✓	60
July	5	mule shoes	✓	100
	5	bolts	✓	35
	16	binding twine	✓	20
	28	bolts	✓	20
				<hr/>
				6.20
Total				

# Knapp & Stockwell Statement

## Paic

May 30.	Blacksmith	.40
" 31.	1 Yearling Steer	6.00
		<hr/> 6.40

Solot

Postd  
page 57

May 13	Peanuts	.75	75-
" 13.	4 bu corn N S Govt	2.00	
" 24	2 " pear	3.00	
" 31	1 peck pear	.50	
		<hr/> 12.25	

Postd  
page 57

May 11  
Expence Net 1909

Mar 15 1 mule shoe .25

" 27, 11 bu. Sorghum seed 16.53

" 27 mower knife 1.95

" 27 use of pea huler 1.10

" 29 Veterinary salve .50

" 29 staple rivets 1.0

Apr 10 Healing powder 25

" 21 Saddle & bridle 1.00

" 30 Blacksmith 1.00

May 3 mower carting 1.55

" 3 high life 70

" 10 plow share 2.00

" 10 Blacksmith 65

" 10 yearling steer 6.50

" 10 high life .70

Prosted  
56

34 73

Sold

Apr 5 1/2 bu peanut .50

" 5 1 " Laguna corn 2.00

" 7 1 yearling heifer 9

" 16 1 bu Laguna 2.00

" 17 1 yearling heifer 12.00

" 20 2 bu cotton seed 1.00

26.50

Prosted full  
56

Denny Tex Mar 17, 10  
Mr S Knapp  
Dear Sir

Find inclosed bill from  
C W Brown, the cement is  
12 1/2 cts per sack higher than  
we have been paying, so I  
inclose his letter explaining it.

We have the frame to the  
main part of the barn and  
one of the sheds complete.  
There will be four of us  
working on it till it is  
finished.

The pasture fence is finished.  
I bought the iron for the  
roof to the barn, of the  
Kass Hchl. Co for, four dol. per  
square including nails and  
washers.

Owen

I am making out a statement  
of our acct. ~~but~~, but as we have  
no carpenter at the barn I don't  
have much time but will get it  
soon

Yours Truly

Fred Stockwell

Wenny Tex Mar 18, 10  
Wm B Knapp  
Dear Sir  
Find inclosed

Statement of checks drawn on your  
order.

There is still due J. H. Knapp about  
25.00 on the fence & also for the labor  
on the barn which you will see  
I haven't the money to pay.

We will get the barn finished  
some time next week if weather  
permits us to work.

Yours Truly  
Fred Stockwell

# Checks on B Knapp acct.

Sep 19	WM Cooper	cleaning & curbing well	5.00
" 20	W H Pringle	" " "	2.00
Oct 16	W. Allen	work on Dodge Spring	1.50
" 22	W Allen	cutting posts	5.50
" 23	W Magee	hauling rock for barn	6.00
" 30	W. Allen	cutting posts	9.00
Nov 19	W J Winfield	gutter for carpenter house	3.75
" 20	W Allen	posts	3.00
Dec 2	C W Brown	Lumber for carpenter house & paint for barn <sup>32.00</sup> <sub>3.00</sub>	6.20
Jan 11	J V Minton	1 bl Stan	8.60
" 17	W H Magee	work on barn	4.20
18	W T Lewis	(for Davis fence)	3.00
18	W H Magee	work on barn	3.50
22	W H Magee	" " "	5.00
26	C W Crabb	rope & 2 buckets for well	2.00
26	J H Davis	fence	10
			<hr/> 81.35

Checks on B Knapp's bet

Feb 7.	J H Davis	fence	7.00
" 12	J L Power	Barn 4. day	6.00
15	Markham & Piersworth		
	3 bl cement		10.00
22	J H Davis	fence	10.00
24	T E Lewis	Barn	3.00
Mar 1	J H Davis	fence	2.50

Nov 27 my check 2 bl lime + 3  
bl cement

12.25
<hr/>
73.25
81
<hr/>
154.25

Denny Tex Mar 28, 10

Wm Knapp

Dear Sir

Find inclosed bill from  
Koske Bros & Co, for roofing & other  
articles.

The four lines marked x should  
be charged to you & I jointly  
they amount to 23.85.

We have the barn nearly finished  
but we have had to stop work  
on ~~it~~ <sup>it</sup> on account of our men  
being sick.

We have 40 acres corn up, we  
began cultivating it yesterday,  
it will all be large enough to  
cultivate as fast as we can get  
to it.

We are planting Laguna corn  
in the hog lot to day, it is  
my intention to cut this for  
hay.

Ours

Our pasture for stock is good  
but we need rain as the tank have  
not filled up yet.

The steers are gaining fast & will  
be ready to ship by June 1.

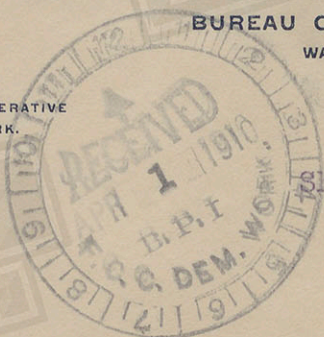
Yours Truly  
Fred Stockwell

UNITED STATES DEPARTMENT OF AGRICULTURE,  
BUREAU OF PLANT INDUSTRY,  
WASHINGTON, D. C.

OFFICE OF FARMERS' COOPERATIVE  
DEMONSTRATION WORK.

IN YOUR REPLY  
REFER TO

JAE-SRE



Shreveport, La., March 29, 1910.

Dr. S. A. Knapp,

Washington, D. C.,

Dear Doctor Knapp:

I have yours of the 26th suggesting the idea of establishing a supply station at Shreveport for the states of Texas, Oklahoma, Arkansas, and Louisiana.

I believe that it is a pretty good proposition, and if by that we could avoid the continual complaint that supplies are not received, I am sure it would be worth while.

If we did nothing but forward the supplies to agents I am sure that I could have that done with practically no additional expense, except office room. I think that my son could attend to this work satisfactorily, but we should probably need to rent an office in order to have room to store supplies.

If in addition we undertake to send out the bulletins to Demonstrators and cooperators, we should of course need additional help. Outside the expense of renting and equipping an office, I think there is no doubt but that we could do the work here cheaper than you can in Washington, and also more satisfactorily.

Dr. Knapp, --#2.

I will think the whole matter over carefully, and we can talk it over when we meet.

I certainly hope you will be able to attend the Little Rock meeting, even if you are unable to come to Louisiana. I shall not be able to reach Little Rock before the night of the 7th, but will try to go so as to have the benefit of one day of the meeting. I am especially anxious to meet many of the prominent educators of the south who will be in attendance.

After that meeting if I am still indisposed, I shall try to arrange to spend about three weeks at Hot Springs, as you suggest. I can have all the important mail forwarded to me there, and can keep in pretty close touch with the work, except of course I will not be able to travel during that time.

I note what you say regarding my territory and will think the matter over very carefully.

I should have no particular objection to taking one state if you thought that best, except in such event, I should choose Arkansas, and it would cost me \$500.00 to get moved and settled. We can discuss this proposition when we meet. I am a little partial to the idea of another ~~as-~~ sistant for Arkansas and keeping both states, if you think a change best.

Yours very truly,

*J. A. Evans*  
State Agt.

OFFICE OF FARMERS' COOPERATIVE  
DEMONSTRATION WORK



UNITED STATES DEPARTMENT OF AGRICULTURE,  
BUREAU OF PLANT INDUSTRY,  
WASHINGTON, D. C.

IN YOUR REPLY  
REFER TO

Union City, Ga., (Dalton, Ga.)  
April 1, 1910.

Mr. S. A. Snapp,  
Washington D.C.

Dear Sir:- I shall try to now give you  
a part of the information requested in your  
letter of the 29th Oct.

I shall first give you two examples of  
purely one-horse farming that occurred during  
my first year as a local county agent in the  
work in Carroll County, Ga., if you will pardon a  
little personality.

About  $3\frac{1}{2}$  miles from Carrollton, Ga., on N. & W. R. F. & D. H. R.  
lives Mr. W. W. Martin, a young man. Martin was a one-  
horse farmer when I first went to see him. He ran  
a one-horse crop of acres then. He still runs the same  
acres, but he now uses two horses and sows much  
more of those acres to small grain than when he kept  
only one horse. Martin could not realize how he could  
do such work with me, but I saw his neighbor and  
his father and arranged for some two horse plowing to  
be done on a very thin red soil, partly plowed up

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UNITED STATES DEPARTMENT OF AGRICULTURE,  
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in small pines and Sasafras bushes. He made  
me demonstrate on his very poorest acre in his  
crop. In fact, he did not intend to cultivate this  
plot that year. The man on his farm the previous  
year said that it was too poor for him to cultivate.  
And it was. I tried to interest several of  
Martin's neighbors but only succeeded with one or  
two. Got one especially interested, and especially his  
boys. This was of Mr. Nix - A. C. Nix, Carrollton,  
Ga., whose boys won a \$10 gold medal, a \$20  
suit & clathus, and a \$14 overcoat last fall  
at the 4th Dist. A. & M. School fair at Carrollton, Ga.,  
for the best ten stalks corn, the best bushel  
of corn, and the best yield of corn. This  
is an interesting man but our Dem. work there  
with Martin lead up to his and his boys' recent  
efforts. Martin had one neighbor who could not be  
convinced, he laughed and pired at us. His cotton joined  
Martin. His plot was his long established bad patch.  
He killed his cotton plowing it deep in June and July while  
Martin was only cultivating his. I never bothered with

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Martin's neighbor at all. I would go by, talk with him, but never mention farming of any sort. This seemed to suit him. When he saw he had killed his cotton, he asked Martin what I had said about his work. Martin, of course, had told him him that I had said he had ruined his cotton. When fall came, the crop gathered, Martin got over 1700 lbs seed cotton per acre; the neighbor above ~~referred~~ referred to got about 1000 lbs per a. at a great deal more cost per acre. This Dem. changed that whole community and Martin is now raising a colt each year, plowing double team, and making fertile land. He grew 26 bu. wheat per acre where no one thought would grow 5 bu.

Another Example is my own Corn Dem. in Carroll County near Joplin, Mo. My taking an acre of common land there in a country community has lead up to growing from 50 to 100 bu. of corn on acres in that community. Led to an Agr. Club being organized. Led to Boys School Corn Club in the County.

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UNITED STATES DEPARTMENT OF AGRICULTURE,  
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Both these have led to less acreage to the farm and better yields per acre. These are two distinct communities. Both contain schools and churches. It made Agr. be taught in these schools as it had never before been and led to the school setting aside a plot of land for school demonstration. As to the churches I do not know that it affected them directly.

Another community is at Hulett in Canoll County. There Dr. King had a Dem. insisted me to meet a few farmers at his farm east may. I met 40 farmers there then. about two weeks ago, I was invited back to the same place. Instead of making my speech in the big road and in the middle of a field as did last year, we this time gathered into a new three-room school building, nicely finished and talked to some 40 farmers and a like number of school children. twelve boys out of this school have entered the county boys corn club. I could give you another like example at Rockville, Ga. in Canoll Co.,

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and others like them, but I shall give you some results in other sections.

Mr. R. F. Duckworth's farm last year was an illustration to several hundred farmers and has brought a great cry to both him and me for good seed. People after people, who knew the conditions there ~~for~~ we took hold of it wondered how such a corn crop was produced and they have sought it out and are now preparing likewise. Two nearby farms, in fact, adjoining farms, the keepers of which would neither live up last year, are this year doubling all their plowing and seeking all the aid I can give them. In fact I have not seen more than two dozen one-horse plows preparing land this spring. I never have seen as many two horse teams crossing the fields. It is general, especially for the heaviest of the first plowing. They will necessarily have to do a great many one-horse furrows in preparing seed bed.

UNITED STATES DEPARTMENT OF AGRICULTURE,  
BUREAU OF PLANT INDUSTRY,  
WASHINGTON, D. C.

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OFFICE OF FARMERS' COOPERATIVE  
DEMONSTRATION WORK.

IN YOUR REPLY  
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Mr. Dennis, out 6 miles from Monticello, in Mr. J. G. Tolleson's territory, by our methods last year made \$ over 4500\$ seed cotton on an acre. He has stirred up several farmers in Jasper to try to beat the state this year in producing the most cotton per a. at the least cost. This one tenant has created almost a little agr. college, so to speak, in his community - and they are preparing now as if for real war. They are now realizing something that are in the soil for them if they will only get them out.

I have a young teacher now carrying out a Dem. cotton and corn in Walton County with his literary school. This is Prof. J. L. Dwyer, Loganville, Ga. I shall visit this soon as let you hear more from it. This is the first year in Walton County.

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BUREAU OF PLANT INDUSTRY,  
WASHINGTON, D. C.

OFFICE OF FARMERS' COOPERATIVE  
DEMONSTRATION WORK.

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IN YOUR REPLY  
REFER TO

At Oakesboro College, even a Baptist institute of learning, my local agent, Mr. W. W. Yates, has made several public talks and the school is lined up with him in a whole lot of work and are expecting to get Mr. Early with them some. Our work at Rockville, Ga., led to a more vigorous attempt to teach more agriculture in the common school there. I don't know as it had any effect on the school buildings and churches there.

Our work has instituted hundreds of compost heaps and improvement in saving and making barnyard manures throughout the whole work. I gave several negro farmers our plans of saving manure last fall, especially noticeable is this now in Newton County. Nelson Jones, col. of Almon Ga., Newton Co., when I saw him last, had spread out 65 two-horse loads and had 25 to 40 more to spread. An agent there, P. D. Johnson, Covington, Ga., had put out 25 loads on  $1\frac{1}{2}$  horse farm and

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had several more to spread.

I have just been in Mr. J. G. Oliver's territory and found several farmers had literally filled some worn out soils full of pine arborvitae and plowed in and rolled. Many farmers in Jones and Bibb counties have already realized the benefits, and, instead of demonstrating on an acre, are changing their plans on ten, fifteen acres, and, in some instances, on their entire crops. Our work has been the means of whitewashing and cleaning up and repairing the premises in many instances.

Dr. Frazer, of near Macon, whom he drove you out in his automobile, is surveying and laying out a 25-acre field into acre squares and will make it an experiment station, to speak, for quite a large territory there. Several overseers of large farms in Bibb are seeking work with Mr. Oliver and doing demonstration work for the benefit of the tenants there. I could go on mentioning numbers of such cases, but, being so hasty for like this, I fear you cannot read this. If you wish me, let me know.  
Sincerely, J. M. Cowan.

UNITED STATES DEPARTMENT OF AGRICULTURE,  
BUREAU OF PLANT INDUSTRY,  
WASHINGTON, D. C.

FARMERS' COOPERATIVE  
DEMONSTRATION WORK

IN YOUR REPLY  
REFER TO

Hope, Arkansas . 4/2/10.

Dr. S. A. Knapp ,  
Washington , D. C.

Dear Sir;-

Replying to your favor of the 29, Ult, I beg to submit  
the following .

Mr. A.H. Inae of Buckner Ark. Prepared , planted and  
cultivated 2 and 1/2, acres of cotton under our instructions , and  
the result was 2 bales of cotton . This plot of land was situated  
near the town of Buckner Ark. where two roads came together. A  
great many people saw this plot of land when it was being prepared,  
fertilized, <sup>and</sup> planted in wide rows, cross harrowed and cultivated.

It attracted a great deal of attention. Mr Lane had no trouble  
to sell his cotton seed at (\$1.00) per bushel .

I passed through this farm about the time that the cotton  
began to mature . I selected a few fruit limbs that were well  
filed with well developed bolls , and from an adjoining farm I  
selected a few branches of cotton that had been cultivated the  
old way . The contrast was very great . Our cotton was more than  
100% better than cotton cultivated the old way.

Mr. Tidwell , the ~~your~~ man that owned this farm tried to  
make more cotton per acre than Mr Lane , and the result was that  
Mr Tidwell made 2 bales on 9 acres .

UNITED STATES DEPARTMENT OF AGRICULTURE,  
BUREAU OF PLANT INDUSTRY,  
WASHINGTON, D. C.

OFFICE OF FARMERS' COOPERATIVE  
DEMONSTRATION WORK.

IN YOUR REPLY  
REFER TO

(#2)

Mr. A. A. McDonald , Bradley , Ark. Prepared , fertilized ,  
planted and cultivated one acre of cotton under our instructions  
and the result was one bale of cotton . The Boll Weevil was  
very bad in ths section of the State . Other farms cultivated  
the old way did not make 1/4 bale per acre , and many did not  
make a bale to 10 acres .Mr . McDonald is now our local Agent  
in Mr. Apples territory . He lost his wife and he could not  
attend to the farm and the house work , therefore he sold his  
team, tools and feed and sent his children to school .

He had no trouble to sell his cotton seed at (\$1.00)  
per bushel. He made a light board harrow that I reccommended  
for cross cultivation , and the result is that many of his  
neighbors are now using them , consequently the do not bar off  
or durt up their cotton as they <sup>formerly</sup> ~~once~~ did .

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(#3)

Mr. D. L. Jones , Stamps , Arkansas, prepared , fertilized, planted and cultivated 5 acres of corn under our instructions , and the result was (40) bushels of corn per acre.

this corn was planted in 6ft, rows, 18 inches in the drill , and peanuts planted between the hills when the corn was about 12 inches high , cow peas were planted in the middle of the rows when the corn was about as high as your shoulders.

The pea nuts ~~were~~ and cow peas were not weighed when they were gathered , but it was estimated that the peanuts made 8 to 10 bushels , and the cow peas made about 10 bushels per acre.

Mr . Jones after gathering his Corn, peanuts, and cow peas pastured his hogs in the field and he says that it <sup>required</sup> but very little corn to fatten his meat . He says that he would not take (\$500.00) for what he learned from <sup>m</sup>the Demonstration .

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IN YOUR REPLY  
REFER TO

(#4)

Mr. Schooly of Schooly Arkansas , a merchant and farmer heard me deliver an address on growing cotton under boll weevil conditions in the Summer of 1909 . In the winter of the same year he told his tenants and customers (mostly negroes) that he would not furnish them supplies unless they would agree to let him manage the farms , and that they must agree to prepare , plant and work the crop under his instructions.

Some of the tenants refused to gather and destroy the cotton squares that were injured by the boll weevil , but he reminded them of their contract and they reluctantly carried out our instructions after a fashion . The result was that Mr . Schooly told me as we were on the Iron Mountain train going to Little Rock last Fall that he had collected every thing that was due him on last year's crops and much that was due him on previous years . He says that he is confident that he can make as much money merchandising and raising cotton under boll weevil conditions as he did before the <sup>weevil</sup> infested this State.

I could sight you to many other instances , but time forbids . Mr M.D.Tilson of Texarkana Has restored a wornout farm to a high state of productiveness by our methods.

Hoping that this will serve you for the present and that I can be of further assistance in future , I am

Very truly yours .

*J. J. Moore*  
Special Agent .

UNITED STATES DEPARTMENT OF AGRICULTURE,  
BUREAU OF PLANT INDUSTRY,  
WASHINGTON, D. C.

