

# THE SOUTHWEST TRAIL



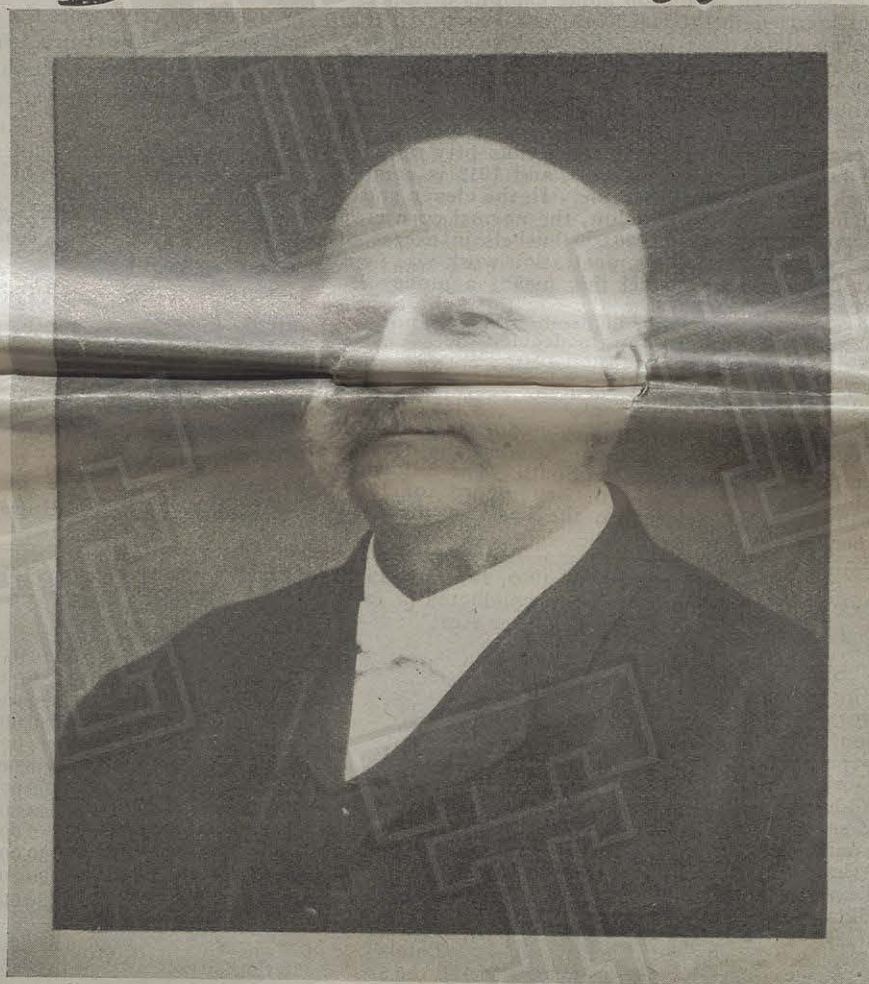
VOL. XXXII

CHICAGO, ILLINOIS, DECEMBER, 1912

No. 11

## Farmer's Cooperative Demonstration Work

THIS number tells the story of the South's Agricultural Revolution, the means by which it was accomplished, and urges extension of similar activity to the Northern and Western States. ♦ ♦ ♦ ♦ ♦ ♦ ♦ ♦



Dr. Seaman A. Knapp, The Grand Old Man of American Agriculture, Born Essex Co., N. Y., Dec. 16, 1833. Died Washington, D. C., April 2, 1911.

Every age has its heroes. In ancient days it was the man who went to war and suffered death on the altar of patriotism whose name was enshrined by countrymen, whose memory cherished by posterity and for whom an everlasting likeness was chiseled in cold marble. Today the sword has been welded into a plowshare, and our greatest heroes are those who give their active days to their fellowmen in the arts of peace. No sacrifice to Death on the battlefield is held in so high esteem as devotion of a lifetime on the altar of Service. And no service is greater than that a man, by his life's activities in behalf of the race or nation, inspire tens of thousands to go and do likewise.

America with all her heroes, from Washington down the roll of history to modern days, has brought forth no greater man than the late Seaman A. Knapp, founder of the Farmer's Co-operative Demonstration Work. To him it is proposed to establish a monument—a farm that will perpetually remind the South and the nation of its debt. A splendid tribute this, but merely an outward token of the real monument that he erected for himself and of him it may well be said, "He builded better than he knew."

The great work of socializing the rural South, of bringing prosperity to farm dwellers who were facing calamity, and of establishing on a permanent basis a system of agriculture that absolutely revolutionized conditions in a dozen states, was an accomplishment unique in the world's history. Men of science had long been at work on agricultural problems and, from time to time, their findings were given forth with the advice:

"There, son of the soil, we've done our part, now you apply the knowledge that we have gained by experimentation and research."

But there was no one who held it his duty to show the farmer how to make the application. It was the South's necessity that opened the opportunity for this modern agricultural Moses to lead the children of Israel out of their Darkest Egypt, through the wilderness into the Canaan of Plenty.

Knapp's message restored prosperity and returning wealth brought in its wake better homes, higher ideals, greater culture and an awakening to the true dignity of the soil tiller's art. When he finished he left the heritage to a worthy successor—his son, Bradford Knapp.

With all his strength, his willingness, and his intimate knowledge of conditions, Dr. Knapp alone could have accomplished little. Co-operation was and is the keystone of the structure that he reared, and

co-operation is what his efforts begot. Co-operation means unselfishness and, again, service. The time was ripe for the movement and in every community men were found with the spirit of self-sacrifice. Today one meets them on the turnpike or the lane, in the Ozarks, on the Blue Ridge, in the Mississippi bottoms, in forest or swamp, in good weather or bad, driving or riding from farm to farm, carrying a message of hope and plenty. Most of these men work for a meager wage, \$750 a year; sometimes more; all are required to furnish conveyances. Sometimes the wife does sewing to help out on the family living, for the husband, though he be an expert farmer, cannot manage a farm of his own. His time is devoted to the service of others at the neglect of his own prosperity. It is only the man whose heart is in the work who succeeds at it, and it is a great tribute to the South that enough men can be found for this service.

Thus has the example of one great soul inspired thousands and tens of thousands to good deeds, and thus lives the work of Seaman A. Knapp. And while we pay tribute to his memory—that praise is the general's meed—let us not forget the private of the ranks, who is carrying the banner of Better Agriculture on to the Waterloo of Unthrift, Poverty and Waste.

ALVIN T. STEINEL.



# Annual Benefit of Farmer's Co-operative Demonstration Work Twenty-five Million Dollars at Cost of Half a Million

## Statistical Information Concerning Effect on Corn Crop and Other Phases of Movement that has Aided Vastly in Development of a Dozen Southern States

By the Editor

**T**WENTY-FIVE MILLION DOLLARS is a conservative estimate of the annual value of the Farmer's Co-operative Demonstration work to the thirteen states in which it is carried on. The cost of it is a paltry \$600,000.

An analysis of the figures that follow shows that this estimate of its value is not exaggerated. The southern corn crop alone exhibits a stupendous increase in the last five or six years. In 1910 eleven states that have the work produced over 430 million bushels of corn. This figure grew to 626 million in 1911. In 1911, an abnormal year of drought, cutting down the crop north and south, with a failure in Oklahoma and a portion of Texas, the total was still more than fifty millions of bushels in excess of 1909, and 1912 is coming back with a normal increase. In the eleven states included in the table below, the normal corn crop is approximately 200,000,000 bushels in excess of the years when the demonstration work was new. At 60 cents per bushel this means a money increase of \$120,000,000 to the wealth of the South. At the same time cotton production has not decreased, but rather shows a decided increase, not alone by reason of extension of the cotton growing area, but also in regions where the very life of the industry.

Twenty-five million dollars a year is, therefore, a very conservative estimate of what the demonstration work means to the South. The following table shows the southern corn record for 1909, 1910 and 1911, revised to the basis of the 1910 census:

| Southern corn record for 1909, 1910 and 1911, revised to census basis. (Farmers' Co-operative Demonstration Work has been conducted in each of these states.) |      |      |      |                        |               |               |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------|------|------|------|------------------------|---------------|---------------|
| Average Yield per Acre in Bushels.                                                                                                                            |      |      |      | Total Crop in Bushels. |               |               |
| STATES.                                                                                                                                                       | 1909 | 1910 | 1911 | 10-year*               | 1909          | 1911          |
| Virginia                                                                                                                                                      | 20.6 | 25.5 | 24.0 | 22.4                   | 38,295,141    | 49,980,000    |
| North Carolina                                                                                                                                                | 13.9 | 18.6 | 18.4 | 14.4                   | 34,063,531    | 49,290,000    |
| South Carolina                                                                                                                                                | 13.3 | 18.6 | 18.2 | 10.8                   | 20,871,946    | 31,580,000    |
| Georgia                                                                                                                                                       | 11.6 | 14.5 | 16.0 | 11.1                   | 39,374,569    | 51,982,000    |
| Florida                                                                                                                                                       | 11.3 | 13.0 | 14.6 | 9.9                    | 7,023,767     | 8,190,000     |
| Alabama                                                                                                                                                       | 11.9 | 18.0 | 18.0 | 13.3                   | 30,695,737    | 51,300,000    |
| Mississippi                                                                                                                                                   | 13.1 | 20.5 | 19.0 | 15.4                   | 28,428,667    | 53,095,000    |
| Louisiana                                                                                                                                                     | 16.3 | 23.6 | 18.5 | 17.0                   | 26,010,361    | 42,055,000    |
| Arkansas                                                                                                                                                      | 16.5 | 24.0 | 20.8 | 18.9                   | 37,609,544    | 57,360,000    |
| Texas                                                                                                                                                         | 14.7 | 20.6 | 9.5  | 19.3                   | 75,498,695    | 140,080,000   |
| Oklahoma                                                                                                                                                      | 15.9 | 16.0 | 6.5  | 24.8                   | 94,283,407    | 91,760,000    |
|                                                                                                                                                               |      |      |      | Totals....             | 432,155,365   | 626,662,000   |
| United States                                                                                                                                                 | 25.9 | 27.7 | 23.9 | 25.8                   | 2,552,189,630 | 2,886,260,000 |
|                                                                                                                                                               |      |      |      |                        |               | 486,250,000   |
|                                                                                                                                                               |      |      |      |                        |               | 2,531,488,000 |

\*Ten-year average covers period from 1899 to 1908, inclusive.

What the work costs and sources of financial support are shown in the following:

Appropriation by Congress for the Farmer's Co-operative Demonstration work for the fiscal year ending June 30, 1912, \$350,000.

Appropriation by the General Education Board of New York, for the fiscal year ending September 30, 1912, \$130,000.

Appropriations from sundry sources in effect at this date, aggregated by states:

|                          |              |
|--------------------------|--------------|
| Texas                    | \$46,612.50  |
| Oklahoma                 | 2,250.00     |
| Louisiana                | 4,860.00     |
| Arkansas                 | 40,400.00    |
| Mississippi              | 11,675.00    |
| Alabama                  | 34,025.00    |
| Tennessee                | 7,735.00     |
| Georgia                  | 6,000.00     |
| South Carolina           | 14,000.00    |
| North Carolina           | 11,109.00    |
| Virginia                 | 18,880.00    |
| Florida                  | 5,480.00     |
| Total from local sources | \$203,026.50 |

Total all sources other than government, \$333,026.50.

Total funds available from all sources for season of 1912, \$683,026.50.

Figures show that 106,621 farmers are on the list of co-operators and demonstrators, but this by no means represents the total number of those influenced by the work, the effect of which is cumulative. Following is a list of the co-operators and demonstrators by states:



Wheeler Leard's Acre of Corn—Estimated 80 bushels to Acre. Hugo, Oklahoma Club.

field agent Virginia, Maryland, North and South Carolina; H. E. Savely, general field agent Florida, Georgia, Alabama and Mississippi; W. B. Mercier, general field agent Louisiana, Arkansas and Tennessee; E. Gentry, general field agent Texas and Oklahoma; O. B. Martin and I. W. Hill, assistants in charge of boys' and girls' demonstration work.

The list of state and district agents follows:

Texas (East)—W. F. Proctor, state agent, Tyler, Tex. G. W. Orms, district agent, Jacksonville, Tex. T. O. Walton, district agent, Livingston, Tex.

Texas (West)—J. L. Quicksall, state agent, Waco, Tex. J. O. Berryman, district agent, Cuero, Tex. Wm. Ganzer, district agent, Denton, Tex. M. T. Payne, district agent, Temple, Tex.

Oklahoma—W. D. Bentley, state agent, Yukon, Okla. G. L. Bishop, district agent, Cordell, Okla. F. F. Ferguson, district agent, Minco, Okla.

Louisiana—Mason Snowden, state agent, Shreveport, La. L. M. Calhoun, district agent, Gilbert, La. J. E. Wemple, district agent, Arcadia, La.

Arkansas—C. W. Watson, state agent, Little Rock, Ark. W. J. Apple, district agent, Little Rock, Ark. R. C. Davidson, district agent, Little Rock, Ark. W. F. Haden, district agent, Little Rock, Ark.

Mississippi—R. S. Wilson, state agent, Columbus, Miss. P. P. Garner, district agent, Jackson, Miss. J. W. Willis, district agent, Grenada, Miss.

Alabama—B. L. Moss, state agent, Montgomery, Ala. J. M. Jones, district agent Montgomery, Ala. Mr. A. D. Whitehead, district agent, Greenville. J. T. Watt, district agent, Talladega, Ala. (Colored) T. M. Campbell, district agent, Tuskegee, Institute, Alabama.

Tennessee—H. D. Tate, state agent, Jackson, Tenn. J. M. Dean, district agent, Columbia, Tenn. H. S. Nichols, district agent, Jackson, Tenn. C. F. Striplin, district agent, Maryville, Tenn.

Florida—A. S. Meharg, state agent, Live Oak, Fla. W. L. Watson, district agent, Live Oak, Fla.

Georgia—E. Gentry, state agent, Jonesboro, Ga. W. O. Cornelius, district agent, Cedartown, Ga. S. M. Cown, district agent, Union City, Ga. J. G. Oliver, district agent, Macon, Ga., Route No. 1.

South Carolina—W. L. English, state agent, Clemson College, South Carolina. L. L. Baker, district agent, Bishopville, S. C. W. H. Barton, district agent, Simpsonville, S. C. W. R. Elliott, district agent, Winnsboro, S. C.

North Carolina—C. R. Hudson, state agent, Raleigh, N. C. T. E. Browne, district agent, Ahsokie, N. C. T. D. McLean, district agent, Carthage, N. C. E. S. Millsaps, district agent, Statesville, N. C.

Virginia—T. O. Sandy, state agent, Burkeville, Va. F. S. Farrar, district agent, Jetersville, Va. W. P. Moore, district agent, Forest Depot, Va. W. C. Shackelford, Jr., district agent, Proffit, Va. (Colored) J. B. Pierce, district agent, Wellville, Va.

Maryland—Aug. Stabler, district agent, Brighton, Md.

