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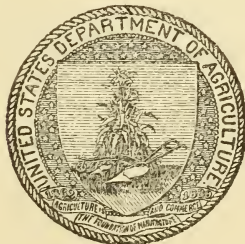
United States Department of Agriculture,
OFFICE OF THE SECRETARY.

Report No. 106.

[Compiled in the Office of Information, G. W. Wharton, Chief.]

ECONOMIC NEEDS OF FARM
WOMEN.

EXTRACTS FROM LETTERS RECEIVED FROM FARM
WOMEN IN RESPONSE TO AN INQUIRY "HOW THE
U. S. DEPARTMENT OF AGRICULTURE CAN BETTER
MEET THE NEEDS OF FARM HOUSEWIVES," WITH
SPECIAL REFERENCE TO THE PROVISION OF IN-
STRUCTION AND PRACTICAL DEMONSTRATIONS IN
HOME ECONOMICS UNDER THE ACT OF MAY 8, 1914,
PROVIDING FOR COOPERATIVE AGRICULTURAL
EXTENSION WORK, ETC.



WASHINGTON:
GOVERNMENT PRINTING OFFICE.

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CONTENTS.

	Page.
Introduction.....	3
Woman's remuneration.....	7
Man's social and labor duty to the woman on the farm.....	7
Desire for financial recognition of woman's work on the farm.....	17
Gainful handicrafts and home industries.....	20
Women in crop reporting.....	22
Financial.....	22
Loans, farm prices, marketing, and low returns.....	22
Rural credits.....	24
Marketing of farm products.....	43
Parcel post.....	58
Railroads, freight, and express.....	60
Cooperative selling and direct selling.....	62
Information to aid buyers; regulatory laws to protect buyers; stand- ards; labeling of cloth, etc.....	64
Miscellaneous.....	66
Laws.....	66
Laws regarding seeds.....	66
Pioneering.....	67
Intensive farming.....	69
Appendices:	
A. General suggestions for development by farm women.....	70
B. How farm women may get help under the Smith-Lever Exten- sion Act.....	80
C. List of free or available publications of the United States Depart- ment of Agriculture of interest to farm women.....	81
D. The Government bookstore.....	86
E. Publications on school and home education and the care of children.....	88
F. List of publications of the United States Public Health Service.....	89
G. Department of Labor's service for placing field and domestic labor on farms.....	90
H. Rural credits.....	92
I. Distribution of produce.....	95
J. National Forests should assist communities.....	98
K. Warehouse system and cotton futures act.....	99

INTRODUCTION.

The Secretary of Agriculture, on October 1, 1913, addressed a letter to the housewives of 55,000 crop correspondents asking them to suggest ways in which the United States Department of Agriculture could render more direct service to the farm women of the United States. This inquiry was prompted by the following extract from a letter addressed to the Secretary by Mr. Clarence Poe, Raleigh, N. C., under date of July 9, 1913:

Have some bulletins for the farmer's wife, as well as for the farmer himself. The farm woman has been the most neglected factor in the rural problem, and she has been especially neglected by the National Department of Agriculture. Of course, a few such bulletins are printed, but not enough.

Although the department had issued many bulletins and publications designed to give farm women practical aid in household operations, and to assist them in poultry raising, butter making, gardening, and other farm activities commonly discharged by women, Mr. Poe's suggestion seemed to merit careful investigation.¹

Moreover, at the time that Mr. Poe wrote, the Smith-Lever Act, providing for cooperative agricultural extension work, was under discussion by the Congress, with prospects of an early passage. This act as drafted, and since passed, provided for "the giving of instruction and practical demonstrations in agriculture and home economics." This, it was seen, would call on this department to cooperate with the States in furnishing a new type of instruction specifically designed to aid farm women in their important tasks of homemaking and domestic manufacturing. For this reason it seemed especially important to seek information as to the things in which the rural women most needed cooperative assistance.²

This report is offered, therefore, with the belief that it contains suggestions well worthy of governmental consideration and also in the hope that it may prove suggestive and helpful to the State agencies that will have the carrying out of the Smith-Lever Act. That act, starting this year with a grant of \$10,000 of Federal moneys to each State, by increasing annual appropriations makes available in 1922 and thereafter a sum of \$4,580,000 of Federal funds for use in the extension fields. The States must duplicate with their funds all but \$480,000 of each annual Federal appropriation, so that after 1921, if the States elect to receive their full quota, the sum of \$8,680,000 will be spent each year in practical on-the-farm education. In the first nine fiscal years a total of \$41,920,000 should be directed to this purpose.³

¹ See Appendices A, C, D, E, and F for lists of publications of interest to women.

² Yearbook, Department of Agriculture, 1913, pp. 143-162, "What the Department of Agriculture is doing for housekeepers."

³ See Appendix E for statement as to how women may obtain help under this act.

The sum from this total to be expended for helping the rural woman necessarily will be large and, if it is to be most profitably expended, must supply those elements which are now lacking in our present systems of instruction. The following report at least shows many things which in the mind of the country woman herself are now left undone.

It was felt that if the farm women had been neglected, they themselves were best qualified to determine wherein this neglect lay and to make suggestions as to ways and means whereby the department could render to them, in fuller measure, the direct help to which the importance of their work in agricultural production entitles them.

The most promising limited list of farm women seemed to be the housewives of the department's 55,000 volunteer crop correspondents. These crop correspondents commonly are among the most progressive farmers in their communities, and it was reasonable to suppose that the women of their families would be fully qualified to discuss their own needs and the fields in which the department could serve other farm women in their communities.

The Secretary, therefore, determined to send to these women a general letter which would not formulate any definite questions, but rather would encourage them to discuss freely and in their own way any matters in which they believed the department might improve its service to rural women, or undertake new activities in their behalf. A general letter of this character, it was believed, would secure more valuable replies than would a questionnaire blank, which would tend to bring "yes" and "no" answers rather than a free discussion of the general subject. It was realized that before any effective series of questions could be framed it would be necessary to get the views and opinions of many farm women as to what questions should be asked.

Sending the letter was delayed until October 1, in order to have it arrive after the pressure of harvest work, and the recipients were given until November 15 to reply, in order that they might have time to consider the matter at their leisure and to consult with individual women neighbors and local women's organizations. This many of those addressed did, with the result that their letters in many cases represent the community rather than the individual viewpoint.

The following is the text of the Secretary's letter:

DEPARTMENT OF AGRICULTURE,
OFFICE OF THE SECRETARY,
Washington, D. C., October 1, 1913.

TO HOUSEWIVES IN THE HOMES OF THE OFFICIAL CROP CORRESPONDENTS.

LADIES: The Department of Agriculture is in receipt of a letter in which the writer said:

"The farm woman has been the most neglected factor in the rural problem and she has been especially neglected by the National Department of Agriculture."

This letter was written not by a woman, but by a broad-minded man so thoroughly in touch with the agricultural and domestic needs of the country that his opinions have great weight.

The Department of Agriculture certainly wishes to render directly to the women of the United States the full aid and service which their important place in agricultural production warrants.

Because we believe that these women themselves are best fitted to tell the department how it can improve its service for them, I respectfully request that

you give careful thought to this matter. Then please communicate your ideas to me in the inclosed franked envelope.

Your answers may state your own personal views, or, even better, you may first discuss the question with your women neighbors, or in your church societies or women's organizations, and submit an answer representing the combined opinions of the women of your entire community. You are, of course, at liberty to criticize freely, but I would especially urge that you try to make your suggestions constructive ones that we can at once put into effect. All of your suggestions will be carefully read and considered by Government specialists. Many of them will be carried out at once; others as soon as the information sought can be gathered and the necessary machinery for its distribution made ready. Such suggestions as call for revision of existing laws or additional legislation will be referred to the proper committees of the Senate and the House of Representatives.

Answers to this inquiry should reach me not later than November 15, 1913. All answers should be written on only one side of the paper and should be as concise as it is possible to make them.

In order to serve the women of the country, the department from time to time will insert in the weekly issue of the News Letter to Official Crop Correspondents special paragraphs or special supplement pages of direct interest to women.

Respectfully,

D. F. HUSTON, *Secretary.*

The replies began to arrive from the Eastern States during the second week in October, though the bulk of the answers reached Washington after November 1. Straggling replies came in up to Christmas, and in these were included a number of letters from farm women and other women who formerly lived on the farm, but are residing in cities, who had not been directly addressed, but who had learned of the inquiry from the public prints. In all 2,241 replies were received, and of these, 216 were either acknowledgments, statements that the writer could make no suggestions, or irrelevant replies that had no bearing on the general subject. The number of women directly represented, however, is much larger than the tally of the letters would indicate, as many writers transmitted opinions of their neighbors or of women's clubs, granges, or church organizations. The letters received were in all forms—carefully typewritten statements, notes scribbled on the back or margin of the Secretary's letter, or painstakingly written on scraps of wrapping paper. Not a few wrote on the margin of the Secretary's letter that no blank for answer had been inclosed, and this in connection with the makeshift note paper of others seems to indicate that on some farms, at least, the ordinary conveniences for correspondence are regarded as luxuries.

In a number of cases the letters were signed by men who wrote either on their own initiative or recorded their wives' views. The pleasant feature of the replies from men was that the vast majority of them seemed to recognize that the women on the farms do not always receive their full due, and that improvements are needed to free them from unnecessary drudgery and to make their lives happier, less lonely, and more endurable. Letters from men expressing selfish or narrow views of the rural woman's place, or resenting the department's endeavor to serve them, were entirely exceptional. Wherever the writer is a man that fact is indicated in connection with any excerpts from the letters which appear on subsequent pages. Extracts not so marked are from letters written by women.

All letters containing definite suggestions, criticisms, or statements of conditions calling for improvement were carefully read. The matters discussed were then grouped under 100 heads, and each

sentence or paragraph in each letter bearing on a special head was copied and collated under that heading. In this way a single sentence containing an idea, even though buried in a long and otherwise irrelevant letter, was noted and given its full weight in compiling and classifying suggestions.

Because of the interesting human note found in many of the letters, the editors determined to let the writers tell their own story by publishing verbatim extracts from many of the letters, rather than attempting to make a statistical summary of their contents.

Inasmuch as the geographical section and the State from which the suggestions come have an important bearing on the inquiry, the collators arbitrarily divided the United States into fairly equal quarters and arranged the replies by States in the northeast, southeast, northwest, and southwest fourths of the United States.

Many of the writers asked that their letters be treated confidentially, and for this reason all are published anonymously, with the omission in certain cases of specific allusions which would make possible the identification of the writer.

The only other editing that has been done has been to eliminate extracts from letters where several writers from the same State made the same recommendations in nearly identical language, without advancing additional reasons or new ideas, and to exclude suggestions in matters entirely beyond the province of this department.

The extracts from these letters published hereafter are to be taken merely as expressing the views of the various writers and their neighbors. Their publication in no way implies that the Department of Agriculture indorses their views or suggestions or is responsible for their statements of local conditions. Many of the letters clearly are discussions or descriptions of conditions peculiar to special farms or neighborhoods, rather than applicable throughout the State or district.

In the study of the replies, it quickly became apparent that many women were wholly unaware of publications of the department or the activities of its different bureaus dealing with the very points recommended for consideration. For this reason lists of the department's publications of interest to women, and of other bulletins dealing with subjects discussed by the writers, have been published as appendices. For similar reasons, publications of other Federal departments having a bearing on the problems discussed by the women have been indicated in footnotes or in lists in the appendices.¹ These lists do not include many publications of interest to women and dealing with their work issued by the different State agricultural colleges, many of which stand ready to supply women of their own States with valuable publications and to answer their questions bearing on rural life and home industry.

¹ The United States Bureau of Education, Washington, D. C., will supply publications and information to rural women interested in improving the schools of their communities. The Home Education Division of this bureau provides special plans and outlines for the organization and work of women's study clubs and for parents' and children's reading circles. The Children's Bureau issues publications and will give advice on the care and rearing of children. The Office of Indian Affairs has published a number of bulletins on household activities. The Public Health Service has made available a number of publications dealing with health, preventive medicine, and rural sanitation. The Reclamation Service maintains an office designed to cooperate with women on the reclamation projects. The National Red Cross will give information as to rural nursing and allied subjects. (See Appendices A, C, E, and F.)