OFFICE OF FARMERS' COOPERATIVE  
DEMONSTRATION WORK.

RECEIVED  
APR 19 1910  
B. P. I.  
IN YOUR REPLY  
REFER TO  
DEM. WORK.

Raleigh, N. C. Box 304, 4/18/1910.

Dr. S. A. Knapp,

Washington, D. C.

Dear Sir:-

Complying with your request of several days ago,  
I am enclosing herewith some statements giving the effects of  
Demonstration work on the individual. I hope this is the  
information asked for.

Yours respectfully,

*C. R. Hudson*  
State Agent.

CRH/VHE.

Enclosure.

UNITED STATES DEPARTMENT OF AGRICULTURE,  
BUREAU OF PLANT INDUSTRY,  
WASHINGTON, D. C.

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DEMONSTRATION WORK.

IN YOUR REPLY  
REFER TO

Effects of Demonstration Work.

Mr. J. B. Staten of Monroe, Union County, was found busy selecting seed corn to supply his neighbors. He said "I tell you people are beginning to find out that there is something in good seed. I have sold about 15 bushels, and my neighbors are still calling for more. These Seed Corn Days that you fellows have been holding have made a lot of us ashamed of our corn, and we are getting something better. "Oh, my!" he exclaimed, "but wasn't there a big improvement in the lot of corn shown this year to that that shown at the Seed Corn Meeting *last year.*"

Mr. W. M. Holmes of the same place said to the County Agent, "I bought corn every year since I begun farming until you came around two years ago, *Since* then I have been selling corn, and at the same time have been making more cotton and on less land than I had been making before. Now, I think this ought to be glory enough for you". A neighbor of his who was present replied "I can testify to the truth of what Mr. Holmes has said".

Mr. J. C. McIntyre of the same County said of the Demonstration Work, "It is growing in interest, and there is more in it that was at first supposed. The results are causing farmers to take notice.

Mr. B. A. Trexler of Rowan County had four horses and nice, level land, but said that he could not enter Demonstration Work on account of not haveing sufficient labor. The

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--2--

Demonstration Agent said to him, "You are not using what labor you have, because you put one man to one horse in breaking your land, Instead of spending money for men, spend it for implements and let the men you have work the horses to them". His two sons are now working more land than four men had~~x~~ been working previously.

Another man said to the Demonstration Agent, "I used to think all this talking you fellows did about good seed was done to sell seed for some one, but I am now convinced that there is a big difference between good seed and sorry seed."

Mr. J. T. Hill, Stanley #2, N. C. makes the following statement; "I am up in the 40s now, and I never made enough corn to do me until I tried the Demonstration methods. I had been renting river bottoms, thinking I could not make corn profitably on my 57 aced upland farm, but in the winter of 1907 the agent of the F. C. D. Work came around, and advised me to quit renting and grow corn on my upland. Following his advice I made 50 bus. per acre in 1908. I had plenty of corn for home supplies and sold a good little pile at \$1.10 per bushel. I did the same thing in 1909, growing 50 bus. per acre on my upland both years by the F. C. D. Methods, and expect to do better in 1910. I shall not rent any more".

Mr. L. C. Boyles, #3 Henry, Lincoln County said to the Demonstration Agent when getting ready to leave after having spent the night with him, "If you had heard what I said

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--3--

to my wife before you got up this morning, you would not have asked me what I charged you for your lodging and entertainment. I told her your visit was worth \$5.00 to me. I want you to come as often as you can, and make it suit to spend the night with me.

Mr. W. C. Rhodes, one of the Board of Commissioners, #2 Lincolnton, N. C. said that he would not take \$200.00 for what he learned through Demonstration Work last season. A farmer in Rowan County, whose name I have forgotten said that the work was worth \$500 to him the first season, and that it was worth probably \$75,000 to the County.

Mr. J. D. Newell, <sup>Warren</sup>Warrenton County, N. C. started out to beat the Demonstration Agent in that County. There was only a path between the fields with no other difference. In the fall Mr. Newell gathered 20 bushels to the acre, while the other man made 49 bushels to the acre. Every body in that community wants to get into demonstration work this season.

Mr. Nick Paschal of R. F. D. Ridgeway, N. C. wrote to the Agent to come and help him make a corn crop. It was then January and he was buying corn, and fed the Agent's horse on the shelled stuff. Mr. Paschal was a splendid tobacco grower, and had thought that with the money from an acre of tobacco, he could buy as much corn as would grow on five acres. His land was very thin, and he was using large amounts of expensive fertilizers to

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grow the tobacco. Under instructions he broke his land from 8 to 10 inches deep, harrowed and made a good place to plant his seed, and gathered twice as much as he had ever made before. That community is now engaged in racing to see who can make the most corn. People who had been buying corn all their lives are going to stop it now.

Mr. S. J. Clark of Creek, N. C. entered the Demonstration Work after he had broken his cotton land very shallow. The County Agent there had him to re-break and pulverize the land before planting, and he made one-third more cotton than he had ever made on that land before. This year he is planting his whole crop under Demonstration methods.

Mr. A. B. Clayton of Warrenton made 2150 lbs. of seed cotton on his demonstration area and a little over a thousand lbs. per acre on the rest of his farm.

Mr. A. S. McKay of Mooresville, N. C. States that Demonstration work has been worth more to him than anything that had ever struck the county. Through the work he was induced to use prolific seed corn, so that he made a big crop, and his horses were then looking better than they had when he previously fed them on bought corn.

Mr. W. N. White of Statesville, N. C. says that Demonstration Work has been worth more to the county than anything that has come into in for a long time.

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Mr Curtis Myers of Jennings says that our talk on seed corn there had more effect on the community than anything of the kind ever had before. He says that nearly everybody is going to plant a seed patch, because they learned more about seed corn, how to grow and select it.

When talking personally with Mr. J. M. Lippard of Statesville two years ago, he stated that he had never made over 15 bushels of corn per acre, his average being about 12 bushels. I asked him if that was the best he could do. He said, yes, he thought that was all his land was capable of producing. He was induced to plant two acres under Demonstration methods. On one acre he planted the same kind of corn he had been growing, on the other acre, to test the matter, he planted some improved corn which we furnished him. On the first acre where he had never grown more than 15 Bus. per acre, he measured up 60 bushels in the fall, and on the acre of the same kind of soil, where he used improved seed, he gathered 90 bushels per acre. Not only this, but he is selling this seed corn at \$2.00 per bushel. I have never known of any kind of farming operations that produced more interest in a community than did this demonstration of Mr. Lippard's.

Last season Mr. E. S. Millsaps had as a demonstrator a negro by the name of Logan Sherrill of Statesville, N. C. On his best acre, this negro made 106 bus. of corn, and an average of over 40 on his farm. Mr. Millsaps sent in photographs of

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this work to the office. Several farmers in the same community did not make over 10 bushels per acre estimated.

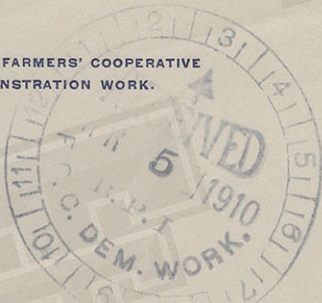
Mr. J. L. Cloaninger of Troutman, N. C. made 91 bushels of corn per acre after a crop of oats and crimson clover came off of the land, his profit per acre was nearly \$100.00. This, too, has had a splendid effect in that community in regard~~x~~ to better methods of farming. Mr. Cloaninger really started a little revolution on his farm.

*C. R. Hudson*  
State Agent F. C. D. Work,  
N. C.

UNITED STATES DEPARTMENT OF AGRICULTURE,  
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WASHINGTON, D. C.

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DEMONSTRATION WORK.

IN YOUR REPLY  
REFER TO



Jonesboro, Ark.

4/2/1910.

Dr. S. A. Knapp,

Washington, D. C.

Dear Sir;

I give below, a few facts about the work on some of my Demonstration farms. In the year 1908, we conducted a Demonstration on the farm of W. L. Jefferies, at Clarendon, Ark., having in cultivation nine acres of cotton. Four acres of Tryumph cotton, and five acres of the Toole's Improved. This land was broken about eight inches deep in the fall, and rebroke in the spring, planted in rows five feet wide, and thinned to a distance of two feet in the drill. The farmers all said it was fine, but would make a small yield because there was not enough cotton on the ground.

When this crop was gathered, the yield was eighteen bales from the nine acres, making two bales per acre. We used 500 pounds of commercial fertilizer, I think 2-2-8 goods was what we used, and the land was thin clay land, having been in use about fifty years. We also gathered fifty bushels of corn per acre, from the same character of soil, in what was termed not a corn country. As a result of this there was last year approximately thirty thousand acres of the Tryumph cotton seed planted in the Clarendon territory, and the merchants there informed me there had been more hay and corn produced on the farms there, than at any time since the Civil war, and more improved farm

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implements sold than ever before, and they do not hesitate to say the Demonstration Work is entirely responsible for this.

I had a Demonstration Farm with M. C. Moore, at Higginson, Ark. in 1908, with two and one half acres of cotton. This man was from the North, and had never grown any cotton, and one of his neighbors across the road on the same kind of land, predicted he would not "make seed" being recently from the North, and also doing "book farming" We broke the land ten inches deep or nearly so, and broke it in the fall. The Triumph seed was used on this plot, in rows five feet apart, and the plants two feet apart in the drill, with 200 pounds fertilizer, 2-2-8, applied in the drill before planting. We planted on the level after harrowing the land, and getting it thoroughly prepared. The people came for miles to watch operations, and to see the northern man trying to make cotton by "book farming" I called on this man once a month and instructed him how to cultivate the crop, which was done mainly with the harrow.

When the crop was gathered, he made 1900 pounds of seed cotton per acre, and the man across the road who predicted that Mr. Moore would not make seed back, gathered only 400 pounds per acre. This convinced the other farmers and they flocked there and bought seed from Mr. Moore, and are changing their ways of farming. Mr. Moore is a poor man, and did all the work on the farm himself, with the exception of thinning the cotton with the hoe.

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Mr. Moore is farming a larger acreage last year and this year, and has learned more about the soils in Arkansas, than he ever dreamed he would, and claims this land is worth just as much as the high priced land in the north. He also says there is money to be made from cotton farming in the south.

In 1908 we had a good Demonstration on the farm of Joel Lambert, at Searcy. Lambert is only a boy, eighteen years of age at that time. The land is a thin red clay, and just about as well worn as soil ever gets to be, in fact so poor it was considered worthless. The neighbors all laughed at the boy, and tried to get his mother to prevent him from "wasting his time" by trying to farm on that kind of land. I had decided to use this plot of two acres because it had a public road along two sides of it. We broke it about five inches deep, harrowed and prepared the land, and planted to Triumph cotton on April 23rd.

We used 200 pounds acid phosphate and 100 pounds cotton meal. Rows four feet wide, cotton twenty inches in drill.

Cultivated level and gathered 1250 pounds seed cotton per acre in the face of a very severe drouth. The farm attracted a lot of attention, and has since become a seed farm for the other farmers in that section.

This boy's widowed mother had asked me to use my influence to keep this boy from going to town and becoming an electrician under his brother who had long since deserted the farm.

the boy's mother said that the boy was considered one of

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He is not yet quite twenty years old, and is considered one of the best farmer in that section. He with his younger brothers captured several prizes at the Boys Corn Show, at Searcy, last fall, and one of the boys got a prize from the corn sent to the State Fair, at Hot Springs. He attends all the farmers meetings in the country, and reads the bulletins from the U. S. Dept. of Agriculture. He intends to go to an Agricultural College soon, and says he will allways be a farmer, and says he will soon be lending money to his brother in town, who is an electrician.

He is rapidly building up a run down farm, and the farm is an object lesson to all the farmers in that section, as the farm is near town where the farmers cant help seeing it.

I had a Demonstration plat of two acres the same year with Mr. Robt. Beck, at Wynne. Mr. Beck had been in the service of the Iron Mt. Ry. as a bridge builder for years, and knew almost nothing of farming. He bought the farm because he did not wish his sons to grow up in the railroad work. The land was a very poor white glade, and was too wet to plow early.

The neighbors of course only laughed at both of us for trying to do anythung with that sort of land. We broke deep and planted to Tryumph cotton on May 12th. in check rows three and one half feet each way, and cultivated level and shallow with the small tooth cultivator and harrow. We gathered 2250 pounds seed per cotton per acre from this land, and had a very severe drouth during the season. The other people around this farm

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made from 800 to 1000 pounds per acre. This man has a son about nineteen years of age who became very much interested, and later asked me to use my influence in getting a chance for him to work his way through the Agricultural College at Fayetteville.

I succeeded in getting the boy in the college, through Prof. Rufus Nelson, who is a good friend of mine, and was at that time one of the faculty. The boy is there now, and intends to take the whole course by working his way through. If this boy had not seen the Demonstration on his fathers farm, he would more than likely have spent the rest of his days as a laborer, working for a bridge builder on the railroad, as he had already commenced this work. I understand he is doing well at the college, and intends to go back to the farm when he finishes.

We have a great many things of this kind to come up in the Demonstration Work. We agents count such things as a part of the days work, and pass on to the next farm, and think no more about it, in fact we know we are to allways to get an increased yield on these farms, and would be very much disappointed if we did not. We accept these things as a matter of course. The

figures for 1908 instead of 1909 are given because of the severe drouth in 1909, though the yields on the Demonstration Farms were correspondingly large during the dry year.

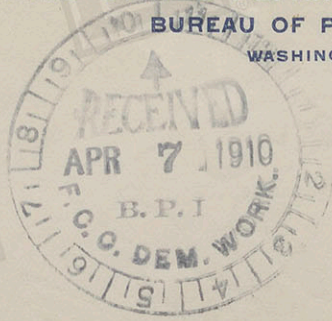
I will take pleasure in furnishing names of farmers and merchants who will be glad to furnish statements regarding the effect of the Farmers Cooperative Demonstration Work, in Arkansas.

Yours truly,

*R. P. Davidson*  
Special Agent.

UNITED STATES DEPARTMENT OF AGRICULTURE,  
BUREAU OF PLANT INDUSTRY,  
WASHINGTON, D. C.

OFFICE OF FARMERS' COOPERATIVE  
DEMONSTRATION WORK.



IN YOUR REPLY  
REFER TO

Gilbert La. April 4 1910.

Dr. S. A. Knapp,  
Washington, D. C.

Dear Dr. Knapp:-

In answer to your request of March 29th I enclose certificates of testimonials which I have secured from the parish officers, editor of our official journal, our most reliable merchants, and planters which I accept as examples that fully illustrate the influence and value of our Demonstrative Work. You will note by these certificates that our Parish finances and the conditions of our banks are much better than before the appearance of the boll weevil, which is the result of the adoption of the methods presented by the Department which you represent.

If these are not what you want write me at once and I will get it up for you. Please acknowledge receipt of the testimonials.

Testimonials under separate cover.

Very truly,

*L. M. Calhoun*  
*Dist Agent*

*No inclosure*

*HW*

*(Rec'd under separate cover)*

*HW*

Gilbert, Franklin Parish, La. Feb. 10-'10.

To Whom It May Concern:-

This is to certify that I have rigidly adhered to the recommendations of the Department of Agriculture through its representative in the co-operative demonstrative work on my farm in the year 1909.

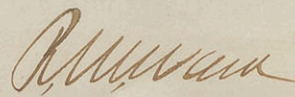
It affords me pleasure to say that notwithstanding the abnormal season and boll weevils appearing numerously early in May by the Department methods I made a good average crop of cotton at a good profit and a surplus of corn, hay, potatoes, and other crops above the needs of the farm.

All farmers who adopted these methods made a profitable crop of cotton, while those who ignored them made a failure.

I am positive that is the only known method by which cotton can be made profitably with the weevil. As a result of the Departments assistance through its representatives and the ready response made by our farmers in co-operating along the lines recommended, confidence is fully restored and the Parish as a whole is in the best shape I have ever known it to be.

Too much emphasis cannot be laid on the value of Farmers central mass meetings where all the labor can be encouraged to better methods and greater efforts. I wish to especially emphasize that there is nothing more important than the early destruction of all cotton stalks.

My mercantile business is very satisfactory, with larger cash sales than the previous year.



Winnsboro La., Feb. 8th, 1910.

TO WHOM IT MAY CONCERN:-

I have had two years experience farming under boll weevils conditions and have made a profitable crop of cotton both years.

I am confident that any farmer who will energetically employ the proper methods of soil preparation and cultivation with the most improved varieties, will make cotton successfully under boll weevil conditions. I especially recommend the early destruction of the cotton stalks as indispensable to the successful raising of cotton with the boll weevil.

(Copy)

T. B. Gilbert Jr.

Winnsboro, Franklin Parish, La.

Feb. 8th, 1910.

To whom it may concern:-

I have been engaged in a general furnishing business at this place since 1870 and am familiar with conditions and the people.

I unhesitatingly affirm that the farmers are in better condition than I have ever seen them, having raised more of the necessities of life and cotton successfully where the proper methods were employed.

I had one negro customer who made fourteen bales of cotton. Five bales paid his indebtedness and left him nine bales clear.

*Laudauer*

Winnsboro La., Franklin Parish.

Feb. 8th, 1910.

To whom it may concern:-

I hereby certify that I have been parish treasurer since 1892 and unhesitatingly affirm that the Parish finances are in better condition than I have ever seen them.

The Police Jury has recently let a contract for the building of eleven steel bridges. All public improvements are progressing as if we had never had the boll weevil.

*A. D. W. Moore*  
*Ph. Jury*

# Winnsboro State Bank

CAPITAL \$ 20,000.00.

S.H. CORDILL, PRESIDENT      B.S. LANDIS, CASHIER.

R.M. WARD, Vice President.

Winnsboro, La.

## STATEMENT

of the

## Winnsboro State Bank

At the close of business, December 31st 1909.

### RESOURCES

Loans, Discounts and Overdrafts	\$83,206.46
Bonds and other securities,	25,361.21
Banking House, Furniture and Fixtures	4,102.50
Real Estate	431.11
Cash on hand and in Bank.	28,076.54
	<hr/>
Total	\$141,177.82

### LIABILITIES.

Capital Stock paid in	\$20,000.00
Surplus and Profits (Taxes and Expenses paid)	12,134.80
Deposits	109,043.02
	<hr/>
Total	\$141,177.82

Certified to be correct.

B. S. LANDIS,

CASHIER.

**STATEMENT**  
**of the**  
**Franklin State Bank**

**At the close of business January 31st, 1910.**

**RESOURCES.**

Loans, discounts and overdrafts	\$ 98,503.71
Banking house Furniture and Fixt.	8,139.91
Cash on hand and in Banks	61,254.26
Total	<u>\$167,897.88</u>

**LIABILITIES.**

Capital stock paid in	\$ 20,000.00
Surplus	1,500.00
Undivided profits	1,598.81
Dividends unpaid	10.00
DEPOSITS	<u>\$144,789.07</u>
Total	<u>\$167,897.88</u>

The above statement is correct.

