

Lifting the Farm Mortgage.

MARKETED CHOICE PRODUCTS.

With but little of anything to sell I make that little bring a fancy price by putting it into No 1 shape. I bear in mind these business rules: "Man must do what he can do, not what he would like to do." "Make the most of the materials at hand."

With scrub cows, no cellar or ice, we make butter that sells quick at 5 to 10c above market prices. Crocks of butter and cream crock are kept in a hole in the ground 2 ft deep, close to the north side of the house. Two jugsful of water, the coldest we can get is poured around the crocks every morning in warm weather, and more at noon on very warm days. Once or twice a week some salt and copperas is scattered around to keep off mildew. All churning and butter working are done in the cool of the morning. On some warm mornings the butter begins to soften during the working. It is salted and set in a cool place until the next cool morning when the buttermilk is all worked out, not skimmed out. No water touches our butter. The butter is then pounded into crocks and weighs 9 or 10 lbs to the gallon. We color it.

The churn and butter bowl are cooled with water a few hours before using. All dairy utensils are washed in clear warm water and then scalded, no soap as a rule, for fear of an odor. Our butter keeps sweet a year. I guarantee it to our dealer to keep three months and he pays me for "fancy" stock. If summer prices run low we keep until winter. By dressing all the stock I sell I get all it's worth.

Trimming off half the fat from our side pork and making it into lard doubles its market value. Hams and shoulders neatly trimmed, when cured, are worth 10 to 15c. This management makes the gross weight of our pork average over 2c per lb more than the market price. I tell people who "don't like mutton" to trim off all the fat they can, then after boiling a few hours to skim the grease that rises, and their pot roast will not have such a muttony flavor. Sometimes my talk makes me another customer for a quarter of mutton and a dollar, thus giving me \$4 for the same sheep the butcher wanted for \$2. I offer two good eggs for every laid one I sell my customers, but get 2c above retail price.

I find a market for my surplus products in the families of railroad men, merchants, mechanics or anyone I think will be good pay. I begin by asking such a man if he can use hams, shoulders or lard at a cent or two less per pound than he has to pay in the market. This opens the way for other sales. I give good measure and weight and in this way keep my customers. They are glad almost anytime to take beans, peas, sweet corn or other garden truck. I say, "Never mind the change now. I'll mark it down and you can pay when we settle for the meat, lard or butter."

By giving storekeepers 30 days' time they will take a larger load of onions or potatoes at from 10 to 25c on onions and from 5 to 10c on potatoes more than they would pay if I demanded cash. Sometimes I leave stuff at my own risk to be sold on commission. In 1921 I could get only 60c cash for onions, but on 30 days' time got 80c—a difference of 20 per cent on the dollar. Now let's see if these little profits pay for the trouble. Say we gain on 100 lbs butter would be 25. 2c on 100 lbs pork 21. 2c on 50 doz eggs 1. 10c on 100 lb onions 10. 5c on 100 bu potatoes 10. This shows a total gain of 12c over market prices and with a very little extra effort. A very important item is a farm journal. I think Farm and Home one of the best. The market reports alone are worth to me many times the subscription price.—W. H., Muskegon Co., Mich.

THE SOUTH DAKOTA WAY.

In 1874, bought 100 acres for \$1200, paying \$200 down. The land was new, broke 30 acres with one large team, and did the work on 100 acres of rocky land. But in '81 crop by driving one team and leading another. Broke the remainder, and 35 more, for a neighbor, and traded 30 acres of corn. Reopened an rented farm, and farmed mine, too, until enough cash was on hand for building. Have rented some every year, making enough to pay all expenses in ordinary

years. Have had dry years and been obliged to let the man go.

Always rotate crops and haul all manure out as soon as possible, thus improving land instead of running it out. Followed corn with barley, and seeded down with the barley, and had the seedling fairly clear from weeds. Always got the fall plowing done as early as possible, for a green field in the fall usually means a good crop next year. Always threshed early, so as to have grain ready to haul whenever prices showed signs of having reached the highest, and to avoid loss by heavy wind and rain storms. Keep teams that can haul loads, and have delivered 200 bushels barley per day alone with help from man at night in loading two wagons. Have led eight miles, making two trips, leading one team, while the man husked corn, or helped a neighbor thresh. Never hired more help than needed, but hired plenty in harvest, getting the grain away from possible damage by rain, and getting the fall plowing started, and what manure is on hand hauled. Takes good care of machinery; never allowing \$300 worth of grain to go to waste while trying to fix a worn-out binder, when a new one may be had for half that. Always made a rule to have tools and horses in best possible shape before work begins, so as to do the most possible work in shortest time.

Raises from 30 to 40 pigs and plants about forty acres corn every year. Generally puts in from three to four acres potatoes; if too cheap to sell they make good feed. Fenced the entire farm, thus giving the cows the benefit of the "after grass." If a bargain in horses or cattle is in sight, always take advantage; and can generally trade horses well for threshing or machinery, unless they are a drag, in which case they are no bargain. Know but little about scientific farming, but believes the secret of success is push. Also, run your business, and do not let it run you; and, do not let your chances, like the sunbeams, pass you by. Is not strictly temperate, uses tea, coffee, and all the butter, cream, and meat we want. The butter and egg money does not pay all the household expenses. The farm is clear; good house, barn, and granary; and \$400 in cash besides a large bin of wheat.—[Fitzgerald, Minnehaha Co., South Dakota.]