In addition the manuscript of the report was submitted to the heads of all bureaus in this department, with the request that they indicate in footnotes or in the appendices available publications meeting the requests for information or supply concise statements of projects or work under way in the fields in which the various writers seek assistance. The different bureaus also have been requested to consider carefully the suggestions of the women, and, where feasible, to develop projects for meeting such of these requests as fall within the province of the department and which it would seem advantageous for the department to investigate or meet.

Advance copies of the report similarly will be referred to the chairmen of the various legislative committees of the Congress for such action as they deem the suggestions which require legislation merit.

SCOPE OF THE REPORTS.

The present report deals only with letters which discuss the economic needs of farm women. Under these headings are included references to financial questions, loans, marketing, cooperative organizations, prices, and regulatory loans. Previous reports have dealt with (1) the social and labor needs of farm women, (2) the domestic needs of farm women, and (3) the educational needs of farm women, as indicated by the writers of the different sections.

WOMAN'S REMUNERATION.

MAN'S SOCIAL AND LABOR DUTY TO THE WOMAN ON THE FARM.

From 44 of the States came letters in which the writers expressed the belief that the lot of the farm woman was made unnecessarily hard because men on the farm are thoughtless, uninformed, or stubborn about providing measures that will better the condition of their wives and daughters.

The burden of many of the letters dealing with men's duty is that the farmer is very ready to purchase modern field machinery for lessening his labor or improving production, but is backward about making any investment in domestic machinery or improvements which will make the farm home a pleasanter place of abode or a more convenient workshop for the women.¹

Some seem to think that farm animals have more attention given to their needs than do the women. Others complain of the fact that they never handle any ready money, and are allowed no freedom in purchases, and so are blocked from improving the conveniences, sanitation, and æsthetic quality of their homes. Several note the fact of the close connection between the home and the business, and seem to think that the need for money-making or desire for money causes the home end of the farm to be slighted in expenditures.

In practically all of these letters the suggestion is made that the men need education and information that will give them the point

¹ Farmers' Bulletin 697, "The Farm Kitchen as a Workshop."

of view that home improvement is a necessity rather than a luxury which may well be postponed indefinitely.

On the other hand, in the section of this report which deals with financial conditions, many wives write that their husbands are entirely considerate and wish earnestly to lessen the drudgery of their wives and to provide them with comforts. They simply can not make enough money, these women write, to do more than provide the necessities. This condition they attribute to high interest and the low price the farmer gets for what he raises.¹

A Michigan woman writing on this subject said:

"The farm is run for the benefit of the farm and not the family. Of what use is it to buy more land to raise more corn to feed more hogs to buy more land?"

The following are extracts from a number of these letters:

NORTHEASTERN QUARTER.

NEW HAMPSHIRE.

"Men should also be educated to see the need of furnishing such conveniences for their families, for unless this is done the means will not be forthcoming for such work."²

"There is absolute monarchy on the farm, and if the monarch happens to be feeble-minded or degenerate, as is the case on some farms away back in the country places, the subjects have to suffer accordingly, all the human beings under his control as well as all the animals. In many farming communities through the northern part of Maine, New Hampshire, and Vermont there are many living alone after having worn out three or four wives—women who have had to draw water from a well into a bucket on the end of a rope, and to chop wood to keep from freezing in winter, and in many cases these women haven't had the proper food and clothing. The milk is sold, so there is not enough for their own use, and the eggs are sold to get a little sugar, tea, or tobacco. Cream, butter, and eggs on the farm is an old saying handed down from the 'good old time.' There is nothing very plentiful except the good fresh air, and without it there would be a greater mortality. The wives of the farmers have no conveniences compared with what their husbands have to make things easier, and they are, as a rule, some of the best women in the world, patient and enduring, and have sent recruits to the city for generations to supply strength and energy to keep the city grinding. The wives of the most prosperous farmers are not much better off in some respects as they have more responsibility and more to work for and in many cases no assistance unless they are sick or about to die. This is partly their fault for enduring such conditions for generations."

MASSACHUSETTS.

"I have known of a number of cases where a man having been brought up on a farm and afterwards having lived a period of years in the city has returned to the farm with his wife, and it seems never to have occurred to him that his wife needed any more conveniences than his mother did, even though she was born and always lived in the city. I would work to have a law passed whereby no man should be allowed to own a farm unless he would provide for his wife as well as he did for his stock—plenty of water, and easy to get, good drainage, and other sanitary conditions about the farmhouse which go to make life healthy and comfortable."

"The farm woman has been neglected, partly on account of failure to educate the farmer up to the point where he regards his wife as an important factor and the first, not the last, to be considered."

¹ Farmers' Bulletin 593, "How to Use Farm Credit." Farmers' Bulletin 572, "A System of Farm Cost Accounting."

² B. P. I. Circular 128, "Some Profitable and Unprofitable Farms in New Hampshire." Price, 5 cents. *B. P. I. Circular 75, "Agricultural Survey of Four Townships in Southern New Hampshire." Price, 5 cents.

* Obtainable only by sending the price noted, in currency or money order (stamps not accepted), to the Superintendent of Documents, Government Printing Office, Washington, D. C.

NEW YORK.

Three women, as a committee, send a letter suggesting: "That the farmer be educated and urged to provide for the housewife the modern and labor-saving conveniences. For too long has the housewife been the one to make sacrifices in this direction."

"On account of limited means, a great many farmers think they can not afford to purchase labor-saving devices, such as improved power for washing machines, hot and cold water systems with bath and toilet, and rearrange the house at an expense of from one to two hundred dollars when such arrangement would mean the saving of a great amount of steps for the housewife. Yet they will pay out enough in the course of a year to hired help, which is both scarce and unsatisfactory, to buy them some of these improvements and at the end of the year have nothing to show for it."

"The farm man has labor-saving agricultural implements, while the farm woman takes a thousand unnecessary steps which might be avoided by the introduction of modern improvements in the kitchen. She has no time to devote to society or literature no matter how hard her feminine nature may cry out for them. She must stay on the treadmill of the farm. The years come and go until time, toil, and discontent leave their indelible marks upon her, and her daughters, growing up, shun the farm as they would a pestilence. In time a different farm woman comes—a foreigner, working in the furrow or the kitchen, dumb to all alike. Do you not think the one place to settle this question is right there on the farm, and the most important factor is the farm man himself? This question opens up a broad avenue for discussion which may eventually result in adding much not only to the farm women but to the farm man."

PENNSYLVANIA.

A man: "The cause of most of the neglect of farmers' wives is the country and village store—the way they are conducted. The greater part of our country and village stores keep open from 7 a. m. until 11 p. m. every day, and they allow every man and boy that wants to loaf there to stay just as long as they want to. The result is that a majority of the farmers spend their evenings and wet days loafing at these stores and leave the women to get in their coal, wood, and water, and in many cases tend to the chores and the children. If they fail to do it or complain, in many cases they are given a cursing for it. I charge the country and village stores with being a nuisance on three charges: On account of the abominable loafing system which they tolerate. As a rule there is no restriction as to the kind of language that is used. I know for a fact that farmers will oftentimes go to these stores in a hurry for something that is needed in the home very badly and when they get there they will meet some chum and spend the whole day and leave the women to get along as best they can. The same thing is true of the boys. In many cases boys from good homes get into the habit of running to the stores, get into bad company, leave school and the farm and in a short time are wrecks and never amount to anything that is good."

A man: "The women do not get a fair deal in partnership, so we find the present woman movement on the farm is toward a higher plane than economy alone. It is the demand for happiness, ease, and the fruits of progress in the house as well as out of it."

OHIO.

"The old-fashioned farmer who works 15 hours a day by main force is the one who makes the hardship on the woman of the farm, and if you can show him that the same work can be done in 10 hours with new machinery and methods I think you will have accomplished a great good for the women of the farm."

"Continue earnestly and zealously in your efforts for the elevation and uplift of the farmer himself and ours will naturally follow."

INDIANA.

"By bulletins and speakers direct to men make them see that the woman must have money and have it when she needs it in order to carry on her work economically, for the average farmer is prone to build up a business instead of a home."

A man (physician): "Women seem to have a general complaint of their husbands having all kinds of modern machinery to do their work but women are left to do theirs in the same old way. The prices of household machinery are beyond the reach of a majority of farmers. Many are afraid to purchase because of their inability to use them or manipulate them. I feel that one thing which keeps a great many farmers from using many of the improvements on the farm is the money system. A farmer has to pay 6 per cent interest on a small investment and in order to get them (the improvements) he has to give his note with some neighbor for security or first mortgage on his farm. Then he is taxed to the article's full value."¹

"Let us begin at the fountain head by getting the farm man interested and willing to lighten the burdens of the farm woman. Let her first have a good boy or young man to milk the cows, do the gardening, chop wood, and carry water, and do all the other heavy work. Then let us put in a simple but good water system and heating system and a light plant, a good gas engine to pump the water, wash the clothes, saw the wood, etc. Until the farmer himself gets interested, we need expect no improvements for her."

"The vast majority of women, if they find it necessary to do the rough man's work, persuade their husbands to leave the country and take their families to the city, where the woman can find more congenial work. Farm papers encourage the woman doing this rough work and sometimes when there is a big rush of work she feels like it is a duty to help. After she starts it she usually finds it hard to quit it. Then her home is neglected while she is doing rough work, and women of refinement get disgusted and quit for the city."

ILLINOIS.

"Many farm women have no tools with which to work. If a new tool or machine is needed out of doors the money goes for them and the housemother gets along the best she can. Perhaps this is because there is a lack of appreciation of the real needs of the housemother. In sending out suggestions as to improved methods of out-of-doors farm work it might be a benefit to emphasize the need of improved methods and machinery for the indoor work as well."

MICHIGAN.

"A man should be taught to encourage the wife. If she works hard, let her know he appreciates it; and when she gets a pretty hat or dress, let her know he admires it. A man could do many things to help the women in many ways, so I would say teach the men."

"If there is one place where the American farmer excels it is in getting the utmost out of his wife and family. He will not cooperate, but the combined work of self, wife, and family produces a living that another man earns for himself and his family. When you see that same farmer's wife washing filthy towels after the baths of those dirty hired men, you must decide that no one who realizes the value of human brain and human labor could so misuse and misapply it. The trouble with the farm woman to-day is briefly this: She is not boss of her own job. The farm and home, the business and home are too near together for the man to tend to the business and leave the direction of the home to the woman. Woman's natural place is in the home, but the farmer is so close to the home, the demands of the business are insistent and the farmer so needing help that he just naturally assumes control of all. On the farm she is the partner in the expenses of the farm. She is the partner when it comes to picking berries, cucumbers, etc., and the farmer doesn't pretend to grow stuff for the cannery unless he has a wife and children who can do the picking, etc. He can not afford to hire it done.

¹ Farmers' Bulletin 593, "How to Use Farm Credit."

"The woman would not mind the work so much if she were working for something she needed or wanted, but when the hard-earned chicken money saved little by little goes to buy farm seed, pay the hired men or pay for fertilizer, it is what wears her out. The farm man will cheerfully purchase what he thinks she needs, but he is a man and has a man's viewpoint. The farm man may be the best man in the world, but no man on earth can see a home maker's job from a woman's standpoint. A man can not be a housekeeper or home maker, especially a man who is working with broad outdoor things. He can not see the need of time given to cleaning, etc. To his mind the house doesn't need the care that a woman feels important.

"Self-expression is the longing of every human heart, and a person who does not so express himself is a failure and life is a disappointment. The farmer expresses himself in the farm. You see many a farm where there is a cement floor in the barn to which he will point with pride—the cellar in the house awful. A sheep dip, but no bathtub; a fine buggy and a poor baby carriage. The farm woman is essentially a home maker because she is a woman. Any farm woman who had simply her own housework to do with even some little chance to earn to buy the little things which she, not her husband, considers necessary, some little time to do the fancy work to decorate her home, some little choice about the expenditure of money, would be much more contented and happy. On many farms a hundred dollars in cash are not spent in the home in a year.