T. B. GILBERT, JR., PRESIDENT

S. HETHERWICK, CASHIER.

J. W. WOMBLE, JR., ASST. CASHIER.

Commenced business Aug. 1, 1908. Paid

10% dividend \$2000 Jan. 1, 1910.

Winnsboro, Franklin Parish, La.

Feb. 8th, 1910.

To whom it may concern:-

I hereby certify that the collection of Parish, State, ~~an~~  
and Special Taxes have been much better for the year 1909 than pre-  
vious years.

*W. H. Adams*  
*Shff*

# THE WINNSBORO REPORTER

W. H. HATFIELD, Editor and Proprietor.

OFFICIAL JOURNAL: Franklin Parish, Parish School Board, Tensas Basin Levee Board, Village of Winnsboro.

.....JOB WORK A SPECIALTY.....

Winnsboro, La., Feb. 9th. 1910.

To Whom it May Concern:-

The ravages of the boll weevil in 1908 produced a demoralization in this parish unparalleled in its history. We began the year 1909 under this depression and loss of confidence, with predictions of failure and defeat coming from nearly every source. Only those who had faith in the resources of our scientific men, believed it possible to make cotton under these conditions. Fortunate indeed are the people of Franklin parish in having a number of far-sighted planters and farmers, who put their shoulder to the wheel, followed the advice of the Representative of the Department of Agriculture, U.S., made a success on their farms, notwithstanding adverse weather conditions, and restored confidence in business circles. The people are hopeful, and on every hand they are reaching out for better seed varieties, improved methods of preparation of soil and cultivation, etc., which is the result of the assistance given by the U.S. Department of Agriculture, through the Cooperative and Demonstration Work. This result was brought about by enthusiastic mass meetings, individual instruction, etc.

Franklin parish, in our opinion, is far more prosperous to-day than ever in its history.

Very truly,

W. H. Hatfield

Crowville, Franklin Parish, La.

Feb. 12th, 1910.

TO WHOM IT MAY CONCERN:-

*Certify*  
I hereby <sup>1</sup>that, notwithstanding the abnormal weather and the great abundance of boll weevils in 1909 by adopting the best varieties of seed and cultivating along the lines recommended by the Department of Agriculture through its Co-operative Demonstrative work, myself and customers have made a profitable cotton crop. It affords me pleasure to say that the business of last year was entirely satisfactory and that my trade is in better financial condition than I have ever seen it.

*A. A. Bush*

Sicily Island, Catahoula Parish, La

Feb. 11th, 1910

TO WHOM IT MAY CONCERN:-

I hereby certify that I have under my management 1500 acres in cultivation which I cultivate with the most improved methods. On my crop last year, notwithstanding abnormal weather and boll weevils innumerable, my cotton crop planted in King's Improved averaged one-half bale per acre. I have sold 3000 bushels of corn and have seven thousand left with which to furnish the place. Besides keeping hay, peas, molasses, sheep, and cattle, in great quantities I have killed enough mest to furnish the place.

I am not the least disconcerted as a result of  
the boll weevil.

SAK-EV

March 23, 1910.

Dear Dr. Page:

Inclosed is a short article in answer to your question: "In what way could large sums of money best be devoted to tge public welfare?"

The article does not quite satisfy me because the space allowed is not sufficient to make any full explanation but possibly it is as long as the merits deserve.

Sincerely yours,

Special Agent in Charge.

Dr. Walter H. Page,  
133 East Sixteenth Street,  
New York City.

(Inclosure)

IN WHAT WAY COULD LARGE SUMS OF MONEY BEST BE DEVOTED TO

THE PUBLIC WELFARE?

If the problem be limited to the United States, then I unhesitatingly affirm that the greatest service that a large sum of money could render the commonwealth would be to devote it to the aiding of worthy, industrious and thrifty men in the ownership of rural homes, for the following reasons:

The public lands suitable for homesteads have nearly all passed into private ownership and values are advancing so rapidly that it will soon be almost impossible for the laborer to purchase a home out of the savings of toil. The next thirty years will, in my judgment, determine whether the land will be owned by the masses or by the few, and this will ultimately mold the character of our government and finally of our civilization.

Why not devote the money to education? That is exactly what is proposed. In no public school, nor in all the schools and colleges combined, is it possible to acquire more than a fraction of the education necessary to the successful accomplishment of the varied duties of life, if we include in education all that leads out, develops or trains the individual. These rural homes are so many school houses for the teaching of this greater body of knowledge upon which so much of success depends.

The ownership of a small farm teaches conservatism in society and government; thrift; independence of thought and action; the management of affairs; the necessity of cooperation and the federation of interests to carry out great projects.

A small farm is a state reduced to a few acres. The owner plans, manages, legislates, votes, governs, is employer and employed, superintends and labors, suffers the defeats of wrong policies and reaps the rewards of successful administration. It has been observed for years that the sons of small farmers develop managing ability. From their earliest years they are compelled to do things and to act independently. It is from this source that the greatest number of managers of the various enterprises of our country have been drawn.

These home-seekers ask no charity. All they ask is that some reliable body of men, backed by ample capital, shall intervene to protect them from private greed resulting in inequitable prices, exorbitant interests, too exacting conditions, or too speedy payments. In the general plan for such a measure it should be provided that all options should favor the purchaser after the owner is amply protected. The rate of interest charged should not exceed four per cent above taxes on the land.

The land should be worked under a system that will improve it.

Ample time for payment should be given the purchaser. This paper is too limited for details.

Upon such a plan there are thousands of thrifty young men raised on the farm who would remain in the country but who now drift to the cities, and there are tens of thousands of thrifty mechanics in towns and cities who would gladly secure country ~~homes~~<sup>homes</sup> with such aid as we have outlined but with a dependent family and small means they are afraid to cut loose from their present employment and risk the uncertainties of locating in the country. A body of men organized to promote the acquisition of rural homes and commanding large capital could largely determine the conditions under which small holdings would be acquired from others, and mold the legislation in the several states so as to make it more favorable in exemptions, taxation, etc.

If the present policy of forcing the factories into the larger cities, with the added cost of plant and living for the operation<sup>be</sup>, be continued we shall soon need this great body of conservative rural home owners to save our country in the hour of peril.

Little Rock Ark  
New Capital Hotel  
Apr 5 - 1910

Dear Wife

Mr Martin & I joined  
the Ogden party at Harrisburg  
There were Mr Ogden & his daughter  
Mrs McClary. Dr McElvin & wife  
(He is Editor of Brooklyn Eagle)  
Prof Eggleston Supt. Public Instru-  
ce & Mrs Humphord Richmond &  
wife of a prominent city. It -

was a very pleasant party -  
St. Louis 5 PM last Evening - dined  
at Jefferson Hotel - This morning  
arrived Little Rock 8 AM. Took  
room 210 <sup>new</sup> Capital Hotel - Every thing  
furnished by Mr Ogden was the best

He even furnished a stenographer  
on the train & I sent an article to  
Bradford Hope you are getting  
along well. Do write me all  
the facts about yourself. With love  
Affectionately Herman

Bureau of Plant Industry.

U. S. Depa

riculture.

LITTLE ROCK-ARK

3 — PM

APR 5 - 10



Penalty

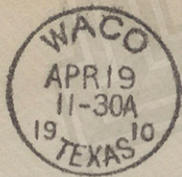
100.

Mrs S. A. Knapp  
1410 Euclid St NW  
Washington  
D.C.

Grace Tex  
Apr 17 1910

dear wife

Lavelly & I arrived  
here on Sunday noon  
from Texaco. I shall  
be through here to day  
and take a day run up  
into the Panhandle to  
see how crop conditions  
are - return to Forts  
and expect to reach Lake  
Charles Sunday night or  
Monday morning & remain  
there till Wed night and  
then go to Meridian Miss  
- then Columbus Miss &  
then home - Your letters  
have been received - I hope  
the Lumbago will leave you  
and that I shall find you  
well - With love I am  
affectionately Leaman



Mrs S A Ruapp  
1410 Euclid St - NW  
Washington  
DC



Mrs S A Trump  
1410 Euclid SSW  
Washington  
DC

J.A. BEL, VICE PRES'T  
FRANK ROBERTS, CASHIER

H.C. DREW, PRESIDENT

GEO. HORRIDGE, VICE PRES'T  
H.H. ROCK, ASST. CASHIER

## CALCASIEU NATIONAL BANK

CAPITAL \$ 150,000.00  
SURPLUS \$ 100,000.00

LAKE CHARLES, LOUISIANA

Lake Charles  
Apr 25<sup>th</sup> 1918

Dear Wife

Last night at 1.30 I

arrived here from Tex and went  
to the hotel so as not to disturb  
Arthur. This morning I went to  
Arthur's to breakfast. Found  
all well, especially the baby.

I have spent the day visiting & will  
start for Meridian Wed night - remain  
at Meridian Friday - at Columbus  
Sat and leave for home Sat evening.

Arthur did not send the money  
- I will bring it sure and be there to close  
deal - I am delighted to hear that  
Minnie is with you and that you  
are better - Arthur seems pretty well  
with love to all I am

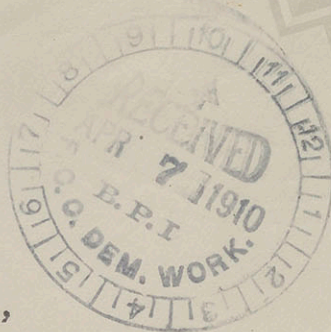
Affectionately

Seaman

UNITED STATES DEPARTMENT OF AGRICULTURE,  
BUREAU OF PLANT INDUSTRY,  
WASHINGTON, D. C.

OFFICE OF FARMERS' COOPERATIVE  
DEMONSTRATION WORK.

IN YOUR REPLY  
REFER TO



Columbus, Miss.,

4/4/10.

Dr. S.A. Knapp,  
Washington, D.C.,

Dear Sir:-

Yours of the 29th received. I could refer you to hundreds of individual cases and also a number of communities that have been radically affected by the Farmers' Cooperative Demonstration Work. However, I shall mention only one of each.

The individual that I shall mention is Mr. J.F. Varner of Winona, Miss. He is a small farmer I think running about three plows. According to his own statement three years ago he was practically bankrupt and his home was under a heavy mortgage, at that time he was only making about three bales of cotton to each plow. He took up the demonstration work three years ago and so greatly has his crops been increased that he is now making about 7 bales per plow besides all of the corn, hay, and pork for his farm and he now is clear out of debt. At our State Meeting of agents at Winona recently he came to the meeting uninvited in order to show specimens of cotton grown <sup>under</sup> the demonstration methods and those grown under ordinary methods on similar land, and I have never seen a more enthusiastic man in my life. While he was talking to me

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WASHINGTON, D. C.

OFFICE OF FARMERS' COOPERATIVE  
DEMONSTRATION WORK.

IN YOUR REPLY  
REFER TO

a prominent merchant of the town was present and remarked.  
" Yes, four years ago Varner could not get credit for a plug of tobacco in this town, but now when he comes in town we run after him to ~~sell~~ <sup>think</sup> him whatever he wants." In regard to communities I ~~have~~ <sup>think</sup> one of the most striking instances of this kind is in the northern portion of Tuscaloosa County in Alabama where the work is conducted by Mr. E. Mims, ~~a~~ little more than two years ago when Mr. Mims took up the work I was district agent for north Alabama at that time and Mr. Mims was in my territory and I made frequent visits with him over his territory and I have never seen a section more backward as far as farm methods, implements and teams were concerned. You will recall that Mr. Mims had considerable difficulty in getting his people to cooperate with him as they were entirely ignorant of such work, and looked upon him with suspicion thinking perhaps he was a revenue officer, in one or two cases they refused him admittance to their places. Now this entire community is making an average of onehalf to one bale of cotton per acre and probably buys less farm supplies than any similar section ~~on~~ north Alabama. MR. Mims stated in his report recently that 75% of his people were using improved implements and 50% were securing good teams and the demand for the demonstration work ~~further~~ <sup>greatly</sup> exceeds Mr. Mims ability to visit them although he is an unusually lively agent.

UNITED STATES DEPARTMENT OF AGRICULTURE,  
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WASHINGTON, D. C.

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DEMONSTRATION WORK.

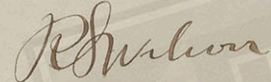
IN YOUR REPLY  
REFER TO

Mr. Mims mentioned several men whom I knew that were renters two years ago that have now purchased homes of their own and make substantial payments, on same.

I suppose this is about what you want and I could mention numerous individuals and communities where almost equal progress has been made.

Hoping that this is satisfactory, I am,

Yours truly,



State Agent

RSW-CS.

UNITED STATES DEPARTMENT OF AGRICULTURE.

BUREAU OF PLANT INDUSTRY.

Washington D.C.

Timpson Texas 4/4/1910

Dr.S.A.Knapp.

Washington D.C.

Dear Sir:-

Replying to your favor of the 29, Ult. with refference to some of my special demonstration work, I offer you the following.

Mr.D.B.Ross of Carthage Texas, Gave us a very thorough and complete Demonstration on 30 acres of gray sandy soil that had been cropped continuously for 80 years.Fifteen acres in corn and fifteen in cotton.

This land was broken 10 inches deep with a disc plow in the fall of 1908 for the crop of 1909, and followed by some winter harrowing with the section harrow. He used on the corn 266  $\frac{2}{3}$  lbs of cotton seed meal mixed with 133  $\frac{1}{3}$  lbs of high grade acid phosphate(14% Av) per acre, making 400lbs per acre and under the cotton he used 133  $\frac{1}{3}$  Lbs of meal mixed with 266  $\frac{2}{3}$  lbs of high grade acid phosphate it was also 14% available. and making 400lbs per acre.

The first two cultivations for each field was with the harrow first with the section harrow, straight tooth, cross wise and the next was with the side harrow, with the rows. He afterwards used the John Deere cultivator with sweeps and shovels always plowing very shallow, he gave four cultivations with the cultivator. on each 15 acres, and at all times keeping a dust mulch upon the surface. In the cotton we had boll weevil from the time the cotton begin fruiting until it was picked and gined.

The yield of corn on the first 15 acres was 919 bushels or 61 Bu and 20lbs per acre ( land measured accurately and the corn weighed) From the 15 acres in cotton he got 17 bales averaging a little more than 500 lbs each.

This Demonstration has had this effect upon the community or County.  
1st. Practically all the farmers are now using improved seed.  
2nd fully 50 % are buying improved implements.  
3rd The farmers no longer fear boll weevil in this county.  
4th,It has had a wonderful stimulus to corn growing.  
5th it has turned many person back to the farms of East Texas.  
And 6th it has brought a very general and marked Improvement on the home and its environments.

On the 7th, day of July 1909, we held an institute at Mr.Ross, home which was attended by many farmers from different sections of the county and also by Merchants ,Bankers and News paper men and as a matter of fact has had considerable advertisement.

I am as ever.

Yours truly.

*G. W. Grooms*  
Special Agent.

UNITED STATES DEPARTMENT OF AGRICULTURE,

BUREAU OF PLANT INDUSTRY,

Washington D.C.

Timpson Texas April 4th, 1909.

An other Demonstration which has had a marked effect upon the farmers of this section, is that of Mr. J. M. Burns of Timpson Texas who has a farm just across the Shelby County line over in Ruk County.

Mr. Burns had a farm of probably 200 acres in cultivation and had for about three year grown nothing but corn and peas on account of the boll weevil.

In the fall of 1908, he decided to use our intensive method on cotton and proceeded to prepare 110 acre by breaking and harrowing.

This 110 acres was all heavy bottom land and Mr. Burns therefore made his rows fully six feet wide and procured some of the famous Mebane Triumph cotton which is an early and rapid fruiter.

In the fertilization he used principally High Grade acid phosphate, (14% available) Using at the rate of 200 lbs per acre.

The cultivation was with the harrow first and followed with the sweeps and shovels. giving about five to six cultivations and always keeping the rows upon a level or nearly so. In this field, Bollweevils were present from the time the cotton begin fruiting until frost. And we had in this immediate section a very severe drouth which was accompanied by fierce hot winds at two different periods.

Mr. Burns Gathered from his 110 acres 91 bales of cotton, and but for the drouth and hot winds it is reasonably certain that the yield would have reached 125 bales.

The Demonstration has had this effect with Mr. Burns. Before he was very anxious to sell his land and move to some other country but since this crop of 1909. His land has been taken from the list of the land s for sale.

Yours Truly.

*G. W. Orms*  
Special Agent.

We beg again to invite the attention of Demonstrator readers to the weekly contributions of Mr. Jas. A. Booker which have been for a considerable while appearing in the columns of the paper. Mr. Booker is a farmer; a scientific farmer, and, at the same time, a thoroughly practical one. He is here at the expense of the United States government as the representative of the Farmers' Co-operative Demonstration Work. He is here for the peculiar benefit of the farmers and his instructive and really helpful articles in the Demonstrator are directed mainly towards the benefit of the farmer. It is the duty of every farmer to read these contributions; to study them; to learn them; and to apply them. Mr. Booker's articles alone are worth infinitely more to the farmer who wishes to get ahead than the subscription price of the Demonstrator. We earnestly commend Mr. Booker's column to the attention of our readers.

UNITED STATES DEPARTMENT OF AGRICULTURE,  
BUREAU OF PLANT INDUSTRY,  
WASHINGTON, D. C.

OFFICE OF FARMERS' COOPERATIVE  
DEMONSTRATION WORK.

IN YOUR REPLY  
REFER TO

Mound Bayou, Miss.  
April 4<sup>th</sup> 1910.

Dr. S. A. Knapp:—  
Washington D. C.,  
Dear Sir:—

Replying to yours of the 29<sup>th</sup> inst.  
it gives me much pleasure to write you  
the following:

Mr. F. A. Robinson; Boyle, Miss., began  
the demonstration work last year for the  
first time and though the season was very  
unfavorable the results obtained were so very  
satisfactory in being so far superior to ordinary  
methods that this year he decided to  
cultivate his entire farm himself with  
hired labor instead of renting it to tenants.  
He says by having complete control himself  
he can work the entire place on the

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WASHINGTON, D. C.

OFFICE OF FARMERS' COOPERATIVE  
DEMONSTRATION WORK.

IN YOUR REPLY  
REFER TO

demonstration plan and improve his land instead of allowing it to be improperly worked by careless tenants.

Mr. H. Benson, Mound Bayou, Miss., began the demonstration work in 1908 when I first came here. He states to me that the information received regarding the demonstration work has enabled him to improve his condition to the extent that he can soon own the place upon which he lives instead of having to rent as he has been doing. Mr. Benson has also this year cut down his acreage nearly or about one-half of what he usually works and says he will now be able and intends to give his entire crop the proper attention as he has found out that is the best thing <sup>to</sup> do. He attributes his success and bright <sup>hopes</sup> of the future to the demonstration work.

Mr. William Nash, Mound Bayou, Miss.,

3  
UNITED STATES DEPARTMENT OF AGRICULTURE,  
BUREAU OF PLANT INDUSTRY,  
WASHINGTON, D. C.

OFFICE OF FARMERS' COOPERATIVE  
DEMONSTRATION WORK.