Here is who's who in the general office at Washington:

Bradford Knapp, special agent in charge; J. A. Evans, general assistant; W. W. Long, general

Continued on page 11.

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# The Modern Circuit Rider and His Mission on Behalf of the Gospel of Better Agriculture

## How a County Demonstration Agent Makes His Rounds and What He Accomplishes in the Course of a Few Years in His Community

By Alvin T. Steinel

FIFTY years ago the circuit rider, a bible in his saddlebags, was a familiar figure in the woods, making his house to house visits among the settlers, to look after their spiritual welfare. His place today is taken by a missionary of another type, the government farm demonstration agent, who, often similarly mounted, calls from farm to farm and whose mission ultimately results in spiritual betterment through improvement of material conditions. Instead of the bible, the modern messenger of the gospel of better farming carries government bulletins and a little record book, in which he enters the names of those who desire to turn over a new leaf and lead a better agricultural life.

To get a grasp of the field agent's work I selected to visit Yell county, in the Ozark foothills of Western Arkansas. There were to be found a variety of conditions: namely, the old worn-out cotton farm of the bottoms; the big plantation worked by renters, and the small hill farms with gravelly soils that demand intelligent effort to make them productive. Here is a county typical of the transformation that is going on all over the South from ancient one-man-one-horse farming to modern methods. Here is a county demonstration agent alive to the needs of the community, a man still working against odds and prejudice, but who had won the confidence of

farmers and the appreciation of business men. He is P. K. Egan. His service with the government began in 1907, with several counties under his jurisdiction. As the work grew his territory was cut down until now it is confined to one county, which alone gives him a man's job. He has fifty demonstrators working with him—that is, farmers who are growing crops under his supervision—and over 700 co-operators on his list; that is, farmers following government instructions, issued in bulletin form and sent them by mail. He also has boy's corn and cotton clubs with a total of forty-three members to look after. He makes the rounds of his fifty demonstration farmers about once in six weeks, occasionally calling on a co-operator as time allows or opportunity occurs. One-sixth of his time is devoted to the boys' work. This keeps him busy the year round, for after crops are matured he begins on his deep fall plowing and seed selection lessons. If a farmer, after enrolling as a demonstrator, shows no interest and makes no effort to follow instructions, his name is dropped from the list and another is substituted. There are always others eager to get help, for the work has proved its value by increasing the prosperity of the demonstration farmers. What once were classed as almost worthless worn-out farms, have acquired double or quad-

ruple the value given them five years ago and farmers have quit poking fun at the demonstration work. Business men, too, are pleased with it. I asked J. A. Wilson, a merchant at Ola, whether business had been benefited and he answered:

"Decidedly; every man who has taken up this demonstration work is doing better financially, consequently the business man as well as the farmer has profited."

Recently Mr. Wilson wrote a letter to the department at Washington, in which he expressed his appreciation of the work in the following words:

"OLA, Ark., Oct. 15, 1912."

"Since our farms have been worked under your instructions the crops have doubled. The old farm near town, which was considered worthless a few years back, is now the best near here. In our business we find the farmers who farm under government instructions get out of debt and the other fellows stay in. We do not see how we could get along without this work and shall advocate employing two demonstrators for next year."

"J. A. WILSON."



Demonstration Cotton—Growing  $2\frac{1}{4}$  Bales Per Acre on the Farm of J. M. Crow,  $1\frac{1}{2}$  Miles From Tyler, Texas. Formerly this land was considered too poor to farm, cultivated since 1840—sold for \$5.00 per acre a few years since, now worth \$100. Crops are rotated. Barnyard manure has been applied, and more than \$125 worth of cotton and seed are sold per acre. Mr. Crow was among the first farmers in East Texas to adopt Dr. Knapp's methods of intensive farming—fighting the boll weevil at the same time. He is growing approximately 70 bushels of corn on a part of the same field.



# Ultimate Outcome and Effect of Farmer's Co-operative Demonstration Work on Cost of Living and Rural Credit Problems

## Bradford Knapp Outlines Purposes and Ideals of Department that has Revolutionized Farming in the South and Should be National in Scope

It was the privilege of the editor, a short time ago, to meet Mr. Bradford Knapp, head of the Farmer's Co-operative Demonstration Department, at his office in Washington and talk with him concerning the objects and ideals of the work, its effect on the system of agriculture in the South, and particularly its possibilities for the future and the hope of its extension nationally. As outlined by Mr. Knapp, the activities of his department have been restricted to the states in which it is now operating, but that does not mean that the same class of work shall not be extended to cover the entire nation. It is not a question of who is to do it, but of how it shall be done. The plan inaugurated by the late Seaman A. Knapp, and carried on so successfully by his son, has been so prodigiously rich in results that any decided deviation from established methods would be an unnecessary experiment. The interview follows:

ORIGINALLY, the first object of the Farmers' Co-operative Demonstration Work was to show farmers how to raise cotton under boll weevil conditions. That problem was a bigger problem than it sounds. It involved an economic change, as well as the adoption of methods for raising cotton under boll weevil conditions.

The first effect of the boll weevil was to deprive the farmer of credit, and, therefore, to stay on his farm and continue to operate it, he must first provide the food for his family and the feed for his animals. So it involved the introduction of diversified agriculture in the cotton districts and, as a part of the plan, instruction in the raising of cotton under boll weevil conditions. From this it has developed into a more general instruction to the farmer on his own farm and illustrating it by demonstrations conducted by the farmer under the instructions of the local agent. In the progress of the work it has been found that these local agents become the county experts on all agricultural subjects.

The office which the Farmers Co-operative Demonstration Work performs is best illustrated by saying that we have had for many years the practical farmer in one group, actually trying to raise crops and to feed live stock upon the farm; and we have had in another group a very excellent body of men devoting their lives and energies to research work in the experiment stations and in the department of agriculture and various other organizations, and devoting some of their time to work of instruction in colleges. Now, the first efforts to connect these two were through the written bulletin, agricultural press, and through the spoken word—by institutes and lectures. The Farmers' Co-operative Demonstration Work forms the link between the two by placing an expert who lives with the farmer, but keeps in touch with the investigational work; who is the go-between, taking from the department of agriculture, from the experiment stations, and from all other sources of knowledge, the most modern and up-to-date systems of agriculture, and taking this knowledge to the farmer on his own farm.

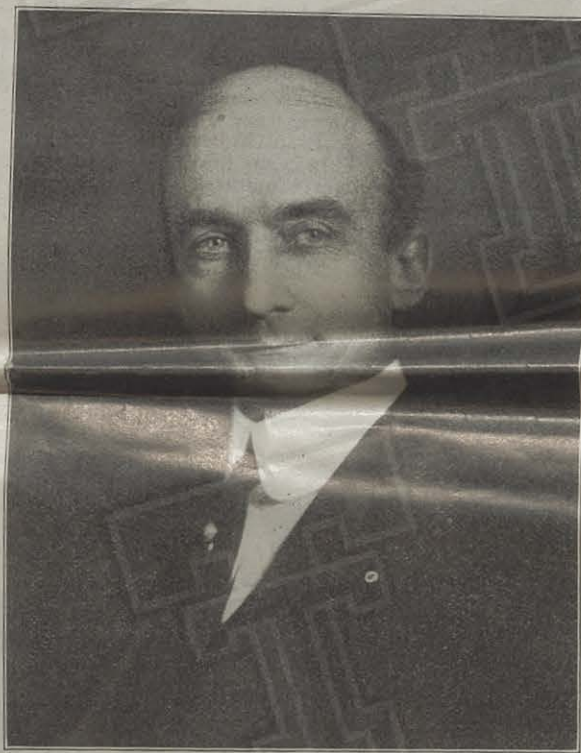
You ask me what has been the effect upon the boll weevil problem, and I point you back to the fact that in 1904, when this work was begun in Texas, the cotton industry of the South was shaken to its very center. People had commenced to lose faith and to fear that the great cotton industry of this country, which really creates our balance of trade in favor of this country in our foreign commerce, was to be wiped out. In the intervening years of tremendously hard work against obstacles, against pessimism, lack of faith, and everything else, this bunch of field men, living and working among farmers, kept up their optimism; and today there isn't a man in the South who knows anything about the success of the demonstration work but that is convinced that cotton will still remain, in spite of the boll weevil, one of the great cash crops of the country, and that this country will retain its supremacy in cotton production.

Question: In case this work had not been taken up in just this way, where would the cotton industry be today?

Mr. Knapp: I have no doubt personally but that eventually the southern farmer would have worked this thing out, but it would have involved a great deal longer period of time and correspondingly a tremendously greater disaster to the South.

Question: Is total production of cotton today greater than it was before boll weevil days, regardless of the larger area on which cotton is grown?

Mr. Knapp: Yes, it is; and not only is our total crop greater, but I



Bradford Knapp, Special Agent in Charge Farmers' Co-operative Demonstration Work.

Photo by Harris & Ewing, Washington, D. C.

want to limit that statement by one remark: In sections where we have been at work a sufficient length of time to get modern methods of handling soil into full effect, production per acre is greater today than it was before the weevil came. I can cite thousands of instances to prove this, even in the worst infested territory where men who have followed our directions are today making on large plantations a larger average production per acre than they did on those same plantations before the weevil came.

Question: What has been the effect in the South generally on the corn yield?

Mr. Knapp: In all the states where extreme drought has not been the controlling factor, the corn crop has increased in average production per acre and enormously in total production. The figures for Oklahoma and Texas do not bear out this statement, for the reason that, through a series of good years, corn was produced in territory that, during drought years, is not corn territory. That situation is going to adjust itself in time, when we can convince the farmer that he ought to stick to crops adapted to his rainfall and other climatic conditions. In the last two years the farmers in western Oklahoma and western Texas, where we are working, very largely began to adopt the use of Kafir corn and milo maize as a substitute for corn, and are getting in much better shape than when they stuck to corn.

I do not wish to be understood as claiming for the work of the department all of the great improvement that has gone on in the South, because the people, generally, through the South, and all other agricultural forces, have borne their part in this great improvement, and the most remarkable thing has been the team work that has gone on. But the result of all these efforts has been a general improvement in rural conditions: lengthening of the terms of rural schools, better school houses, better roads, better homes and an increase in the price of land. In all of this we have borne our fair share of the burden of the work of improvement.

Question: Why is this, the present plan of CO-OPERATIVE work, the most feasible and practicable plan that has been worked out?

Mr. Knapp: Our plan for the past several years has been to get co-operation in every state with the agricultural forces of that state in the conducting of all the field endeavors. The department has sought this co-operation and has obtained it in most of the states. Under the present plan, co-operation is generally between the agricultural college and the department, by which each contributes toward the demonstration work in the various counties and, in most instances, the people of the county bear a portion of the expense of salary and other expenses incident to the support of the local agent. In this way the local people become interested because they are paying, through taxes, a portion of the cost of this undertaking, and the college and the department are both interested in the success of the local agent. In appointments, they are both equally interested in securing efficient men and training them after they are secured. It is most important, also—as answering a criticism at times made that such a force of men in any state, or in the whole United States, would become a political force. Under co-operation with the states, neither the department nor the people in the state, can use this force for political purposes. Our experience leads us to believe that it has in it a very strong element of safety and looks toward the consistent handling of the work for its real purposes.

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Question: Why could not this work be extended to the northern states?

Mr. Knapp: It can be—and it is being extended to the northern states. The burden of administering co-operative relations of this sort in various states is a very heavy one. It is more than one office ought to undertake. With this wise regard for a division of labor, the secretary has placed the work in northern and western states in the hands of the office of Farm Management, under Prof. W. J. Spillman, while the office of the Farmers' Co-operative Demonstration Work, under myself, has the administration of the work in the twelve southern states. The plans for introducing the work in the North are similar to our plans in the South and involve co-operation with the agricultural colleges and the placing of local experts in the county, making field demonstrations and studies and the creating of a bureau of information in every county to help the farmers along all lines.

Question: Do you think the work should finally become national? Or, should it be confined to what we might call the newer or more backward sections of the country only?

Mr. Knapp: My firm belief is that it should become absolutely national. By that I mean that in any section of the country there should be an agent adapted to the needs of the people among whom he is to work, who can suit the work that he is doing to the condition that he finds and help the farmers of that section; and to do that job thoroughly he should have both the support of the national department of agriculture and of the agricultural college of the state.

Question: What is your opinion of the effect of this work finally on the high cost of living? Or, what bearing will it have in reducing the cost of living?

Mr. Knapp: It will have a considerable bearing. In the first instance, its object is to teach the farmer economic production, the maintenance of soil fertility, methods of farm management, which will enable him to operate his farm at a less cost and make it a more profitable undertaking than he has been able to do heretofore. Secondly, it will lead eventually, in my judgment, to co-operation among farmers in marketing—because it has already, and it will increasingly in the future tend to create a spirit of co-operation among farmers, getting them closer together, getting them to appreciate each what the other is doing in the community. I believe that the marketing problem, which is one of the big problems of this country, will be solved very largely by co-operative movements. I have said recently, and will say now, that the three great problems that are facing the American farmer today are:

First, the problem of getting the information upon scientific subjects, to the farmer, of getting the last answer to the problem of handling soil and production of crops and the feeding of animals economically. Second, the problem of marketing. Our present system is wasteful and does not give the farmer, in my judgment, adequate compensation for the labor that he performs on the farm. He doesn't get his just return or just proportion of the money that the consumer pays for the final article. In solving that problem I believe the farmer ought to meet the consumer half way. By that I mean standardization of production, the production of good articles, put on the market in the right shape, and the cutting out of a large number of middlemen between the producer and the consumer. The prevention of the loading of one market by the neglect of other markets—by systematic co-operative marketing. The third problem is the problem of obtaining a better financial system for the farmer. By that I mean that he needs large amounts of money which can be loaned to him for two purposes: First, he needs money at low rates of

interest, on long time, for the purpose of permanent improvements on his farm, to enable him to get his farm in better condition for permanent economic production. In my judgment, those loans should be on the basis of the payment of a small amount of interest and a small amount of principal each year, running for long periods of time. The other purpose for which he needs money at low rates of interest is for temporary loans for the purpose of crop handling from year to year and closing up his year's business.

When these three propositions can be answered—these three problems solved, the agriculture of the United States will be placed on a safe, firm and enduring basis. It is one of the biggest, if not THE biggest problem, that is before the American people today.

Question: Do you think that it will be the function of the government to solve that rural credit problem, or will that be a private function?

Mr. Knapp: We can only judge of that by what we know of the experience of the European nations. I am unable to see how it can be done without the assistance of the national government. By that I do not mean that I am convinced that the national government ought to control it. But by legislation I think it ought to provide the machinery by which it could be done. Then, on the other hand, the spirit of co-operation which I have talked about among the farmers ought to furnish the co-operative bank which the government helps to finance for the purpose of the loan. So, I think, it is partly a problem of the co-operation of the county, community and state and the national government.

Question: Will you please explain the relation between the farmers' work and the work among the boys and the girls?