"If the woman's brain can be used for the less strenuous labor of doing the banking and her strength for the lighter work, all well and good, it is what should be; but many a woman is bending over the washtub while her husband drives to town for a pound of nails. The men mean all right, but they are nearer to the primitive man than any other class of people in the world, and community opinion affects them least. You can't teach them by lectures, because you can't reach them; but if a man felt that he was judged by his home rather than his farm—by his wife's appearance rather than his driving horse, the farm woman would not to-day be overworked."

"We think these conditions (absence of labor-saving devices) exist not because the men are selfish or indifferent, but because they do not realize how much time and strength these modern conveniences would save her."

IOWA.

"The farm woman is less independent of her men folks than her sister in town. She is not only overworked, but her husband, if he so wills, can keep her from all forms of social, religious, and intellectual activity and progress. Even if the husband or father is well disposed, her going about usually depends upon whether or not she can 'have a horse.' Really good men often grow thoughtless and indifferent. A town woman, in spite of unhappy domestic relations or restricted means, may lead a fairly happy and useful life, while the farm woman is thrown back upon herself and is dwarfed mentally and spiritually."

"If you could arouse our husbands to assist in making our surroundings more comfortable and homey—but our men are so busy from early morning until late that there seems no time to clean out the tangles of an orchard or grove."

MISSOURI.

"I had your letter read at three different women's organizations. The subject was discussed. A majority of the women had lived on farms, so they gave different reasons—some said the men needed to be educated up, as so many thought woman's work didn't amount to much, consequently has no commercial valuation, so didn't think to put the modern improvements into their homes."

"It seems to me that after all it is just according to the man we live with."

SOUTHEASTERN QUARTER.

MARYLAND.

"The best way to help the farm woman is to educate the farmer's wife's husband to the point where he can see that in every respect on the farm she needs equal rights. If a silo will help to reduce his labor, a vacuum cleaner will

do likewise for her. If the stock at the barn need a good water system to help them grow, the stock in the house needs it too, and needs it warm for baths. A series of leaflets should be published that will clearly and convincingly prove this to both husband and wife. You will find it almost impossible to teach the older people, but go to work on the young folks about to be married and on the children in the schools."

"On truck farms during scarcity of labor the housewives' duties are multiplied; vegetables are to be gotten in shape for market, and we are supposed to lend a hand in this. Next in order is fruit drying and preserving—very often we have the slowest methods in handling these by-products. 'Who is going to hull all those lima beans?' (a slow process at best). Last year with no outside help, he exclaimed, 'I'll be blessed if I plant any more than we can use on the farm hereafter.' But when he looked over his accounts he found they paid, and in went another generous crop. 'We'll manage to handle them somehow, anyway.' You can guess who managed to handle them 'anyhow.' I just mention a few particulars with which many farmers' wives are familiar. Now, I think the best service the Department of Agriculture can render to the women of the farm is to get the men interested in our work to the extent that they will realize our duties and burdens, and if they are true in their love and affection they may help to lighten our burdens with mechanical devices so that we can render larger services and more without the present wear and tear of our constitution and strength."

"I believe that most of the women's hard lot on the farm comes from long-established customs in rural districts and thoughtlessness on the part of farmers more than from any other source. The average farmer's wife raises a large family, does the housework, cooks for several men, washes, irons, and, in many instances, milks several cows, makes butter, etc. All these without any of the modern conveniences that the houses in the city usually have. The water has to be pumped and carried from wells that were dug with reference to convenience for stock and barns rather than for the family and house. I know of just such conditions as the above to exist on hundreds of fine farms. I believe if the department could educate farmers to think of improvements for their homes the lot of women could be made much easier."

VIRGINIA.

"First and above all, educate the men to the needs of the women; then, or at the same time, teach the women what they need in up-to-date kitchen and household helps."

"It is the women's own fault if they are imposed on, for nine men out of every ten I know would give their wives money if they knew how to spend it to advantage, and if they would work. I am afraid I may be a poor judge, as I get nearly everything I need. If I don't get it one year I keep on until I do, and I don't think I am a very nagging woman."

NORTH CAROLINA.

"Has the woman of the rural districts been neglected by the National Department of Agriculture, or has she been neglected by her unintentionally thoughtless husband, who has not yet realized that the woman's sphere extends any farther than the washpot, milking cows, feeding pigs, cooking, working in the fields, with only short and frequent pauses in which to give birth to hopelessly neglected little ones? Not all deserve this description, but the pitiful many. My solicitation is that the men be induced to lighten the burdens of the weaker sex, and encourage them to read agricultural and other papers, thus preparing herself to be of more social and commercial help to her husband. Her mental horizon would be broadened. She needs to be as capable of discussing with her husband the agricultural problems as his masculine neighbor. Thus she would build for herself a fortress behind which to control matters if Providence should place upon her life's task with children to care for. I believe this is a transition age with many in the rural districts, and I hope for a marvelous change in the next generation."

"That which would help them most in my estimation and what would be the most help to the Nation at large would be to educate the ignorant farm men

out of the notion of making mere slaves out of their wives and daughters. In the country where the air, water, and surroundings should be so conducive to the very best healthful conditions and where most of our Presidents and greatest statesmen are born, there are thousands of little children brought into this world from honest, well-meaning parents, who are nervous weaklings from the one cause that the mother has had to work so extremely hard when she should have had pleasant surroundings and only enough work for what exercise she needed. Instead of that she has, in the great majority of cases, been goaded on to working like a drudge or slave by her ignorant, thoughtless husband, who has always seen his own mother work very hard and thinks that is what countrywomen are for (simply to be slaves); at any rate, that is the way most of them act. Of course, it is a well-known fact among educated people who have given the subject any consideration at all that when a woman performs hard labor, lifts heavy weights, or overtires herself in any manner before the birth of a child she is shamefully robbing the unborn infant of strength. A great many in this State do men's work in the fields besides their housework, including washing and scrubbing. They are doing this terrible wrong unknowingly, because they do not realize that they are endangering the life and happiness and sometimes the mental and moral nature of their own children.¹ Think of how much more important are the lives of the coming generation to this Nation of ours when compared to the raising of hogs, cattle, or any other things raised on the farm."

GEORGIA.

"Help us to gain the cooperation of the husbands and sons. Get out a Government bulletin on "The Care of the Wives and Daughters" to be sent out along with the stock bulletins or poultry circulars."

A man: "For 15 years the condition of the farm woman living in the cabins has been on my mind on my trips and rambles in this section of the country. I do not know of any life that is harder, more work, slavery, few comforts, and little pleasure. All the housework, cooking, washing, milking, and gardening—if any is done—besides raising a family of 5 to 10 children. For the past few years, I am glad to say, a gradual change for the better has set in. This is caused by schools."

"The chief thing that she needs is the sympathy and consideration of her husband. Her condition can be but little better until these are aroused. Most of the women do their own washing, ironing, cooking, and dish washing in the same old way their great-grandmothers did 75 years ago, with never a thought of vacuum cleaners, washing machines, or kitchen sinks. Even the ones a little more enlightened can never make their husbands understand, because 'their mothers did all the work for 8 or 10 children, and they did not have these things,' while these same husbands have so many of the improved farm tools. Until the women are awakened to their own needs and the interests and sympathies of the husbands are aroused, their condition will remain the same."

WEST VIRGINIA.

"The majority of the men folks are not very liberal toward the woman folks of the farms. They buy machinery for the farm while the women are allowed to carry the water and supply the wood."

"The enlightenment of the farm husband to look upon his home in a scientific way the same as he does his farm, by means of (a) the rural press, (b) extension work of colleges, (c) agricultural addresses, (d) bulletins."

A man: "I allow my wife a voice in all my business, and she takes as much interest in business affairs as myself. I believe that all women would be so if not kept down as slaves."

KENTUCKY.

"Is there any rule by which an otherwise good husband can be made to see the importance of neatness both inside and outside of the home, more especially as to gates and fences?"

¹ See Appendix E, "Prenatal Care."

TENNESSEE.

"Educate the farm husband. It lies in his exclusive power to make life endurable or the reverse for his wife. Tell him to make her a business partner and allow her a definite income of her own. It may be only what she earns or produces outside of regular work, as from poultry, butter, or berries. If only a dollar a week and her very own it would bring more happiness than is faintly dreamed in your philosophy. If she wishes it, allow her to reign undisputed over house and yard. Don't pasture calves in her beloved rosebushes, nor plant a circle of peach trees around her pet magnolias. In short, advise the farmer to rotate interests as well as crops, not consulting his own wishes all the time. Happy women make better homes and rear finer offspring. The farmers' wives work too hard, but they could stand that if they received just treatment from their husbands, including the fruits of labor."

MISSISSIPPI.

A man transmits suggestions from members of The Peripatetics (a woman's club): "After the freedom of the slaves and the desolation of the country by war, it became necessary for everybody to work, the women as well as the men, in order that broken fortunes might be reestablished and new ones created. This was a slow process, requiring so much time that the men in the country became thoroughly accustomed to the idea and habit of having the women continue to work as in the former days of direst necessity. They have been slow to realize that conditions are such as to justify or warrant a change, although many improved agricultural implements have been invented and are rapidly being introduced throughout the country and coming into very general use. The men have been quick to seize those things which help to lighten the burdens and difficulties of farm work, but they have failed to see, in many instances, that the woman who toils day in and day out and whose work is never done has any appliances installed in the kitchen to make it more attractive or her duties and work less burdensome."

ARKANSAS.

"The men should exchange places with their wives awhile when that is possible for them to do—or at least try such an experiment for a little while."

"So far as I can see there is nothing the department can do to help unless it can arouse the men in this section to the fact that the women want a few things done around the house. They would like to have the yard look neat and the garden worked when it is necessary, etc. It has always seemed that the things around the house were left undone if anything could be found to do on the place."

NORTHWESTERN QUARTER.

NEBRASKA.

A man: "Another great help to the farm woman, which would not require financial expenditure, would be for the men to be punctual in returning from the fields, so as to have their meals at a regular time, so that the women would not need to keep the meals waiting, and so that in the evening they would have a little time for their own recreation after the supper dishes have been cleared away."

KANSAS.

"I think the campaign should be educational. Teach the farmer that as he takes advantage of all the newest labor-saving machines, so he should provide for his wife; that as he enjoys many things his father did not, so he should try to provide better for his children, especially educationally; that his wife needs a broader social outlook than satisfied his mother, and time for self-culture and recreation, which isn't possible under the old system. Her labor must be lightened, her children educated, and her starved soul and mind fed before the modern farm woman will be content with her lot."

"Can you not convince every farmer that it is a paying thing to keep a brisk and gentle pony extra for driving so the wife may tuck in the babies and go,

feeling safe, without stopping a work team for her outing or being bothered by the old mare's colt, along or left behind, or some superannuated plow nag which can not get out of a walk?"

"I can not suggest anything—unless it would be to set some influence on foot to educate farmers to the thought of the necessity of providing for the spiritual and mental as well as the bodily needs of his family. All work and no play causes the boys and girls to leave the farm."

"Make it illegal for a man to make his wife work like a slave to cook for from 2 to 10 regular workmen."¹

"In many homes, life on the farms is a somewhat one-sided affair. Many times the spare money above living expenses is expended on costly machinery and farm implements to make the farmer's work lighter; on more land where there is already a sufficiency; on expensive horses and cattle and new outbuildings; while little or nothing is done for home improvement and no provision made for the comfort and convenience of the women in the family."

"As long as the man keeps hold of the big end of the telescope in viewing his wife's work, he will be inclined to belittle her efforts to promote the general welfare. In taking the 1910 census the Census Bureau failed to find a name that would include cook, waitress, dishwasher, dairy maid, seamstress, laundress, and baby tender, and so they assigned 'no occupation' to the farmer's wife."

WYOMING.

"I think the woman is not allowed the means to do with, as the man thinks everything on the farm is his and for him to use as he pleases, and the busy housewife can get along with any old thing as long as she lives, and a fine monument at the grave is enough for her."

COLORADO.

"It is far from me to criticize the farm men; they are victims of the farm conditions, also, but it is true just the same that not one farmer in 100 watches his wife to see if she is overworking as he does his horses."

IDAHO.

"Help to impress the man with the value of social, esthetic, and religious culture."

A woman (superintendent of public instruction) writes: "The work of the women on the farm is not directly a money-producing but a money-saving work; consequently the devices for lessening her work and increasing its efficiency and for saving her physical, mental, and spiritual strength are not considered necessary until the bloom has faded from her cheek and she is broken in health. One of the first things that should be done is to induce the farmer to procure labor-saving devices for the houses as well as for the field."

