

The County Agent

Continued from Page 9

other work. He found time to purchase five Shorthorn bulls for local farmers and arrange for the exchange of two others. He helped revise the live stock premium list of the County Fair, and was rewarded by a splendid live stock competition, especially in Shorthorns. He urged feeding of cattle this winter and received instructions to look up six carloads of high-class feeders. He checked up some of his field work, and found the alfalfa fields in uniformly good condition for the winter and the corn well matured. And he continued his efforts toward the control of hog cholera until the time of his resignation.

These are some of the specific things that this county agent accomplished. To attempt to cover his work in detail would fill more pages than can be devoted in columns to this article. However, his official report to the U.S. Department of Agriculture, written on December 31, 1913, brings out some interesting facts that might be added here. Up to that time—from November 1, 1912—he had performed additional work under the requirements of his position as follows: Visited 264 farms, about 175 by request; received office calls from 72 farmers; addressed 75 meetings with a total attendance of about 10,000; wrote 18 agricultural articles for local papers; wrote 175 letters of information to farmers; issued 15 agricultural circulars; planned or improved 4 farm buildings and 3 home grounds; improved sanitary conditions on 75 farms to prevent hog cholera; planned 3 rotations; advised directly in the management of 50 farms; supervised 18 orchard prunings and 3 orchard sprayings; purchased 1 registered stallion, 5 boars and 1 ram; tested 14 cows for production; figured 8 balanced rations for feeding cattle; introduced accounting on 2 farms; advised in 10 improved methods of marketing. And these are only some of the things on the list.

An Estimate of Returns

To place a money value on this kind

of work is not easy, but it is interesting to try. Let us figure on his first year's accomplishments. The 26 registered bulls that Mr. Lathrop brought into the county should breed 15 cows a piece, which means 390 calves; and these at maturity surely would be worth \$10 a head more than similar calves by scrub sires, or, say, a total of \$3,900. The 40 head of dairy cows shipped in must have averaged their owners 10 per cent. on the money invested, which, on their valuation of \$3,500, would be \$350. The \$1,500 stallion imported by Mr. Lathrop should breed 50 mares, and the colts should be worth \$20 per head more than scrub colts, which would amount to \$1,000. That makes an annual increased return of \$5,250 from the live stock alone.

In the matter of seed corn, if the 50 farmers who tested under Mr. Lathrop's directions got a 10 per cent. better stand on their 2,000 acres; or 3 bushels per acre, that would make 6,000 bushels which, at 50 cents a bushel, would be \$3,000. The 75 acres of alfalfa seeded, due to Mr. Lathrop's efforts, should be worth \$10 per acre more than any previous crop grown on the same land, or a total of \$750 per acre. Then there was the improvement of the grain crop due to Mr. Lathrop's agitation for the treatment of seed. As a result of that agitation, nearly all of the farmers in the county treated their seed with formaldehyde in the spring of 1913, whereas only about one-half had treated the year before. If only one-third of the million bushel wheat crop alone was improved sufficiently to bring one cent per bushel more on the market than it otherwise would have brought, it meant an increase of \$3,300 to the farmers of the county. So there is a total increase of \$7,050 from corn, alfalfa and wheat.

Adding the increased returns from live stock and from crops, we have a total of over \$12,000 made for the farmers of the county thru Mr. Lathrop's efforts the first year. And a large part of this should be a continuous increase year after year; that is, if the

county agent sat back and did nothing from that time forward, the financial returns of his first year's work would pay his expense to the county many times over every year. But last spring he caused an additional 600 acres of alfalfa to be planted, worth, at a premium of \$10 per acre, \$6,000. The saving on serum and hogs this summer is hard to estimate. And he was continually making money for the farmers of his county in a hundred other ways.