Mr. Knapp: No system of education—if I may so call it—to meet rural conditions is complete that neglects to educate the boys and girls of the rural districts in the vital things of the life of that community. The boy's and girl's club work is simply an effort to give to them the practical, vocational instruction. We have correlated it with the demonstration work because of this fact: practical agricultural instruction can not at the present time be given by our rural school teachers, nor can it be given in the school. Our county agents furnish the instruction for these boys on the soil and show them how to raise the crops; show the girls how to raise the gardens, how to do the canning and all of the other practical agricultural propositions. Of course, this kind of work is useful in helping to illustrate lessons that are being taught to the boys and girls in the school, and we are always glad of the co-operation of the school teachers and the state superintendents, etc., in carrying it on. Throughout the South we have, generally, the very cordial and enthusiastic co-operation of all of the school authorities—they getting up generally and organizing the clubs and fostering the work for the benefit of the influence upon the school; and we furnishing the practical instruction through our agents.

Let me give you one or two special features of work that has been done. Through the agents engaged in this work in the various southern states, there has been an immense increase in the acreage planted in the South in sections where this is the case. It has become almost customary peas in the corn, and turn them under for the nitrogen and the nutrients they supply. In many territories where crimson clover, burr clover and other clovers can be grown, a large acreage has been introduced through demonstrations in these crops. Alfalfa has been introduced into many sections; the growing of vetch as a winter cover crop, especially in the Carolinas. In Virginia and in South Carolina a great effort has been

Continued on page 11.



State Prize Winners of Boys' Corn Clubs, Washington, D. C., Season of 1911. Secretary Wilson, Assistant Secretary Hays, Dr. Galloway, Messrs. Bradford Knapp, J. A. Evans, O. B. Martin and O. H. Benson.



# One Hundred Thousand Boys and Girls in Uncle Sam's Great Outdoor Agricultural School in Fourteen Southern States

*What the Cotton, Corn, Canning and Other Clubs Are Doing and How This Work Has Grown Since Dr. Knapp Began Its Organization a Few Years Ago*

By Alvin T. Steinel

ONE HUNDRED THOUSAND boys and girls in fourteen southern states are engaged in growing corn, cotton or garden truck under instructions from the Farmers' Co-operative Demonstration Department, this branch of activity having grown with marvelous rapidity since its establishment a few years ago, at the suggestion and through the efforts of the late Dr. Seaman A. Knapp. As was told in a former number of the Southwest Trail, the boys' corn clubs were originated by J. A. Otwell of Carlinville, Ill., about ten years ago, contests being based on perfection of the ear. Acre contests were introduced by Dr. Knapp. As early as 1904 boys were enrolled with the adult farmers in the southern states under demonstration methods, but systematic organization of boys' corn and cotton clubs was not pushed until 1909, during which year Dr. Knapp succeeded in perfecting the organization

tions that totaled over 10,000 members. The winners of prizes the first season were Elmer Halter of Arkansas, Dewitt Lundy of Mississippi, Bascomb Usher of South Carolina and Ralph Bellwood of Virginia. These boys won the first trip to Washington and were awarded the first diplomas ever given by the Secretary of Agriculture to boys for excellence in agriculture. Since then the Washington trips are made a feature in all of the southern states, congressmen and senators usually being the donors.

The second year found 46,225 boys in the clubs and it was evident from the records that the boys who tried it a second time improved on their previous results. The boys were learning to grow corn and cotton scientifically. The latest circular on the corn club work issued by the department gives the names of the 1910 prize winners of trips to Washington, there being thirteen of them, the

records of some of the best being as follows: Jerry Moore, South Carolina, 228 3/4 bushels at a cost of 42 cents per bushel; Stephen Henry, Louisiana, 139 4-5 bushels at a cost of 13.6 cents per bushel; Archie Odom, South Carolina, 177 bushels at a cost of 23 cents, and Maurice Olgers of Virginia, 168 bushels at a cost of 40 cents. In Lincoln county, Mississippi, 48 club members averaged 92 bushels per acre; 142 boys in Clarendon, S. C., averaged 62 bushels, while in Appomattox county, Virginia, 17 boys grew 1,423 bushels. Exhibits were sent to the National Corn Exposition by 100 boys from various parts of the South, which represented the production of 13,379 bushels, or an average of 133.7 bushels per acre. The prize money in that year amounted to over \$40,000, donated by public spirited citizens, commercial clubs and other organizations. Following is a table showing the complete records of the state prize winners for 1911:

| Names and addresses.                    | Character of soil.                 | Yield per acre. | Cost per bushel. | Depth of plowing. | Kind of seed corn.   | Distance between rows. | Distance between hills. | Number of cultivations. | Remarks.                                                   |
|-----------------------------------------|------------------------------------|-----------------|------------------|-------------------|----------------------|------------------------|-------------------------|-------------------------|------------------------------------------------------------|
| Junius Hill, Attalla, Ala.....          | Red sandy loam....                 | Bushels 212 1/2 | Cents. 8.6       | Inches. 9         | Two ears to stalk... | Feet. 3 1/2            | Inches. 4-6             | 6                       | Used seed developed by himself and father.                 |
| Eber A. Kimbrough, Alexander City, Ala. | Clay loam.....                     | 224 3/4         | 19.8             | 12                | Marlboro Prolific... | 3 1/2                  | 6                       | 9                       | Used 1,300 pounds of fertilizer, some as side dressing.    |
| Burley Seagraves, Biggers, Ark...       | River bottom.....                  | 124 1/10        | 11.9             | 8                 | White Dent.....      | 3                      | 12                      | 7                       | Cleared \$695, counting prizes.                            |
| Walter Hale, Warren, Ark.....           | Black sandy loam...                | 141 5/8         | 44.1             | 15                | Hastings Prolific... | 2 1/2                  | 8-10                    | 5                       | Net profit, \$113.30.                                      |
| Ben Leath, Kensington, Ga.....          | Sandy loam, with clay subsoil..... | 214 1/2         | 14.2             | 18                | Prolific .....       | 3 1/2                  | 10                      | 6                       | Used 600 pounds of fertilizer and 5 tons of stable manure. |
| Arthur Hill, Jakin, Ga.....             | Gray sandy loam...                 | 180 3/8         | 42               | 8                 | Hastings Prolific... | 3 1/2                  | 6                       | 7                       | Adjoining land produced 20 bushels per acre.               |
| Edward Doyle, Elwood, Ill.....          | Black clay loam....                | 126             | 12.7             | 7                 | Yellow Dent.....     | 3                      | 8-10                    | 8                       | Corn followed clover. Selected seed in field.              |
| Carl Duncan, Rockfield, Ky.....         | Clay loam.....                     | 97 1/2          | 13.7             | 6                 | Boone County White   | 3 2/3                  | 44                      | 6                       | Father's yield was 30 bushels.                             |
| Howard Burge, Bowling Green, Ky.        | do .....                           | 78              | 21               | 7                 | White Dent .....     | 4                      | 18                      | 7                       | Plowed with an ox.                                         |
| John H. Henry, Jr., Melrose, La..       | Rich sandy loam...                 | 150 3/4         | 16.3             | 8                 | Gandy's Prolific.... | 4                      | 18                      | 9                       | Land has been farmed 50 years.                             |
| Bennie Beeson, Monticello, Miss..       | Dark upland with clay subsoil..... | 227 1/16        | 14               | 10                | New Era .....        | 3                      | 6                       | 10                      | Used 5 1/2 tons of manure and \$8 worth of fertilizer.     |
| John Bowen, Granada, Miss.....          | Sandy loam.....                    | 221 1/2         | 16               | 9                 | Prolific .....       | 4                      | 8                       | 7                       | Land near by made 40 bushels.                              |
| Barnie Thomas, Lake Cormorant, Miss.    | Rich sandy loam...                 | 225             | 34.5             | 9                 | Hastings Prolific... | 3 1/2                  | 10                      | 6                       | Selected seed in field.                                    |
| Charles Parker, Jr., Woodlands, N. C.   | Sandy loam with clay subsoil.....  | 195 1/10        | 24               | 12                | Biggs Prolific.....  | 3 1/2                  | 6                       | 8                       | Broke land twice.                                          |
| Philip Wolf, Kildare, Okla.....         | Chocolate loam....                 | 80 7/8          | 13.3             | 7                 | One ear .....        | 3 1/2                  | 16                      | 7                       | Very dry weather.                                          |
| Claude McDonald, Hamer, S. C....        | Dark sandy loam...                 | 210 1/2         | 33.3             | 12                | White Dent.....      | 4 1/2                  | 6                       | 5                       | Corn followed cotton.                                      |
| Miller Hudson, Timmons ville, S. C.     | do .....                           | 151 1/4         | 41               | 9                 | Prolific .....       | 3 1/2                  | 8                       | 6                       | In club with Jerry Moore.                                  |
| John V. McKibbin, Culleoka, Tenn.       | Yellow creek bottom                | 167 1/10        | 32               | 10                | Boone County White   | 3 1/2                  | 40                      | 7                       | Broke twice; checked rows.                                 |
| Norman Smith, Covington, Tenn..         | Clay loam.....                     | 168 3/10        | 21               | 14                | Yellow Dent .....    | 3                      | 6                       | 8                       | Corn followed clover.                                      |
| John A. Johnston, Jr., Jarratt, Va.     | Sandy loam.....                    | 164 3/4         | 34               | 8                 | Biggs Prolific.....  | 4                      | 10                      | 6                       | Corn followed peanuts.                                     |

The 1912 records are incomplete at this writing, but word comes from Georgia, unofficially, of a boy whose yield will go 237 bushels per acre.

But it is not the high yield that is the aim and end of the boy's demonstration work. Particular

emphasis is laid on economy of production. In this regard some of the records are truly wonderful, in comparison with what it costs the average farmer to produce an acre of corn. Bennie Beeson produced his 227 bushels of corn at a cost of

14 cents per bushel, Ben Leath his 214 at 14.2 cents and Junius Hill, 212 at 8.6 cents per bushel. The official circular says on this point: "It is interesting to note that these boys prepared their land by deep plowing in the fall or

winter. So deeper the careful to seed beds for the value of the crop many of the profitably. \$2 to \$4 a

The men In 1912 it h corn clubs tomato club to bring the states whe active. Thi sands of bo

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Boys' cor 2,490; Flori 2,339; Louis 5,182; Nort South Car Texas, 4,26 miscellaneous clubs numb 1,660, makin ment of gi same territ 96,541. As the first da complete, o eral weeks 100,000 is a rollment for

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winter. Some of them plowed it twice, going still deeper the second time. All of them were very careful to see that they had thoroughly pulverized seed beds at planting time. An increasing regard for the value of humus is also manifested. Some of the crops followed cowpeas and clover, and many of the boys used rotted barnyard manure profitably. They are now selling seed corn at \$2 to \$4 a bushel."

The membership in 1911 had increased to 56,840. In 1912 it had reached the figure of 67,179 for the corn clubs alone, with cotton clubs and girl's tomato clubs and other lines of juvenile activity to bring the grand total almost to 100,000, in the states where the demonstration department is active. This does not take into account the thousands of boys in northern corn and canning clubs.

The enrollment by states in the South during the season just closing was as follows:

Boys' corn clubs: Alabama, 10,894; Arkansas, 2,490; Florida, 1,399; Georgia, 12,359; Kentucky, 2,339; Louisiana, 2,022; Maryland, 25; Mississippi, 5,182; North Carolina, 3,408; Oklahoma, 6,993; South Carolina, 2,508; Tennessee, 2,629; East Texas, 4,264; West Texas, 8,373; Virginia, 1,652; miscellaneous, 642, a total of 67,179. Cotton clubs numbered 4,152 members and kafir clubs, 1,660, making the total 72,991. The total enrollment of girls' canning and garden clubs in the same territory was 23,550, making the grand total 96,541. As this enrollment was made up before the first day of May, 1912, it was somewhat incomplete, organization work continuing for several weeks thereafter in some sections, so that 100,000 is a conservative estimate of the entire enrollment for the year.

Prof. O. B. Martin is in charge of this branch of the co-operative demonstration work, with the assistance of I. W. Hill. Here are the cardinal principles underlying work with the younger generation:

1. To afford the rural teacher a simple and easy method of teaching practical agriculture in the school, in the way it must be acquired, to be of any real service, mainly by actual work upon the farm.

2. To prove that there is more in the soil than the farmer has ever gotten out of it; to inspire boys with love of the land by showing them how they can get wealth out of it by tilling it in a better way and thus be helpful to the family and the neighborhood.

3. To give the boys a definite, worthy purpose and to stimulate a friendly rivalry among them.

Co-operation is the keynote of success. To quote again from the circular: "So in the boy's department it is frequently found that the county superintendents of education and teachers, the demonstration agents, the business men, the newspapers, and the parents give valuable aid and support."

The general rules governing boys' clubs are as follows:

(1) Boys joining clubs and entering contests must be between 10 and 18 years of age on January 1 of any given year.

(2) No boy shall contest for a prize unless he becomes a member of a club.

(3) The members of the clubs must agree to study the instructions of the Farmers' Co-operative Demonstration Work.

(4) Each boy must plan his own crop and do his own work. A small boy may hire help for heavy plowing in preparing the soil.

(5) Exhibits must be delivered to the county superintendent of education on or before November 1.

(6) The land and corn must be carefully measured in the presence of at least two disinterested witnesses, who shall attest the certificate of the boy.

(7) The entire crop of corn should be weighed when it is in a dry condition. Two 100-pound lots should be weighed from different parts of the total. Weigh the shelled corn from these two lots in order to find the average percentage of shelled corn. Multiply the total weight by this percentage and divide by 56 in order to get the total number of bushels. In cases of large yields the moisture content should be ascertained. Doubtless the agricultural colleges will be glad to make such tests. If not, apply to this office and it will be arranged with the proper office of the department of agriculture.

(8) In awarding prizes the following basis shall be used:

|                                                       | Per cent. |
|-------------------------------------------------------|-----------|
| a. Greatest yield per acre.....                       | 30        |
| b. Best exhibit of 10 ears.....                       | 20        |
| c. Best written account showing history of crop ..... | 20        |

d. Best showing of profit on investment based on the commercial price of corn. 30

The girl's club work grew out of the activity of the agents in causing the farmer to meet boll weevil conditions by producing more home supplies. Vegetables and fruits fell largely to the women members of the country household and the organization of canning clubs was a natural result. This activity had been foreseen by Dr. Knapp, but he desired first to have the other divisions firmly established before taking up organization among girls and women. The first organization

anteed of excellence, for the girls are firmly impressed with the idea that they should really "Make the Best Better."

As to results, one girl writes as follows: "Do you know I think that all our folks have changed this summer? Everybody is interested in doing things. We have done more things for the comfort of the home, fixing of the house, preparing for the winter this year than ever before. We are also reading housekeeping magazines and farm papers more than usual, and the summer seemed so short that I hardly had time to do all the things I had planned."



was undertaken in 1910 with only 325 enrolled. In 1911 the list jumped to over 3,000 and eight states were represented and this year it has spread over all of the southern states, with the total enrollment as given above, at over 23,000.