UTAH.

A man: "The farmer works his men irregularly, especially on small farms, so his wife has no regular hours to serve her meals. Her part of the dairy is generally very untidy, and she has to do work that no woman should be expected to do. See to it that the man of the house will come to his meals at a regular hour. If he quits his field work at 6 o'clock he might just as well have his evening meal at 6.30, then do his chores, as to do his chores and eat his meal at 8 or 9 o'clock as most farmers do. A woman should have a chance to get her evening work done in time to have from one to three hours before retiring. Most men are very tardy in making women's work handy for them."

WASHINGTON.

"As a man and his wife are supposed to be partners, I would suggest some laws made whereby she can have some part of the income taken in (especially

¹Yearbook Separate 567. "Seasonal Distribution of Labor on the Farm." Price, 5 cents. Farmers' Bulletin 614, "A Corn Belt Farming System Which Saves Harvest Labor by Hogging Down Crops."

* Obtainable only by sending the price noted, in currency or money order (stamps not accepted), to the Superintendent of Documents, Government Printing Office, Washington, D. C.

on farms) set apart for her use, for if a man wanted a plow he would not think of asking his wife if he might buy it, while if his wife wants anything for use in the house she can ask and very often be told, 'I can not afford it,' when to her certain knowledge there perhaps has been money spent for unnecessary things that she has had no part in sufficient to cover the cost of the article she needs a great many times over."

OREGON.

"Men as well as women need educating as to the needs of the home life and a proper distribution of time and money.¹ Why can not every home be a sort of stock company and husband and wife and each individual member of the household be trained as to the best way of conducting a successful business or enterprise—that of making a happy and prosperous home life?"

SOUTHWESTERN QUARTER.

TEXAS.

"One farmer's wife suggested that she be allowed a few acres to plant and use as she saw best; that denied her, she asked to be permitted to rent a few acres adjoining upon which she wanted to plant potatoes and use the money from them to buy furniture and have a telephone put in, but he thought she wanted the whole world, and wouldn't allow it. When the children were larger she wanted to teach and visit her father's home, which she had seen only once in 20 years, and that once with her father's money—he told her never to say that she wanted to make money again, 'he married her to be his wife.' Can anyone blame their daughters for wanting to leave the farm?"

"The condition of the farm women of the South is most deplorable. Her liege lord is availing himself of labor-saving appliances such as reaper, binder, thresher, riding plow, gas engines, etc.; while the woman's labor-saving help consists of her sewing and her washing machines. The routine work of the southern farm woman is about as follows: At this time of the year she is up at 5 a. m. preparing the breakfast, often building her own fire; milks the cows, cares for the milk—churns the cream by hand. Puts the house in order, gets the dinner, eats with the family at noon; leaves the house in disorder, goes to the cotton field and picks cotton all the afternoon, often dragging a weight of 60 pounds along the ground. At about sundown she goes to the farmhouse, puts the house in order, washes the dishes left over from the noon meal, prepares the supper—most of the time too tired to eat; gets the children to bed, and falls asleep herself—and so it goes on from day to day. Somehow she finds the time to do the washing and ironing, mending, knitting, and darning between times. If she is under 45 years of age, while all this is going on she is either enceinte or she is nursing a baby. The result is she is weak and frail as a rule. There are a few well-to-do farmers in whose homes we find better conditions, but the above description of conditions applies to negroes, to white tenants, and to the young farmers who are trying to build their homes. Get statistics of the sale of farm implements and the sales of nostrums for the cure of the ills of women and you will ascertain the relative condition of the farmers and their wives in the South. I call your attention to another deplorable fact; the young girls on the farm do outdoor work and are exposed to changes of the weather at times when they ought to be at rest, and carefully guarded as to their health. Often around the age of puberty their health is everlastingly ruined. I have in mind a case: A girl 18 years old married a farm tenant. She did all the things I have described and was the mother of 7 children during the 11 years of her married life. Four of these children are dead. The three living are frail of body and weak of mind. The mother is at this writing crazy as a loon. Do you wonder! In neither branch of her family is there any insanity. Simply killed by work and worry. That's her story."

¹Yearbook Separate 567, "Seasonal Distribution of Labor on the Farm." Price, 5 cents. Farmers' Bulletin 614, "A Corn Belt Farming System Which Saves Harvest Labor by Hogging Down Crops."

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NEW MEXICO.

"In a great many instances the husbands and fathers are at fault for the hardships that the women have to contend with. But if she was better educated in this line herself, she would be more able to show where and how she was being imposed upon by the coarser sex and would be in condition to better her own condition herself."

DESIRE FOR FINANCIAL RECOGNITION OF WOMAN'S WORK ON THE FARM.

Writers representing 46 of the States took the position in their letters that woman's work on the farm is not recognized as an important factor in farm production and farm profit. Many expressed the belief that although the home and farm are really a part of the same business the man does not feel that his wife as a worker is entitled to a share of the cash secured by the general farm operations. Some say that the women do not have the actual handling of the profits resulting from their own specialized work with chickens, in the garden, or in the handling of milk and butter. Several state that there should be some definite system of division of income, and urge that if they had the spending of the money they would use it for improvement of their homes and the installation of drudgery-saving devices.

The following are extracts from a number of these letters:

NORTHEASTERN QUARTER.

NEW YORK.

A New York woman writes that she submitted the letter to the members of a church society, and that "all agree that the first need of the rural wife is a stated income. We feel that a certain per cent of the farm income should go to the wife and that thereby most of the unpleasant features would be removed. This would enable her to install up-to-date labor-saving devices of her own liking and obtain clothes when needed, thereby saving the humiliation of asking for the money we have earned but don't get. I have observed during my 30 years of life on a farm that wives have the handling of very little money and are often embarrassed because they are either obliged to ask for it or don't have it at all. The average farm woman in these times when no help is to be had has little time to make a business of raising poultry or anything else to secure an income, for we are already overtaxed with the necessary work of taking care of our families and the help on the farm. The farm woman is about the only individual we know of who earns an income and doesn't get it."

"If there were more broad-minded men that would give their wives a chance to carry a little money and have a bank account, I think it would give the women more courage."

"Sensible labor laws which would make the compensation of women commensurate with the work done and ability manifested would tend to give more help in the farm home. The farm women in this community do not need information so much as they need fair remuneration for their labor, and increased farm profits will do this."

INDIANA.

"There is one thing I think causes farmers' wives to be unhappy. The wife naturally feels that she helps to make the income, but she has no claim to anything. I have always thought there should be a law requiring the husband to divide the whole income with his wife so she and her children would be sure of their rights under any conditions."

IOWA.

A man: "Your interest in the condition of women on the farms is something new. The woman has never been considered in making up a profit and loss account; has worked for her board and clothes until her lot became so undesirable that girls left the farm for something better, and often got something worse. Should farming ever become as profitable as other occupations, boys and girls will stay. Ninety-five per cent of farmers have only made a living and taxes, except the rise in value of their land, and they haven't sold the land; so the women still work and save, hoping for a luxurious home in the world to come."

A woman writes that she would like to have some work that she could do in the winter, "such as addressing envelopes or some such employment which would give a little pin money which I could spend for different articles which would make housework easier, such as a fireless cooker, vacuum cleaner, gasoline lamp, etc., which you feel you can not afford to buy out of the general fund. You, of course, know that no allowance is ever made for the wife of the farmer. So if some work of this kind could be set aside, I am sure farmers' wives would take hold of it and in time find her household supplied with many labor-saving devices which otherwise she could never expect to possess."

MISSOURI.

"Put a bill before Congress to allow the farmer's wife \$1 per day for her own money, to be used by her for her own expenses."

SOUTHEASTERN QUARTER.

VIRGINIA.

"Some of our rural or farm girls have to seek employment in the homes of the rich as servants or kitchen girls, and their lots are certainly hard ones. In some places, servant girls get from 75 cents to \$1.50 per week. This is hardly sufficient to keep soul and body together. They work from 12 to 16 hours per day. There is some State or national legislation needed very badly in regard to our servant or kitchen girls."

GEORGIA.

"The department might help by aiding farmers' wives in securing a miniature farm separate from the farm of their husbands, so that they may receive the revenue therefrom independent of their husbands or his landlord. This farm or patch of land might be limited to one acre or thereabouts and kept planted in cotton or any other valuable crop. To encourage this the Government might furnish them a stipulated amount of fertilizer gratis, or other aid which might be practical."

FLORIDA.

"The farmers' wives could sometimes remedy things for themselves if they had any money of their own; had a right to make any money and a right to keep or spend it.

"The second thing I believe necessary is a farm-woman's exchange under Federal auspices, with a banking department in it where a farm woman can not only find the best means to sell and prices for her own products, but place the proceeds 'in bank' without their being subject to her husband's suggestions. This may sound pretty severe, but severe measures are often necessary, and I think this is a case in point. A farmer's wife is naturally generous. She wants to help her husband, but so many times, if her husband knows she has made any money, he claims it or makes his wife feel she ought to spend it upon farm expenses, until she is virtually forced into it. But if farmers know that the Federal authorities felt that women had a right to sell their own products and felt their wives were accumulating a little money which they (the husbands) could not touch, strangely enough it would only give their wives some value in their eyes. Farmers generally respect a woman with a little money, even their own wives. I would make this exchange a place where it would be possible for women to borrow money. Farm women can do marvels with

very little money, and are conscientious about handling it; but most of them can't help themselves now because, even could they borrow, their husbands would have a right to the disposal of it."¹

"The farm man should be encouraged to allow the wife and boys and girls to handle some of the money that comes from care of chickens, pigs, etc., and the potato and corn patch, thereby not driving them from home to have a few dollars in their own rights. This state of affairs drives the larger part of our boys and girls to the cities, where they are lost, in many cases. The farm must be made attractive to our young people, and thereby our mothers' burdens are made lighter."

TENNESSEE.

"I think if the farmers would give mothers and daughters a better chance on the farm—that is, to let them have cows, chickens, and turkeys to make some pocket change—the girls would stay at home much longer and be better satisfied, and would enjoy life much better than to go to some city to find employment."

A man: "When a woman raises chickens, turkeys, milks cows, sells garden truck all the year, and buys coffee, meat, flour, etc., it looks like she is doing nothing for herself or the family, says the man. He should let her have her bank account, and let her spend her own money just as she wishes. Man does as he wishes. My wife has her chickens and turkeys, 5 or 6 pigs, from 7 to 10 cows, has a garden, runs her own bank account, dresses herself, two hired girls, and one child, furnishes the table with things farmers buy, and always has money left. A woman on a farm is only a secondary matter with many farmers. They do not put enough value on them. Every year my wife has over \$100 more than she uses. A woman is too little a thing with many farmers."

NORTHWESTERN QUARTER.

NEBRASKA.

A man: "In general, I believe that the men are not giving the women much credit for the proportion which they are doing to promote the interests of the home, and they are often made to feel more as a slave than a partner to the estate. They should be given a portion of the income, so as not to be forced to beg for every cent which they may need."

KANSAS.

"Our kitchen work at best consumes long hours. We should have an outlook on the shade by the river or the stretch of plain beyond. Thrice bereaved is she who, instead of these things of beauty, must face a line of tumble-down buildings, specters of old sheds, the long-forsaken old house, the rickety open countenance of the henhouse, and the clutter of discarded machinery. One thing more, perhaps the most far-reaching of our hardships, the hardest to reform: It is not the lack of cosmetics that ages us women of the farm before our time. It is the inanition of the treadmill, the life of hard, incessant labor without reward. The wife has no definite share of her husband's income. She is the steward of riches, the actual possessor of none. Moneyless she can project nothing. She gives up, loses her individuality, grows dull. Could every farmer's wife receive the wages of an ordinary hired girl for her very own it would open her eyes to new vistas of accomplishment. It would remove the first cause of half the divorce proceedings instituted by women. It would stop the hegira from the country to town. It would put a new light in the farm home and wing our feet with hopeful joy. Help us to get it from the farm. Preach the world over that this long-neglected laborer is worthy of her hire. Help us to get it from the farm; help us to get it from the farmer."

COLORADO.