IN YOUR REPLY  
REFER TO

began the Demonstration Work in 1908,  
a man now more than fifty years old is an  
ardent supporter of the work. He has  
realized excellent results from both his  
cotton and his corn. He is especially elated  
over his success with corn. In talking to me  
about it he said that he had <sup>always</sup> been taught  
that success in corn raising lay in the  
turning plow cultivation, but he would never  
believe that anymore as he had seen the  
superiority of the Demonstration Method  
over the ordinary methods.

Enclosed find editorials from our local paper  
the "Demonstrator"

Yours respectfully  
Jas. A. Booker

UNITED STATES DEPARTMENT OF AGRICULTURE,  
BUREAU OF PLANT INDUSTRY,  
WASHINGTON, D. C.

OFFICE OF FARMERS' COOPERATIVE  
DEMONSTRATION WORK.

IN YOUR REPLY  
REFER TO

Denton, Tex. April 4<sup>th</sup> 1910

Dr. S. A. Knapp

Washington, D. C.

My dear Sir.

your favor from March 29<sup>th</sup> to hand

It is with great pleasure to me to submit to you  
a few striking cases where your better methods of farming  
has brought hope and prosperity to many farmer in  
my territory. the material benefits in Dollars + Cents  
amounted to hundreds of Dollars to many farmers  
+ even to some poor renters which gave new  
hope to them that some day in the near future  
they will <sup>be</sup> able to buy a piece of land which  
they can call their home + raise a good familie  
+ be contented.

I herewith submit the following names and  
the demonstration work and the influence of  
the same upon the individual, on different  
sheets, as I have taken it from my report books  
and also my memory.

Trusting that this will meet with your  
approval

I am

very truly yours.

Wm. Sawyer

District Agent

UNITED STATES DEPARTMENT OF AGRICULTURE,  
BUREAU OF PLANT INDUSTRY,  
WASHINGTON, D. C.

OFFICE OF FARMERS' COOPERATIVE  
DEMONSTRATION WORK.

IN YOUR REPLY  
REFER TO

Dear Dr. Knapp

you will pardon me for going in such  
details connected with the A. M. Crowder  
report showing the prejudice against this noble  
work in some new localities and after the  
success the victory.

W. G.

Example. No 1.

Mr. A. M. Crowder, Decatur, R. D. No. 2, Wise Co. Tex.

a renter, whom I enrolled in the demonstration work in 1909. after I convinced him of the value of a better method of farming layd<sup>down</sup> in the instruction & Bulletines of Dr. S. A. Knapp, and to follow them would in crease the yield per acre & also the earning capacity considerable he gladly accepted the proposition & signed the signature slip & mad me a promise that he would follow the instruction, & gone to work to comply with his promise.

Some time after he had signed up he met his land lord who is a prominent Citizen, and office holder whom by the way was working a plot of cotton next to Mr. Crowder, same identical Soil Mr. Crowder told his land lord, that the Government agent in Dpt. of Agriculture ~~was~~<sup>came</sup> to see him & told him of the benefits he would derive by following the instruction of the Government in the U. S. Department of Agriculture & that he signed up & promised that he would follow same. his land lord told him, if he was him that he would not follow the instruction from Washington, as he didn't think <sup>they</sup> would know much about raising Cotton & Corn in Tex. Mr. Crowder then said, well the Agent Mr. Ganzer made me such a convincing talk, that there must be something in it & I set out to give

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WASHINGTON, D. C.

OFFICE OF FARMERS' COOPERATIVE  
DEMONSTRATION WORK.

IN YOUR REPLY  
REFER TO

it a trial, Mr. Crowder has told me this, after he made such fine crop & had such good results he further stated to me that some of his other neighbors tried to influence him to keep him from following the instruction, as I visited him about once a month I encouraged him to keep up the <sup>shallow</sup> cultivation as near as possible during that dry hot weather & hot winds, to go through about every Eight days, and use nothing but the bussard wing sweeps, which he gladly did, Now his land lord layd his cotton by during the time the hot winds had set in, and as I part out of Mr Crowders field, I took notice the way his land lord laying his cotton by using four shovels I said to myself, here is sure enough a demonstration farm, because he was plowing at least four inches deep, injuring the root sistem.

Now for results in comparison in these two crops, the Soil the same, both planted the same kind of Seed the "Rowden" Mr. A. M. Crowder made 620 # of Seed Cotton per Acre, his land lord made 300 lbs per Acre, a difference of 320 lbs in favor of Dr. S. A. Knapps better Method

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OFFICE OF FARMERS' COOPERATIVE  
DEMONSTRATION WORK.

IN YOUR REPLY  
REFER TO

of farming, if we figure at only \$4.50 per 100 lbs of Seed Cotton, the gain of 320 lbs. on each acre over his land lords Cotton would amount to \$14.40 per acre and as Mr. Crowder had practiced the new method on his 30 acre of Cotton crop, he was materially benefitted to the sum of \$432.00 above the amount of cotton he probable would have made of 300 lbs if he stayed in the old rut with his landlord. This surely brought new hope & prosperity to this family as I witness with myself the last trip I made before Christmas to get a full report.

It was about 11 o'clock A.M. the time I got to their farm, I found Mr. Crowder hauling manure to the field. As we had greeted each other, he went right to my Buggy & unhitched my team to stay with him for dinner, I objected to that & told him that I could make another visit, but he said, no you must eat with us & do some figuring on my Cotton Crop, he got his book where he kept the record of the work & also from all the cotton sold, which proved the above results.

him & his wife praised the day when the demonstration work was brought to them. They are full of hope that in the near future by practicing the same method they will be able to buy their own home & educate their children. And his land lord is convinced and the other neighbors are asking to be taking in the Demonstration work.

UNITED STATES DEPARTMENT OF AGRICULTURE,  
BUREAU OF PLANT INDUSTRY,  
WASHINGTON, D. C.

OFFICE OF FARMERS' COOPERATIVE  
DEMONSTRATION WORK.

IN YOUR REPLY  
REFER TO

Example # 4.

Mr. C. Brandenberger, Aubrey R.R. 2. Denton, Tex., who has bought a farm, most of it on time, was discouraged over a year ago, that he expected to lose his farm on account of ~~not~~ being a paid not making enough money to meet his payments. I made a demonstrator out of him & told him if <sup>he</sup> would follow the instruction of Dr. S. A. Knapp & study the bulletines, he would make Corn & Cotton & make his payments.

Results showing that he made 964 lbs of Seed Cotton per Acre or over 26 Bales of Cotton from about 40 Acres, where the yield of similar land near by only made 500 lbs of Seed Cotton, or 464 lbs more per acre in favor of Dr. S. A. Knapp's new method of farming.

And this wonderfull yield brought new hope to the whole Familie and with new energie and perseverence in this great work have all their ground broken early & selected their corn & Cotton Seed through my influence and the study of the Bulletines on Seed selection, they certainly expect still greater results this fall, and bless the demonstration work.

UNITED STATES DEPARTMENT OF AGRICULTURE,  
BUREAU OF PLANT INDUSTRY,  
WASHINGTON, D. C.

OFFICE OF FARMERS' COOPERATIVE  
DEMONSTRATION WORK.

IN YOUR REPLY  
REFER TO

Example # 3.

Rev. G. H. Hony, R. 1. Denton, Tex.

Who is not only a good Preacher but also a good farmer & owns a farm, he says this, in regard to the Demonstration work in his community.

The education in better farming is doing wonders, he himself is making more cotton & corn per acre as ever before, and also the most of his neighbors improving wondrously. The Government is doing a great work for the agriculturists classes, it surely will bring better condition throughout the Country, he says: through the education how to make a better Seed Bed & through the selection of better Seed & the intensive cultivation, we will show better results this year then ever before.

UNITED STATES DEPARTMENT OF AGRICULTURE,  
BUREAU OF PLANT INDUSTRY,  
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OFFICE OF FARMERS' COOPERATIVE  
DEMONSTRATION WORK.

IN YOUR REPLY  
REFER TO

Denton, April 4<sup>th</sup> 1910  
Example No. 2. a True Statement by Wm. Ganzer, Dist. Agt.

Mr. J. C. Lee, Justin, R. D. No. 2, <sup>Denton Co</sup> a renter  
on Mr. Emory Wilkins plantation, by following the  
instruction also blessed the day when the Demonstration  
work was brought to him & I enrolled him last year  
as a Demonstrator, here follows the results as  
his crop report shows on my record and also  
circumstances connected with it from my memo-  
ry, I went to the fields of corn & Cotton of the  
demonstration plats every time I visited him  
& had to explain to him the "why's" & the "how's"  
& finally he caught on to it & followed the in-  
struction to a dot.

Here is the results, he made 18 Bushel of corn per  
Acre, same land near by they didn't make no  
corn.

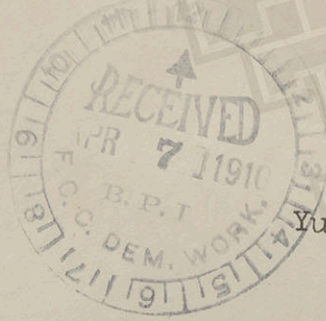
Cotton he made 700 lbs. of Seed Cotton per acre  
his neighbors with as good land only made as  
an average 300 lbs. per acre.

To verify this, Mr. Emory Wilkins his land lord  
came to me & congratulated me by taken his renter  
Mr. Lee in to the Demonstration work, he made this  
Statement: That is the best thing the Government  
ever done for this Country. Mr. J. C. Lee has paid  
me more rent then any one of my other renters, and  
he had less land then any off them, I wish you  
could take in every one of my renters.

UNITED STATES DEPARTMENT OF AGRICULTURE,  
BUREAU OF PLANT INDUSTRY,  
WASHINGTON, D. C.

OFFICE OF FARMERS' COOPERATIVE  
DEMONSTRATION WORK.

IN YOUR REPLY  
REFER TO



Yukon, Okla. Apr. 4. 1910.

Dr. S. A. Knapp,

Washington, D. C.

Dear Sir:- In response to your letter asking for a few concrete examples, giving names and addresses, where our work has brought hope and prosperity to struggling farmers, I enclose a short story of one of Mr. W. N. McPherson's tenants in Stephens county. I am giving it just as Agent McPherson gave it to me. There are doubtless other interesting details connected with this case that I do not know. I am writing Mr. McPherson about it and if there is any thing else connected with it I will rewrite it for you when I get the additional details.

Truly yours,

W. D. Bentley.  
State Agent, Yukon, Okla.

UNITED STATES DEPARTMENT OF AGRICULTURE,  
BUREAU OF PLANT INDUSTRY,  
WASHINGTON, D. C.

OFFICE OF FARMERS' COOPERATIVE  
DEMONSTRATION WORK.

IN YOUR REPLY  
REFER TO

Yukon, Okla. Apr. 4. 1910.

Dr. S. A. Knapp,

Washington, D. C.

Dear Sir:- W. E. Stone of Duncan, Stephens Co. Okla. was not even a "one-mule" farmer when he rented land in the fall of 1908. for a 1909 crop. He had nothing but good health and a willing disposition to work hard and follow the instructions of Special Agent W. N. McPherson.

The landlord furnished every thing necessary to make the crop and recieved one half for his share. Three mules were used to break the land # during the fall and winter and two were used ## in the cultivation of the crop. The best modern tools were used in the breaking, planting and cultivation. One man did the breaking and cultivating. The land was fertile bottom. Season very dry and unfavorable, especially for corn.

22 acres were planted in Cotton and 45 acres in corn. 20 five hundred pound bales of cotton were made and 1690 bushels by weight of corn.

Mr. Stone claims that he cleared ~~###,###~~ \$1,200.00 for his share.

In this section, light crops and many total failures without exception were the rule where ordinary methods of farming were practiced last year.

More good farming is being done in this section this year than ever before. Evidences of the good effects of the demonstration work in Stephens County may be seen all over the County.

Truly yours,

W. D. Bentley.  
State Agent.

UNITED STATES DEPARTMENT OF AGRICULTURE,  
BUREAU OF PLANT INDUSTRY,  
WASHINGTON, D. C.

OFFICE OF FARMERS' COOPERATIVE  
DEMONSTRATION WORK.

IN YOUR REPLY  
REFER TO



Statesboro, Ga. April, 5, 1910.

Dr. S. A. Knapp,

Washington, D. C.

Dear Dr. Knapp,

In answer to yours of the 29th ult. in regard to special influence of Dem. Work, will say, the work has been in South Georgia only one year, so it has not had time to make any very great changes; but will give you a few examples that may serve your purpose.

Mr. E. W. Hodges, Halcyondale, Ga. R. F. D. No. 2, made 35 bus. corn per acre on his demonstration patch, while on his regular crop he made only 15 bus. per acre; he is working his whole crop this year according to our methods.

Mr. H. I. Waters, Clito, Ga. made 2300 lbs. seed cotton per acre on his Demonstration plat and only 900 lbs. seed cotton per acre on his other crop. He is cultivating his whole farm by Dem. methods this year.

Mr. J. B. Williams, Statesboro, Ga. R. F. D. No. 6, made 1250 lbs. seed cotton on his Dem. plat and only 750 lbs. per acre on the rest of his cotton land. He made 64 bus. corn per acre on Dem. plat with no fertilizer, while on his other corn he made only 18 bus. per acre. He also put his whole farm under our direction this year.

UNITED STATES DEPARTMENT OF AGRICULTURE,  
BUREAU OF PLANT INDUSTRY,  
WASHINGTON, D. C.

---2

OFFICE OF FARMERS' COOPERATIVE  
DEMONSTRATION WORK.

IN YOUR REPLY  
REFER TO

Mr. Dickson, Metter, Ga. agreed to try 2 acres of cotton when our agent first visited him in the fall of 1908. He liked our preparation so well that at the second visit of the agent he volunteered to work his whole crop of 14 acres according to Dem. methods. The result was he gathered 18 bales from the 14 acres where he had formerly made less than 10 bales.

Dr. Rawlings, a big farmer of Sandersville, Ga. after reading your bulletin on "More Horse Power" went immediately and bought four heavy work horses.

One of our agents (Mr. Williams of Gibson, Ga.) couldn't get one of his one-horse demonstrators to prepare his Dem. plat properly, so he took his own teams and implements over and prepared it for him. The Dem. was so carried away with the work done that he the next day and bought a pair of horses weighing about 2800 lbs. This man was a one-horse farmer, but less than one month of the Dem. Work changed him to a three-horse farmer.

Hoping you may be able to use some of these examples,

I am, yours very respect.

*J. H. Hillis.*  
Dist. Agent.

UNITED STATES DEPARTMENT OF AGRICULTURE,  
BUREAU OF PLANT INDUSTRY,  
WASHINGTON, D. C.

OFFICE OF FARMERS' COOPERATIVE  
DEMONSTRATION WORK

IN YOUR REPLY  
REFER TO

dictated

Arcadia, La. 4/5/1910.

R. S. C. Knapp,

Special Agent in Charge.

Washington, D. C.

Dear Sir:—

Replying to your request for reports on some of our demonstration work, I am here with enclosing you a few of these reports. Also copies of some letters Messrs. J. M. Sentell and H. E. Glassell. This is only a very few of what could be gotten up.

You will note from these letters that our country is going into a new era of prosperity.

Dr. S. C. K.

UNITED STATES DEPARTMENT OF AGRICULTURE,  
BUREAU OF PLANT INDUSTRY,  
WASHINGTON, D. C.

OFFICE OF FARMERS' COOPERATIVE  
DEMONSTRATION WORK.

IN YOUR REPLY  
REFER TO

-I-  
We have obtained some splendid results from diversification, especially on Red River. In that Territory diversification has gotten to be the watch word. As you suggested my time is very much taken up in visiting my local Agents etc.

Regret that I cannot give the subject more attention at this time.  
With kindest regards, I remain,

Very truly yours,  
J. C. Mendenhall

District Agent

UNITED STATES DEPARTMENT OF AGRICULTURE,  
BUREAU OF PLANT INDUSTRY,  
WASHINGTON, D. C.

OFFICE OF FARMERS' COOPERATIVE  
DEMONSTRATION WORK.

IN YOUR REPLY  
REFER TO

Mr W. M. Kemp

Liberty Hill in Beensell Parish  
who was a Demonstrator worked ten acres of  
Cotton as a Demonstration plot.

Mr Kemp's farm is one of the oldest-  
farms in the Parish having been in cultivation  
for more than eighty years; he adopted the  
cultural methods following instructions implic-  
itly; he had a very heavy infestation of the  
weevil so much so the local Agent had consid-  
erable difficulty in keeping him from plowing  
up his cotton; However after agreeing to go ahead  
and work the crop he gave it intensive cultivation  
and made a yield of 900 # per acre on an  
average. On one acre (special) he made 1750 # seed  
cotton; This Demonstration has had its effect-  
with Mr Kemp's neighbors so much so that  
there is no danger that any more cotton will be  
plowed up in this community and they all  
want to work on the Demonstration plan

UNITED STATES DEPARTMENT OF AGRICULTURE,  
BUREAU OF PLANT INDUSTRY,  
WASHINGTON, D. C.

OFFICE OF FARMERS' COOPERATIVE  
DEMONSTRATION WORK.

IN YOUR REPLY  
REFER TO

Mr. J. E. Woodard, Ringgold La. R. F. D. #1

Who is one of <sup>the</sup> Demonstrators, worked ten acres in cotton, following instructions to the letter, both in cultivation and picking bolls and squares. He made an average of a little over 1200 lb seed cotton per acre. Mr. Woodard has been a Demonstrator for the past three years; & the results obtained by him have been of untold benefit to farmers in his community.

Mr. Woodard is a prominent man in his neighborhood; is a progressive farmer, and his work attracts attention.

UNITED STATES DEPARTMENT OF AGRICULTURE,  
BUREAU OF PLANT INDUSTRY,  
WASHINGTON, D. C.

OFFICE OF FARMERS' COOPERATIVE  
DEMONSTRATION WORK.

IN YOUR REPLY  
REFER TO

J. G. Taylor.

Arcadia, La. Cooperator.

Who made twenty five bales of cotton  
on 40 acres of land worked according  
to the cultural methods layed down in  
the Bureau's Bulletin and through the  
advice of the local & District Agents. Mr.  
Taylor is very enthusiastic over the  
Demonstration work; so much so that  
he is going to work his entire farm  
under these methods.

UNITED STATES DEPARTMENT OF AGRICULTURE,  
BUREAU OF PLANT INDUSTRY,  
WASHINGTON, D. C.

OFFICE OF FARMERS' COOPERATIVE  
DEMONSTRATION WORK.

IN YOUR REPLY  
REFER TO

B

Mr. J. R. Hemple, of Dixie, La.  
Who is a pretty thorough demonstration  
farmer, and has also gone extensively  
into diversification. These condi-  
tions being brought about by the  
demonstration work. Mr. Hemple  
made on six acres of cotton worked  
according to my directions,  $6\frac{1}{2}$   
six and one half bales of cotton.  
And on 20 acres of corn worked  
according to demonstration plan  
52 bushels of corn per acre. Mr. Hemple  
has added the raising of hogs and ~~hats~~  
colts to his farm work. Starting with

= 2 =

UNITED STATES DEPARTMENT OF AGRICULTURE,  
BUREAU OF PLANT INDUSTRY,  
WASHINGTON, D. C.