Records for 1912 were just beginning to reach the Washington office when the writer called there. Arie Hovater of Russellville, Ala., had on exhibition at the state fair in Birmingham this fall 1,500 No. 3 cans of tomatoes grown on a tenth of an acre garden plot, at a total expense for growing and canning of \$50, giving her a net profit of \$101. From Mississippi came the news that two girls in that state had canned 1,500 and 1,600 cans respectively off their tenth acre. From Oklahoma came word that home canning, by clubs and otherwise, through the influence of the clubs, had caused a saving of \$1,000,000 worth of fruit. In many sections of the South the enormous peach crop of 1912 went to waste for want of marketing facilities, while in other sections, where the canning club work had become effective,

That expresses just what the canning club is doing for the southern rural home—showing the daughter a pleasant line of activity, teaching her the economical side of household work and developing the intellectual and social side of life on the farm. It gives the girl a new viewpoint; a conception of what she can do on the farm with her opportunities in studying plant life, and she gets so that she "just loves to see things grow," while keeping in mind the ultimate conversion of the plant into something of use that will reduce household expenses. And the work is not confined to the girls, but through them it reaches their mothers. Hundreds of home canning outfits have been bought in the South during the last two years and, in time, every country home will be so equipped. Poultry clubs have been started in a few localities and other lines will be taken up for women and girls where there is a demand.

The boys' work has lately branched out into the formation of pig clubs, which are particularly strong in Louisiana and in Texas, baby beef



Canning Demonstration at Rural School, Alabama.

clubs are being formed, teaching the boys to finish steer calves for market.

The concrete effect upon the future of agriculture in the South can hardly be imagined. A decade will tell the story and if the states of the North and West fail to get in the game with similar activities extended to every agricultural county, the South will wrest supremacy from the corn belt in every line of farming.

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## THE SOUTHWEST TRAIL



Published monthly by the Passenger Traffic Department, Rock Island Lines, devoted to the development of that great empire in the West and Southwest—Arkansas, Colorado, Illinois, Iowa, Kansas, Louisiana, Minnesota, Missouri, Nebraska, New Mexico, Oklahoma, South Dakota, Tennessee and Texas—traversed by Rock Island Lines, and also to disseminate among the farmers of those and other states, the latest agricultural information.

ALVIN T. STEINEL, Editor  
H. M. COTTRELL, Agricultural Commissioner

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CHICAGO, ILL., DECEMBER, 1912

### THE MOST EFFECTIVE EDUCATIONAL FARM SERVICE IN THE WORLD

THE farm demonstration work of the U. S. Department of Agriculture as carried on by Mr. Bradford Knapp and his force in 14 southern states is the most effective educational farm service now being carried on in the world. It helps directly the good farmer and the man who needs help most, the poor, unsuccessful farmer. It is practically the only farm educational force that reaches and improves the luckless farmers who do not read farm bulletins or farm papers, do not attend farmers institutes and do not learn from successful farmers.

Through the advice and direction of the U. S. Farm Demonstration Department thousands of average and poor southerners are improving the quality of their farm products and often getting higher prices for them.

The farmers who are working under the direction of the Farm Demonstration Department are increasing the productivity of their fields year after year. This increased yield improves the farmers' credit and raises the selling value of their lands. The demonstration farmers' prosperity reflects on the business men, improving their welfare and financial standing.

The gains in prosperity of both farmers and business men secured by farm demonstration work results in community benefits as well. After an expert from this department has worked in a county for a few years there are found better farms, better permanent improvements, better homes, better schools, better churches and better roads.

The expert sent to a county by the Farm Demonstration Department brings to EACH farmer the information secured by the U. S. Department of Agriculture, the agricultural colleges and experiment stations, the State Agricultural Departments and the farm press and shows him how to profitably apply this knowledge to making money on his own farm. It helps the man to make the most by using on his farm the equipment that he has. The expert also carries the methods of the successful farmers in each locality to those less efficient.

The Farm Demonstration Department gets more out of a dollar than any other agricultural agency now at work. It furnishes the personal advice and direction of a trained man to over one hundred thousand farmers on their own farms, month after month, at a cost of less than \$6 per year per farmer.

The boll weevil attacked the cotton in the best producing sections of Texas and destroyed crop after crop. Cotton was the chief crop and farmers were so frightened that hundreds left the country and a greater number planned to go. Depopulation threatened both country and towns.

This caused the organization of the Farm Demonstration Department which sent farm experts into each affected county, the experts going from farm to farm each month, consulting with each farmer and planning with him how to secure the best returns from his farm that and the following seasons. The territory has been extended until farm demonstration experts now cover 14 cotton growing states.

### THE ALL IMPORTANT QUESTION

THE all important question of the present day is the institution of such a permanent piece of machinery as will serve the needs of the farmer of this country, and will help him to solve his many problems of production and marketing of the food supply, and the supply of raw material for clothing of the country.

Whatever system may be devised will fall short of the ideal if it neglects to coordinate and use the activities of every force now in the field seeking to help the farmer. It is important that such a system be properly safeguarded and wisely and safely directed, but these problems must be met and must be solved, if the United States is to maintain its supremacy among civilized nations.

The conservation of our agricultural resources, the building up and maintaining of our soil fertility, the prevention of the great losses from erosion, the establishment of a sound economic system of farming and the establishment of proper systems of marketing and distribution and of rural credit are the most important questions now before the American people.—Extract from annual address of Bradford Knapp to the General Education Board.

The result is that in districts affected by the boll weevil more cotton is produced per acre than before this pest came. The total cotton crop is greater and an enormous acreage of corn, hay and forage crops has been added to the previous cropping. Gains are being steadily made in the number of hogs, cattle, mules and poultry raised on the farms and the increase in acreage in gardens and fruit has been great.

The farm demonstration work is now confined to the cotton growing states. It should be extended to every farmer in the United States. The dry land farmers particularly need it.

*H. M. Cottrell*

Agricultural Commissioner,  
Rock Island Lines.

### URGENT NEED FOR FARM DEMONSTRATION HELP IN DRY FARMING DISTRICTS

The dry farming districts of the West are in urgent need of the help that farm demonstration work gives. Congress should direct that the U. S. Farm Demonstration Department extend its operations at once to cover all dry farming territory and should provide the funds to start the work in the spring of 1913, even if an emergency appropriation is necessary.

The dry farmer especially needs the personal advice and direction that the farm demonstration system gives because he is usually a man that has gone into a new country with little or no capital and has to meet new and difficult conditions with little skill and inconsiderable experience. Frequently he has so little capital that he must get living returns every season or lose his all.

The Farm Demonstration Department should be able to send an expert to each dry land farmer's home and study his farm, teams, tools and financial condition. The expert would counsel with him and suggest the most promising plans to follow; tell him how to prepare his soil, what seed to plant and how to plant it and how to raise, harvest and sell or feed the crops. With such advice, the dry land farmer could start his season's work right. Once a month the expert would visit the farm and keep him working in line. Should the farmer meet any serious difficulty between the visits of the expert, he could write or telephone for advice or go to see the expert.

The settlement of the dry farming districts has been slow and has been made with an enormous waste of money and a pitiful destruction of hopes and ambitions because farm demonstration service has not been available. During years of good rainfall there has been a rush of people and areas

larger than many states have been thickly settled. A number of dry years followed, crops failed season after season and one by one the farmers left and the country became almost depopulated. Another series of wet years brought another rush of settlers, to be followed again by dry years and depopulation. Many large dry farming districts have had at least four eras of settlement followed by loss of population. The worst effect has been that thousands who have fought against the drought and lost have never regained their courage, no matter to what part of the country they have moved.

In every dry farming region every depopulation has left a few new settlers who have mastered the dry farming problems, have stayed in the country and have become prosperous—some of them wealthy.

During any period of rush settlement on the dry lands, if the settlers could have had the advice and personal direction of experts from the U. S. Farm Demonstration Department, a majority could have made a comfortable living through the dry years and made money during the wet years. Could they have had this help, they would today be living in comfortable homes and operating profitable farms instead of having lost their all—money, property and courage. Successful farmers in every dry farming district prove this.

1912 has been a bounteous year in dry farming countries and another rush of inexperienced settlers has started. Should there be a series of wet years, as seems probable, most dry farming districts will again become thickly populated. When the dry years follow, as they certainly will, there will be repeated the pitiful loss and suffering and depopulation unless the new settlers have, from the time they start on their dry farms, the council and guidance of experts. The dry land farmers most urgently need the help of the U. S. Farm Demonstration Department.

The U. S. Farm Demonstration Department can meet the needs of the dry farming districts better than any other branch or department of any other farm educational organization because it is already organized on the right basis, knows just what to do and does not have to experiment and has warm sympathy with farmers who have very limited capital, the kind that make up a majority of the dry land farmers.

### FINDING THE RIGHT MAN

Where can efficient men be found? This is the question that is asked every time wide extension of farm demonstration service is considered. I believe that the right man can be found in almost every county in the United States and numberless counties have several capable men.

Greeley, Colorado, is one of the great potato producing districts of our country. A few years ago there was trouble with the Greeley potatoes that puzzled many of the most experienced growers. Their farmers' club secured the services of a man who went from farm to farm and helped the farmers out of their difficulty. The man engaged was a retired farmer who, starting with little, had grown wealthy in farming in that community. He owned several farms and had kept in close touch for years with the Agricultural College and Experiment Stations and was acknowledged to be one of the best and most successful farmers in the county. He was paid an ordinary day wages for a mechanic. He was glad of the opportunity to meet the farmers of his county at their homes and was proud that he could tell them what to do. They in turn were more than grateful to secure the advice of so successful a farmer.

Every county has a capable, energetic, successful farmer who has made what money he needs and has stopped doing active farm work. The ordinary retired farmer with the chronic grouch who decries the good work of the agricultural colleges and the younger farmers will not do. The live, active retired farmer who keeps in close touch with every improvement in farm methods and extends a welcome and helpful advice to the young man is an ideal man for county service in farm demonstration work. Such men will be glad to fill the positions and their experiences and success will command the respect and following of farmers throughout any county.

H. M. C.

### NEEDED LEGISLATION

Congress should provide for the extension, beginning in the Spring of 1913, of the U. S. Farm Demonstration work to all dry farming districts. Legislatures in all states that have large dry farming areas should enact laws permitting counties to provide the necessary funds for farm demonstration service to every farmer in each county, unless such laws are already in effect.

It has been demonstrated that should provide localities should provide government pay the expense clubs or third. In to enable the ation, for the Every far business or should use farm demon

### A GREAT CULTURE

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Field Meeting, 1912—Dun



# Demonstration Work Plays Important Part in Solution of Race Problem in the South

By The Editor.

It has been the rule with the U. S. Farm Demonstration Department that the government should provide for part of the expense, and the localities having farm demonstration service should provide for a part. Sometimes the government pays half the cost and the county half. In other sections the government pays one-third the expense, the county one-third and commercial clubs or other business organizations the other third. In most states new laws will be necessary to enable the counties to contribute, through taxation, for their share.

Every farmer, every business man and every business organization in dry farming sections should use every effort this winter to establish farm demonstration work in their communities.

H. M. C.

## A GREAT DANGER TO AGRICULTURAL PROGRESS.

A great danger to agricultural progress, a danger that is actually a menace, lies in the organization with incompetent leaders of associations for promoting agriculture. Many such leaders have not only no knowledge of the best farm methods and the principles underlying them, but they do have many ideas and plans that are false, and if followed by farmers would lead to disaster.

There is a general desire among wealthy corporations, men and women in our cities, to contribute money and influence to developing and uplifting agriculture, the farmer, his family and his community. In many ways this spirit is commendable and great good can be accomplished if the money and influence is expended intelligently.

The prevalent trouble is that when a corporation or an individual or a body of wealthy people get ready to spend money for this purpose, men are selected to do the work whose only qualifications are a glib tongue, a plausible appearance and a statement that they were raised on a farm.

So great is the interest in agriculture today that any man of the successful book agent type—well dressed, well mannered and a persuasive talker—can go into any large city and in a few weeks get the money and personal backing that will furnish him a good salary and a comfortable office and make him the working head of some sort of an agricultural uplift association.

When such associations are created and maintained by men and women prominent in the business, political and social worlds, their agriculturally untrained officers stand in the public mind beside the trained, competent men of the U. S. Department of Agriculture, the agricultural colleges and experiment stations, the farm press and the railroad and other corporations.

When these untrained men make bad blunders, and they always do, their mistakes reflect against the competent men, making a serious handicap.

Farming is the only business in the United States where in the last 25 years the majority of the men in it have made no improvement in their methods. Business men, for their own protection and in order to secure a reasonable growth in their own lines, are going to be compelled to exert strong efforts to bring the average farmer up to the efficiency in production and output of the 10 per cent of the farmers who are now at the top in making money. Most towns and cities have grown beyond the ability of their surrounding territories to support them with the returns now being secured from the farms. The towns and cities must exert an influence that will double and quadruple present farm output or else they cannot grow themselves.

Business men in working to improve agriculture should use the same intelligence in securing organizations and men to spend their money that they do to spend money in developing their own lines.

H. M. C.



Field Meeting, Oklahoma City, Okla., Sept. 26, 1912—During Fall Agents' Meeting.

THAT the farmer's co-operative demonstration work is playing a large part in the solution of the negro question is admitted by all close observers of southern conditions. One of the disastrous results of the appearance of the boll weevil was the pauperization of negro labor. When the negro lost his job in the cotton fields he lost his sole means of livelihood. The ravages of the weevil were such, at the outset, that the negroes were forced to leave many rural communities and seek work in the cities or go north. The loss of this labor was a serious problem—as serious as the work of the weevil itself. The planter, too, found an objection to the work of the demonstration agent toward diversification, in the statement that the negro farm hand could not grasp the teaching and would never become a corn grower or a livestock raiser.

The contrary has proved true. The demonstration agent took the bull by the horns and here and there, where there were exclusive communities of blacks, educated negroes were put to work to teach their brethren the new agriculture. As soon as the planter began to realize that what the

number of blacks reached through this means and by means of white agents, is approximately 20,000.

Wellville, Va., is one of the shining examples of success of the work among the blacks. This community has been absolutely revolutionized in a few years through demonstration work. Here the negro farmers are making from 50 to 200 per cent larger yield of corn at a less cost per bushel than they did before the agent of their own race began his labors. One farmer in 1911 made an average yield of fifty bushels of corn on ninety acres. Some are making as high as two tons of hay per acre, where heretofore they paid not the slightest attention to grasses. They were formerly on a one crop basis, but now they are diversifying and building up their soils with legumes. They have learned what the nitrogen bearing plants will do and they know what a rotation of crops means to their soil.

Last year six thrasher outfits, two harvesters, three riding cultivators, nine disk harrows, seven grain drills, and mowing machines, hay racks, single cultivators and other modern implements were purchased by this community. One hundred and twenty-four families in Wellville last summer



Farmstead of D. W. Tucker (Colored), Wellville, Va., Before Demonstration Work. Farmstead of D. W. Tucker, Improved After Demonstration Work.

work meant he lost his prejudices and began to urge the agent to include his negro help, or his black tenants, in the visits. The result is that today, many large landowners issue explicit orders to their tenants, both white and black, that they must follow the instructions of the government man or give up the land. Foremen on the cotton plantations have learned to lay as much stress upon handling the corn crop by their negro hands as was done in regard to cotton when that was the exclusive crop. The negro has proven a particularly apt pupil and there has been such a decided advance in prosperity in some of the black settlements that the white resident is seeing in the work a potent factor in solving the vexing problem of the races.

