

on most new projects a serious need for credit. This need usually exists for at least five years after a project is inaugurated. This problem has never yet been successfully solved in our northwestern states, for the banks have never been sufficiently strong in the new localities to take care of the legitimate needs of the irrigators. I am informed that this problem is being experienced and that it is being solved in parts of the Canadian Northwest as the irrigation company has in many cases been financially able to take care of the just needs of its settlers at a reasonable rate of interest. I do not mean that money should be loaned to all settlers indiscriminately, for every settler on every project is not financially responsible, but it seems highly desirable at this time that every settler that needs financial assistance, and that has the necessary security in the form of livestock, land or crops, should be able to secure a reasonable amount of funds at a reasonable rate of interest with which to help to tide him over the lean period that almost invariably exists for the first few years on every normal irrigation project.

PROFITABLE MARKETING.

The third problem that has been mentioned is that of finding a profitable market for the crops and products that are ultimately produced on the farms. This is the problem that is now confronting many of the older and better irrigation projects throughout the Northwest. The early settlers of these projects rarely realized that such a problem would ever confront them, but to many it now seems to be the only problem, for the crop production has increased so much more rapidly that either the markets, the transportation facilities, or livestock consumption, could possibly take care of them, that the consumers have been at a serious loss to know what to do with their excess crops. The solution of the problem seems to be:

- (1) The careful and systematic diversification of the crops of the farms as well as of the projects, so as to furnish no more products at any one time than the railroads can haul, or than the markets can take care of.

- (2) The raising of more and better livestock in sufficient numbers to consume the majority of the excess products of the farms, thus concentrating the more bulky products in order