OFFICE OF FARMERS' COOPERATIVE  
DEMONSTRATION WORK.

IN YOUR REPLY  
REFER TO

ten sows and pigs on the first of January 1909, sold to the packerys at Fort Worth, little \$900. worth of hogs to date. Mr. Kemple estimates that these hogs cost him from 2½ to 3 cents per pound ready for market. He sold them from 6½ to 8½ cents per pound F. O. B. his station. And together with the ten original sows has over \$300. worth of hogs. A couple of fine mule colts and one especially fine horse colt. From a distance of 25 miles north of Shreveport on the line of the G. & O. R. R. the farmers have shipped 13 car loads of hogs to the packery.

GULF STATES FARMER.

good corn farmer, cultivated of land in corn with one good pair of mules, making over a pair of corn to the acre. This good land not fertilized in any raised a good crop of corn. Five trips to the row, not in breaking the land, as follows: t, one trip, to harrow, one trip; t, to a stand, and cut weeds, one in a cultivator (with 4 shoulls) p; a harrow, one trip. was on a well drained piece of and, that had been in peas the before. On some acres, I gathered 60 bushels to the acre. I the average was about 50 bushels the acre. The rows were about et, and the corn about 16 or 18 in the drill.

market for corn this season has been very good. Most of the corn in this section was sold from 60 to 65 cents a bushel. The farmer at the station, the farmer shipping and hauling direct to the market, and the farmer about 2,000 cars of corn have all shipped from Shreveport this season. Several of the planters have sold a good deal of seed corn. One sold 2,500 bushels, and had orders for 1,000 bushels that he could not fill. This seed corn had been well sold for a number of years.

test of some corn from North  
iana demonstrated the fact that  
corn had only 11.50 per cent.  
ure, while the protein was 12 per

Our corn matures and dries on stalk, and its value for seed and purposes is fully developed. Mr. Mason, chief grain inspector of the United States, and Commissioner of Trade of New Orleans, has been active in rendering valuable and effective service in convincing the farmers here, and in the West, that Louisiana corn is good corn. He has sampled corn on exhibition at his office, and takes great pleasure in showing them to any man who calls on him.

It has been established beyond a doubt, that we can raise good corn for the market; good corn for seed, and can produce on good land, from 40 to 60 bushels per acre. The Boys' Corn Club has been organized in Caddo parish, with one hundred members. Handsome prizes have been offered by the local bankers and individuals, and we may look for good results from the Boys' Corn Clubs of Louisiana this year. The papers report that Governor Sanders has offered a gold watch for the best acre of corn raised by a member of the Boys' Corn Club of this State. I cannot try for this prize, but I know of a good many bright little boys who will try to get this watch.

The State Fair will be the place where the corn will be on exhibition. It has been estimated that about \$3,500 will be offered for the Boys' Corn Clubs in this State.

Select your seed, prepare your land, and cultivate properly. I have been told that the root of a corn-stalk will go four feet down in the ground; and that in length, a corn-stalk has one mile of roots. Don't break these roots after the corn begins to shoot and tassel. Break your land well, and cultivate shallow, after the corn gets waist-high, because every root of each stalk of corn has its value to the ear on the stalk.

We must not break these roots, unless we know that the stalk has time to make new roots and recover from the loss. Corn is a white man's crop. Few negroes can or will raise corn. Its cultivation requires thought and study. Any old way will not make corn.

The public schools in this State have endorsed the Boys' Corn Clubs, and with the active and effective work of Prof. Roy, a large number of boys have joined the Boys' Clubs. Training for future occupation is an important factor in a boy's life, and the necessity of teaching a boy how to live on the farm is more important than the usual plan of teaching him to leave the farm, and I hope to see the time when a public school teacher will impress a boy with the importance of knowing as much about the roots of a plant, especially those of the corn and cotton plants, as it is to study about the roots of Latin and Greek words. Should you have a corn show in your city, do not fail to make your premiums include those for the Boys' Corn Club. Yours truly,

W. F. GLASSSELL.

W. E. GLASSELL,  
Shreveport, La.



Mr. Boll Weevil has made some changes in this plan; and now the attention of the farmers and planters have been directed to diversification of their crops. Good river lands which have been producing from one-half to five-eighths of a bale of cotton to the acre (without the boll weevil), will make from 35 to 50 bushels of corn per acre. The careful selection of the seed; the intelligent preparation, and proper cultivation of the land, requires more consideration from the farmer, in order to raise corn, than he is accustomed to give to a cotton crop. For that reason, the average yield per acre for a corn crop in this section, is not a fair estimate of the productiveness of the land.

One man will select his seed corn, prepare his land, and cultivate intelligently. While another, and it may be a neighbor, will plant any kind of seed (just so its corn), plow his land the same old way, cultivate when the grass and weeds grow in his corn, and then complains that the dry season prevented him from making corn.

## SHREVEPORT PROGRESSIVE LEAGUE

"NATURAL GAS TO BURN"

S. J. ZEIGLER, Secretary

Shreveport, La., December 21, 1909.

Messrs. Chas. W. Hardy & Co., Shreveport, La.

Gentlemen: "All things go by comparison." My opinion is that the lands in North Louisiana in fertility and intrinsic value are far superior to those of any state in the South. The price of our lands, both uplands and the alluvial river valleys, are much lower in price than those of any other section I have investigated. In fact I believe there are lands near many other cities the size of Shreveport which readily command twice or three times as much and which possess nothing like the productive capacity or capabilities for diversification. For many years I have had exceptional opportunities for observation and the acquisition of knowledge on this subject.

Yours truly,

S. J. ZEIGLER

Real Estate Agent and Secretary of  
Progressive League.

Standard Trotting and Pacing  
Horses  
Red Poll Cattle

Berkshire Hogs  
Barred Rock  
Chickens

J. M. SENTELL

Grower of

HIGH GRADE NATIVE SEED CORN

Dixie La., December 23, 1909.

Messrs. C. W. Hardy & Co., Shreveport, La.

Dear sirs: Being requested by Mr. G. E. Gilmer to give you my views as to the possibilities of this as a farming country, I take pleasure in making the assertion that I have never yet planted a crop that I did not think was profitable if given proper care and cultivation except cotton during a wet season. However, you will bear in mind the fact that this has always been a one crop country; necessarily our experience with crops other than cotton has been very limited, so will deal solely with the crops that I have tried, namely corn, alfalfa, oats, peanuts, peas, ribbon cane, sorghum, etc. Have never tried truck growing, though we produce in abundance anything of this kind for our own use.

With corn I think we should expect a yield of not less than 60 bushels per acre on good average alluvial land, though this season just passed has been a very poor corn season; 40 bushels being considered quite a good yield, though I did produce 70 1-2 bushels per acre this year without fertilizer, on a small seed patch.

With oats I produced 50 bushels per acre this year, and following the oats harvested 40 bushels Spanish peanuts from the same land. Alfalfa should produce if a proper stand is maintained, about 5 tons per acre annually, ribbon cane grown for making the plantation syrup seems very profitable, 25 tons per acre without fertilizer seems to be about the normal yield.

Sorghum and all kinds of peas grow in abundance; in fact, the soil will grow anything that is suited to the climate, and everything seems to thrive except the Doctors who complain of not having enough to do.

All kinds of live stock seem to do well here and can be produced at a profit. Horses, mules and cattle run on Bermuda grass from the 1st of March until the 1st of December without any other feed, and keep fat and growing. In fact, I think Bermuda grass one of the most valuable assets we have, and I do not know of any amount of tramping will kill it out, and if cut for hay will produce 3 tons per acre of better hay than timothy; requires no attention whatever, and when once set will grow always unless killed by cultivation.

As to the value of these lands, will leave that for others to judge. Would prefer to buy than to sell; in fact I am constantly buying and never selling, and intend to keep on buying as long as land values remain as they are. I do not know of anything that is a safer investment.

Yours, etc.,

J. M. SENTELL.

## FOSTER & GLASSELL CO., LTD.

WHOLESALE GROCERS

AND

COTTON FACTORS

Shreveport, La., December 21, 1909.

C. W. Hardy & Co., Shreveport, La.

Dear sirs: Any country that is capable of producing profitably cotton, corn, hay, oats, peas and peanuts; especially when the climate is not too cold in the winter, nor too hot in the summer, has a future.

While I mention five crops, many other products can be raised. The open winters, and early springs, are particularly attractive for stock raising of all kinds. Hogs are raised easily; cattle prosper and thrive here; mules and horses can be raised at a small cost.

The extra railroad facilities, with the hearty co-operation of the local railroads, has opened up a market for all of our staple crops.

While I have not raised potatoes, and sobbage, I am told that the railroads offer extra facilities for such produce.

Yours very truly,

W. E. GLASSELL.



PUMPING PLANT FOR IRRIGATING RICE IN RED RIVER VALLEY

J. H. & R. W. BOISSEAU

PLANTERS

Red Chute Plantations, Bossier Parish  
P. O. Box 494

Shreveport, La., December 23, 1909.

Messrs. C. W. Hardy & Co., City.

Dear sirs: Replying to your favor of recent date beg to say, we own thirteen hundred acres of Red River land and have in cultivation now about one thousand acres. Up to three years ago we planted cotton entirely, but, owing to the ravages of the boll weevil we have diversified, and now grow all kinds of crops, such as cotton, corn, alfalfa, oats, potatoes and in fact anything that grows under the sun, and find all of the crops to be very profitable, especially alfalfa.

With proper cultivation we can grow as fine corn as can be grown anywhere, in fact we can grow from forty to seventy-five bushels to the acre. Besides the different crops named, we can raise hogs cheaper than they can in most places. We can take care of from six to one dozen hogs, on each acre of hay, when used as a pasture, with some little corn to help out on, or we can cut and feed the hay to the hogs with a little extra expense, and obtain the same results as from pasturing.

in which you ask from me an expression as to the comparison in values of farm lands in this section to other states, I beg to submit you my ideas upon this subject.

As a whole, farm lands in our section of Louisiana are productive of every staple crop that can be raised in any other place, especially does this apply now to corn, which is the coming crop of Louisiana. In addition to this, grass and field products of all kinds flourish and produce good paying crops. This country, in the last few years, has taken active interest in diversified farming, and has now come to a point where the farmer is able to raise everything necessary on his farm. I think that the values of our land are entirely too low, but this is accounted for by the large acreage that is lying idle, and people are only too glad to welcome immigration in order to help build up this wonderful country.

The health conditions are unsurpassed and very little, if any, sickness is found in our midst. Parties seeking new fields for a permanent location could do no better than to investigate the opportunities as offered in Louisiana, and I know that they would be well satisfied in settling permanently in our midst.

Very respectfully,  
L. N. BRUEGGERHOFF, Secretary.

## C. H. MINGE & CO. COTTON

OFFICES (SHREVEPORT, LA.  
(NEW ORLEANS, LA.

Shreveport La., December 21, 1909.

Messrs. C. W. Hardy & Co., City.

Gentlemen: Replying to your inquiry as to our opinion as to present and future valuations of lands tributary to Shreveport I will say that owing to the demoralization caused by the boll-weevil scare these lands have been offered at ridiculously low prices in the recent past, and while they cannot now be purchased as low as a year ago, we think present prices much below their real value, and as an investment alone we think they assure large profits in enhancing value within a few years; while as a permanent home for people of industry and intelligence they are of inestimable value, as they not only assure a good living, but with proper management, a yearly surplus.

The past year has clearly demonstrated that diversified farming is a success on these lands, and it has further proven conclusively that despite the boll-weevil, cotton can still be profitably grown when the proper methods are used:

Already—though early in the winter—we have had more cold weather than for the past several years taken together, and the recent snows have assured a good season in the ground for next year's crop, while killing off the insect life to an extent that, in our opinion, minimizes the danger from boll-weevil next year.

Acreage considered, this section made a good cotton crop during the past year, which has been marketed at unusually high prices, and this, together with profitable diversified crops, has put this section in better financial condition than for several years past, and we think the future prospects of these lands and this community have never been brighter or better than at the present moment.

We do not believe there is a civilized section of the globe which can offer better initial inducements, with more alluring promises of future assured legitimate reward than the territory tributary to this city.

Yours truly,

C. H. MINGE & CO.

## VILLAGE OF BOSSIER CITY

E. M. HOYER, MAYOR

Bossier City, La., December 23, 1909.

C. W. Hardy & Co., Shreveport, La.

Dear sirs: The opinion of Northern people of the

South until they find out better: No place on earth can one go where they will have a better chance advance and be prosperous than right here in the South and need not work more than half as hard as in the North. Besides we can work on the farm twelve months of each year, where in the North one will do well to work eight months, and most times only six months of each year.

I came to Shreveport, La., 28th day of October, 1893, (somewhat in poor health) from St. Louis, Mo., weighing 169 pounds, with \$550 in money. I looked about for four weeks and had about decided to go back North, but fortunately I stayed and I bought a small farm of 38 acres, now located in the heart of Bossier City, La., just across Red River from Shreveport, La. Since then I've built on my place \$13,850.00 improvement, accumulated a fine herd of dairy cattle consisting of 100 cows and 45 heifers, consisting of Registered Holsteins, Registered Jerseys and Dual purpose cows. Also place stocked well otherwise. Besides own 130 acres just one-half mile from State Fair Grounds.

Today I weigh 212 pounds and have not had one day of sickness in 12 years, and lived right on the banks of Red River for 16 years and 3 months.

During this time I have been the cause, both directly and indirectly, of quite a few others to come here from the North, and I dare say not one will



CATTLE

say they have made a mistake, besides one of my brothers came to Shreveport 11 years ago without a dollar, clerked for 2 years, then went into business and since has accumulated a fortune of about \$30,000.00.

Everybody that has located here from the North do not want to go back and endure the hard winters. Climatic conditions are much more favorable here than any place I've ever lived not excepting Pacific coast country, where I lived one year. For five years in succession I raised 2 crops of corn on 10 1-2 acres land. In the spring I planted the fine Champion White Pearl and as soon as that came off, I followed up with June corn. Last February I planted 6 acres in Irish potatoes from which I had a net profit of \$220.65, then I planted same ground in June corn about the 10th of June, which made a fine crop, and I fed the green stalks to my cows and about Oct. 12th I sowed same 6 acres in turnips and today have as fine crop of turnips as I ever saw anywhere, summer or winter, and few weighing 7 pounds each, firm and sweet. I am now feeding 1 big two horse load of turnips to my cows each day.

This is also about the best country for alfalfa growing. We get from 4 to 6 cuttings a year and besides have fine grazing during winter months.

Yours truly,

E. M. HOYER.



UNITED STATES DEPARTMENT OF AGRICULTURE,  
BUREAU OF PLANT INDUSTRY,  
WASHINGTON, D. C.

IN YOUR REPLY  
REFER TO

*Arbunny, Ala., Apr. 6, 1910.*

*Dr. S. A. Knapp,  
Washington, D. C.*

*Dear Dr. Knapp:*

*I am in receipt of your  
of recent date asking me to give examples to  
show how the Demonstration Work had especially  
helped one-mule farmers.*

*One of the most remarkable cases in  
my territory is Mr. W. S. Piley of Finklee,  
Conecuh County, Ala.*

*In 1907, Mr. Piley was a one-mule  
farmer, renting land. Today he owns  
two good mules and a farm which can  
be attributed directly to our Demonstration Work.*

*When our Demonstration Agent, Mr. W. S. House,  
enlisted Mr. Piley as a demonstrator in 1907  
he had just harvested his small crop of  
corn and cotton which produced 700 lbs. of  
seed cotton and about 12 bus. of corn per acre*

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UNITED STATES DEPARTMENT OF AGRICULTURE,  
BUREAU OF PLANT INDUSTRY,  
WASHINGTON, D. C.

IN YOUR REPLY  
REFER TO

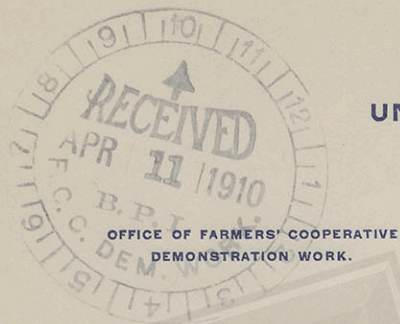
respectively. He was in debt and had given a mortgage to get some 10-2-2 fertilizer for his next crop. He expected to break his land about 3" deep with a "twister" on a "grass-hopper" plow stock, fertilize with his 10-2-2 at the rate of 200 lbs. per acre and run around his crop with a scrape and scooter every two weeks or twenty one days. (I suppose you have heard of the twenty-one-day rule of cultivating - which enables the farmer to lay by, by July 4th.) Mr. Bailey did not expect to make much, unless he "got the season". He did not believe that there was any money in farming, and positively knew that he would not make any money on his farm the following year, unless something miraculous happened. But he had a young wife and two beautiful children to support and he had determined to exist and make enough by man strength and awkwardness, and maintain his credit with his merchant.

UNITED STATES DEPARTMENT OF AGRICULTURE,  
BUREAU OF PLANT INDUSTRY,  
WASHINGTON, D. C.

IN YOUR REPLY  
REFER TO

It is the custom among many one-mule farmers to simply make enough to get the supply merchant to run them; and this was the chief ambition of Mr. Piley. He had never thought of making any money from his farm or making the soil richer. He was really making preparations to move to town at the first opportunity. But just at this time, Mr. House, the Demonstration Agent came along and opened the doors of hope by telling how the Demonstration Work had helped him, and that he was just one year old as a farmer.

Mr. Piley was induced to try one acre of cotton and one acre of corn on the Demonstration plan; with the result that the following year, 1908, he made 50 bus. of corn and over a bale of cotton on his demonstration acres. The acres worked on the "ordinary" plan ~~were~~ almost a failure. The demonstration acre produced almost as much corn as the entire general crop.





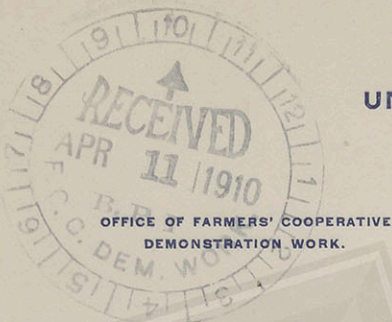
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UNITED STATES DEPARTMENT OF AGRICULTURE,  
BUREAU OF PLANT INDUSTRY,  
WASHINGTON, D. C.