The negro is becoming self-sustaining on the farm and is acquiring a community interest among his own people that solves his social problem and practically maintains his isolation from the dominant race.

The department has now thirty-two negro demonstration agents and 3,709 negroes following demonstration methods on their farms. The total

home canned 8,306 quarts of fruit. Ownership of land has increased. Every season more negroes get out of the tenant class and buy land. One negro farmer now owns 438 acres, the largest farm in the district.

Seven farmers have built five and six room houses and painted or whitewashed them; seven others have remodeled their homes, straightened up and repaired fences, barns, etc.

The greatest change has come over the social life of these negroes. New school houses have been built in the district, the water cooler has taken the place of the old bucket in the schools. The church has been remodeled, the old style windows having been replaced with the pulley type, and modern pews substituted for the hard and uncomfortable benches. A collection taken up at the Wellville church some time ago netted \$500, perhaps the largest sum ever raised at a single meeting among the southern blacks.

The work has the hearty support and co-operation of Hampton Institute and Tuskegee (the Booker Washington school), the two leading educational institutions for negroes in the South.



# State Fair School in Arkansas Outgrowth of Corn, Cotton and Canning Club Work

By The Editor



Herbert Smith, Nineteen Years Old. Corn and Cotton Club Boy.

I ATTENDED the first annual State Fair School for Boys and Girls at Hot Springs, Arkansas, in November. The pupils were the winners of county prizes in corn, cotton and canning clubs. One hundred and twenty-four boys and fifteen girls were enrolled, each county being entitled to send two boys and one girl to the school, sessions of which lasted a full week. This school is an outgrowth of the Farmers' Co-operative Demonstration Work and it served to illustrate very aptly the sort of co-operation that is carried on between the demonstration workers and the state educational institutions.

T. M. Jeffords, special agent for the boys' corn clubs in Arkansas, organized the school and acted as its superintendent. He had the assistance of a faculty made up of professors of the agricultural department of the state university, including Martin Nelson, the corn expert in charge of the agronomy department; W. C. Lassefer of the same department, an expert in cotton; J. Lee Hewitt, horticulturist; J. M. Wilson, head of the extension department and dairy expert; G. A. Blank, animal husbandman and J. E. Stanford, veterinary surgeon.

The boys came to Hot Springs carrying a roll that included blankets, sheets, pillows, towels, soap, drinking cup and extra clothing. They "camped out" in the armory, just opposite the entrance to the fair grounds. The railroads furnished them transportation to and from Hot Springs; the fair association furnished the cots, use of the armory and free entrance to the grounds every day. All that the boys had to pay for was meals, at the rate of 25 cents. The girls had to provide for themselves meals and lodging. No books were required.

At 8 o'clock in the morning school was called to order by Mr. Jeffords. Roll call disclosed one or two absentees and half a dozen boys tardy. The tardy lads were impressed with the necessity for prompt attendance at every session of school

and it was found that these were boys who were staying at hotels downtown with their parents or other relatives. Some of them decided to move out to the armory, so that they wouldn't miss a lesson.

After the opening exercises the girls retired to a special room, where they received instruction in home economics under Miss Emma Chandler of the Monticello Agricultural School and Mrs. Jeffords, while Prof. Nelson talked to the boys on corn. Each boy had pencil and tablet to make notes of the important points in the lecture. The speaker gave them first a statement as to half a dozen of the best varieties for Arkansas and pointed out how these varieties differed.

"This variety," he said, holding up an ear, "is Hildreth's yellow dent. H-i-l-d-r-e-t-h is the way that first word is spelled." And the boys carefully jotted it down.

"What's that last word, please?" said one little fellow.

"Dent, d-e-n-t. Now have you all got that? I want you boys to learn how to pick out a nice ear, a good looking ear. I like a pretty ear of corn just the same as I like a nice horse."

From appearance he went on to the question of seed selection and other points, talking in terms that the youthful corn growers could grasp. There were five in the class that had averaged 100 bushels and over, and one boy, winner of the Arkansas record for 1912, had made 172 2-3 bushels on his acre. This is the highest record ever made in Arkansas, and ranks among the highest in the South. The winner is Willie P. Brown of Hamburg, Ashley county. He will be one of the boys to visit Washington, D. C., this winter to receive a diploma from Secretary of Agriculture Wilson and meet President Taft.

The boys' and girls' exhibit at the fair surprised the fair management. The space set aside for it was not sufficient and additional room had to be provided when the exposition opened. While the corn was interesting, nothing attracted quite so much attention as the girl's canning exhibit, especially one great pile of canned fruits and vegetables, displayed by Gela Hope Brandon, daughter of J. D. Brandon of Searcy. Miss Brandon only 15 years of age, put up last summer approximately 1,000 cans and jars of fruits and vegetables. She had Heinz with his fifty-seven varieties put clear out of the running, for there were 107 varieties in her exhibit.

And that isn't all. Up to the time I saw the exhibit at Hot Springs her profit on it, including market value of the goods and prizes received (not including the state fair awards, which had not been made) amounted to \$179.

She worked from the 1st of May till the 5th of October growing her garden truck and putting it up. All the garden truck was grown on the regular tenth acre plot allotted for club work, but the fruits, of course, came from the family orchard. Her sister Bernice, aged 17, had sixty varieties on exhibition, not having put in as much time on the work as had Gela.

The pickles and preserves in glass in both exhibits were particularly attractive, the contents having been handled with the utmost care in packing. A jar of garden beets put up by Bernice Brandon was so perfect in appearance that she was offered \$5 for it, as a permanent exhibit. The club work in White county is in charge of Mrs. Ella W. Lambert. Dozens of other girls had equally attractive exhibits, though not so extensive as the Brandon girls.

Miss Gela Brandon kept a careful record of her work and she has a typewritten illustrated volume, graphically telling the story of her summer's experience. This shows the total expenditure to have been \$66.70 and the net profit is figured at \$111. Following is a copy of her statement of returns:

|                                                         |         |
|---------------------------------------------------------|---------|
| Radishes, 10 doz. at 10 cents a doz.....                | \$ 1.00 |
| Lettuce, 12 bunches, 10 cents per bunch....             | 1.20    |
| Beets, 11 doz., 10 cents per doz.....                   | 1.10    |
| Cabbage, 100 heads, 10 cents per head.....              | 10.00   |
| Snap beans, 20 gals., 20 cents.....                     | 4.00    |
| Snap beans, 20 gals., 15 cents.....                     | 3.00    |
| Peppers, 3 doz., 35 cents.....                          | 1.05    |
| Cantaloupes, 20, at 10 cents each.....                  | 2.00    |
| Watermelons, 10, at 20 cents each.....                  | 2.00    |
| Cucumbers, 10 doz., 10 cents per doz.....               | 1.00    |
| Tomatoes, 60 doz. used by family, 20 cents per doz..... | 12.00   |
| Cabbage used by family.....                             | 2.50    |
| Tomatoes, 20 doz. sold, 20 cents.....                   | 4.00    |
| Tomatoes, 50 doz. sold, 10 cents doz.....               | 5.00    |
| Tomatoes, 5 bu. sold, \$1.25 per bu.....                | 5.00    |
| Tomatoes, 30 cans sold, 17½ cents per can.              | 5.25    |
| 475 cans in tin on hand, 15 cents per can.              | 71.25   |
| Tomatoes, 29 qts., fancy pack, glass jars..             | 14.50   |
| Tomatoes, 4 bu. green.....                              | 5.00    |
| Tomato wine, 3 pints.....                               | 1.50    |
| Tomato catsup, 13 pints.....                            | 2.60    |
| Chili sauce, 24 pints.....                              | 4.80    |
| Half gallon preserves.....                              | 1.00    |
| Canned soup stock, 4 quarts.....                        | 1.25    |
| Tomato and cabbage, 4 quarts.....                       | 1.30    |
| Chowchow, 5 quarts.....                                 | 1.30    |
| Late ripe tomatoes, 5 doz. sold.....                    | 1.00    |
| Turnips sold.....                                       | 3.75    |
| Green tomatoes, etc., sold.....                         | 7.10    |

Less expense.....\$177.70

Net profit.....\$111.00

The club girls spent the week getting practical lessons in home economics and dairy farming, joining with the boys in the classes on the latter subject, under Prof. Wilson's instruction. The schedule was so arranged that the boys could be taken to the fair grounds between lecture periods, in groups of twenty, under a leader, who directed them to the proper department. Corn judging and stock judging were features of the week's instruction, the boys having the exhibits at their disposal for this purpose.



Thurmond Hix, a Monroe County, Arkansas, Corn Club Boy in His Field.

TO Frank Norcom, a distinguished member of the case, because agent in who agency existed.

The Norcom a desire for the father de rural route homa, the father a special the school he tend. As a r the two older ton clubs. T satisfied with pared two acn rying out the Mr. F. A. Mit

On one of l work, Mr. Mit his mother, cr cause of the answer he got "I'm crying in the club, just like they not bigger."

"But, my lit asked the agen "No," he rep but I helped n for plowing th 'cause I'm not my corn and co

Agent Mitch pend the rules Norcom was en



Frank Norcom, A Corn



# Youngest Corn Club Member in United States is a Seven-Year-Old Oklahoma Lad

By the Editor

TO Frank Norcom, aged 7 years, belongs the distinction of being the youngest corn club member. The rules were suspended in his case, because, in the opinion of the demonstration agent in whose jurisdiction Frank lives, an emergency existed.

The Norcom family is thoroughly imbued with a desire for more agricultural knowledge, from the father down to the youngest. They live on rural route 2, at Stroud, Lincoln county, Oklahoma, the father being H. S. Norcom. Last winter a special agent for the department lectured at the school house where the Norcom children attend. As a result of this talk Abner and James, the two older boys, enrolled in the Corn and Cotton clubs. They are enterprising chaps and not satisfied with a single acre; each of the boys prepared two acres for cotton and one for corn, carrying out the instructions of the county agent, Mr. F. A. Mitchell.

On one of his calls to note the progress of the work, Mr. Mitchell saw little Frank standing near his mother, crying bitterly. He inquired as to the cause of the little fellow's grief and this is the answer he got:

"I'm cryin' because I ain't big enough to get in the club with Ab and Jim. I've got my land just like they have and it ain't my fault that I'm not bigger."

"But, my little man, did you plow your land?" asked the agent.

"No," he replied, "I'm not big enough to plow, but I helped mamma with the dishes to pay papa for plowing the land for me and I ain't to blame 'cause I'm not big enough to plow. I chopped my corn and cotton and it is clean."

Agent Mitchell decided then and there to suspend the rules of the department and little Frank Norcom was enrolled as a member. The boy did



Mrs. Davis, Mabelvale, Ark., 74 Years Old. The Oldest Club Member

not disappoint the agent, for he made a fine yield, having hoed his patch long after the older boys laid theirs by.

But when harvest time came there was new trouble for the tiny corn grower. He could not reach the ears from the ground, but he overcame that difficulty by carrying a box, upon which he stood to tie strings around the best ears, which he selected for exhibition purposes and seed. And they say he had so many of these that he exhausted his mother's supply of string. The lad has shown his ability to grasp the lessons that were given him and he has a bright future before him as a farmer, for he is exhibiting a natural talent for agriculture that is as pronounced and as worthy of cultivation as any boy's talent for a professional career. He is a development of the new idea in agriculture that raises that branch of activity into a high calling, commensurate with its importance and its nobility.

## FARMERS' CO-OPERATIVE DEMONSTRATION WORK

Continued from page 5.

made toward the introduction of the growing of grass for hay. In the fall of 1911 a consistent effort was made to convince the farmers of the Piedmont section of South Carolina that hay could be grown profitably. This was a section where very little, if any, hay was grown. They got most of their hay from the pea vines, some clover, and the rest of it by purchase from the northern states. About 200 demonstrations were carried on, and in the spring of 1912 cutting began, with from two to three cuttings on each acre planted. The range of production has been from one to six tons of cured hay per acre. The same kind of work is to be introduced in North Carolina and Tennessee. A great deal of work has been done in northern Louisiana and Arkansas in the introduction of Lespedeza, not only for soil improvement, but for the production of hay. Through co-operation with the office of truck crops of the Bureau of Plant Industry a great deal of work has been done through Arkansas, Oklahoma, Texas and Mississippi in the introduction of the Spanish peanut as a farm crop. This has proven of great value. It is adapted for use as a cash crop, and also fits in

splendidly in hog raising. About three years ago Dr. S. A. Knapp, the originator of the demonstration work under Secretary Wilson, at the suggestion of the secretary, wrote a bulletin on hog raising in the South, paying special attention to the utilization of special crops for hog raising. This has resulted in a large number of demonstrations in the raising of hogs. The demonstration agents have assisted the Bureau of Animal Industry in an educational campaign in favor of tick eradication, with great success. The agricultural colleges and the dairy division of the Bureau of Animal Industry have been co-operating with us and fostering the building of silos throughout the South. It is impossible for me to say how many hundred have been so built; the figures, if collected, would be a surprise to one acquainted with the South. Where we find a farmer who is interested in putting in a silo, if the local agent is not an expert on that subject he sends for the dairyman or member of the extension staff of the college who is posted on that subject, and has the first few silos put in that way. After that, he becomes an expert and continues in the work. In South Carolina and Florida especially, the agents are assisting the authorities in the eradication of the hog cholera by the administration of the hog cholera serum. Dr. Powers of South Carolina tells me that he has found by actual experience that he can take one of our men and instruct him in the administration of the hog cholera serum and turn it over to him and he can manage it in very excellent shape.

In these ways the co-operative work has spread and the endeavors of these men have been multiplied. From these statements you will see how these men grow gradually into a connecting link between the experiments in the department and the experiments of the colleges in the various states, and the farmer. It results in the farmer having an easy and ready means at hand for getting an answer to any question that may present itself to him.