What the County Paid

Now what did this agricultural agent cost Bigstone County? The above figures are estimates, but the figures of expense are down in black and white on the books of the State Agricultural College. For the period from October 15, 1912, to July 31, 1913, the end of the fiscal year, Mr. Lathrop received a salary of \$1,187.50 and his expenses amounted to \$802.69. Funds for this period were contributed as follows: U. S. Department of Agriculture, \$585; Minnesota Farmers' Institutes, \$200; American Council of Grain Exchanges, donated, \$1,000; local subscription from farmers and business men of Bigstone County, \$1,350; total, \$3,135. But Mr. Lathrop's combined salary and expense amounted to only \$1,990.19, leaving a balance on hand of \$1,144.81. As the three outside contributions were given outright, and as the balance remained to the credit of the county, it should be credited to the subscription fund of \$1,350 contributed by local men. So the actual cost to the county of a county agent for nine and one-half months was really \$205.69. According to the United States census, there were 961 farms in Bigstone County in 1910, with an average of 294.4 acres. So the local cost of the county agent for the period mentioned was 21 cents per farm or 12 cents per quarter section.

For the second year—August 1, 1913, to July 31, 1914—Mr. Lathrop's salary was \$1,725, and his expenses amounted to \$590.81, or a total of \$2,315.81. The funds were provided as follows: U.S. Department of Agriculture, \$340; appropriation of State Legislature, \$976.63; appropriation of Bigstone County commissioners, \$1,000; total, \$2,316.63. Thus there was a balance of 82 cents to add to the balance of the previous year, which was not touched. So the county expended \$999.18 for a county agent the second year, which was \$1.94 per farm or 56 cents per quarter section. This may be accepted as a fairer average for Bigstone County than the figures of the previous year, as the state appropriation of \$1,000 is given only where the county commissioners appropriate \$1,000 additional. With these figures, it is hardly necessary to repeat the statement for the brief period from August 1 to October 31, 1914.

It costs Bigstone County about \$1,000, or one dollar per farm per year, to employ a county agent. According to the estimates previously given, the county agent made at least \$12,000 for the farmers of Bigstone County during his first year. So the cost is not at all proportionate to the returns, when the agent can show results such as Mr. Lathrop produced. And this is just a typical, not an exceptional case; every agricultural agent in Minnesota is worth just as much. In fact, a careful study of any competent county agent's work will prove that he is just about the best investment a county can make. Twelve thousand for one thousand is a profit of eleven hundred per cent.

The St. Paul Farmer.

THEY HOARDED SUGAR

Ottawa, Dec. 11.—The Evening Citizen says:—"A peculiar condition exists in the sugar trade in Ottawa, and for that matter, probably in every other large centre in the Dominion. The sales of this commodity are practically at a standstill. One leading wholesale provision house in the city," the Citizen was informed, "is now selling sugar at the rate of two carloads per month, whereas three and four months ago twenty carloads were being sold in the same period. This condition of affairs has been brought about thru hoarding at the beginning of war. Many of the more well-to-do residents of the city, during the first stage of the war, selfishly and

foolishly hoarded in cellars and attics large quantities of flour and sugar and other staple articles of food.

"The sales of flour are also very restricted and much below the average for the same reason. These abnormal household stocks are now being used up, and the net gain to the hoarder has been that they have saved a few cents per bag on sugar and flour, presuming that inexperienced storing has not resulted in goods being damaged.

"There has been no further drop in price of sugar since the fall of 30 cents per hundred pounds wholesale about a month ago. Flour has remained stationary for three months."

BELGIAN RELIEF FUND

The following subscriptions have been received at The Guide office in aid of the Belgian Relief Fund up to the morning of December 14: Previously acknowledged ...\$691.10