IN YOUR REPLY  
REFER TO

Mr. Parley was so encouraged that he decided to buy the land he was renting and stay on his farm and cultivate the entire area on the demonstration plan. He sold his small mule and bought two large mules and a good breaking plow. The next year, 1909 he produced an average of 1709 lbs. of seed cotton per acre on eleven acres with 400 lbs. of fertilizer per acre. His neighbor just across the fence produced 400 lbs. seed cotton per acre. Mr. Parley's special two-acre demonstration on corn produced 106 bus. while his ambitious neighbor produced 8 bus. per acre. Mr. Parley's general crop produced about 25 bus. per acre. At present he is raising his supplies and if nothing happens, he will be entirely independent this fall. He does not have to beg Mr. Supply Merchant to run him and his credit is good anywhere in the county. Mr. Parley has not only made money, but he has been inspired with a love for his farm and a true conception of the dignity of his calling. He is a good citizen and his influence is being felt throughout his community.

UNITED STATES DEPARTMENT OF AGRICULTURE,  
BUREAU OF PLANT INDUSTRY,  
WASHINGTON, D. C.

IN YOUR REPLY  
REFER TO



The most remarkable case of a one-mule convert in South Ala. is W. S. House. In the fall of 1906, I found him in debt and without hope so far as farming is concerned. His neighbors had pronounced him a failure and he admitted that he deserved the title. He called himself "an average farmer" and said that the "average had fallen until it averaged less than nothing."

I induced him however, to demonstrate a few acres of corn and cotton. This was a hard job and it was two months before he would even listen to my talk about Demonstration Work. (See the History of the Conversion of W. S. House in the hands of Mr. H. E. Sawyer.)

The results of his demonstrations the first <sup>year</sup> was wonderful. He made 119 bus. of corn on a two acre plot which was more than he made on ten acres of his general crop. The cotton demonstration of seven acres produced  $1\frac{1}{4}$  bales per acre and would have produced more if he ~~could~~ <sup>(190)</sup> have had a good stand. His cotton seed ~~180~~ <sup>(190)</sup> bus. were disposed of at \$2.00 per bus. and his corn brought \$2.50 per bus.

UNITED STATES DEPARTMENT OF AGRICULTURE,  
BUREAU OF PLANT INDUSTRY,  
WASHINGTON, D. C.

IN YOUR REPLY  
REFER TO

The following figures show approximately the income of the demonstration acres vs. the "ordinary" acres:

"Demonstration acres" in 1907

Cotton, 7 acres { 4000 lbs. lint = \$400.00  
190 bus. seed = \$190.00 (\$100 per bus)

2 acres, Corn, 110 bus. seed, \$2.50 per bu. = \$275.00

Total cash from dem. acres = \$865.00

"Ordinary acres" in 1907

7 acres, Cotton { 1150 lbs. lint = \$115.00  
70 bus. seed = 15.40 (.22¢ per bus)

10 acres Corn, total yield 105 bus = 94.50 (.90¢ " " )

Total cash from ordinary acres = \$224.90

This statement shows that 9 demonstration acres brought nearly  $3\frac{1}{2}$  times as much cash as 17 ordinary acres. The cost is not given; but it was practically the same on all acres. The fodder was not pulled.

7  
UNITED STATES DEPARTMENT OF AGRICULTURE,  
BUREAU OF PLANT INDUSTRY,  
WASHINGTON, D. C.

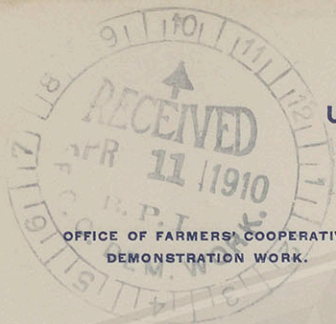
IN YOUR REPLY  
REFER TO

The next year, 1908, Mr. House averaged a bale of cotton and forty bus. of corn on his whole farm. All his surplus seed were again disposed of at fancy prices.

In 1909 he produced  $79\frac{3}{4}$  bus. per acre on 3 acres with 400 lbs. of commercial fertilizer. The balance of his corn produced 35 to 40 bus. per acre. His cotton did not do so well in 1909 on account of unfavorable weather conditions, but he gathered 1246 lbs. of seed cotton on his whole farm. This was nearly a bale per acre as he planted Triumph which runs high in lint.

Mr. <sup>House</sup> continues to sell his seed ~~at~~ good prices; most of his seed are engaged before the crop is gathered.

Mr. House is no longer a one-mule farmer, but is now considered one of the most progressive farmers in his county. His neighbors are all ready to take off their hats to him and they have said something about sending him to the legislature. He says that he is now a three-year-old farmer and when



UNITED STATES DEPARTMENT OF AGRICULTURE,  
BUREAU OF PLANT INDUSTRY,  
WASHINGTON, D. C.

IN YOUR REPLY  
REFER TO

he gets a little older, he expects to find a  
wife to help him with his Demonstration Work.

Trusting that I have given you the  
desired information, I am,

Yours very truly,  
J. C. Phelps.

UNITED STATES DEPARTMENT OF AGRICULTURE,  
BUREAU OF PLANT INDUSTRY,  
WASHINGTON, D. C.

OFFICE OF FARMERS' COOPERATIVE  
DEMONSTRATION WORK.

IN YOUR REPLY  
REFER TO

Yukon, Okla., Apr. 11, 1910.

Dr. S. A. Knapp,

Washington, D. C.

Dear Sir:- Your letter of March 29, asking for one or two of the most striking s  
cases in my territory where the individual has been greatly benefited by our work, was duly recieved.

Wishing to get the very best we had in Oklahoma, I wrote the Agents a circular letter asking them to send one, not more than two, of such cases if they knew of any.

I have recieved a number of replies and I enclose the best of them. However so far I think there are only two or three which come near being exactly what you want.

I sent you one a few days ago about one W. E. Stone at Duncan, Okla. at the same time I wrote Mr. McPherson about the details connected with the case. He writes the story giving more of the details and specific facts connected with it and I herewith enclose it.

The others I mail you under separate cover.

There is one more which I am holding for a few more of the details connected with it. It is entitled "From Darkness to Light", in the Black Belt of Okfuskee Co. by, A. Russel Council, our Oklahoma colored agent. I think it good and will send it in a few days.

Very truly yours,

W. D. Bentley,  
State Agent.

Duncan Okla. Stephens Co.

In Speaking of the effect and Influence of the Farmers Co-operative Demonstration Work, I call to mind one W.E. Stone who came to me from Allen Okla. in the Fall of 1908 without Money or Means, Having in family a wife one girl age 16 and a baby 2 years old to support.

I Rented him 65 acres of bottom land on the halves, furnished him a team and tools to cultivate same, furnishing him all the work he could do on the side at odd times for wages.

He planted 22 acres to cotton, 42 to corn and 1 acre to truck rent Free with the following results for his Half of the crop.

From 22 acres cotton he sold to his part 10 bales for .....\$761.81  
" 42 " corn " " " " " 840 bushels @60¢..... 504.00  
and 50 bu. Mebane cotton seed saved to plant worth ..... 50.00  
Total produced to his part.....1315.81  
Cost of Supplies and extra labor hired in making and gathering crop \$305.00  
Net for his own labor ..... 1010.81

This man attributes his success to the thorough preparation of the soil, well selected seed, followed by close cultivation. All of which was done under our immediate direction and influence.

This man is nearing his 40th, year and has followed farming in the ordinary Slipshod way all his life with the common prevailing Idea that Farming was but the Scape-Goat for all other occupations, but today he is a strong believer and advocate of Practical Thorough Business methods as essential to successful Farm Life, and that there are yet great opportunities to make money on the farm if properly applied though he be a Renter without a dollar.

He has this year bought his own team, tools, feed and besides has plenty cash left to make this crop. He came to me a heart broken despondent man today he is filled with bright hopes and renewed energies to begin life anew.

No doubt there are many that may have made as good or better showing than this man but I only refer to this man from the fact that it so plainly Demonstrates to us what can be done by a man though he be ever so poor, and what one man can or has done so can another if he will but practice the proper methods,

Very truly yours.

W.N. McPherson.

Special Agent Farmers Co-operative

Demonstration Work.

## Murray County Farmers Institute

P U R P O S E S

Good

ROADS  
SCHOOLS  
HOMES

Better

SEED BED  
SEED  
CULTIVATION

Best

CITIZENS  
LAWS  
STATE

AND THE BETTERMENT OF THE CONDITIONS OF EVERY PERSON IN MURRAY COUNTY

Drake, Okla.

##### April 5th-1910.

Mill Creek, Oklahoma,

191

Mr W D Bentley.

State Agent , Farmers Cooperative Demonstration Work.

Youken. Okla.

Dear Sir;--

I have been requested, by Mr A A Aldrich, Special Agent, of your work, of Mill Creek Okla, to give a short outline of what The Farmers Cooperative Demonstration Work, has done for our community, and its farmers.

My first introduction to this work was through, Mr W M Bamberge of Ardmore Okla, three years ago, he visited our community at the instigation of Mr A A Aldrich, He gave us a short history of The Cotton Boll Weevil, its life, its habits, and its wonderful capacity for destroying cotton. Boll weevil were very numerous in our vicinity, and the most of us despaired of ever raising very much more cotton. Mr Bamberge outlined a plan of cotton raising, that was new to us, and so vastly different to what the most of us were accustomed to, that very little credence was given the theory, by the most of us farmers.

The year following Mr Bamberge's visit I rented a piece of land from Mr A A Aldrich, as he was advocating the reduction of the acreage of cotton, and increasing the acreage, of corn, oats, wheat, and a plentiful supply of products to be consumed upon the farm. While the majority of our landowners were actually compelling their tenants to plant more cotton, to make up for the cotton the weevil was destroying.

## Murray County Farmers Institute

## P U R P O S E S

Good

ROADS  
SCHOOLS  
HOMES

Better

SEED BED  
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LAWS  
STATE

AND THE BETTERMENT OF THE CONDITIONS OF EVERY PERSON IN MURRAY COUNTY

WDB2")

Mill Creek, Oklahoma,

191

I became deeply interested in the theory of farming that Mr Aldrich was advocating, and agreed with him to follow the instructions, of The farmers cooperative demonstration work, and report results to him in the fall.

I did so with all of my crops, and want to say that I surprised even myself, I have always read a good many farmers bullitens but could never get anything that started me out on a definite plan of action on any one particular crop, and stayed with me till that crop was made, so was more or less skeptical with farmers bullitens, and like most of farmers dubbed them ' paper farming' With The Farmers Cooperative demonstrati n Work it is different, it gets right down to the man between the plow handles, and shows him how to do it .

-----  
I used to plant 50 acres of cotton and 25 acres of corn, and had a hard tussle to make both ends meet.

I now plant 15 acres of cotton 25 acres of corn, 25 acres of wheat, 25 acres of oats, and my truck patches, such as Goobers, Pop corn, Cowpeas, and other stuff for hog pasture.

I make just as much cotton and corn as formerly, and the other crops besides, with the same amount of team power, ( but better tools) All of my farm tools now have seats on them, and I never saw a man yet that could ride a hoe and make a success farming. The hoe has passed from its usefulness with me and scores of other farmers in this community, since we learned how.

# Murray County Farmers Institute

## P U R P O S E S

**Good**

ROADS  
SCHOOLS  
HOMES

**Better**

SEED BED  
SEED  
CULTIVATION

**Best**

CITIZENS  
LAWS  
STATE

AND THE BETTERMENT OF THE CONDITIONS OF EVERY PERSON IN MURRAY COUNTY

W,D,B,-3-

Mill Creek, Oklahoma.

191

I will not burden you with a detailed , statement of how each crop was handled, as I suppose Mr Aldrich has furnished you with the same, as I gave it to him upon his visits to my place. Our County two years ago raised no Wheat or oats at all, We now have nearly 2000 acres of wheat 5000 acres of oats, modern farm implements for handling the same , better farm tools in every particular, nearly all our farmers are interested in Farmers Institute work, Better seed for all of our crops, The best preparation of the seed bed, and thorough and intensive cultivation. Our schools are 50% better, assisted to this condition, through the influence of your local Agent Mr Aldrich. Our Boys all want to grow prize corn, and cotton. Our Girls are all striving for the mastery in the art of Home making, and if this work can be continued along the same lines, as in the past, more of our boys and girls, will be going to our A and M college, to return to the farm, in place of staying in town. Our horses, cattle and hogs, are being improved rapidly by better breeds, our roads are improving, and taking every thing , all in all, our homes are better, in fact we are a better people, made so by coming in contact, with a better system of doing every thing. Churches and schools are taking the place of race tracks, and roping contests, people are really getting acquainted with themselves and one another, and learning to live that they might live to learn.

## Murray County Farmers Institute

## P U R P O S E S

**Good**ROADS  
SCHOOLS  
HOMES**Better**SEED BED  
SEED  
CULTIVATION**Best**CITIZENS  
LAWS  
STATE

AND THE BETTERMENT OF THE CONDITIONS OF EVERY PERSON IN MURRAY COUNTY

W, D, B. -4-.

Mill Creek, Oklahoma,

191

The farmers of my community, have organized themselves into a Farmers club, for the improvement mutually of the business and home life of the farmer and his family.

Permit me to thank you, for the valued advice and instructions that your local agent here has been enabled to give the farmers of our community, assuring you that the same has been, and will be continue to, highly appreciated, by every farmer in Murray Co.

Sincerely Yours.

*C. C. Mackey,*

*Drake, Murray Co.,*

*Oklahoma*

UNITED STATES DEPARTMENT OF AGRICULTURE,  
BUREAU OF PLANT INDUSTRY,  
WASHINGTON, D. C.

OFFICE OF FARMERS' COOPERATIVE  
DEMONSTRATION WORK.

Minco, Okla. April 5" 1910. IN YOUR REPLY  
REFER TO

W.D.Bentley,  
Little Rock, Ark. Cp.Marion Hotel.

It occurs to me, in reply to this circular letter, that a general statement covering the general good from a community, or county or portion of the state, would be the thing desired. Such as Rush Springs, where last season I placed about 120 bushel of this Triumph cotton seed, when the good results were so marked, that all this good seed produced, failed in supplying the demand for this seasons planting.

And the results of which, was the strongest argument brought to bear on R.K.Wootten Pres- Chickasha Cotton Oil Co. And Pres- Indihoma Gin Co which Co opperate about 125 gins in South West Okla to advance near \$3000.00, with which to buy triumph seed and sell to the farming public absolutly at cost.

This Chattanooga Comanche Co Proposition, wher I placed 50 bushel of Triumph seed last season, which was issued the farmers without cost, the good results from this, created a demand for this seed, so that H.E.Parkhill Pres- Bank of Chattanooga bought 1000 bushel through me, and then failed in supplying the demand in this portion of Comanche Co. And as evidence, as to what they think of the work, the Business men of this place, are willing to put up funds to pay the expences for your humble servant to attend a meeting of there farmers, for the purpose of going still further in the work.

(2)

While this Shamrock Texas Proposition, has not been concluded, but enough interest displayed, to indicate the confidence that they put in the work, when the First National Bank put up near \$75.00, with which to buy Triumph seed and donate to something over 200 farmers, an amount sufficient for a seed patch. Only to day, I reported to J.L. Quicksall, 50 names out of this 200, who had signed up for a total of 1480 acres to be cultivated by our method, at this rate, the 200 farmers will have a total of near 6000 acres. Besides the Farmers and Merchants Bank at the same place, put up near \$50.00, with which to buy seed corn, that was given to something over 100 farmers. And as proof, that they have confidence in our work, they are continually clamoring to me, for further instructions in the work.

Come back to Alex Grady County Okla, where a few pounds of seed corn and seed cotton, was donated to each of 17 boys last season, who produced a corn, with sufficient merit to win prizes in all the leading shows, including Dallas, and Omaha. Besides, supplying good seed corn to the farmers all over the state at good prices, which makes the boy feel rich in purse, and richer in mind, by reason of being a benefactor. And yet, a much greater good accomplished, by starting the boy off, on what he knows, him self, to be, a successful Agriculturist.

Now it does seem to me, that a statement from the Bank at Alex, who know of these facts, R.K. Wootten, Chickasha, H.E. Parkhill, Chattanooga, these people at Shamrock, F.H. Wright, El Reno, and the Rush Springs crowd, would be the best thing that I could get together, to accomplish the end sought.

Now I am taking up this proposition to day of securing these statements from these people, and as I go to Chattanooga Saturday, I think I may be able to get a good one.

By-the-way, our people here at Minco, are putting up a great howel about my leaving this meeting here Saturday. Yet after all when I am present, and doing there work, they consider it as a matter-of-fact, and it is when I am absent, that they really appreciate my service. And so it is, a hard proposition to judge just what is best to do, but I think, that you or English can fill my place here. And to day is the Institute meeting at Apache, Hester has written me ever day, and phoned several times for me to be present, and instead, I am trying to get up this work for you, and not knowing, whether I am doing the right or rong thing.

As I do not understand why, you should ask a story from one or two farmers, who have been greatly benefited by our work, when they have all been benefited in the same measure, when they followed the instructions, and there local conditions were equal. Besides all this has been rendered in the reports to the office, at the close of the season, as also, several of the most successful ones, were reported special.

Now as to the one Mule Farmer, we havnt them in this country, nor never have had. Murel Hugh of Alex, comes nearer this, than any subject under my supervision, as thay are poor people, on a poorly equipt farm. Yet he made a greater yield in cotton by one third, than any other in the work, as he produced 1422 # seed cotton per acre, while the next best was 1050 # while this of fields near by his, that was planted to the

(4)

ordinary seed, and farmed in an ordinary way, did not yield 500 # Now there isnt a question, but the sale on 18 bushel of this good seed at \$1.00, per bushel, and reserving 10 bushel with which to plant 20 acres this season, will greatly releave his conditions, provided he gets a crop this season.

But if you will make it clear to me, just what you want, I will try to get it up for you, this may be one of my thick headed days.

Wishing you a pleasant profitable meeting, with Dr.Knapp, and others, I remain  
yours very truly,

*W. F. Ferguson*

*W. F. Ferguson  
1890*

UNITED STATES DEPARTMENT OF AGRICULTURE,  
BUREAU OF PLANT INDUSTRY,  
WASHINGTON, D. C.

OFFICE OF FARMERS' COOPERATIVE  
DEMONSTRATION WORK.

IN YOUR REPLY  
REFER TO

Mr W. D. Bentley.  
Guthrie - Okla.

Shawnee - Okla  
April 6<sup>th</sup> 1910

Dear Sir - Yours of 4<sup>th</sup> inst just to hand - and  
will say I am sorry that I can not give you  
the exact information you call for. - As you know  
the work has not been in operation long enough for  
me to collect very definite data at present - But I cer-  
tainly think we have a class of farmers above the average  
in intelligence - These are very enthusiastic over this work -  
and say it is the greatest thing the government has ever  
done for the common people - They put it this way. - That  
while the government is spending millions of dollars every year  
for irrigation, reclamation, river & harbor improvements &c  
that the average man has to pay a premium to some cor-  
poration, or company in order to get the benefit for himself -  
but that this is no rich man's scheme - That any man  
who gets his living from the soil can take the benefit  
without extra cost to himself. - The majority of them seem  
to see the great possibilities in it, and many of them have  
suggested that an outline of the work be with as little com-  
ments as possible be given out so that it will be in more  
condensed form - I am sure that from the way some of my  
demonstrators are taking hold of this work that I can assure

UNITED STATES DEPARTMENT OF AGRICULTURE,  
BUREAU OF PLANT INDUSTRY,  
WASHINGTON, D. C.