## ANNUAL BENEFIT DEMONSTRATION WORK

Continued from page 2.

| Name                | White | Col. | Collab. Clerks | Girls' Canning | White | Col. |
|---------------------|-------|------|----------------|----------------|-------|------|
| East Texas.....     | 52    | 0    | 1              | 8              | 0     | 0    |
| West Texas.....     | 59    | 0    | 3              | 9              | 0     | 0    |
| Oklahoma.....       | 40    | 1    | 1              | 11             | 1     | 0    |
| Louisiana.....      | 48    | 0    | 3              | 11             | 0     | 0    |
| Arkansas.....       | 58    | 1    | 1              | 10             | 0     | 0    |
| Mississippi.....    | 56    | 1    | 3              | 13             | 0     | 0    |
| Alabama.....        | 74    | 7    | 4              | 15             | 0     | 0    |
| Tennessee.....      | 17    | 0    | 3              | 9              | 0     | 0    |
| Florida.....        | 28    | 1    | 1              | 9              | 0     | 0    |
| Georgia.....        | 15    | 2    | 2              | 16             | 0     | 0    |
| South Carolina..... | 50    | 6    | 0              | 11             | 0     | 0    |
| North Carolina..... | 55    | 3    | 0              | 17             | 0     | 0    |
| Virginia.....       | 44    | 9    | 1              | 12             | 1     | 0    |
| Maryland.....       | 6     | 0    | 0              | 0              | 0     | 0    |
| Kentucky.....       | 2     | 0    | 1              | 0              | 0     | 0    |
| Totals.....         | 654   | 31   | 24             | 151            | 2     | 0    |

School superintendents ..... 862  
Grand total..... 889

## AGRICULTURAL LITERATURE FREE

The Agricultural Department of the Rock Island Lines has issued a number of bulletins giving money-making information on many special lines of farming. These are meaty business write-ups, each one designed to help the farmer to immediately increase his profits. The titles are as follows:

How to Double the Yield of Corn.  
How to Double the Yield of Potatoes.  
How to Make Poultry Pay.  
Making Money in Dairying.  
Increasing the Meat Yield per Acre.  
How to Grow Rice.  
How to Grow Cotton.  
Making Money in Poultry Raising.  
The City Man on the Farm.  
Farm Management.  
Any or all of these will be sent free upon request. Write today for what you want to L. M. Allen, Passenger Traffic Manager Rock Island Lines, Room 736, La Salle St. Station, Chicago.



Frank Norcom, Aged 7 Years. The Youngest Corn Club Member.



## THE MODERN CIRCUIT RIDER

Continued from page 3.

I asked him about "the old farm near town," mentioned in the letter, and found it was one that he owned. He said:

"I bought the place in 1900 at \$1.10 an acre. It was considered waste land, cut up by gullies and overgrown with brush. I bought it for pasture and that was all it was good for at the time. I didn't do anything with it until Mr. Egan got busy here showing us farmers how to make our places more productive. I saw he knew what he was talking about and I turned the farm over to him and instructed my tenants to closely follow his advice. The farm has been absolutely transformed and today I consider it worth \$50 an acre. I attribute every dollar of that increase from a dollar and ten cents, the original purchase price, to fifty dollars, to the demonstration agent's work. Why do I give him all the credit? Because, if it had not been for his instructions the land would now be absolutely worthless. The top soil would long since have been washed away and I would have had a piece of land worth less than a dollar and ten cents an acre and not even fit for stock pasture. Deep plowing and proper handling of the soil has done the business."

"How about your estimate of \$50 an acre? On what is that based?" I asked.

Mr. Wilson was ready with the figures in reply, one instance being \$32 rental off two acres of cotton worked by one of the tenant's under Egan's instructions. This revenue of \$16 per acre as the landlord's share was on the basis of one-fourth the cotton, the regular rental basis. Other figures were given in line with this, showing that the landlord's profits had been far greater than is usual on \$50 land and that the tenants had

direction on his way to town with a bale of cotton. They stop and Smith says:

"Hello Egan; what's cotton bringing today?"

"Thirteen cents," says Egan.

"I'm bringing mine in about the right time," says Smith.

"Have you got your plowing done?" says Egan.

"Going to begin next week."

"All right John, don't forget. I think you'd better put in rye for a cover crop this fall. It'll give you good pasture and you can plow it under for green manure next spring. How did your corn make?"

"Well, do you know, Phil, I ought to get some hogs? I've got more feed than I know what to do with. My corn will run thirty bushels and I've got all the cowpeas between the rows besides. Do you know anybody that's got a good red boar for sale?"

"Let's see; yes, you can get good breeding stock from Jones over near Dardanelle. He told me to let him know if anybody wanted any hogs."

That's the farm missionary at work, even along the road. To be successful he must be a veritable walking encyclopedia on county crop conditions. He must have prices of farm products at his tongue's end, must know what to advise in relation to marketing and must have always on tap information relating to every phase of local agriculture. I was driving with him and about four miles out of Ola we came to a farm that had just finished its first crop year under government care. It is owned by R. L. Harkey. The land had been under cultivation three quarters of a century and after being turned out to grass Harkey took hold of it. He told his foreman to follow Egan's instructions to the letter. Among other crops was corn, thirty acres in all, divided up into four acre blocks. This corn instead of being planted in the ordinary way, was planted in six foot rows, with Spanish peanuts between the corn rows. I

farmers work with every agency that has farm betterment in view.

The Harkey farm will be put principally to corn and hay next season, and will be made a live-stock proposition.

We saw other farms being worked under demonstration methods, among them the Wilson place, mentioned at the outset, where John Smith, a negro renter, has made a showing that is little less than astonishing, when conditions are considered.

Smith was among the first to take up the demonstration work, starting in 1908, with a plot of one and a half acres in cotton. He increased this to twenty acres the following year, making 800 pounds of seed cotton, with a poor stand on thin upland soil. His neighbors averaged just 400 pounds. In 1911 he reduced his cotton acreage, going more largely into hog feeding. He planted eight acres of cotton, which averaged 1,600 pounds of seed cotton, in spite of some weevil. He had worked out in practice the theory underlying the work of making the same quantity of cotton on half the acreage by intensive methods of cultivation. His neighbors made 500 pounds against his 1,600. Agent Egan's book shows that twelve visits were made to Smith's cotton patch that year. The year 1912 was not so good for upland cotton, because of a shortage of rainfall during the growing season, but Smith made 925 pounds of seed cotton per acre on fourteen acres against 450, the average made by his neighbors who are doing without the assistance of Uncle Sam.

On corn he has made similar improvement. He plows his corn land eight inches deep. His neighbors go four inches. He gives his corn seven or eight cultivations. His neighbors put in about half as much work on the corn. Smith's yield on thirty acres, in two fields, for 1911, was twenty to forty bushels, against ten and fifteen by his neighbors. In the present year he has come through as one of the prize upland corn producers, making some of the bottom farmers look sick. His average for eight acres is sixty-four bushels per acre. How about the man across the road? He is down at fifteen bushels, with no improvement in soil and no better credit at the store than he had five years ago. Smith, as a negro renter, is doing better than he ever did before in his life and the landlord has the satisfaction of good returns, besides a steadily improving farm, with leguminous crops to restore the nitrogen and livestock to keep up the humus content of the soil.

Then there is the case of Charles E. Cole of Yell county, near Dardanelle, who proved so successful as a demonstrator that he was made an agent and sent over to Lonoke county, where he is doing excellent work. Cole put out his first crops according to government instructions in 1908, with fair results. He had an old farm that had been under cultivation fifty years. It was good bottom land, but badly used, with fertility exhausted. Deep plowing was the first consideration. The first two years he plowed in spring, but later he began to fall plow. He handled twenty acres of corn under demonstration methods in 1909 and it averaged fifty-five bushels per acre over the whole field, part of it going twenty-five and some as high as sixty bushels. The same year his adjoining neighbors made about thirty bushels of corn. In 1910 the entire field showed an even stand and averaged again fifty-five bushels per acre.

After taking his position as a demonstration agent Cole rented the Dardanelle farm to Lee Wordlow, who continued under Egan's instructions this year. He broke the ground in the fall, rebroke in February, gave his corn six cultivations and made 850 bushels off fifteen acres, an average of about fifty-eight bushels. A neighbor who is doing without government help made twenty-five bushels on the same kind of bottom land and bought 100 bushels of corn from Wordlow this fall. Cole, by the way, is getting \$10 per acre in rental from this land.

Here is another farmer who has experienced the benefits. It is W. R. Davis, on red gravel upland, cultivated for over seventy years. In 1908 on a ten acre patch of cotton he made 700 pounds of seed cotton per acre, while the neighbors made 300 pounds. He increased that to forty-four acres the following year and averaged 800 pounds per acre, while the neighbors remained at 300. His results in 1910 were about the same. In 1911 the weevil came. Davis knew what to do to minimize the ravages of the pest and he made 430 pounds of seed cotton, while his neighbors made but 200 pounds.

This year saw less of the weevil, with a corresponding jump in the cotton yield, Davis making 830 pounds. But his neighbors failed to show

Continued on next page.



Charter Members of the Jefferson Co. Camp of the Concatenated Order Kafir Corn Woollies. Showing 20-Acre Field of Kafir on J. K. Heath's Farm. J. K. Heath on the Right—His Neighbor, D. D. Thompson, on the Left.

shared in the prosperity. Another instance is that concerning John Collins, who fifteen years ago bought a small hill farm at \$5 an acre. This was classed as wornout, rolling upland. For years Collins struggled along making a bare living on the land. Since following government instructions he has built up his soil so that during the present year sixteen acres of corn made an average yield of thirty-five bushels per acre, while his two sons, with their acre of cotton and corn each, are among the high ones of the county. Bob Collins, the corn club member, produced seventy-one bushels and fifty-six pounds of corn on a measured acre of the land that cost the father \$5 an acre. The cotton club Collins' boy has an acre of cotton that will make over a bale. The elder Collins hasn't been able to keep up with the intensive methods applied by his sons, but he is pretty well satisfied with his thirty-five bushel average, considering the fact that it used to be hard to make ten or twelve bushels before the government farm missionary came his way.

Egan does his circuit riding in a buggy. You can't tell him from any other Arkansas hill farmer in dress or speech. He was born within fifty miles of Yell county, speaks the language of the community, knows the conditions and the people. Here he comes jogging along over the winding red clay lane that leads through the woods. John Smith comes driving along from the opposite

saw it in November, when the peanuts were being harvested. The corn was making about thirty bushels per acre, the peanuts probably twenty bushels of pods and no end of hay. The soil had been the gainer in nitrogen to the value of about \$3 per acre. And here is the point: Just across the lane I saw a cornfield not under the demonstration plan, the corn being planted in close rows. This was yielding about fifteen bushels per acre, just half of what the demonstration field was doing on corn alone, not taking the peanuts or the soil improvement into account.

A Spalding deep tilling machine was being used on the Harkey farm—one of the machines bought by the agricultural department of the Rock Island Lines for demonstration use in Arkansas. Twenty acres had been plowed eighteen inches deep and then planted with a cover crop of rye. Another portion of the farm, about thirty acres, had been broken with a Sanders disk, followed by a sub soil plow, the two operations opening the soil to a depth of eighteen or twenty inches. This turning up of soil will release the dormant plant food and give the owner practically a new farm, for his predecessors during their seventy-five years of occupancy, simply worked the top three or four inches. The plowing demonstration was done under supervision of the Rock Island, but in co-operation with the government demonstrator, the incident being cited to show how Uncle Sam's

Letter  
P

FROM Miss Louisiana and Dixon lumbermen, cotton lawyers, congressmen, come letters app Demonstration for communities of it. In going ington office I have chosen a what the Alabama house of represent Agriculture Wils the line into Ala

Dear Mr. Secreta

We, members to express to y splendid work y and is now carry rival of the boll bama with the se ing methods to earnestly request ities of your dep to a min pest.

(Signed)

Here are other Whitehouse, Smith

Mr. Bradford Kn

Dear Sir:

In reply to a le H. W. Acker, requ stating what I th work, as a farmer state that it would it has done my fan My neighbors are work seems to spre

We have learned plowing, the neces ing, rotation of cro and barnyard ferti of different crops, a portance. Our lan The tendency is for acres. Our commu hence we have bet permanent improvem

I attribute the ca more to your activ than any other one c My 7-year-old boy scientific farming t My daughters, 12 a about canning fruit or myself did at the both reared on farm ance of fruit. I state these facts



# Letters That Give a Grateful Public's Estimate of Unselfish Co-operative Service

FROM Mississippi, Georgia, Arkansas, Texas, Louisiana and other states south of Mason and Dixon's line; from farmers, merchants, lumbermen, cotton and cane planters, bankers, lawyers, congressmen, ministers and doctors, come letters approving the Farmer's Co-operative Demonstration work, detailing what it has done for communities and individuals and asking more of it. In going through the records at the Washington office I found hundreds of such letters. I have chosen a few that are typical. First read what the Alabama delegation in the national house of representatives wrote to Secretary of Agriculture Wilson, when the boll weevil crossed the line into Alabama:

June 20, 1911.

Dear Mr. Secretary:

We, members of the Alabama delegation, wish to express to you our deep appreciation of the splendid work your department has carried on and is now carrying on in our districts. The arrival of the boll weevil confronts our state of Alabama with the serious task of adapting our farming methods to boll weevil conditions, and we earnestly request that you will increase the activities of your department in our districts, to reduce to a minimum the harmful effects of this pest.

(Signed)

GEORGE W. TAYLOR,  
First District.  
S. H. DENT, JR.,  
Second District.  
H. D. CLAYTON,  
Third District.  
FRED BLACKMON,  
Fourth District.  
J. THOMAS HEFLIN,  
Fifth District.  
R. P. HOBSON,  
Sixth District.  
JOHN L. BURNETT,  
Seventh District.  
WILLIAM RICHARDSON,  
Eighth District.  
O. W. UNDERWOOD,  
Ninth District.

\*\*\*

Here are other letters:

Whitehouse, Smith county, Tex., Oct. 15, 1912.  
Mr. Bradford Knapp, Washington, D. C.

Dear Sir:

In reply to a letter from your local agent, Mr. H. W. Acker, requesting me to write you a letter stating what I thought of the demonstration work, as a farmer and demonstrator, I beg to state that it would be hard to enumerate the good it has done my family, myself and my neighbors. My neighbors are not all demonstrators, but the work seems to spread from farm to farm.

We have learned the importance of deep, early plowing, the necessity of terracing, seed selecting, rotation of crops, proper use of commercial and barnyard fertilizers, the proper cultivation of different crops, and many other things of importance. Our land has most doubled in value. The tendency is for better acres rather than more acres. Our community population is growing, hence we have better schools, churches, roads, permanent improvements, etc.

I attribute the cause of our better conditions more to your active and aggressive agent here than any other one cause that could be mentioned. My 7-year-old boy has a better conception of scientific farming than I had at the age of 18. My daughters, 12 and 14 years old, know more about canning fruit and vegetables than my wife or myself did at the age of 25, though we were both reared on farms where there was an abundance of fruit.

I state these facts with some degree of timidity,

but they are true of the average family here, although they may not all admit it. I am a believer in this kind of education; the school is at the home and farm, where the parents and the children can learn together.

There is no telling what the seed being sown by your department will bring forth in a few years. May the good work go on in all our country, and we will have the greatest nation on earth.

Respectfully,

(Signed) W. F. MESSER.

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Blackton, Ark., Sept. 19, 1912.

I followed his (the agent's) instructions, and have the best crop I ever had. I only put in twenty-five acres to cotton and twenty-eight acres of corn under the demonstration plan, but my success has brought my neighbors across, and we have several who are anxious to try it next year. My corn and cotton is on poor land—land that has been cultivated fifty-five years (a large percent of it), but I have the best corn in my neighborhood; it will make from fifty to sixty-five bushels per acre sure. And the best part of it is, I never had as easy a time in working a crop. I used the harrow more than I ever did before and it paid. During the year I have bought two new cultivators, a breaking plow, a weeder, two fine young mules, started in with the best seed I could buy and aim to select and improve my seed from now on. My son, Jack, is a member of the boy's corn and cotton club and has a fine demonstration.