"The women want a little money to spend as they please, and nearly every farmer's wife would be willing to raise chickens and make butter if she might have the money she can make from her poultry and milk."

¹ Farmers' Bulletin 593, "How to Use Farm Credit."

"What the farmers' wives of the State need is their rights—having their work and its recompense on an equal footing with that of their husbands and sons. To quote an instance, it is the time of the fairs; I picked up a catalogue of one yesterday, and while I found liberal premiums on live stock, and especially on horse racing, in domestic manufactures I found: 'Best display of butter, \$1.50; second best, \$0.75. Best display of homemade cheese, \$0.50; second best, \$0.25. Best display of homemade lard, \$0.50; second best, \$0.25. Best display of biscuits, \$0.75; second best, \$0.40.' And so on down the line, and this is an agricultural fair that paid hundreds of dollars in premiums on motor-cycle races. Now, I say give the farmers' wives at least as much in premiums as the raw product is worth; and this is only one instance; there are many more. Put our work on a level with that of our male competitors and we will be satisfied."

A man, no address: "In my opinion the women of this country have equal rights with the men—all but the working class. For instance, a working girl gets \$20 per month, a Japanese gets \$40, and a Chinaman gets the same wages for doing the same work. If this could be changed it would be a great service to this State."

GAINFUL HANDICRAFTS AND HOME INDUSTRIES.

In connection with many requests for information as to how women can make a greater profit out of home gardens, poultry, and butter making, and the other pin-money occupations of women on the farm, several writers have urged the department to take definite action to teach gainful handicrafts, home industries and industrial arts which will add to their cash intake. This section is of interest when read in connection with the many statements that farm homes are not better equipped with facilities and made more comfortable because the women of the farm rarely have the handling of any satisfactory amount of money.

NORTHEASTERN QUARTER.

NEW JERSEY.

"Methods of earning extra spending money, as from the raising of poultry, flowers, or other plants.¹ It may also be by means of needlework."

INDIANA.

"My idea is that the Government should help us to help ourselves. If you will notice you will see that all the manufacturing that used to be done on the farm has gone to the mills and the young ladies must go to the city to hunt for the employment that they used to find at home. It appears to me that the population on the farms is growing less and less each year. The girls and boys commence leaving home at about 14 years and but very few remain until 18 years old. The older country children used to go to school about 4 months in the winter when the farm work was done, and they went to school until they were 21 or more. The children are now trained with the ideas of the city. They rush to get out early and then leave the country for city employments. The country child generally has enough employment at home to learn to be useful, and does learn to be useful if its teachers have not poisoned its mind against manual labor. The teachers are guilty of doing this both in the country and the city. If the Government would do something to encourage home manufacturing with modern machinery and teach the people to use cheap and small motor powers—if they were only taught to use dog powers and machines with modern improved, good foot powers, I think that the outlook for the country would improve vastly. When the women did home manufacturing they bought the cotton chain, they seemed to think it difficult to make a good chain, and wove the wool in this chain which made the old 'linsey-woolsey' that was made sport of by all city people; even the girl in a cheap calico dress thought herself above the girl in homespun clothes; therefore to start the country people to manufacturing again they must be taught to make

¹ See Appendix A, "Organizing Agricultural Clubs," "Foods and Cooking," and "Canning and Preserving." See Appendix E, publications of Office of Indian Affairs.

goods of finer quality. About 70 years ago linen used to be manufactured in the homes. The Government might also encourage the manufacture of it again. Then if some of the women and men at the head of the Government would wear homespun clothes on some of the great occasions and have the fact well advertised, it would keep the city people from making fun of home-woven cloth, and it is necessary to have all fun making stopped if home manufacturing is to be encouraged."

SOUTHEASTERN QUARTER.

GEORGIA.

A man: "It seems to me that what is needed is some way in which the women can make some money from their work at home. We need in this country a cash market. The stores that handle the produce of our farms won't pay cash. It is all barter."

ALABAMA.

"The greatest need among farmers' wives in this section of country is to establish some way by which they will be enabled to make pin money. In almost every case the farmer's wife is expected to furnish nearly all of the smaller articles of use on the table that can not be raised on the farm, besides buying many of the children's clothes. My opinion is that if the department would organize tomato clubs, bean clubs, or something of that kind we could make a sufficient profit from goods sold not only to enable us to buy those things that are necessary for use but have a margin with which we could beautify our homes, etc."¹

"How to find markets for their needlework, etc."

MISSISSIPPI.

"I think one way to help the farm women is to help them to make money. I believe all women like to earn money. From reports of tomato clubs, the girls have been made happier and better because they can have some of the things they want and are proud they have earned the money for them, and I think the women would be. In this country there are wild plums, grapes, blackberries, dewberries, and crab apples. We can grow apples, peaches, pears, quinces, and figs. If the fruit could be made into jam, jellies, preserves, and canned, and a market found for them, it would mean many dollars for the farm women. A great many vegetables can be grown here. These, too, can be canned."²

"There are so many things that the women and children on the farms could do, if they only knew how to start about it, and could have a little help."

LOUISIANA.

A man: "Arts and occupations for farm women.³ Develop along the line of creating some profit-yielding art, manufacture, or special employment that will utilize spare or whole time. Some plants might be grown, adapted to provide a needed product."

¹ See Appendix A, "Organizing Agricultural Clubs."

² In the canning clubs of the Southern States there were 3,360 girls enrolled in 1913. The 4,202 girls who sent in reports put up 1,032,115 cans of tomatoes and 522,147 cans of other products, worth \$189,420.05. Ten Mississippi girls made a profit of \$868.66 from 10 tenth-acre gardens, at an average cost of \$29.93. The best county record is that of Etowah County, Ala., where 194 girls put up more than 30,000 No. 3 cans of tomatoes, worth at least \$3,600. Clyde Sullivan, of Ousley, Ga., had the best yield recorded in 1913. She produced 5,354 pounds of tomatoes from one-tenth of an acre, and canned 2,254 No. 2's and 212 No. 3's at a profit of \$132.39. Margaret and May Belle Brown, of Mecklenburg County, N. C., on 2 tenth-acre plats, produced and sold vegetables to the value of \$243.86, at a profit of \$214.12.

"This work trains girls to become efficient home makers, to develop the resources of the farm, to improve the quality of country life, and to become economically independent. The girls develop the special fruit and vegetable resources of their sections after they have studied tomatoes carefully for one year and have learned to grow and can them."—*Annual Report, 1914, Bureau of Plant Industry.*

³ Among the interesting and profitable occupations that may well engage the attention of women who live on farms or in suburban localities is the raising of fur-bearing animals, as foxes, minks, skunks, and others, for their fur. Owing to the marked diminution in the supply of wild fur-bearers, the great demand for furs must be met in the future largely by artificial propagation of fur-bearing animals. The department is at present making extensive investigations into this subject and has already issued the following bulletins which may well be consulted: Farmers' Bulletin 328, "Silver Fox Farming;" Farmers' Bulletin 306, "The Muskrat;" Farmers' Bulletin 587, "The Economic Value of North American Skunks."

WOMEN IN CROP REPORTING.

Thirty-nine of the correspondents advanced the idea that women should be used either as crop correspondents for their own special products, such as eggs, poultry, and dairying, or else should be appointed to report on the condition of women in their sections and specific things that the department could do to improve the status of women in their neighborhoods.

A woman writing from Kansas states:

"In the crop reports women's products are sadly neglected. No eggs or butter are reported, two products which on most farms are under the care and management of the housewife. Almost any housewife, interested in the work of your department, would be as much interested in her products as her husband is in the reports on wheat and corn. I would also be interested in reports from your department if more attention were given to poultry."

A woman writes from Nebraska:

"From the housewives of the crop correspondents select two for each State to act as special reporters and give you such information as you may call for and from the data thus secured monthly or quarterly bulletins might be issued and sent to all crop correspondents' families or others upon request. It seems to me that the material thus gathered would be of much interest and profit to the women on the farm and would make an attractive page in our agricultural papers."

Others suggest that women be appointed as regular crop correspondents, and advance the idea that securing crop information would give them reason for visiting other farms, and thus becoming familiar with what their women neighbors are doing. It is suggested also that these women crop reporters could act as agents for telling other women of the publications and work that the department is doing in the farm-woman's field.

A man writing from Kentucky advances the idea that if farm women were given some direct duty in connection with the department, such as reporting on garden products and poultry, they would come into closer touch with its work and disseminate its information among the other women. Others suggest the appointment of women representatives in each county to whom the bulletins of interest to women should be sent.

A woman writing from Oklahoma says:

"A woman who has good judgment and tact should be appointed in each township by the department to gather data concerning vital things pertaining to home life, such as foods, what per cent is furnished by the farm, what from the store; house conveniences, including water supply; the amount of time spent by women and girls in helping with the field work."

FINANCIAL.

LOANS, FARM PRICES, MARKETING, AND LOW RETURNS.

Difficulty in securing money for farm improvements, high rates of interest charged, difficulties in marketing produce, and the small cash return the farmer receives from his investment and labor are the explanations given in many letters for the hard lot of the farm housewife.¹

¹ See Appendix H, "Rural Credits."

Many women write that their husbands are in every way admirable, and are ready and anxious to provide them with facilities and comforts, but simply have not the money to purchase anything beyond the bare necessities of life.¹

Judging from these letters, a large number of farmers at the end of the year have very little cash, and are under the necessity of borrowing money at high rates of interest and on short-term mortgages to provide food for their families, supply fertilizer, and purchase absolutely needed farm implements. Apparently, many of them are living a year ahead of their incomes, and the returns from crops, if good, barely suffice to wipe out the indebtedness or meet interest charges for money borrowed to make the crop.

At the same time, many of the writers erroneously think that a low rate of interest will, in itself, be a solution of all their difficulties. Some have the idea that if only money could be borrowed at 4 or 5 per cent on long time it would be a simple matter to go to the bank, obtain cash, and put it into what might be called nonproductive improvements. It is true that the improvements desired in many cases would greatly lessen the burden on the housewife, but at the same time it is not clear that all of these improvements would add to the cash intake of the farmer. Apparently, these writers have no clear idea of how the principal used for well-deserved comforts is to be met. In this respect they overlooked the principle set forth in Farmer's Bulletin 593, "How To Use Farm Credit," that borrowing is safe and desirable only when the money borrowed is to be used in such a way as to yield a return that will meet principal and interest, and give the borrower an actual profit.

Many of the writers complain that they not only have to pay 10 or 12 per cent for money, but in addition are required to pay a bonus or fee for the negotiation of the loan which, some state, brings their rate of interest up to 25 per cent. A large number of the writers, therefore, plead for the establishment of some financial system whereby the Government will lend money on land mortgage directly to the farmer at 3, 4, or 5 per cent and on long-term paper. Many advocate the lending of this money on the amortization plan, whereby a definite payment each year will discharge all interest and at the same time clear off the principal at the expiration of the mortgage.

Some point out that the inability to secure loans at low rates of interest compels them to sell their crops at once, irrespective of the condition of the markets, and thus makes it impossible for them to

¹ The following titles of publications, as well as those printed as footnotes on subsequent pages, while not in all cases discussing directly questions of credit, do deal with the business and financial management of the farm and methods of increasing net profits: Bureau of Plant Industry Bulletin 259, "What Is Farm Management?" *Bureau of Plant Industry Circular 132, "The Farmers' Income." Price, 5 cents. *Farmers' Bulletin 272, "A Successful Hog and Seed-Corn Farm." Price, 5 cents. *Farmers' Bulletin 280, "A Profitable Tenant Dairy Farm." Price, 5 cents. Farmers' Bulletin 589, "Home-made Silos." Farmers' Bulletin 370, "Replanning a Farm for Profit." Farmers' Bulletin 427, "A System of Tenant Farming and Its Results." Farmers' Bulletin 491, "The Profitable Management of the Small Apple Orchard on the General Farm." Farmers' Bulletin 511, "Farm Bookkeeping." Farmers' Bulletin 572, "A System of Farm Cost Accounting." Farmers' Bulletin 588, "Economic Cattle Feeding in the Corn Belt." Farmers' Bulletin 614, "A Corn-Belt Farming System Which Saves Harvest Labor by Hogging Down Crops." *Department Bulletin 3, "A Normal Day's Work for Various Farm Operations." Price, 10 cents. *Department Bulletin 49, "The Cost of Raising a Dairy Cow." Price, 5 cents. *Yearbook Separate 567, "Seasonal Distribution of Labor on the Farm." Price, 5 cents. Department Bulletin 41, "A Farm Management Survey of Three Representative Counties in Indiana, Illinois, and Iowa." Yearbook Separate 617, "Factors of Efficiency in Farming."