OFFICE OF FARMERS' COOPERATIVE  
DEMONSTRATION WORK.

IN YOUR REPLY  
REFER TO

You a good report when the season is over -

Hoping that you will have an enjoyable and  
profitable time at the meeting.

I am

Yours truly  
J. E. Henson

UNITED STATES DEPARTMENT OF AGRICULTURE,  
BUREAU OF PLANT INDUSTRY,  
WASHINGTON, D. C.

S. W. MURPHY,  
Special Agent,  
DURANT, OKLA.

OFFICE OF FARMERS' COOPERATIVE  
DEMONSTRATION WORK.

IN YOUR REPLY  
REFER TO

Durant, Okla. 4-4-1910.

W. D. Bentley State Agent Yokum Okla.

Dear sir:-

In reply to your favor of the 4-4- beg leave to refer you to A. P. Blackwell Durant Okla. who became a demonstrator two years ago he had an old Georgia stock or several of them, a Mr Bill planter of first make with a solid sweep a half doz peseltail mules, with <sup>hames</sup> haims and collar and back band made of canvas with two trace chains and rope lines, he used to take the wash lines out and use it for lines on the old mule, the mules would pass muster any place, for being work animals from the fact that they carried the trade mark of the trace chains by having a streak of hair worn off their sides from shoulder to flank he had a land of dry weeds and stocks on his land to turn under in the spring for sometimes he had to plow with his 6 to 10 inch turning plow before it got dry enough to burn, the trash, his fields look like he had set out small twigs all over the land, he managed to plant his crop on the ridges which he threw together with his little plow, planted any kind of corn that he could get with his old Mr Bill planter, corn dropped in a small furrough made in hard ground and sometimes it was covered and sometimes not,

UNITED STATES DEPARTMENT OF AGRICULTURE,  
BUREAU OF PLANT INDUSTRY,  
WASHINGTON, D. C.

S. W. MURPHY,  
Special Agent,  
DURANT, OKLA.

OFFICE OF FARMERS' COOPERATIVE  
DEMONSTRATION WORK.

IN YOUR REPLY  
REFER TO

-2-

WDB.

he got about 15 to 18 bush of corn to the acre, and all nubbins, if a drouth accured he got nothing, but a little burnt fodder.

Now Mr Blackwell has John Deer riding plows good Ubar harr-ows, big fat horses and mules, with red hames, and hog hide or other kind of leather collars, the harness is leather with back and belly bands and crupper, and he had learned to have his harness oiled on rainey days, he has an oil can now and oils his plow at noon and night to keep them from rusting, he also dropes a few drops of oil on the gate hinges and the gate is not dragging in the mud the wagon runs sm<sup>o</sup>th, the value of the farm has increased from 5 to 10 dollars per acre in production alone, neighbors have taken notice and are following the improved methods of farming, Mr Blackwell raised 40 bush of corn last year to the acre, where others

under the old method had from 10 to 15 and a great many had nothing, Mr Blackwell has 600 acres under cultivation this year and the methods as laid down by the Department of agriculture <sup>and</sup> ~~or~~ their Agents, he has clean fields, lands cultivated before planting.

Corn up at this time, and no weeds, banks ready to loan money and plenty to loan to farmers who farm under same system as Mr Blackwell

Very truly yours.

*S. W. Murphy*

UNITED STATES DEPARTMENT OF AGRICULTURE,  
BUREAU OF PLANT INDUSTRY,  
WASHINGTON, D. C.

S. W. MURPHY,  
Special Agent,  
DURANT, OKLA.

OFFICE OF FARMERS' COOPERATIVE  
DEMONSTRATION WORK.

IN YOUR REPLY  
REFER TO

Durant, Okla. 4-4-1910.

W.D.Bentley, State Agent Yokum, Okla.

Dear sir:--

In rply to your favor of the 4-4- to I wish to mention Mr A. C. Risner, of Durant, who works his land, according to methods laid down by the Agents of the Department of Agriculture Mr Risner hogs has short noses also short legs, the fine white face cow animal has taken the place of the old dun long horn cow that gave a large quart of milk when fresh, but had to be roped and tied to a black jack in order to be milked, good horses and mules take the place of the old dun mules, and the gray mother, the wagon wheels have the requized amount of dish, and make a straight track in the road, the old black jack wagon tounge has been cut up into stove wood the two row cultivator is in the shed, when not at work so is the new Moline wagon and other red painted tools, the big jack is in the barn and you can hear him sing his breakfast song for two miles, his ears look like the lief of the century plant.

Mr Risner raised 45 bush of corn, par acre on 500 acres of land, last year, his neighbor from 15 to 20 nubbins this is the way it effects the men that is not afraid of work, Mr Risner, is just one but the farmers are all falljng in to the same kind of work, for he is a back number with the banks, and business men and he must come the way of the man that tills the soil properly, banks will loan to the farmers that farm under the late methods much more

*Copy  
this*

UNITED STATES DEPARTMENT OF AGRICULTURE,  
BUREAU OF PLANT INDUSTRY,  
WASHINGTON, D. C.

S. W. MURPHY,  
Special Agent,  
DURANT, OKLA.

OFFICE OF FARMERS' COOPERATIVE  
DEMONSTRATION WORK.

IN YOUR REPLY  
REFER TO

-2-

WDB.

readily than the fellow that scratches his land, and dont plow and cultivate. Corn is up looking fine, new farms are being cleared out and planted to cotton and corn.

Everything looks better, land was plowed mostly in the winter and the value of the farmers co-operative deminstrations work can not be calculated by dollars and cents.

Very truly yours.

*S. W. Murphy*

UNITED STATES DEPARTMENT OF AGRICULTURE,  
BUREAU OF PLANT INDUSTRY,  
WASHINGTON, D. C.

OFFICE OF FARMERS' COOPERATIVE  
DEMONSTRATION WORK.

IN YOUR REPLY  
REFER TO

Mt. Park, Okla. 4/5/10.

Mr. W.D. Bentley,  
State Agent,  
Little Rock, Ark.

*Copy this*  
*[Signature]*

Dear Mr. Bentley:

I wish to write you a few lines regarding Mr. J.O. Nailon, of Snyder, Okla. R.D.#1. Mr. Nailon is one of my Demonstrators and a good one. He is a native of Georgia, and as the saying goes was raised up under a cotton stalk. He came to Okla. some years ago and through the bulletins issued by the Bureau of Plant Industry, of the Dept. of Agriculture. he began to improve his cotton. The cotton he selected for this purpose was the Mebane Triumph. By following the Depts. methods of culture and seed selection he has been able to bring his cotton up to a yield of from 36 to 40% lint.

It has proved very profitable to him as he raises more cotton per acre has a larger per cent lint and is able to dispose of all seed at a good price. And the community is greatly benefited by being able to obtain good home grown seed. I called on Mr. Nailon today and in discussing our work he said that he was firmly convinced that the Dept's. methods would have to be adopted by all farmers before they would be able to improve their condition.

Not only does the Farmers Cooperative Demonstration Work help the farmer to improve his crops but it also helps him to build up his land at the same time. The work is and has been of inestimable value to the farmers of this county. I have many others who have been greatly benefited by the work. And quite a number who are following out the Depts. methods regarding the improvement of corn and cotton seed.

Respt. Yours,

C. H. PINKLEY,  
Special Agent,  
MOUNTAIN PARK, OKLA.

Sent by E. H. Pickley,  
Hovra County Clerk.

Mangum Okla. April 6th. 1910.

W. D. Bentley,

Little Rock Ark.

Dear Mr. Bentley;- Your letter of the 4th. Received, and in truth it found me very busy, but I have sketched a few items that may be somewhat in the nature of what you want. The three I mention stand out a little more prominently than the majority of my Demonstrators, but it is a noticable fact that the parties mentioned were the ones who tried the hardest to follow our instructions, in fact the son of Mr. Dobbs was the only one on my list last year that did not get scared and stop plowing a little too soon, and he overshadowed the rest his father included, and this made a firmer believer of his father than ever. Hope you will have a good time, would liked to have gone myself, but it seemed like that I could not leave my Demonstrators long enough to make the trip. Our Institute meets in Altus tomorrow and I will be there if nothing prevents, and I expect to have a better turn out there than we had at Mangum, I have written every Demonstrator and Cooperator asking them to meet me there and I am sure that some of them will respond.

Yours Very Truly,

B. M. Jackson

Some tangible results of the Farmers Cooperative Demonstration work  
In Jackson County Okla.

The first Demonstration work was begun in this county in 1908, and only a few Demonstrators were secured. While all of them were benefitted to a great extent two or three stand out prominently in the fore ground, and I think it might encourage some of our more discouraged farmer brothers to learn what this work has accomplished for these men or in other words enabled them to accomplish themselves. Mr. J. D. Tinsley of Blair Okla. prepared a part of his land, planted, and cultivated according to the instructions he received from the Department of Agriculture, under the auspices of the Farmers Cooperative Demonstration work. He was so well pleased with results that in 1909 he cultivated the greater part of his crop under the same methods, and to state that he is pleased with results is putting it mild. The season of 1909, was very unfavorable for the growing of a full crop here and the average cotton crop was about one-bale per acre, Mr. Tinsley made a half bale per acre, the average corn crop in this section was about ten bushels per acre, he made forty. Some of the benefits to Mr. Tinsley, I might add financially in addition to his increased yields, he has sold approximately 2000 bushels of improved cotton seed at an advance of from .35 to 70 cts. per bushel over the usual price for seed. His work introducing better methods of preparing land better seed and better cultivation has stimulated quite an interest in better methods of farming in his community, and numbers of his neighbors while claiming there is not much benefit to be gotten out of the Demonstration work follow Mr. Tinsleys methods as closely as they can. So impressed is he with the advantages to be gained from better preparation of the soil before planting that he has been furnishing some of his tenants extra teams free of hire in order that they might be able to break their ground to a proper depth. He is encouraging his own boys and his neighbors boys to take hold of the corn club work, and always has a good word to say for the Farmers Cooperative Demonstration work.

Mr. D. W. Dobbs, of Blair okla. Route # 2, is another concrete example of what can be accomplished in the Farmers Cooperative Demonstration work.

In 1908 Mr. Dobbs did not get started in the Demonstration work until it was too late to properly prepare his land before planting, and his cotton was not planted until about June the 23rd, but by following the instructions received from the Department and giving it intensive cultivation he made a fair yield, above an average for his section. Being favorably impressed with what he had learned from our work he prepared his land for the crop of 1909 as near according to our instructions as he could, and followed this up by planting good seed and giving good cultivation, as a result he made in round numbers \$ 1900.00 worth of cotton on about 50 acres, his son made \$ 500.00 worth of cotton on five acres, and in addition to this Mr. Dobbs has sold from his truck patches ,potatoes ,melons, feed etc. \$ 400.00, and has feed enough for his work stock, hogs etc. and has two or three hundred bushels of corn for sale or will have as soon as he is sure that we will make a fair crop this year. He says he cant afford to sell any feed untill assured that he will make another feed crop, and says if the price is not satisfactory then, that it will be an easy matter to convert it into pork or beef. Two Years ago Mr. Dobbs was renting land, but since selling his 1909 crop has purchased a home, and made a sufficient payment on it that it will be easy for him to have it paid for in a couple or three years, could have nearly paid it out this year, but did quite a deal of improvig such as building a barn, erecting wind mill, building hog houses, setting out an orchard forest trees etc. His neighbors who at first laughed at him for trying the Demonstration work, are now on our list at their own request wanting to learn what mr. Dobbs learned. He does not believe in one crop farming now but raises nearly everything at home, and has more than enough to sell from his truck patches to buy what he does not raise at home. The demand for planting seed from his demonstration crops have been far more than he could supply at double the prices seed usually sell for.

Mr. J. M. Baker of Eldorado Okla. Route # 1, Is an example to prove the saying we never get too old to learn.

Being impressed with Mr. W. D. Bentley's talk at Eldorado in the early part of the year of 1908 he cultivated a part of his crop under his instructions, and was well enough pleased with results that he continued the work last year on a larger ~~and~~ scale and began his preparation early followed instructions as closely as he could, and to quote his own words "I got more satisfaction out of this crop and made more money than I ever did in my life in one year", and Mr. Baker is getting old, way past the half century mark. Before he began the demonstration work his farm though a good one presented a dilapidated appearance, Mr. Baker had a renter, and he and the renter were trying to cultivate over 160 acres of land, now everything looks different, he has two rent houses two men with teams and tools, and he looks after about one-third of the farm with the assistance of a hired man part of the time. His farm all is in fine tilth, his oats and wheat are thrifty, because of thorough preparation before seeding, his corn is up and harrowed over, everything about the place looks nice and thrifty, his hogs have an alfalfa patch to feed on he is preparing another so that he can keep more hogs, his garden and orchard is not neglected as it used to be. I was visiting him the past week and he told me that he had learned that by thoroughly preparing his lands before planting that he eliminated nearly one-half of the risk of crop failure as well as eliminating a great deal of the hard work in after cultivations. He said that if any farmer would try to improve his methods of farming, and try to learn the better methods of culture, he would become so interested and fascinated with the work that he would consider farming a pleasure instead of a drudgery, and conclude like he had the farmer was not only the most independent, but had more to be thankful ~~for~~ for than anyone else.

Sent to B.M. Jackson  
Margum W. Kea

# *City Paper* Corn Clubs Organized *March 3/1910*

E. P. Ansley, who is employed by the agricultural department of the Federal government, is interesting himself just now in the organization of cornclubs of the boys in the county.

One bushel of corn is furnished each county by the government as an inducement to the boys to try for the prizes which are to be offered next fall and as so many of the boys of this county have intimated that they would like to enter it is feared the supply will not equal the demand. As additional seed can be bought it should be seen to that all are well supplied.

Prof. Bennett, superintendent of public instruction for the county, has taken an active part in the work and has joined the Chronicle reporter in donating an additional bushel of seed corn as an inducement for the boys to take up the work.

This is the beginning of this line of work and it promises to take large proportions before the planting season is over.

## **FARMER'S INSTITUTES.**

*Our City Paper* *March 31/1910*

### **Annual Meetings To Be Held In Choctaw County In April.**

Hon. E. P. Ansley, special agent of the United States department of agriculture, requests that announcement be made that the annual meetings of the county farmers' institute be held in Choctaw county April 11 and 12. Monday, April 11, the institute will meet at Forest Home school house at 1:30 in the afternoon, and at night at eight o'clock.

Tuesday, April 12, the institute will meet in the new county court house in Hugo at 1:30 p. m. and at eight o'clock at night.

The executive boards of the Chamber of Commerce, Retail Merchants' association and the County Farmers' institute are requested to meet Monday night, April 4, for the purpose of arranging a program for these meetings throughout the county, and to make preparations for the county fair to be held next fall.

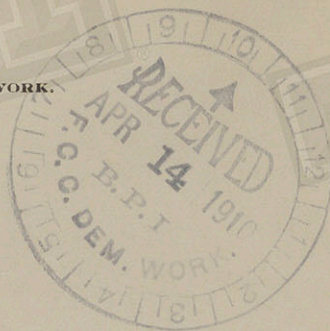
At the meetings to be held April 11 and 12 J. C. Elliott and Hardy Dial, representing the state board of agriculture, will be present and deliver addresses.

The institutes are most important to the farmers of Choctaw county, and everyone who possibly can should attend one or both of these meetings. And they are requested to bring their wives and daughters, as there will be present one of the best domestic science teachers and lecturers that can be gotten in this country.

OFFICE OF  
**E. P. ANSLEY**

SPECIAL AGENT

FARMERS CO-OPERATIVE DEMONSTRATION WORK.



HUGO, OKLA.

April 4 1910

Mr. W. D. Bentley  
State Agent,  
Yukon

Oklahoma

Dear Sir

Your circular letter just  
to hand, and will say that I am one  
of the new men on this work, and  
as Mr. Johnson did not work very long  
there is but little room for results  
yet, however many people in my county  
is very much interested, and might  
call your attention to Mr. J. M. McGinnis  
of Kent Okla. who has been an ordinary  
good farmer, and has by methods under  
Mr. Johnson's assistance given out through  
the department, raised his yield on his  
crop of 1909 about 50% and he tells me  
the methods of the government is so  
simple and practical that he would  
continue them if there was no local  
agent in the county, because it pays

HUGO, OKLA.,

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him to do so, and there is a great many of his neighbors following his example. and as to Choctaw County there has been nothing done in the way of the Boys Corn Club until I began March the first this year and almost every one I talked to would tell me that they knew nothing of the work but was anxious to assist in some movement that would build up the farm interest in our country, and through the assistance of Prof. Bennett our County Superintendent I organized the Boys Corn Club with forty members and as the State only furnish one Bu of Seed Corn for the Boys the Business Men made up money enough in thirty minutes to pay for their extra Bushels and as soon as this corn was given out there has been something like as many more come and wanted corn which I could not supply, and I find the interest growing very rapidly in the County

OFFICE OF  
**E. P. ANSLEY**

SPECIAL AGENT

FARMERS CO-OPPERATIVE DEMONSTRATION WORK.

HUGO, OKLA.,

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and as there has been no Local agent in McCurtain County until I began work, there has been but little done in this county, but Mr. J. Emmett, Harrison of Janis Okla. called on me in November and told me he had some thirty acres of alfalfa and it was not doing well I sent to the Department for Bulletines on this Subject for him and told him all I could on the Subject and I was in his part of the county last week and find his alfalfa doing fine and he is very much in earnest in our work and told me if I would hold a series of School House meetings in his part of the county he would take his Buggy and carry me out for three or four days without any cost to me, as he wants to get his neighbors informed on this Subject I am now making some arrangements for holding a farmers Exhibit in my counties at some convenient time this fall

OFFICE OF  
**E. P. ANSLEY**

SPECIAL AGENT

FARMERS CO-OPERATIVE DEMONSTRATION WORK.

HUGO, OKLA.,

19

I don't expect it to be so good as it should but hope for the movement to so much interest every one that we can more easily show results in this work in the future. I am aware of the fact that this letter is not just what you want but owing to this territory only having been worked a short while and my being one of the new men on the work I thought I would give you a general summary of my country and the interest being taken, and any thing that I can do. Should do, or am not doing to advance the cause please command me.

Yours Truly  
E. P. Ansley

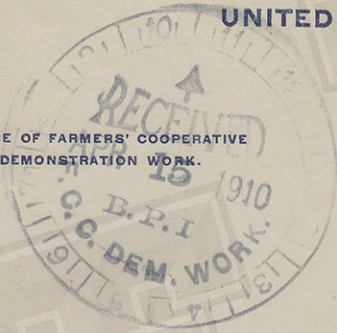
P.S. Enclosed please find clippings of my Town Paper

E. P. A.

UNITED STATES DEPARTMENT OF AGRICULTURE,  
BUREAU OF PLANT INDUSTRY,  
WASHINGTON, D. C.