(Signed) J. COLEMAN PALMER.

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Camden, Ark.

One can usually obtain theoretical information, but when you begin to practically apply the same, a world of local conditions have to be met. And it is true in this particular instance that the local demonstrator has been of such invaluable service to me.

(Signed) JOHN T. BURKETT.

\*\*\*

El Paso, White county, Ark.

One of my renters who would not listen to you, and worked his corn the old way, by planting on beds and cultivating deep all the time, will not make more than a fourth as much corn per acre as I will, on the same kind of land—just a turn row between us.

(Signed) J. P. H. RUSS.

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Saltillo, Miss.

I am a farmer. Took up the demonstration work three years ago. At that time the work advocated by your department was new in this county. Now the farming is almost revolutionized. The watchword now is deep fall and winter breaking, good seed bed, wide row, and very special attention has been given to seed selection, the free use of the harrow, better teams and better farming implements. The entire country presents a very different appearance. The crops of every kind are almost double. As for myself, my crops more than double what they did three years ago. Your agent is the right man in the right place. What he can't stir can't be stirred.

Yours very truly,

(Signed) J. O. FOOT.

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Tyler, Tex., Oct 15, 1912.

The demonstration work in East Texas is doing a grand thing for the farmers. The terracing is going to do more good than anything we could do to build up the land, and it is spreading from one farmer to another. That alone is worth more to this county than the demonstration work has cost. One man here has five acres in cotton, and I know that he has picked nine bales. The same land made about one-fourth or one-half bale

before he began to practice deep plowing and intensive cultivation. The same can be said of corn. Our agent, Mr. Acker, has proved to us that we can grow alfalfa here and that it will be worth a great deal to us, so far as dollars and cents are concerned. I do not know how to estimate the work here.

Respectfully,

(Signed) W. R. TREST.

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Holton, Ga.

I have been farming most of my life and must say I have been very successful. I own my own farm, but just a word of encouragement to you. If you had come sooner and given me the advice you have this year, I would be one of those retired farmers living on my income. I haven't words to express how I feel about it. What I learned under your instruction I would not price, and another great thing is getting the farmers to do what they really know. Go on with the good work; a work that will be worth more to the South than anything that can be done. Next year I want a three-horse farm. I want to show the people of Howard what can be done. As poor a year as this, I want from my acre of corn sixty-five or seventy bushels; cotton, bale and a half. Next year I want 100 bushels of corn, two bags of cotton. Don't give up the good work; go on. I ask \$2,200 for this year's experience; next year I want to get double that amount. The neighbors say they can do anything I can. They will have to prove it.

Yours very truly,

(Signed) R. E. WILLIAMS.

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Leland, Miss., Oct. 28, 1912.

We have during the past year conducted our plantation of 800 acres in cotton at Arcole, Miss., on demonstration methods, under the direction of your local agent, with very satisfactory and profitable results, and cannot express our appreciation of the substantial advantages of the work too highly. We would like to see the work on every farm in this county, so that all might share the advantages derived therefrom. The only trouble we see with this work is a county this size needs more men in the field to encourage the work. We expect to follow this out another year with government method of tillage work. We are sure the best wishes for the work is the best chance of this work we beg to remain,

Yours very truly,

(Signed) McGEE, DEAN & CO.,  
(Cotton Buyers).

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Tyler, Tex., Oct. 15, 1912.

I desire to speak of the benefits derived from the improved methods of farming, recommended by your department, under the direction of Special Agent H. W. Acker. We terraced a piece of land on my farm, two miles south of Tyler, last fall, and on seven acres of the land we gathered five bales of cotton. This land has been in cultivation for fifty years. I believe that the good results obtained were due to terracing, deep fall plowing, and intensive cultivation recommended by your agent. And I further believe that had the same been practiced for a number of years, together with proper rotation of crops, the same land would easily produce from one to two bales of cotton per acre. I fully appreciate the value of your department to the farmers of our section.

Yours truly,

(Signed) J. W. MASSEY.

## THE MODERN CIRCUIT RIDER

Continued from preceding page.

any increase over 1911, remaining at 200 pounds per acre, on an unprofitable basis. Davis got twenty 500 pound bales off forty acres of cotton, which, considering the quality of his soil and its former exhausted condition, and the fact that no commercial fertilizer was used, is a fine showing in spite of boll weevil. Davis is a renter on eighty acres. He will be able to lay by something this year, in addition to paying the rent, while some of his neighbors haven't made enough to pay rent, nor will they have corn enough to last till Christmas. Davis is getting away from the straight corn and cotton idea, raising hay and using livestock to convey his feed into profit. He has a son in the cotton club, making over a bale to the acre, and another son in the corn club, whose yield went forty bushels, and the land he is on has doubled in value in the last five years, by reason of greater production due to Uncle Sam's aid.

T. H. Croy, another Yell county demonstrator,

Continued on next page.



started in 1908 under government methods and his record shows a steady increase in yield. He has been able to pay for his farm by reason of this increase. When Egan first approached him with the proffer of aid he declared that he was too busy trying to pay for the place to monkey with experiments, but he would try three acres. He was so well pleased that he increased his acreage under the demonstration plan until his entire farm is now being worked on scientific principles and it's his own farm. He has built a nice home and is prosperous and contented.

Yell county can show other cases like these and there are over fifty other Arkansas counties and hundreds of counties in a dozen other states where any investigator can get similar information concerning the good that is being done by the circuit riders of modern agriculture. In counties where the work has become firmly established the demonstration agent now has to turn down applications for aid. As fast as a farm demonstrator becomes proficient he is asked to go on the list of co-operators and take his instruction by mail, with only an occasional visit from the demonstration agent. The agent necessarily must keep up with all agricultural development, for it sometimes happens that a farmer applies 100 per cent of the knowledge gained; in other words, he catches up with the agent. If the latter is indifferent and does not himself improve by experience, his usefulness comes to an end; therefore the department selects as agents practical farmers, who not only made good records on their own land, but who are constantly learning more as they make their rounds. Fifty farmers in a county, constantly rubbing up against a live agent, full of information, who carries to them the latest material disclosed through scientific investigation by state and national experiment stations, agricultural colleges and the various bureaus of the national department of agriculture, can work a wonderful increase in the county's total production that will pay a hundred times over what the county expends as its share of the demonstration agent's salary.

THE first county fair held in Pulaski county, Arkansas, for twenty years, was so successful that it was decided to hold another. The success of the fair was due to the good work of C. W. Watson, state agent for the Farmer's Co-operative Demonstration Department, and W. T. Jeffords, state organizer for the boys' and girls' clubs. Last year there were six county fairs in the state. This year, thanks to the work of the demonstration agents, there were fairs in forty-nine out of the seventy-five counties.

Miss Emma Archer is in charge of the girl's canning clubs for the county. The work of sixty girls was shown at the fair. Miss Lotta Junkind had 136 cans and jars of fruits and vegetables. Miss Ella Prothro had forty-eight varieties, and the Misses Lewis had over eighty varieties, the exhibits being in both tin and glass. Miss Prothro, in addition to supplying the home table, put up 450 cans of tomatoes.

Miss Pearl Carmichael had 274 cans of fruits and vegetables. She is a farmer's daughter and a high school student. Quilts, which were part of the exhibit, were her handiwork, as were a fine lot of cakes and pies. She attracted much atten-

tion by operating an old fashioned spinning wheel in her booth.

Miss Junkind, who had a fine exhibit, is only 9 years of age. She gave demonstrations of jelly-making on the grounds, and gave out recipes for jams and preserves which were new to many lady visitors.

Miss Gladys Green had 213 dozen cans of fruits and vegetables, which she put up unassisted. In addition to this she keeps house for her four brothers and takes care of her garden, and on some of it raised three crops of vegetables the past season. Among other things she sold \$45 worth of onions off her portion of an acre, and after the onions were off—they produced at the rate of 225 bushels an acre—she planted the land to lima beans.

She exhibited second crop potatoes of fine quality and thirty-five gallons of kraut of her own make.

Miss Archer began her work in Pulaski county in February. She has been very successful in organizing the girl's clubs. When she began work, there were only three home canning outfits in the county—now there are twenty-five.

### \$140 Down Buys 40 Acres

Choicest plateau lands, any size tract, terms to suit. Finest fruit, truck gardening and general farming lands. Double crops, no droughts; 2 to 8 miles from good town. Healthy climate, fine water; schools and churches on property. We also sell tracts and develop apple orchards under expert management on small monthly payments. Strong benefit features. Best chance for people of limited means. Land to exchange. Agents wanted. **OZARK FRUIT & LAND CO., Pangburn, Ark.**

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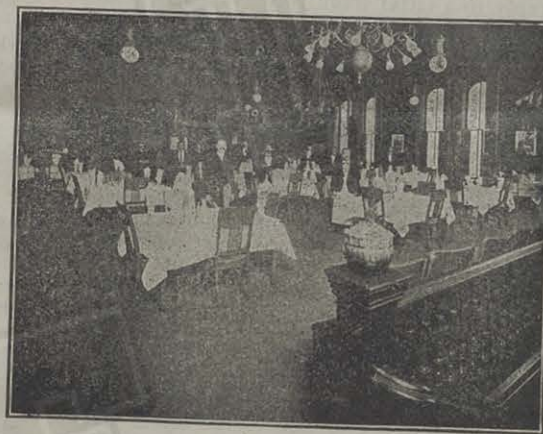
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## Union Station Restaurant

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Miss Pearl Carmichael, Cabot, Ark., and Her Exhibit at the Pulaski County, Ark., 1912 Fair. Isaac Kline, Oct. 22, 1912.

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In Oklahoma concerned in Kafir and Mile cultivation of dry weather. onstration Dep trine directly assistance to ot message through Oklahoma pro bushels of the for corn. As t are being made tour 1,600 mile homa, on which assistants will State Agent able space in hi question, and th phase of the w peanuts, another

"Corn is a cr Oklahoma, espe except on the r especially suited the rich bottom more profitable that can be pro at least four m have been plan the farmer, bec periods of its g have never been able crop when With nine-tenth tainty of a twen per acre, it is lo soil and in local demonstration ag the campaign to ment in favor o stitute for corn in favorable corn

"Recognizing tain crop on a la homa and Texas, lar demonstration A large number side of corn, ea termine their rel year."

Results were no made, but everyw greater profit per The report con "When the four planted to corn al ally planted in K annual dry spells of at least the ce of feed to protect starvation.

"Peanuts are a st be grown all over almost rain, hail a duce more feed va production than ar of ordinary or poo pushing peanuts, a tions has increas county in 1909 a fe experimental way. made special effort nuts increased. Th that two or three t 1911 and it is est acres grown in th sults were so satisf in spite of the drou joining Stephens co efforts of our agen this year between t of peanuts.

"Push the plantin has been given our



## Review of the Reports Made on the 1912 Work By Some of the Southern State Agents

### OKLAHOMA.

In Oklahoma the demonstration agents are most concerned in breaking down prejudice against Kafir and Milo, and schooling the farmer in the cultivation of crops that will resist hot winds and dry weather. The Farmer's Co-operative Demonstration Department is applying the Kafir doctrine directly to the farms, thus giving practical assistance to other agencies that are spreading the message through the public press and otherwise. Oklahoma produced this year about 50,000,000 bushels of the two drought resistant substitutes for corn. As this is being written arrangements are being made for a Kafir educational train to tour 1,600 miles of Rock Island Lines in Oklahoma, on which the state agent and several of his assistants will be the principal speakers.

State Agent W. D. Bentley devotes considerable space in his annual report to the Kafir corn question, and the extracts that follow cover this phase of the work, as well as that in Spanish peanuts, another new crop in that region:

"Corn is a crop that should not be planted in Oklahoma, especially in the west half of the state, except on the rich bottom lands and other lands especially suited to the production of corn. On the rich bottom lands in most cases alfalfa is a more profitable crop than corn. It is a statement that can be proven that for the last three years at least four million acres of land in Oklahoma have been planted to corn at a positive loss to the farmer, because of lack of moisture at critical periods of its growth. Kafir corn and Milo maize have never been known to fail to produce a profitable crop when given an equal chance with corn. With nine-tenths the feeding value and the certainty of a twenty to thirty per cent greater yield per acre, it is folly to plant corn at all, except on soil and in localities especially suited to it. The demonstration agents have been actively assisting the campaign to bring about a change of sentiment in favor of the grain sorghums as a substitute for corn on all but the best corn lands and in favorable corn sections.

"Recognizing the fact that corn was an uncertain crop on a large per cent of the land in Oklahoma and Texas, Kafir and Milo were made regular demonstration crops in these states for 1912. A large number of Kafir demonstrations by the side of corn, each given equal attention to determine their relative value, were arranged this year."

Results were not in at the time the report was made, but everywhere Kafir was showing a much greater profit per acre than corn.

The report continues:

"When the four million acres that are annually planted to corn at a loss in Oklahoma are annually planted in Kafir or Milo, the terrors of the annual dry spells will have departed to the extent of at least the certainty of having an abundance of feed to protect the livestock of the state from starvation.

"Peanuts are a sure and profitable crop that can be grown all over the state. It has proven to be almost rain, hail and drought proof and to produce more feed value per acre at a lower cost of production than any crop in Oklahoma, on soils of ordinary or poor fertility. Our agents are all pushing peanuts, and the acreage in some sections has increased remarkably. In Stephens county in 1909 a few peanuts were planted in an experimental way. The following year our agent made special efforts to have the acreage of peanuts increased. The results were so satisfactory that two or three thousand acres were planted in 1911 and it is estimated that there are 10,000 acres grown in that county this year. The results were so satisfactory last year in this section, in spite of the drought that Jefferson county, adjoining Stephens county on the south, through the efforts of our agent, Mr. D. D. Thompson, has this year between two and three thousand acres of peanuts.

"Push the planting of peanuts' is the order that has been given our agents all over the state.

"Cowpeas: The only hope of keeping up the fertility of the average soil in Oklahoma, is to bring about the general planting of cowpeas. There are many other methods of building up soils, but the cowpea route is the only one by which there is a shadow of possibility of getting the large body of farmers to adopt.

"There is a strong probability that the wide row method of planting corn and Kafir with cowpeas between may become general. If this can be brought about there is hope that the rapid deterioration of soil fertility may be stayed.

"Our agents report two or three hundred per cent more peas planted this year than last, and there was a large increase last over the year before.

"Five hundred per cent more silos have been built during the last year than ever before. Our agents deserve a share of the credit for this, as they have consistently advocated their use. Agent Wolverton reports forty new silos built in his county. Agent Chamlee of Washita county reports thirty-five new silos built this summer in his county, and nearly all our agents report more or less progress along this line."

Under the head of "Improved Implements," the reports state that a salesman for one large implement house reported the sale of one hundred peanut planters for next spring's delivery in Stephens county alone.