² Farmers' Bulletin 593, "How to Use Farm Credit."

* Obtainable only by sending the price noted, in currency or money order (stamps not accepted), to the Superintendent of Documents, Government Printing Office, Washington, D. C.

hold their grain for better prices.² Coupled with this complaint is a very general feeling on the part of farm women and men that the producer is not getting his fair share of the prices which the consumer ultimately pays for agricultural produce. Several assert that the farmer gets but 30 cents out of the dollar that the consumer pays, and that this percentage, in view of the increasing cost of labor, fertilizers, farm machinery, clothing, and such food as he has to buy from the stores, leaves him a very insufficient return in wages, and frequently no profit at all on his actual investment.

Several writers urge the establishment of State or Federal cold-storage warehouses, or community storage houses at shipping points, which will enable the farmer to hold his produce or ship it better, without giving what he considers an undue share to the local commission merchants.

Others complain that they have to sell for what the dealer cares to give, and then are forced to buy their necessities on credit or otherwise for whatever the merchant cares to charge. Some assert that attempts to buy necessities in distant markets is defeated because the distant merchants will not use the parcel post, in spite of requests, and instead ship by express. This makes it necessary for the farmer to go to the express office to get his goods, instead of having them delivered by the rural carrier at the farm or the nearest crossroad.

Many, therefore, petition the department to develop an Office of Markets that will bring about more direct dealing between the producer and the consumer, either through the medium of the parcel post or other agencies. The comments on the parcel post, it must be remembered, were written before the modifications in the zones, weight limit of packages, and rates were made.

Throughout these letters there is a very significant note of dissatisfaction at the difference between the prices the farmers receive and the retail prices for their produce in the nearest city. Women particularly complain that they get only 13 cents a dozen for eggs in certain sections, when eggs at the nearest store retail at nearly twice that amount.

RURAL CREDITS.¹

NORTHEASTERN QUARTER.

NEW HAMPSHIRE.

"To encourage farming in all its branches, this Government should loan to the farmer money at a low rate of interest. Some foreign countries already do so. A little capital might start the farmer's wife in the poultry business, for which she seems so well adapted."

VERMONT.

"Here in Vermont no matter how much anyone owes, they must pay tax on all in their possession, while the man who lets them have the money gets his interest and does not have any taxes. So, of course, young people feel they can not buy a farm and run in debt for it, because they can rent in the village for less than their taxes would be on the farm."

MASSACHUSETTS.

A man: "I tried to get my wife to answer the letter, but she says the only thing she feels the need of is a little more money and a little less worry, and

¹ The department has been making a study of rural credits in the United States during the past year and is now giving special attention under the rural organization project of the Office of Markets and Rural Organization to organization work among farmers for the improvement of farm credit and for improved connections with sources of farm capital.

she does not see how you can help her. We have endeavored to get as many conveniences as we can on the farm. As she intimates, the problem is to make our income keep pace with our outgo."

CONNECTICUT.

"Ours is a dairying section, yet when we tried to combine to get a living price for our milk our Government stepped in and indicted our secretary for conspiring to restrain trade; therefore, we are selling milk—our own agricultural college tells us it costs us 5 cents a quart to produce—for from $3\frac{1}{4}$ to $4\frac{1}{2}$ cents a quart. The farms that we inherited from our fathers, that have been in the family in many instances since the State was settled, are passing into the hands of Russians. At this rate, five years from now will see the eastern part of Connecticut from the Sound up to Willimantic, if not farther, more foreign than American. Help to be effective must come immediately to do much good. Make it possible for my husband and sons to stay in the home and work on the farm, which has been in my family for generations, and I will manage to do my housework without any governmental help. I only need the money my husband and sons could earn easily in the city if we did not love our home, and to this love we are sacrificing everything else. You sent me a personal letter; I therefore reply in a personal way. Better mail service, better roads, better schools, more congenial neighbors, better returns for our labor. If we were prospering financially we could take care of the last four of these ourselves."¹

NEW YORK.

"Interest robs the farm woman of much. The amount of interest paid on farm mortgages would form a pension fund that would care for a great many women for a great many years. Government loans on real estate have been advocated; that is, I suppose, that the Government loan money for the purchase of real estate, at a lesser interest. I don't understand how this could be done, and will leave it for others to work out. An article I read a short time since said that the farm woman was to blame for her condition, that she began by giving up all of her needs and wishes that the farmer might purchase costly machinery, etc., but how can she avoid this? The machinery must be had and it is costly. Whoever can make it less costly will benefit the farm woman, for this certainly is another thing that deprives her of much that is dear to her, much that her town sister would consider essential. Taxes for roads we don't get, for a canal we never use, for the folly and graft, and the investigation of folly and graft, and for investigation of investigators. The present-day conditions are not as bad as I have known. We have the rural mail delivery, the parcel post, and the telephone, but we have so little pay for our hard labor. We never have a vacation; we can't afford it. We don't have nice clothes; we can't afford them. Work out the remedy if you can. I will do anything to help."²

"As far as my experience and observation go, I assert that the best way would be to eliminate taxation, and finance the farmer who really needs it and is trying to improve his condition and his farm. Put the taxes upon the rich man, the millionaire, the woman who wears diamonds and velvets, and give us poor farmers' wives a chance to buy a 'best dress' a few times in our lives, so that we will not be ashamed to go into company or be seen on the streets. Taxes and interest are our undoing. They must be paid, and we are obliged to deny ourselves even the comforts of life to meet them."

A man: "My best judgment is that if you will legislate to help the farmer he will take care of the women. Legislate to keep down some of the taxes and seeing our money almost thrown away on public highways where we are not getting \$0.50 for \$1.50 expended."

¹ Farmers' Bulletin 355, "A Successful Poultry and Dairy Farm." *Farmers' Bulletin 280, "A Profitable Tenant Dairy Farm." Price, 5 cents.

² Farmers' Bulletin 365, "Farm Management in Northern Potato Growing Sections." Farmers' Bulletin 454, "A Successful New York Farm." *Department Bulletin 130, "Operating Costs of a Well Established New York Apple Orchard." Price, 5 cents. Department Bulletin 32, "An Example of Successful Farm Management in Southern New York."

³ Obtainable only by sending the price noted, in currency or money order (stamps not accepted), to the Superintendent of Documents, Government Printing Office, Washington, D. C.

"I read your letter at a meeting of our Sunshine Society and asked the ladies present what in their opinion would help and benefit us most. The answer came with one accord: *More money*. And there you have the answer as to what we need the most. If there was some way by which the farmers could borrow money at a low rate of interest where they are paying for their farms or making necessary improvements it would be a great help to them. I understand that banks require a higher rate of interest on money loaned to farmers than to people engaged in other business."

"When taxes and interest take much or all of the surplus from small or unproductive farms, how can home comforts be provided? A poorly clad woman in a shabby home can not be happy. Perhaps the Empire State can never afford money to help build up the farms of her worthy poor, but such money is needed. If the farmer can not buy seed or necessary fertilizer to increase his farm value and income, how can his condition be improved? Certainly not by taxing him to help pay for an expert agriculturist whose time is spent aiding the most well-to-do farmers to increase their incomes. To attend a farmers' institute and hear all about the value of fertilizers, the great benefit derived from alfalfa, together with instructions and expense of putting it in, the need of spraying fruit trees and the cost and time necessary, means to the penniless man simply discouragement, leaving him less able to meet future hardships. Could taxes be apportioned according to the productiveness of the farm, a benefit would accrue to occupants of small or run-down places."

"Do everything in your power to bring prosperity to the farmer. Teach him how to raise better crops. Show him how to fight his natural enemies—unfavorable weather, pests, etc.—and finally help him to secure the best possible prices for his products when marketed. Teach him better business methods.¹ Too many farmers are trying to do business on practically no capital.² How about farm loans? Are we to have a fund set aside by the Government for this purpose? The financial question is the one which is worrying most farm women. Few of us mind the hard work; that is all a part of the game. We are willing to rise early and work late from April until November if at the harvest time we can see the products of our labor marketed at a profit. If we can see that we are getting ahead; that there is enough to provide the family with suitable food and clothing through the winter; to pay the interest and make even a small payment on the mortgage. We know that if there is even a little in the family purse we shall have our share—after the debts are paid. Not many of us demand much before."

A man: "Money: We need a banking system by which we can get all the money we need on as long time as we want and at a low rate of interest; that is to say, place farm-credit securities in the same class as Government bonds. Then we can 'Let the money work and the man talk.' You see at a glance that this system requires a large unit and you know we can not bore a 2-inch hole with a three-quarter inch auger. That is to say, apples of the very best by the carload instead of bushels, and all other products accordingly, which would be a great advantage in many ways. Would cost less per bushel to produce and would sell for more and with less effort, for the buyers would come to us, not we go to them and they set the price."

"When an intelligent, ambitious, God-fearing, well born and bred (in culture and refinement) man and wife found in 1900 they could not collect credit (given in business to pay liabilities), settled up city business honestly, and at 40 years started anew on a neglected (almost abandoned) farm, with colonial buildings sadly in need of paint and repairs, they could find no bank or other financial power to loan them \$1 for a start. Some repairs and improvements have been made on the place, but what about paint?³ The 'crying need' of that is crowded out with the 101 more vital necessities, and the 'farmer's wife' is obliged to invent all sorts of 'makeshifts' to cover this need, doing four times

¹ Farmers' Bulletin 511, "Farm Bookkeeping." Farmers' Bulletin 572, "A System of Farm Cost Accounting." Farmers' Bulletin 635, "What the Farm Contributes Directly to the Farmer's Living." *Yearbook Separate 567, "Seasonal Distribution of Labor on the Farm." Price, 5 cents. *Department Bulletin 3, "A Normal Day's Work for Various Farm Operations." Price, 10 cents. Farmers' Bulletin 370, "Replanning a Farm for Profit."

² Farmers' Bulletin 593, "How to Use Farm Credit."

³ Farmers' Bulletin 474, "Use of Paint on the Farm."

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the amount of cleaning and scouring (with no help) in order to cover the deficit."

NEW JERSEY.

A man: "Hasten legislation on farm-credit system. Helping the farmer to prosper is the best way to improve the condition of the woman on the farm."¹

PENNSYLVANIA.

"If the farmer had the capital, the farm woman would not be neglected. It is not so much lack of brains as it is a lack of funds. Give the farmer a chance and the farm woman will be taken care of."

OHIO.

"Whenever our boys and girls can receive larger wages in the city than they can on the farm, of course they leave the farm and go to the city. We can not keep our daughters unless we are able to dress them well and have some of the luxuries in the home that the city girl has. You say it does not cost the country man or woman near as much to live as the man or woman in the city. We have expenses to meet the city dweller knows nothing about. A progressive farmer has to keep purchasing something constantly for the farm."²

"The greatest need of relief is to be found in the homes of the tenant farmer. A large majority of these farmers are careless in caring for the property and not ambitious to make more than a living for himself and family, and this leaves the landlord with meager returns from his investment and little inducement for further investment."

"When a man is 'pinched' for money on a farm, as in other business, the whole family suffers through it. A woman is entirely under the condition of her husband's finances. I think one of the greatest needs we farm women have is the assurance of long-time loans of money at a low rate of interest to aid our husbands to get a foothold."

"If the long-time, low-rate interest money loans were available to the farmers very soon and the State departments can educate them up to better schools and churches, it seems to me the millennium should soon be here."

"I believe that some legislation enabling farmers to secure a loan for part of the purchase price of a farm at a low rate of interest would induce young men who are not financially able to do so to buy farms and stay on the farm instead of going to the city for employment. As it is, they must rent for a number of years, and while they are young and vigorous and are raising their families they have no settled home, and often they, as well as the wife, lose their health in the struggle, whereas if they could begin in a home of their own they could have conveniences which are impossible in a rented place. But such legislation would have to be safeguarded so that the deserving men would be the ones to be benefited, by some means of local investigation, or it would go into the hands of speculators or land grabbers, as has been the case in many instances where such legislation was attempted."