Farming Isn't In Him—Some men couldn't make farming pay if they dug up \$10 gold pieces, instead of potatoes. A young man, a neighbor, was left with a farm of 200 acres, stocked with cows, young stock, horses, farming implements of all kinds, 1000 sugar trees, fitted up with tin buckets, evaporator, everything to carry on farming successfully. He didn't like farming but liked lots of company, kept a driving horse for pleasure, hired men to do the work, a girl in the house to help his wife, made foolish trades, etc. The consequence was, the farm lasted about two years. When he had lost every dollar, and had to leave the farm, he struck for a city, and by hard work and perseverance, got a position to travel for a drug house of good standing, and today is making more money than his more successful brother farmer. A man may be just as smart as another, but different men require different circumstances to bring out the best there is in them. Such an experience may be a warning to the farmer who is living too fast, and an encouragement to those who haven't much left. Start by hard work and a will; you can find your place in the world, and be successful in it.—[G. E. Caswell, Caledonia Co., Vt.]

The Farmer Who Can Get Credit at a bank on the same terms as his city brother, is the one who shows himself worthy of it by doing business with the banker as a depositor. He must also be prepared to show he is not farming in a haphazard sort of way, but is conducting his operations on business principles, and with such systems that he always knows just where he stands. One of the best ways of putting systems into our farming operations is to keep a set of books. We know of nothing better than Professor Atherton's "Bookkeeping for Farmers," which is sold at 25c prepaid by the Orange Judd Co. of New York.

Don't dabble in too many things, or you will be like the old man that the boy put 25 cents under "Just to see the old fool spread himself."

Educational Problems.

OUR RURAL SCHOOLS.

To this subject I would urge you to give your deepest thought and most earnest attention. How shall the thousands of boys and girls reared on the farms of this great country be enabled to drink, even lightly, from the fountains of knowledge and especially to obtain a more fitting equipment for their life work? This question comes home with irresistible force to us who have the prosperity of agriculture at heart. While it is true there are agricultural colleges in all parts of the country, the fact stares us in the face that agricultural students are extremely few in many of these institutions. Is it because our boys and girls on the farms do not care for an education that Agricultural colleges are so thinly attended, Most certainly not, for many of them are found in these and other institutions, studying to fit themselves for other avocations.

If some old rusty, mossbacked individual whose life has been so narrow and bigoted as to keep him outside of all ideas of advancement and progress, comes into town, he is taken as the type of a farmer and caricatured in the papers as "Old Farmer Wayback," "Deacon Hayseed from Pumpkin Town" and so on ad infinitum. This exaggeration is so frequently brought to mind in both speech and print as to have a most decided influence upon young people on the farm, who are just as sensitive to such disagreeable things as would be the young people of other occupations if subjected to similar indignity.

Are the actual conditions on our farms such as to be attractive to the young, and induce them to love and enjoy rural life as we believe it was designed to be enjoyed? Are the hours of labor not too long? Is there not too much stress and dependence placed on more muscular labor, and too little on systematic, thoughtful brain effort? Is there not too little time devoted to social and intellectual life as well as to too little recreation?

Whoever knew of a prosperous farmer with a beautiful home amid all there is bright and beautiful in Nature, and who enjoys all of the luxuries of a country home life, being held up as an example of prosperity for the young? It is always the great banker with his city mansion and retinue of servants; the great statesman, high up on the roll of fame; the talented lawyer, teacher, doctor, or professional man, the merchant prince or maybe some great military hero. Thus this great monument of shining examples is set up to mark the way to success and happiness, but the foundation of the prosperity of this great nation, and on which all other lines of business and enterprise are based, is left out of consideration.

Now to cope with this great problem, must we not first search out all these underlying causes and apply ourselves to remedy the adverse conditions before we can expect to see our institutions filled with agricultural students who will return to the farm and build up happy homes whose occupants shall be, socially, intellectually and in material prosperity the peers of any occupation in this broad land?

We must strike at the very root of this matter, beginning in the home and in early school life to mould their minds and thoughts to a true conception of education and labor; to instill into their minds that true labor is honorable whether in the field or shop. Teach them that education is not an end to be sought, but the means to an end, to fit them for their life's work, and to enable them to glean more enjoyment from life by broadening their field of observation and thought. Keep them in close touch and understanding with nature and instill a love for her beautiful works. Make the home bright and cheerful and cater to the youthful natures under your charge in every way that is right and proper. Make the daily rounds of labor cheerful by pleasant companionship, and deprive them of its ever recurring sameness and monotony by mental activity.—[Maner J. A. Tillinghast to R. I. State Grange.]

It's worth while to listen to men who have knowledge on anything you are interested in. It pays to let another man give you the results of his investigations.

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