Concerning the canning club activities, the report says: "No feature of our work in 1912 in Oklahoma is more productive of good results than the girls' canning club work. In 1911 caused the people to feel keenly the cost of buying canned goods from the stores. An immense fruit crop all over the state caused markets for fruit to be so low that a very large per cent of it rotted in the orchards. Everybody felt the necessity of saving as much of it as possible. The canning club work came at an opportune time to be a great value in teaching the people how they might, with little expense, can the fruit they would otherwise lose, by the same process used by commercial canneries. Prof. N. E. Winters, who had special charge of this work this year in Oklahoma, gives \$50,000 as a conservative estimate of the good done this year in Oklahoma by the girls' canning club work."

Relative to the Kafir and Milo campaign conducted by the department in Oklahoma, it will be interesting to read an extract from the report of George L. Bishop, district agent for Western Oklahoma, as follows:

"Agent Stevens, in Custer county, reports a demonstrator with corn and Kafir on the bottom lands of Washita river, and he is weighing out three pounds of Kafir to one of corn. H. M. Wolverton reports four bushels to one in favor of Kafir in Stephens county. T. A. Sheriff of Harmon county has seventy-seven bushels of Kafir compared with thirty-five for corn, right by the side of it. B. M. Jackson of Greer county has a boy in the Kafir contest with a certified yield of 125 bushels per acre.

"You may ask any bunch of farmers you meet and they will admit that Kafir makes an average of two bushels to one in a run of five years, compared with corn. But it seems they say it with more sadness than enthusiasm, but it is because they are short on details of just how to get the money out of Kafir as they have been able to get it out of corn heretofore. But the problem will be solved. Everybody is aroused; business men, bankers, railroads and commercial clubs are assisting in every way they can. The silo is caring for its share; twenty-five in my county, Washita, where there was not one before. Several in Jefferson county, where it was least expected. One in particular, which was filled with Kafir corn, grown from seed furnished by the department and distributed by the demonstration agent for that county."

A new feature of the work in Oklahoma during the past year was that of seed distribution. In several counties seed was purchased and distributed free to demonstrators and co-operators.

When writing advertisers, please mention "The Southwest Trail."

Commercial clubs and private individuals expended for improved seed through the influence of the demonstration work, at actual cost to farmers, the sum of \$10,000.

Cotton oil companies, fair associations, farmers' institutes, bankers and others contributed in premiums to encourage boy's and girl's club work in county contests \$6,448, and about \$3,000 more was contributed in premiums for state contests. Senator T. P. Gore contributed a trip to Washington for the prize winner in the boy's corn contest.

In the past year the work was carried on in forty-four out of seventy-six counties. The federal government contributed \$35,610.18 toward the work, the National Educational Board \$1,000 for the girl's canning work, and local aid was received to make the total \$38,570.18. Eleven women agents have been employed in the canning work during 1912, and for 1913 the National Education Board has increased its contribution to \$2,000, which will result in an extension of this work.

The total number of demonstrators and co-operators for the crop year of 1912 was 13,632, a gain of over a thousand on 1911, with a total of 130,320 acres farmed under demonstration and co-operation methods.

The agents traveled in the fiscal year of 1912, 35,051 miles by rail and 96,816 miles by team or other conveyance. They have attended 565 meetings, with a total estimated attendance of 28,447, at which they spoke on some feature of farm improvement. The total number of visits to demonstration farms was 17,192.

Demonstration crops will make on an average forty per cent better yields than crops on similar land nearby.

In 1912 the membership in the boy's and girl's clubs amounted to 12,879, the Kafir and Milo clubs having an enrollment of over 1,100.

### EAST TEXAS.

Under the head of notable examples, the 1912 annual report of W. F. Proctor, in charge of farm demonstration work in East Texas, states that W. T. Shackelford of Jefferson, Tex., was worth \$10,000 when he became a demonstrator, and that now his holdings are estimated at \$50,000. He has built a good house, barn, etc., painted everything in sight and added all the home conveniences he got his inspiration from. "He says," says the report, and his neighbors are following his example. He produces fully double as much on each acre, rotating his crops, building up his soil (common gray, sandy loam, very poor), applying all domestic manures, and has his farm terraced to prevent erosion.

Ben B. Ross of Carthage, Tex., has increased the yields more than Mr. Shackelford, states the report. He has made fifty to seventy-five bushels of corn per acre, while many farmers on land of the same quality made nothing to twenty-five bushels. He has made from a bale to a bale and a half cotton to the acre.

J. M. Crop of Tyler has taken old gray, sandy land, considered of little value, and is producing sixty to eighty bushels of corn per acre and from two and a half bales of cotton.

J. O. Allen of Gilmer has informed the state agent that the demonstration work has been worth at least \$15,000 to him and his family. He has the coin in the bank, has educated his family to intense farming and states that this feature of the work will be worth more to him than the money he has made.

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Acker, of Smith county, Tex., has made a demonstration of the peanut crop in his county, getting twenty-four two-horse wagon loads of hay and \$240 worth of nuts from a four acre patch this year.

The report goes on as follows: "Hundreds of agents are planting Bermuda grass meadows, ranging from 75 to 125 bales from each acre. This is encouraging growing more and more stock. We have often said to the farmers in our meetings that no well-regulated farm in Texas was complete without at least one acre of the land being planted to grass and more stock, in order to live better and have a surplus, and I find it has had a great effect."

In the East Texas division there are fifty-four agents at work in fifty-five counties with 3,180 demonstration farms. Plots in corn and cotton during 1912 averaged six to seven bushels per acre, and local aid received from counties, citizens, and churches amounted to \$27,325.

Results include the following: Fully 50 per cent of the farmers co-operating, broke their land earlier and later than in previous seasons. Fully 75 per cent fertilized their crops, all using yard manure when it could be secured. Fully 95 per cent planted the best types of seed, corn and cotton.

About 50 per cent gave their crops more space between the rows, making a greater yield per acre, and most of them planted cowpeas between the corn rows.

Horse power has been increased on the average farm 25 per cent.

Improved labor saving implements have been added to the farm equipment—increased of fully 100 per cent almost universal in this line.

Ninety-five per cent of the co-operating farmers are rotating each year and 20 per cent are on a systematic basis of rotation.

All hill counties where farms are washing constantly, recently in heavy erosion, are having their land terraced. Terrace meetings have been held in fifteen or sixteen counties and from 15 to 200 farms in each of these counties have been terraced with the assistance of the agents.

Increase in well-bred and pure-bred stock has been fully 25 per cent in the past season.

Several hundred dairy cows secured. Several hundred hogs and other animals planned to build.

A number of prominent farmers and business men are building model homes and barns. (The report cites the case of two bankers, who are spending \$10,000 to \$25,000 in model farm improvements, the purchase of pure-bred stock, etc., as a result of the demonstration work).

Corn averaged in 1912 on the East Texas demonstration farms thirty to ninety-five bushels per acre; cotton averaged 1,200 pounds of seed cotton.

Here is a significant paragraph:

"Receiving fully 25 per cent more of co-operation from the farmers, with 98 per cent of the business public giving their active moral support."

The boys' and girls' clubs have a total enrollment of 6,000 members. Boys' corn yields will run, this season, twenty-five to 125 bushels per acre; cotton clubs, 1,000 to 3,000 pounds seed cotton per acre. Cash prizes have been contributed for state and county fairs for the boys' work to the amount of \$6,000, with several hundred dollars more in implements and the like.

An important result of the work is the planting of almost uniform types of upland, big boll varieties of cotton, with longer and better staple than formerly, with a consequent increase in the selling price of from \$3 to \$5 per bale.

## ARKANSAS.

Splendid progress is being made by the Farmer's Co-operative Demonstration work in Arkansas, under the supervision of C. W. Watson, state agent, whose annual report shows that for 1911 the average yield under demonstration methods was 32.9 bushels of corn per acre, against a general average of 20.8. Cotton shows a demonstration average of 946.7 pounds of seed cotton per acre, against a general average under ordinary methods of but 558 pounds. Poor seed has been responsible in a large measure for light yields in these two crops, but Mr. Watson's report for 1912 shows that more good seed was planted during the past year than ever before. The report goes on to state:

"Realizing the necessity for good seed, the agents have banded together in what is known as the Corn Improvers' Association, in order to secure a membership consisting of seed growers within the state, and to have seed inspected by a recognized inspector of this association, in order

to improve the seed of the state. This work has been conducted in connection with Prof. Martin Nelson, agronomist of the College of Agriculture at Fayetteville.

\* \* \*

"In connection with this Prof. Lasseter, assistant agronomist of the College of Agriculture at Fayetteville, is conducting a cotton variety test in ten different places in the state, under the supervision of the local agent, which no doubt will determine the best variety of improved seed for that particular locality. This, in my opinion, is a splendid move, and we are doing all in our power to assist the college in the test.

"Better methods of cultivation are spreading over the state by means of the work that we are doing, and nearly every farmer now has one or more good cultivators and is discarding the one-horse plow very rapidly.

"The average yield under demonstration methods for the year 1911 for seed cotton was 946.7 lbs. per acre, while the average yield under ordinary methods was only 558 lbs. For corn, under demonstration methods in 1911, our average yield was 39.9 bushels per acre, and under ordinary methods 20.8 bushels per acre. These demonstrations, spread over 45 counties in the state, were made on all character of soil and with something over 8,000 farms, so this alone should convince the most skeptical that the demonstration work is revolutionizing the farming interests in Arkansas."

Further concerning corn, the report says: "In nearly every instance where there was preparation of the seed bed, either by fall plowing or by thorough preparation in the spring, it has proven to be a further safeguard against crop failure. The farmers are beginning to realize that one of their greatest crops is that of corn. The state has made great progress in raising corn. This, in my judgment, is due largely and almost entirely to the efforts of the demonstration work."

\* \* \*

"The demonstration of good seed corn by the State College of Agriculture, in connection with the boy's corn club work, has been of great importance in introducing good seed corn in this state."

"Concerning live stock the following is quoted: 'Some progress is being made along that line. Two packing plants have been organized in this state during this year, and their influence is being brought to bear upon the farmers, showing the importance of growing improved live stock, and offering as an inducement a home market for their products.'

"More than 100 silos have been built in this state this year, and quite a number of dairies are now being built, and cream is being shipped from several different points, making that branch of the live stock industry very profitable."

Among other items under the head of "farm implements," we find this: "The Rock Island Railway Company has placed at the disposal of four of our local agents, four Spalding deep tilling machines and a thorough test of deep preparation will be made on the various characters of soil throughout the state."

Under the head of "Hay and Smaller Grains," the report states: "No doubt one of the greatest improvements made in this state during this year is that of the growing of small grains and the systematic handling thereof, and the growing of hay. Many farmers have meadows now that never had them before. Fall oats are being planted and made a profitable crop. In many instances the combination of the planting of fall oats and Lespedeza on the same land in the spring, thereby making two crops, the oats having been taken off, permitting the Lespedeza to make its full yield by October 1st."

Under the caption of "Home Supplies," the report says: "The farmers of this state have never before given so much attention toward making the farm self-sustaining by raising the actual necessities of life on the farm, in addition to the general field crops. They are now looking after the growing of peas, sweet and Irish potatoes, cane, garden vegetables and fruits in connection with their corn, cotton, oats, rice and hay crops. The canning club interest is waking up the people to saving the fruits and vegetables which have heretofore been wasted, making it a valuable asset to the farm, and it is one of the most important parts of the demonstration work. While the adult farmer is being taught better methods of farming, the boy and girl on the farm are being taught to become partners on the farm, and it is one of the chief aims of the demonstration work to induce the boy and girl to become real farmers from a more scientific standpoint."

Sixty Arkansas counties have the work, at a cost of \$75,000 from national and local sources. There are 2,716 demonstrators and 11,351 co-operators on the list. Field meetings have been held to the number of 782, with a total attendance of 28,152. The number of corn club members is 1,825; cotton clubs, 275, and canning clubs, 750. This work is under the supervision of T. M. Jeffords.

## LOUISIANA.

Following are some of the results in Louisiana, as summarized in the annual report for 1912 of Mason Snowden, the state agent:

"Agent Hathorn of Rapides states that one of his demonstrators, manager on the Harris place, will average seventy-five bushels per acre on 100 acres. This is the finest large area of corn I ever saw in my life, having ridden through it in early August.

"Agent Redhead of Calcasieu mentions that Needham Berry, Vinton, broke his land fourteen inches deep, and that his corn stood a five weeks' drought without firing.

"Agent Goodson of Ouachita reports that J. L. Avant, Calhoun, two acres of very old land, broken ten inches deep, eight loads of stable manure and two hundred pounds of cottonseed meal and one hundred pounds of nitrate of soda per acre, will make 75 bushels to the acre.

"Agent Taylor of La Salle makes this very significant statement: 'The first year (1910) of the demonstration work in La Salle parish there were less than twelve farmers who produced as much as fifty bushels of corn to the acre. In 1911 there were over forty. In 1912, it is conservatively estimated, over one hundred farmers in the parish will produce fifty bushels or more to the acre.'

"Agent Woods of Grant reports that Mr. J. Dyson broke sixty acres of land ten or twelve inches deep, worked it according to demonstration methods, and is making an average of fifty bushels per acre. This yield was made in spite of damage from rain and windstorm.

"These examples could be multiplied indefinitely by giving names and addresses of farmers from every parish in which the demonstration work is carried on."

"East Baton Rouge, Ouachita and East and West Feliciana parishes have become large producers of Lespedeza hay and seed. A train load of Lespedeza hay was shipped from a single load to New Orleans the past winter, to say nothing of the single car shipments from that and other points. At Ethel, in East Feliciana parish, five hundred tons of Lespedeza hay were sold one day this fall."

"Improved tools and farm machinery are reported by twenty-five agents as being used more generally than at any time in the past."

"Eighteen agents, representing as many parishes, report an increase in pure-bred stock in nearly every line."

\* \* \*

"Field selected seed: The importance of this principle of the demonstration work is gradually being brought home to the farmers. In every parish, now, there are some demonstrators, and other farmers, too, who are field-selecting both their corn and cottonseed. \* \* \* Some of the reports are too good not to quote a few of the best: 'J. E. Ducote of Avoyelles has increased his corn yields five bushels per acre, all else being equal, by field-selection selecting his seed corn since 1909.' Others are mentioned by name who have increased their cotton yields 35 to 50 per cent by the same means.

Concerning diversification, the report says: "I believe that the farmers of the cotton parishes of Louisiana are more generally practicing the growing of a diversity of crops than any other section of the Gulf States. There are several prime causes for this great change from the methods of six or eight years ago. The first of these is that, with the large annual rainfall, the Louisiana cotton farmer could not successfully handle as many acres of cotton under weevil conditions as some of the drier sections of Texas and Oklahoma. This left many acres of land to be handled in crops other than cotton, forcing diversification. The second of these causes is the great effort made by the agents of the demonstration work and Dr. Dodson and his co-workers of the Louisiana experiment stations, to help the farmer to diversify his crops on a safe and sane basis. Every one of the above agricultural workers has earnestly tried to give only such advice as to methods and crops as would be surest to succeed, and to succeed at a profit to the farmer. The co-operation of the two sets of workers in this particular field has been most cordial and the agreement almost perfect."