Pupils of Birch Hills, Sask., School, Dist. No. 182.....	14.50
Rowletta Co-op. Co. Ltd.....	25.00
John Osborne, Lavenham, Sask.....	2.00
E. W. Cripps, Gainsboro, Sask.....	5.00
"F. B.," Lucky Lake, Sask.....	1.00
"W. A.," Hughton, Sask.....	1.00
Thos. A. Jones, Berton, Alta.....	2.00
A. O. Stratton, Clearfield, Sask.....	.20
Pupils of Tiger Hill School Dist., Birch Hills, Sask.....	4.90
A Friend.....	1.00
Mrs. C. F. Williams, 597 Sherburn St., Winnipeg.....	2.90
Geo. Williams, 597 Sherburn St., Winnipeg.....	.25
E. W. Wyllie, Brock, Sask.....	7.00
Jamieson Knox, Pine Creek, Man.....	5.00
May Creek G.G.A., Girouxville, Sask.....	25.00
Mountain Chase G.G.A., Clapton, Sask.....	16.00
N. H. Spence, Penzance, Sask.....	10.00
Thos. J. Lovatt, Souris, Man.....	10.00
Idaleen, Sask., G.G.A.....	64.00
Geo. F. Thompson, Portage la Prairie, Man.....	6.00
Thorndyke Ladies' Aid Society, Ogema, Sask.....	26.00
R. Burlingette, Estevan, Sask.....	5.00
Stanley Rackham, Lloydminster, Sask.....	40.00
Jos. Hardwick, Nesbitt, Man.....	2.00
Jas. D. Hardwick " ".....	2.00
John Hardwick " ".....	1.00
Wm. Hardwick " ".....	5.00
Miss M. Hardwick " ".....	.45
Albert Hardwick " ".....	.05
Total.....	\$973.55

CANADIAN PATRIOTIC FUND

Mountain Chase G.G.A., Clapton P.O., Sask.....	\$ 1.00
May Creek G.G.A., Girouxville, Sask.....	25.00
Total.....	\$26.00

SQUIRMY

"What's the row in the dining room?" demanded the manager. "If you please, sir," replied the waiter, "the 'two-headed wonder' has got all tangled up eating macaroni."

UNCLE TOBIAS GOES CHRISTMAS SHOPPING

"That horn doesn't blow, sir," said the friendly salesman. "Wrap it up," said Uncle Tobias, thinking of his sweet little nephew. "That's the kind of a horn I want."

Archie wanted to buy his sister a Christmas present and begged his mother to give him some money and allow him to go alone to purchase whatever he wished. In a short time Archie returned without any parcel. "What did you buy for Mabel?" asked the mother.

"I got her some ice-cream," he said. "Why, Archie, you know that won't last till Christmas!"

"I didn't think about that until after I had bought it, mother," replied Archie calmly, "so I ate it."



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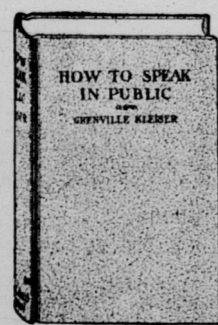
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How to Speak in Public

By GRENVILLE KLEISER

The work of the organized farmers thru their local Associations in the three provinces during the past five years has developed a large number of good public speakers who are able to deal with important questions from the platform in a very able manner. One of the greatest needs in the organization today is for more young men to learn to express themselves before a gathering and to discuss the vital problems of the farmers in public. Many requests have come to The Guide for a book that will assist men and women to learn how to deliver public addresses.



This book, by Kleiser, is the best one to be found on the subject. It explains the principles of vocal expression and voice culture and instructs students in public speaking as to the best methods of emphasis and inflection. The author gives complete rules for preparation for public speeches; how to divide the subject; how to arrange the material, and how to deliver the address. Three hundred pages of the book are devoted to choice selections from the speeches of leading orators of all ages. These are given for practice. We have sold a large number of these books and the demand is steadily increasing. The young men and women of the West who have a desire to take part in public affairs and to aid in the solution of the great problems of today cannot do better than to purchase this book and study it. It contains 533 pages of large, clear type, and is well bound in durable covers. It is an invaluable book to everyone interested in any way in public speaking. Postpaid \$1.40.

OTHER BOOKS BY THE SAME AUTHOR:

How to Argue and Win.....	\$1 35
How to Develop Power and Personality.....	1 40
How to Develop Self Confidence in Speech and Manner.....	1 35
Humorous Hits and How to Hold an Audience.....	1 10
Great Speeches and How to Make Them.....	1 40
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