

seed fairs, public school competitions in growing small crops, demonstrations through reviving old orchards, fertilizer experiments and the carrying on of improved methods by the farmers themselves on their own farms. Let me again emphasize this last point,—the great hope of improvement in the average farmer lies, not through sending him a report or pamphlet, not through talking at him in an institute meeting, not through doing something for him on an experimental farm, but through helping him to do some work on his own farm wherein he gets improved financial results through his own efforts. This is the secret of success in the work.

The general aim of this work is to bring the best agricultural methods close to the farmer, to get his sympathy, to arouse his interest, to stimulate him to better methods. When a man is selected for a county he is told to study his people, their condition and their needs, and to arrange his work accordingly. He is given a fairly free hand, though, of course, he is in close touch with the Department and all its branches. The first result noticed is the increased interest manifested by the farmers. Probably for the first time they realize that the complicated government organization has been created for a specific purpose and that purpose is to assist the farmer to a better and more prosperous living. Once that feeling is abroad, the application comes easy. And now the whole agricultural organization comes into use. This "man on the spot" brings into his county all those resources of the government departmental organization about which the farmer had some hazy knowledge but whose usefulness he had questioned, and "professors" and "experts" become real men like themselves whose object is not to pose as men of exclusive distinction and drawers of salaries, but men able and willing to give real help. With the farmer, the age of talk has gone by, the day of demonstration is here. We have a thorough organization of the agricultural forces along many lines. Now we are bringing all this to bear upon the farmer's work and the results are coming through the means of direct demonstration. During 1910, we had over one hundred men engaged in various ways, planning drainage systems, teaching how to make cheese and butter, pruning and spraying trees, selecting seeds and supervising growing crops of all kinds, organizing co-operative associations and helping in the marketing of products.

The Results And what is the result? Farmers who were indifferent or opposed to government interference and who criticized the expenditure have become enthusiastic, the attendance at practical demonstrations has increased in an astonishing degree, and there is an awakening along agricultural lines such