INDIANA.

"Some way to make the money invested in the farming business bring a better interest and the labor expended bring better wages, so that when we do know what to do and how to do it we will have the means with which to do it. No other business that would be considered one of equal size requires the investment of money that a farm and its equipment does.³ No other profession means such long hours of hard labor for the head of the house and his whole family. No other profession brings such poor pay for labor expended and money invested. Should not the Department of Agriculture help us get what is justly due us? The hours of labor should be shorter. The farmer and his family are just as much entitled to a little time and money for recreation and self-culture as

¹ Farmers' Bulletin 454, "A System of Farming in Central New Jersey."

² B. P. I. Bulletin 212, "A Study of Farm Equipment in Ohio." Price, 10 cents.

³ Farmers' Bulletin 635, "What the Farm Contributes Directly to the Farmer's Living."

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anyone. The wealth of this country and the labor ought to be more nearly equalized in some way, and may God and the Department of Agriculture help us 'farm women' to do it."

"Anything that will better general conditions in the country will help the women. As a rule the men are anxious to have nice homes and happy families and are doing the best they can under the present credit system, as they have been unable to borrow money to tide them over the last three short-crop years. It seems to be the general belief that the way to help the farmer folks is to teach them to live cheaper. Now, instead of that we want to be taught to live better and easier."

"The farmer with a good interest-bearing mortgage on his home must curtail expenditures somewhere, and he and his wife agree that it can be most easily done in the house. Government loans from the postal savings bank funds at a low rate of interest would be a safe and sensible help to these workers. And when we consider that the world wakes hungry every morning and that agriculture is the real basis of our national prosperity, no aid, financial or otherwise, should be withheld from these willing workers."¹

ILLINOIS.

A man: "Make it easier for young men to get a start on the farm. A man can not fit himself even on a rented farm for less than \$500. Many would go back to the farm if it was possible to make a start. I could bring thousands back if I could fit them out even with this meager sum, and they would soon work themselves out."²

A man: "Loaned \$400 to pay on 20 acres of land; paid the interest at 7 per cent discount for four years; last note sent for 30 days instead of 90 days. Immediate judgment taken; attorney fees, \$36; other costs to \$53.50. If this is legal, amend the erroneous law. The drought-stricken district; interest and taxes accumulating; the kitchen is not neglected: there is nothing left to improve it with. As a rule you will find a low, poorly ventilated kitchen. At our little bank 30, and perhaps 40, judgments have been taken in the last three months. This will fill the cracks in our kitchen this fall—over \$300 for attorneys' fees in one little town. There are 200 families in this county that need a comfortable home more than this country ever needed the Panama Canal. Place a rate of interest at 3 per cent per annum—a fixed rate. The rate is fixed by those that have the loans to adjust."

A man: "'Back to the farm,' is the cry; but as long as the landlord doesn't improve that country home of his he will not get any of his children to move back to the farm. Tenant farms are the poorest equipped, because the landlord won't spend anything for the convenience of his renter or family. The landlord also opposes good roads for fear the taxes will be higher in the future."

MICHIGAN.

A man: "If the Government will make a law that the farmer can get a loan at a reasonable rate of interest, say 4 or 5 per cent, and take a bond against his real property for security, it would furnish the most and best relief for the overworked farmer's wife. As a rule the farmer is a borrower as well as a producer, and is at the mercy of bankers and money loaners, with interest or a bonus to the amount of 10 to 14 per cent. The amount saved would add something to the comforts and pleasures of the overworked farmer's wife."

"What we need is money to help us build silos and otherwise improve our farms without paying such a high rate of interest. We can give the best of security, and why can't we get the money when they send it out of the country to help the foreigners?" [Incloses newspaper clipping referring to a loan of \$10,000,000 by an American syndicate to a foreign country.]

WISCONSIN.

A man: "A vital point is to give farmers, especially in the pioneer territory, an opportunity to get money from the State or Government on very

¹ Department Bulletin 41, "A Farm Management Survey of Three Representative Counties in Indiana, Illinois, and Iowa."

² Department Bulletin 91, "Cost and Methods of Clearing Land in the Lake States."

moderate terms to improve his place or condition, and that will ease the burden for himself and for his wife also."²

"The farmer pays more taxes according to what he is worth than any other class of people, particularly the middle-class and small farmer, as all he possesses in the world is likely in plain sight, while in a city a rag-picker's child can attend the best schools along with the millionaire's child."

MINNESOTA.

A man: "There is no reason why the tiller of the soil should not buy his home rather than rent it. If he is able to pay rent to the extent of one-half of production, he is certainly able to pay on money investment to the extent of 5 or 6 per cent each year and part of capital. In my opinion, there is no reason why any but the tillers of the soil should have their money invested in farms except on mortgages. Let the old ones give the young people a chance."

"The farmer pays 7 and 8 per cent on money, the business man $4\frac{1}{2}$ per cent, and the bankers are more interested in building up a city than the country. Some of them turn down good farm loans. We pay 5 per cent on equities in lands and $4\frac{1}{2}$ on State lands. A committee should be appointed to look into farmers' credits and not leave it to bankers. They are working for banking interests. Give the farmer equal business chances and he will make his home and social conditions right. The farmer's wife is nearer her husband's business, understands it better, and has more idea of finance than the majority of business men's wives in cities."

"One thing I believe will have to be done before the rural woman can be thought of seriously is to stop fining her for every bit of improvement she may put on her home. For instance, my husband pays \$20.40 tax on our home, 40 acres, while a certain land speculator only pays \$20 on 160 acres which joins. The extra tax is really a fine on improvements. Pass the single-tax law, thereby compelling the speculator to sell his lands for what they are worth as crop producers or pay a very high tax. That would enable the home seekers to settle up this speculator land, making rural life more pleasant. As it is now, two-thirds or more of the western land is held out of settlement by these land speculators, because they pay very little tax and land will sell higher in 10 or 20 years, and in the meantime the present settler's wife goes days and weeks, sometimes months, without seeing another woman."

IOWA.

A man: "The farm woman has never been considered in making up a profit and loss account; has worked for her board and clothes until her lot became so undesirable that girls left the farm for something better and often got something worse. Should farming ever become as profitable as other vocations, boys and girls will stay. Ninety-five per cent of farmers have only made a living and taxes, except the rise in value of their land; and they have not sold the land, so the women still work and save, hoping for a luxurious home in the world to come."

"The work on the farm is sometimes hard, but conditions are improving as the years go by. In the past, people had to use the closest economy to make both ends meet, until with some it became a habit. On the whole, you will find the farm women about the same as those in the towns—that is, country towns. As for the betterment of the farm people, give us a just share of the world's wealth for what our farms produce and we shall continue to improve in the future. To be sure, we have a good country here, and perhaps that is one reason why I do not think we have cause for complaint."¹

MISSOURI.

"It strikes me that the farm women know how to take care of themselves and their households. If they are making something over and above a mere living—i. e., making some money—they are not slow in getting what they think they need or want. When the conditions are such that they barely eke out a living, all the beautiful will and must remain dreams, so what are you going to do about it—i. e., what can you do?"

"All we lack is plenty of money. Money at the same rate of interest that

¹ Department Bulletin 41, "A Farm Management Survey in the Corn Belts of Indiana, Illinois, and Iowa."

the banks pay, if loaned to the farmers, would keep our young people on the farms. I know whereof I speak, for I have been a farmer's wife for 30 years and have never had a vacation."

"We see it takes money to get an education. We also see it takes money to use an education. With easy money at command of the people your department can do many things to benefit the people, therefore the first great need of the people is easier money.¹ Government loans direct to the people on real estate and on county, city, and State bonds would furnish ample funds to do a large amount of public improvements, such as schools and the public roads. To make good rural roads requires the expenditure of much money, which is now very costly and hard to get. With Government money direct, money would be easy to get and the road problem would then be solved. With easier money our boys and girls could be sent to school and get a better education and learn how to make their work easier and their homes more healthful and attractive. We could have books, magazines, and papers, with time for study and time for pleasure as well as time for work. We could have better clothes, and time and money to attend church, picnics, fairs, and cooperative societies. We would have time to study how to get a square deal for the masses of the people. With a rested and well mother, an attractive home with modern conveniences, and with time and money for some pleasures along with the work, life on the farm would seem much better to us and our children. Then we would all want to stay in the beautiful, healthy country. With easy money and a practical education, the average boy or girl could get married with the expectation of having an equal chance in life for health, wealth, and happiness. Early marriage with practical helpful conditions is conducive to public morality. Delayed marriages with uneven and unfair distribution of wealth are detrimental to public morals."

"After due consideration, will say the greatest thing this Government could do for the rural wives and mothers to enable us to keep our boys on the farms is to get us cheaper interest rates, cheaper transportation direct to consumer of our products, lower parcel-post rates. A few men are getting all the land. Sixty per cent of the rural farm boys are turned out at 21 years of age with only their hands. Help the boys and the husbands and the wives and girls will rise up and call you blessed. I am now selling fine spring chickens at 9 cents a pound. These go to New York. What does the consumer pay? This product is produced at a loss to me on account of my not getting my share of the cost to the consumer. The need of the home is cheaper money. Give the landless boys a chance to make good. They will take care of the girls."

"We live on a farm of 220 acres and pay \$500 rent, wet or dry. Would like for some way to be fixed for the farmers and their wives to buy a farm by not having to pay so much interest for money. What is the reason land is getting so high? I can not see where you can farm a hundred dollars an acre out of it."

SOUTHEASTERN QUARTER.²

MARYLAND.

"It is impossible to get labor except at exorbitant rates, that the people are not able to pay. Money is 6 per cent, the taxes very high and getting higher every year. If the Government will let farmers and their families have money at 2 per cent and take safe security in a mortgage on their farms, it would put them on their feet. I'm sure if you can get the money for the farmers at 2 per cent and establish the stations for experiments for the men and boys for a few years they will grow in a short time to be self-supporting and be able to pay even this high rate of taxes. Before it is too late, help us. People are selling off in every direction. They don't want to, but are forced to do it for want of money and labor."³

"What I am mostly interested in is for the Government to loan money to farmers on mortgages at 2 per cent, so as to relieve them of the high rate of

¹ Farmers' Bulletin 593, "How to Use Farm Credit."

² Women interested in Southern agriculture will find the list of publications, "Promotion of Diversified Farming in the South," Appendix A, of service.

³ See Appendix G for an account of the work of the Department of Labor in helping place laborers in rural communities.

interest that they can not pay. In consequence they are giving up agricultural pursuits. It is sad to me to see so many going to the wall."

"Farmers who are renters get one-half of what they raise. Those women have the heavy work."

DISTRICT OF COLUMBIA.

"For more than 20 years I lived on a Florida farm, 1 mile from a village. My father was a retired Methodist Episcopal minister, so we naturally took up welfare work in the little time we could spare from our own struggles for a living. I learned from sad experience, as all country people do, that the lack of capital to equip and start right is the cause of nine-tenths of the failures on our farms. The house needs a water supply, which demands a cash outlay; the home must be comfortable and convenient; the barn and outhouses sufficient, with tools and teams for the proper working of the land. Cash for fertilizer and seeds, and proper instructions from your department, would soon turn a stream of interest back to you, if you can only figure out a system to finance the farmer at the start, as the Government has done the bankers. Our greatest need seems new capital; a system based on our resources seems to me the crying need."

VIRGINIA.

"Our husbands need financial assistance to improve the homes and farms while we are young, and thus enjoy some comforts before old age overtakes us. To wait until we can accumulate a sufficient sum to do this by saving and denying ourselves would make it late in life for most farmers and their wives. It is wrong to deny agriculture the financial support it deserves. It is foolish to suppose we can neglect our groundwork or foundation and expect the Nation to prosper on forever. It is wrong to suppose that those who produce the bulk of our wealth and labor the longest and the hardest should stagger on under the burden without receiving aid from the National Government."