OFFICE OF FARMERS' COOPERATIVE  
DEMONSTRATION WORK.

IN YOUR REPLY  
REFER TO



Live Oak Fla  
April 12<sup>th</sup> 1910

Dear Ler Knapp.

I saw last week an example of the results of our work, that I know will interest you - Mr J. W. Williams of Madison Fla when I got him interested in our work last winter a year ago, was considered shiftless and a very sorry provider for his family, and many laughed at me for throwing my time away with him. He not only did well with his demonstration, but he soon saw the possibilities under a better system of farming and worked all his crop much better than he had done before - Before the season was over many people asked me what I had done to Williams, he was taking so much more interest, and working better, that it attracted attention - He is an enthusiast in our work and says we have shown him the way to at least make a good living for his family, and insists every time I see him, that I come to see him and help him more; when

UNITED STATES DEPARTMENT OF AGRICULTURE,  
BUREAU OF PLANT INDUSTRY,  
WASHINGTON, D. C.

OFFICE OF FARMERS' COOPERATIVE  
DEMONSTRATION WORK.

IN YOUR REPLY  
REFER TO

I saw him at a farmers union meeting last Saturday week; he was dressed so well that I scarcely knew him - He told me that he had his crop in, in good shape, and that he would make some money this year - He gives our work credit for the change - Such instances as these make me glad that I am in the work, and that our good friends put up the money so that we can accomplish great good - Yours truly, A. S. Mehary state agent Fla

UNITED STATES DEPARTMENT OF AGRICULTURE,  
BUREAU OF PLANT INDUSTRY,  
WASHINGTON, D. C.

OFFICE OF FARMERS' COOPERATIVE  
DEMONSTRATION WORK.

IN YOUR REPLY  
REFER TO

Lincoln Ala  
April 12<sup>th</sup> 1910

Dear Mr. Snaps

Feeling that you would like  
to know how the people appreciate our work,  
will write you of the effect <sup>results</sup> of last years  
work in Suwannee county - where we did the most  
of last years work - The business men contributed  
nearly \$200<sup>00</sup> and county commissioners \$100<sup>00</sup>  
to buy good seed for our local men to work with  
Each of the three Banks of Line co. told me if we  
needed more to check on them for what we needed  
Some where men & no farmers have solicited  
work with Mr. Johnson our local man in this  
county - Others are complaining that we have  
slighted them - I believe if we could reach them  
four fifths of the white farmers of this county  
would take demonstrations -  
Since the development of our work last fall  
there has been more substantial improvement in  
this town than for years -

UNITED STATES DEPARTMENT OF AGRICULTURE,  
BUREAU OF PLANT INDUSTRY,  
WASHINGTON, D. C.

OFFICE OF FARMERS' COOPERATIVE  
DEMONSTRATION WORK.

IN YOUR REPLY  
REFER TO

For this the business people tell me that our  
work has demonstrated the possibilities of  
Swarner county soils, and from the results of  
our work last year, they have confidence in  
the future, and are not afraid to invest their  
capital in permanent improvements.

The fact that the other counties we are working, have  
contributed from \$1000 to \$1500 to buy seed for our  
men shows what the business people think of  
our work - They would not have given a dollar  
if we had not shown results.

As you know Mr Johnson an half time and myself  
was all the force we had last year.

If these results have been excellent please give me  
the data so that I can spur our men on to greater  
achievements.

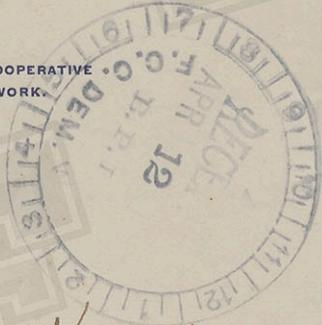
Our men are anxious to meet you - Hope you  
will be able to spend a few days with us before  
long - Yours truly A. S. Meharg State agent Fla

Report

UNITED STATES DEPARTMENT OF AGRICULTURE,  
BUREAU OF PLANT INDUSTRY,  
WASHINGTON, D. C.

OFFICE OF FARMERS' COOPERATIVE  
DEMONSTRATION WORK.

IN YOUR REPLY  
REFER TO



Zalladega ala april 9/10

Dr S A Knapp  
Washington D C

Dear Sir - yours of 29th ult. was misssent hence  
the delay in answering; I could make my  
reply short by just giving you almost any  
demonstration in my district, but I am  
going to give you three names, and a short  
history - Mr. Perry Culberson Rt. 1 Sylacauga  
ala. who was a share cropper on a large farm  
near Sylacauga, and had little or ~~no~~ hopes  
of owning land but when he saw what  
could be done after trying the demon strater  
methods, he said with this kind of farming  
I can pay for me a farm, now he  
owns a farm that is pointed to with  
pride by every citizen in his community  
as the model farm of the County while  
he has no more payment to make there  
is no doubt about him making it - just  
last week he told me but for the demon strater

UNITED STATES DEPARTMENT OF AGRICULTURE,  
BUREAU OF PLANT INDUSTRY,  
WASHINGTON, D. C.

OFFICE OF FARMERS' COOPERATIVE  
DEMONSTRATION WORK.

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IN YOUR REPLY  
REFER TO

methods is the improved methods advanced by the  
Cooperation Demonstration work. He would not  
have owned his farm to day.

Then we have Mr. J. P. Peters, Sylacauga, Ala.  
whose farm three years ago was one of the  
most neglected dilapidated plantations to  
be found anywhere, a negro tenant named  
Willis Odum worked a small demonstration  
plot on his plantation, and now the land  
is a demonstration in the full meaning of the  
word. He has cleaned up his place, built new  
fences, bought better hogs and made general  
improvements. I recently heard the remark from  
two or three of his neighbors "that Peters farm  
had more preparation this year than in 3  
years before."

The influence of the Cooperation Demonstration work  
on the Shorsby Institute, Shorsby, Ala., was strong  
enough to cause the trustees to buy or rent land  
to demonstrate an another year. I rather think  
this attributable to the effects of the work generally.

UNITED STATES DEPARTMENT OF AGRICULTURE,  
BUREAU OF PLANT INDUSTRY,  
WASHINGTON, D. C.

OFFICE OF FARMERS' COOPERATIVE  
DEMONSTRATION WORK.

IN YOUR REPLY  
REFER TO

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More than to any one special demonstration  
I could cite you to hundreds of such cases  
in my district

Yours very truly  
J. H. Watt

UNITED STATES DEPARTMENT OF AGRICULTURE,  
BUREAU OF PLANT INDUSTRY,  
WASHINGTON, D. C.

OFFICE OF FARMERS' COOPERATIVE  
DEMONSTRATION WORK.

IN YOUR REPLY  
REFER TO

Yukon, Okla. Apr. 15. 1910.

Dr. S. A. Knapp,

Washington, D. C.

Dear Sir:

I enclose Council's story, entitled "From Darkness  
to Light". which is interesting.

Truly yours,

*W. D. Bentley,*

State Agent, Yukon, Okla.

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FROM DARKNESS TO LIGHT.

No one, who hasn't had experience with Demonstration work, can tell its effect upon a community, and especially that of colored people. Though, there are many crimes that have been committed by illiterate people on account of not knowing how to get enough out of the soil to live upon. This problem, however, has been, and is now being solved in the Black-belt of Okfuskee County, Oklahoma.

Last year, while sacrificing my time in the Demonstration work among the colored farmers of Okfuskee County, I chanced to meet a man who seemingly had given up all hopes of ever accomplishing anything in life, from tilling the soil, except what he called, "a living and a killing." This was a colored man, whose name is Franklin Johnson. Johnson had lived among the native Negroes and Indians so long, until his bent was precisely like that of the native Negro and Indian; live in a dug-out or log cabin, and barely make enough cotton and corn to live on, and buy whiskey, fish and hunt the greater portion of the year. After having prevailed with Mr. Johnson for quite a while, I persuaded him to try an acre of cotton under the Demonstration plan.

We laid off the acre plat near the other ten acres he was going to cultivate in cotton; I explained the meaning of a good seed bed and he signed the agreement slip, form B 506. A few days afterwards, I visited Johnson's plat and found that he was complying with the instructions I had given. During the drought in July the cotton on the Demonstration plat seemed to grow on, while the other cotton near by succumbed to the sultry heat of the sun. At gathering time, Mr. Johnson told me, he picked eighteen-hundred pounds of seed cotton off of the one acre plat, while that of the other nine acres near by only averaged twelve-hundred pounds per acre seed cotton.

Today, Mr. Johnson is one of the most enthusiastic Demonstrators I have on my list. He is cultivating his whole crop under the Demonstration plan. Aside from farming under the Demonstration plan, Mr. Johnson has taken an interest in home improvement, raising chickens, hogs and all kind of vegetables.

Report of J R Council  
J Russell Council, Special Agent,

Okfuskee County.

Jan 1909 (Colored agent)

Boley, Okla.

April 13, 1910.

Mr. W. D. Bentley, State Agent,  
Yukon, Okla.

Dear Sir:-

According to your request, I send the following data of Mr. Johnson, Demonstrator.

Mr. Johnson has a wife and seven children. He owns forty acres of land purchased about 18 months ago, though not paid for yet. He says, he is expecting to finish paying for the land this year and build a new house. Johnson's surroundings are not very good; he lives in an old dilapidated log hut, which speaks very plainly his statement mentioned in first paragraph, but the improvements being made in raising vegetables, chickens, hogs, cotton and corn shows that Mr. Johnson means, and is pulling up out of the old rut.

Very truly,

*J. Russell Bunnell*

*Mr. Johnson, says he has been living in the Territory about eight years.*

You wished  
This returned  
to you.

BK-EV

May 6, 1910.

Dear Mr. Moss:

Your letter of May 2d giving an account of the demonstration work and its effect on Mr. J. O. Neal, of Brookhaven, Lincoln County, Mississippi, received.

This is a most interesting account and one of the best stories of the effect of the Demonstration Work that we have been able to get hold of. It is just exactly what we have been wanting and we will have it placed beside others of like nature in the coming report.

Very truly yours,

Assistant in Charge Administration.

Mr. B. L. Moss,

West Jackson, Miss.

UNITED STATES DEPARTMENT OF AGRICULTURE,  
BUREAU OF PLANT INDUSTRY,  
WASHINGTON, D. C.

FARMERS' COOPERATIVE  
DEMONSTRATION WORK.

West Jackson, Miss., 2 May, 1910.

Dr. S. A. Knapp,  
Washington, D. C.

Dear Sir:

Some time ago I had a letter from you asking for some specific instance wherein our Demonstration Work had been helpful. Rush of work prevented my answering sooner, but I now take pleasure in furnishing you a few facts relative to Mr. J. O. Neal, of Brookhaven, Lincoln County, Miss., where Mr. Edgar Green is our local agent.

x Mr. Neal lives five miles east of Brookhaven on a poor piney woods farm that five years ago sold for \$1.00 per acre. His financial condition may be understood from his own statement that in 1908 he was badly in debt owing the merchants of Brookhaven something like \$800.00. Previous to this time Mr. Neal seldom made enough corn and hay to last him longer than March first, and frequently had made the statement and fully believed that his land was not "corn land". Up to this time he had taken no papers and read no agricultural bulletins.

In 1908 the Farm Demonstration Work was inaugurated in Lincoln County. Mr. Neal, with a labor force consisting of himself and two sons, was at first skeptical, and as a first demonstration took only  $5/8$  of an acre in cotton, from which area he gathered 500# of lint cotton.

Naturally such an extraordinary yield begot in Mr. Neal a much higher respect for the "Government Method" of doing things, and he responded to the stimulus by agreeing to follow our methods on his entire farm in 1909. He did so, with the result that despite the very bad season he averaged on his entire crop of cotton between 1100# and 1200# per acre, against his

UNITED STATES DEPARTMENT OF AGRICULTURE,  
BUREAU OF PLANT INDUSTRY,  
WASHINGTON, D. C.

FARMERS' COOPERATIVE  
DEMONSTRATION WORK.

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neighbors' average of from 300# to 400# per acre. In addition, he made on his farm 500 bushels of corn, and on one "Special Demonstration" acre he made 152 barrels, each barrel shelling considerably more than 56# of grain. From this one acre alone he sold sufficient high-class seed corn to finance his entire crop for 1910 - about \$300. worth.

Before 1908 Mr. Neal had felt that he could not spare his children to go to school. In brief, his debts have now all been paid, and he is running strictly on a cash basis; his daughter is in Whitworth college at Brookhaven, and his sons ride in to the city high school; and where he formerly read nothing relating to the business and science of farming, he is now close student of the Government and experiment station bulletins, and is a regular reader of five agricultural papers. He says it pays, and he carries the evidence.

Such in a few words is the story of one man's success, the main points of which were related by him in a public talk at Brookhaven last fall.

Very truly yours,

*B. L. Moss,*

District Agent.

BK-EV

April 16, 1910.

Mr. T. M. Campbell,  
Tuskegee Institute, Ala.

Dear Sir:

Your letter of the 7th, giving general report of the work, received, and same will be called to the attention of Dr. Knapp upon his return to the Office.

Very truly yours,

Assistant in Charge Administration.

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UNITED STATES DEPARTMENT OF AGRICULTURE,  
BUREAU OF PLANT INDUSTRY,  
WASHINGTON, D. C.

OFFICE OF FARMERS' COOPERATIVE  
DEMONSTRATION WORK.

IN YOUR REPLY  
REFER TO

Tuskegee Institute, Ala.,

April 7th, 1910.

Dr. S. A. Knapp,

Bureau of Plant Industry,

Washington, D. C.

Dear Sir:

In answer to yours of March 29th, asking for a statement of the progress of the Demonstration Work. First, I would like to give my opinion of the Agents' Meeting held here by Mr. H.E. Savely and Mr. R. S. Wilson. In my mind it was a great success. The whole school was interested; especially the students belonging to the Agricultural Department, by hearing the impressive talks of both Mr. Savely and Mr. Wilson, and are more determine to fit themselves for the rural Agricultural Work in some form or other.

In the case of Macon County where Mr. Washington Tate is working, there are several cases that are worth mentioning. We are beginning to realize tangible results throughout the different communities that we organized into agricultural clubs. Three years ago a man who didnot prepare any soil until the first of March or April, and the woman who only had summer gardens lasting at the average of three months, the same pepple are preparing their land in the winter, have fresh vegetables in their gardens now as a result of the Demonstration Work. For instance; Mr. Green Ligons of Tuskegee, Alabama (Demonstrator), has all of

#2. Dr. S. A. K.

his land broken which he intends to cultivate for the year and a portion of the same land is planted. Mrs. Lucinda Prince of Tuskegee, Alabama has eight acres planted in corn which is up, and has recently purchased from the Farmers' Club, twenty thorough-bred chickens. She also has 1000 cabbage plants for sale. Mr. Zack Brown, Auburn, Alabama, R. F. D. #2 who is a prosperous farmer living in what is known as the Brownsville community, reports to me that within a settlement of thirty or more farmers, every man had practically all of his land broken by the middle of January, that he is to plant this year. Three years ago in this same community it was a difficult matter for me to induce the people to break any of their land in the early spring. Mr. Otis Herron, Camp Hill, Alabama is a young man whose father owns two or more hundred acres of land. Although Mr. Herron doesnot live in my immediate territory, I have held several meetings in this community in the past and he was so impressed with the methods of the Demonstration Work, that he thought it wise to spend a few days here at the Institute with me this spring going over the farm, and getting ideas that might be put into practice when he returned home. He insisted that he be allowed to enroll as a Demonstrator and receive instructions through the mail, and just here I might say, that I could name many demonstrators who receive instructions through the mail, and are doing excellent work, since there are many farmers whom I donot have time to visit more than once or twice a year. I feel that I have been of considerable to a number of the farmers who live in Macon County and in other parts of the State by encouraging them to come to Tuskegee Institute and spend a few days, and when these delegations of

#3. S.A.K.

practical farmers come, Mr. Tate and I spare no pains in showing them just the things that they need to see. In some cases we have the Farmers' wives to come, and we have them to go and spend the day in the Poultry Yard, and as a result when we visit the different homes of the people who have visited us, we can see that they are putting into practice the things which they have learned.

In the case of Mr. Moses W. Jones of Huntsville, North Alabama, who after attending the Short Course conducted under the auspices of the Demonstration Department at the A & M College, Normal, Alabama, he consented to visit the Tuskegee Institute the last of January. He and others came and we took charge of them, showing them improved machinery, thorough-bred live stock, etc. It has been my privilege to visit the man since he was here, and as a result of his visit he has built an additional room onto his house, and has prepared thoroughly a plot for demonstration purposes.

In the matter of school teachers, the majority of them are anxious to grow some product that will aid in lengthening their terms. If we as agents undertook to give all assistance called for in the matter of school improvement, it would practically take all of the time and help from the farmers, but we are as far as possible co-operating with the schools indirectly. Not forgetting that ours is to serve the man on the soil.

To summarize the work, I would say that as far as possible, we are trying to, wherever the work has been extended from Macon County, to carry out plans that we have in a degree succeeded with here. Mr. C. D. Menafee, Opelika, Alabama, Mr. Harry Simms,

#4. S. A. K.

Wilcox County, Mr. W. A. Tate, Macon County, and Mr. James A. Booker of Mound Bayou, Mississippi, are all imbued with the missionary spirit, and I have no doubt as to the success of the work, so long as we have men who are not ashamed or afraid, to mingle with the less educated people of our race, as we are doing.

At the request of Prof. J. R. E. Lee, Head of the Academic Department, Tuskegee Institute, I sacrificed two days from my regular work last week, to give a series of talks to the present Senior Class; especially those who are studying "Methods of Education". The following is the outline that I used which might interest you.

### THE RURAL PROBLEMS.

#### I. THE TEACHER AND HIS WORK WITH:-

1. Opportunities for such in Macon County.
2. Importance of knowing the rural problems.
3. What a graduate saw and heard in the county.
4. Demand for experienced supervising teachers.

#### II. RURAL SCHOOLS:

1. Reading of Agricultural literature.
2. The "Messenger".
3. School Farms.

#### III. THE HOME:

1. Improvement of the food, cooking, sewing, etc.
2. Keeping the children in the home.
3. Sanitary conditions in and around the home.
  - (a) Location of the house with reference to stagnant pools
  - (b) Drinking Water.
  - (c) Toilet soap for cleaning the body.
  - (d) Tooth-brushes.
  - (e) Separate eating or drinking utensils for consumptives or any other contagious disease.
4. Proper books for the Home.

#### IV. THE FARM:

- I. Diversification of Crops.
  - (a) Cotton.
  - (b) Corn.
  - (c) Live-stock

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2. The Renter.

- (a) Living at Home.
- (b) Wasting time on Saturdays.
- (c) Keeping a garden.

3. Farmers' Improvement Club.

V. THE CHURCH:

- 1. Re-organizing and building up the Sunday School.
- 2. Working with and through the preacher.
- 3. Gathering news at the church regarding the whole community for the local papers.

Respectfully submitted,

*J. M. Langshell*  
District Agent.

TMC/CD.

Submit to Dr. Kuapp.