A man: "The profit of farming is very small. Few engaged in farming make ordinary wages. It is only by the greatest self-denial and energy that anything more than a living can be made on farming alone. The man that has the ability to run successfully a farm will usually succeed at any business, and you will find the farmers are progressive. I think they live as well as their incomes will justify, or as other classes with the same incomes. I am quite familiar with the conditions of my people, having been in fire insurance for 30 years. I find each year that our women have to get along with less domestic help and that our young girls are all leaving the country for more congenial work. It looks to me that all farming will be done soon by the town classes, that few educated people will stay in the country, and my observation is that they are better when they go to the cities. The only way I can see to better conditions of the country life of women is to make farming more productive."

SOUTH CAROLINA.

A man: "I can see no remedy for the wives of the average farmer unless the Government can devise some way to make loans on real estate at a low rate of interest and long terms, to enable the farmer to put in modern conveniences such as waterworks, to buy gasoline engines to help do the work, such as churning, washing, etc.² It is not the farmer's wishes or his indifference, but it is simply impossible for him to improve things without the means. Labor is high in price, low in quality, and scarce and hard to get. I can see no remedy but to make all farmers rich."

GEORGIA.

A man: "There is a class of sturdy young married farmers trying to pay for homes bought on credit or with borrowed money, at high rate of interest such

¹ Department Bulletin 29, "Crew Work, Costs and Returns in Commercial Orcharding in West Virginia." Price, 5 cents.

² Farmers' Bulletin 593, "How to Use Farm Credit." Farmers' Bulletin 364, "A Profitable Cotton Farm." Farmers' Bulletin 519, "An Example of Intensive Farming in the Cotton Belt." Farmers' Bulletin 326, "Building up a Run-down Cotton Plantation."

* Obtainable only by sending the price noted, in currency or money order (stamps not accepted), to the Superintendent of Documents, Government Printing Office, Washington, D. C.

farmers have to pay. To make myself perfectly plain, will use myself as an example, which is similar to thousands of same sort. Was raised on farm and loved farm life above all others. When grown, had nothing to start with. Worked for wages till 31; saved \$1,000. Married, and borrowed \$1,500 from local bank at 12 per cent and bought 42 acres—30 suitable to cultivate—for \$1,500. Spent the \$1,000 for building, fencing, stocking, etc. Hoped, of course, to pay off loan soon, but interest, 12 per cent; State and county tax, 1½ per cent (on whole value); local school tax, one-half per cent every year, must come out before any living for family or principal of debt—over 14 per cent, you see. Can a man support a family and pay for a home for a wife on capital costing 14 per cent? And the women on the farm suffer the hardships of it most. Can't the Government arrange some way for these hard-working young farm-home seekers to get their money at cheaper interest, when they have such good collateral as good farms to make it secure? That much would help the farmers' wives some."

A man: "Seventy-five per cent of the tenant houses in this country are sorry. Women suffer in cold, bad weather in winter in these sorry tenant houses."¹

A man: "Legislation that will compel renters and laborers to comply with their contracts to work on the farm. For example, it is often the case one man will rent a farm and subrent part of it and buy stock and fertilizer for the farm, and after the winter months have passed, when day labor is high some of the labor that was expected to cultivate the farm quits him. So you can see he is left without labor and the expense to pay, and it is often the case the farm is not well cultivated and great loss is the result. This is the worst disadvantage the farmer has to contend with."

A man: "Loan the people their hoarded millions, now a surplus in the United States vaults, to the people direct, in place, as now, of giving it to the large bankers at 2 per cent. They will distribute it to the smaller banks at about 4 per cent. These banks in turn will kindly loan it to the people at from 8 to 24 per cent. This is a great scheme. Yes, for the bankers. It has, however, ever been so, and how long it will continue will soon not be a problem."

FLORIDA.

A man: "Every farmer should own his own farm. Everyone wanting to farm, grow fruit, hogs, cattle, etc., and not able to buy the land and stock, the Government should loan them money to procure the land and stock it, on long time at 2 per cent, the land to secure the debt. This country is facing a crisis. There is not enough people farming, raising cattle, hogs, fruit, etc. The Government should make every inducement to get more people to farm, engage in dairying, etc. Help the farmer and you help the farmer's wife."

KENTUCKY.

"Whatever affects the men also affects the women. Therefore, I will suggest that the farmer be relieved of excessive taxation; their property being open to inspection is taxed to the limit, while that of organized capital is more or less hidden from view in the form of stocks, bonds, and cash, and, as a result, often escapes taxation. I also wish to call your attention to the fact that a great many of the farms are more or less encumbered; as a result the property is double taxed, the farmer paying taxes on the note. Of course, the whole burden falls on the farmer."²

"When we ask for an improvement of any kind, like the house painted or a concrete walk, or a cistern dug, or a gasoline engine to run a cream separator or washing machine, then think of the payment due on our home, and some merciless moneyed man rides up and picks out our best stock that will soon double in value and drives them away at less than market value, and leaves the culls for us to winter at a loss."

TENNESSEE.

A man: "If I may be permitted, I may suggest that sentiment here is centered on the land and its constant rise in value problem. Of every 10 men here, 7 are renters or sharers, and land values are rising so rapidly

¹ Department architects are working on plans for an improved low-priced tenant house.

² Farmers' Bulletin 546, "How to Manage a Corn Crop in Kentucky and West Virginia."

that all hope of owning a home seems lost to them. These seven renters are in nearly every sense of the word direct competitors of the city's population, in the markets for meat and bread, and nearly everything else, as all debts are paid in cotton—not money. It is, in my judgment, utterly wrong that one man should have the right by inheriting or otherwise accumulating a vast sum of money and use it to purchase large tracts of land and for tribute to live thereon tax the tiller of the soil until he is forced to raise all cotton to meet his fall debts. Until you change the land laws here, the 'farm women' will remain as they are—land slaves."

ALABAMA.

"The farm credit system now being projected will surely be a great help to the farm women, as well as to the farmer, if it is managed properly, but the loans should by all means come direct from the Government into the hands of the farmer. If the banker is allowed to stand between him and the Government in the handling of the loans, the real object (which I understand to be providing farmers with necessary capital at low rate of interest) will be much perverted if not largely destroyed. Another case of middlemen, already the bane and destruction of farming prosperity in this country. Farm credit system with low interest and long-time loans, to pass direct from the Government to the farmers, no bankers to handle the loans or have anything to do with the transaction whatever."¹

"I have after long and careful study decided that there is only one way that Uncle Sam could and should help us, and that is to legislate against the 'bulls' and 'bears.' In other words, protect the producer. As I live in a cotton region, my remarks are confined to cotton. The price of cotton is as uncertain as the weather. At present we are glad and happy, for we are getting 14 cents for our cotton. But who knows what cotton will bring next week?" [Written November, 1913.]

MISSISSIPPI.

"In what way can the farmer's wife of the South be benefited? The answer is plain. Let the Government loan the money now on deposit in the postal savings banks, on which it pays 2½ per cent, to the farmers on their real estate on long time and at 3 to 3½ per cent per annum. It would break up forever this iniquitous credit supply business that has been a curse to the South which has prevailed since the Civil War."

ARKANSAS.

"Many husbands make bargains with a landlord to make a crop on the half-share plan. The husband fails to work the crop, and his wife works and makes the crop, and the landlord takes all of the crop to pay the debt contracted by the husband.² In this way the farm woman has been the most neglected factor in the rural problem."

"I think that if some way could be devised that the farmers of the South could get money loaned to them, say, at 3½ or 4 per cent, say, for 10 years and payable one-tenth and interest every year for 10 years, that would do more to make the women of the South happy than anything else that you can do. The farmers of the South now go to the merchant in the spring and put up their crops to get something to make the crop on, paying from 10 to 40 per cent above cash prices; then, in order to pay up on pay day, November 1, everything has to stint and work—children that should go to school, housewife and all, slave to pay that debt. I think that I am safe in saying that 60 per cent fail to pay up in full, and the merchant holds the account over for the next crop under those conditions. How can the farmer's wife be happy? She can't get the clothes for herself or her children; she has to scrape and save from one year to another. Now, if the farmer could get money as above suggested, he could get out of debt—or the difference between cash and credit

¹ Farmers' Bulletin 310, "A Successful Alabama Diversification Farm."

² Farmers' Bulletin 437, "A System of Tenant Farming and its Results." *Farmers' Bulletin 280, "A Profitable Tenant Dairy Farm." Price, 5 cents.

* Obtainable only by sending the price noted in currency or money order (stamps not accepted), to the Superintendent of Documents, Government Printing Office, Washington, D. C.

prices would more than pay him for his living that he has to buy, and it would be cut by at least 30 per cent. If the farmer could get on a cash basis, it would cheapen his supplies by 40 per cent, and it would be better for the merchants and surely would make his wife and his children happy."

"Cut down the taxes. If we could use the \$246 we paid last year and about \$400 next year, if the present rate is kept up, we could help ourselves. It is no wonder that so many good people are getting disgusted with the burdensome taxes and going to Canada; and things are getting no better in the tax line."

LOUISIANA.

"I would suggest a cooperative-market system for our produce and a rural-credit system, or, in other words, easy money for the farmer."

"To recommend laws to Congress empowering the National Government to borrow money on its credit and lend it to farmers at a low rate of interest and on long time, taking as security farm-land mortgages; that these loans be made through a system of banks owned and operated by the Government of the United States and not delegated to the power of private capital or cooperative associations. Such legislation would go a long way in improving the rural conditions. It would stimulate the initiative, bring joy and happiness to the home, impart new life and vigor in the community, where the signs of prosperity would in a short time be visible on every side."

"The greatest need the farmers have is help in borrowing money at a reasonable rate of interest and a reasonable time to pay it back in. The farmers in the South have to pay 8 to 12 per cent interest on what they borrow and have to pay it back before they begin to derive the benefit from the loan, and sometimes lose all they have.

"The best way to help the farmer's wife is to help her husband and he in turn will help her, and in this State that can be best done by establishing a banking system that will lend money to the small landowners for a term of years, the landowner paying a reasonable interest and a part of the principal each year until the debt is paid in full.

"There is a banking institution of this sort in New Orleans, but its preliminary fees are too high, so high as to be prohibitive to a farmer owning a small piece of land, and after he has deposited the amount of these fees, \$50, the bank does not obligate itself to make the loan.

"One owning large quantities of land can easily secure a loan, but the farmer who owns a small farm has a hard time of it, and this fact alone holds Louisiana back more than free sugar ever will."

NORTHWESTERN QUARTER.

NORTH DAKOTA.

"Cheap money is greatly desired in order to be able to buy tools and modern conveniences necessary to do efficient work."

"I should suggest that Government should make some arrangement to assist the farmers with cheaper money, say 5 to 6 per cent, instead of what the farmer has to pay now, 8 per cent being the smallest on land and 12 per cent being the smallest on personal property. When poor people need money very badly the banks have been holding them up for 40 per cent to 25 per cent bonus every six months and 12 per cent on top of this. In this way expenses get too heavy, and really the biggest burden is thrown on the women. Women ought to be educated the same as men in farming and know every detail just as well as their husbands."

"The city working man works eight hours a day and gets from \$2 a day up, according to his job."

"We have to pay 12 per cent interest on the money we borrow to buy machinery with. A good many of our neighbors have 'sold out' and quit farming because they had to. We will have to sell this fall, because we are so deep in debt that our only hope now would be to slave all the time to keep up the interest, with no hopes of getting the principal paid."

"I am 25 years old, and our children are aged 6, 4, and 2½ years. I don't belong to the 'I won't work,' but would like a little pay."

"I have lived in the East pretty near a lifetime and am now in the West; that is, in North Dakota, and I verily believe there can't be many States in the

Union that are so encumbered with farm mortgages, stock, and machinery as are our North Dakota farmers, with three and four years of drought and have to pay banks from 10 to 12 per cent interest on every dollar. It drives the poor women to serve not only as house drudge, but also hired man, as hired help is out of the question."

"We need a rural credit system, with lower rates of interest, and we could get more of the things we need. About all we have to live for is to work when we pay 8 to 10 per cent interest on first-mortgage loans and 10 to 12 per cent, with a bonus, on second mortgage."

"Man and wife are one, and I don't understand how the farm women can be helped when the man is put in the sweat box from the power of the money sharks, having to pay 12 per cent interest and a bonus on top."

SOUTH DAKOTA.

"The farm women need new laws that shall furnish Government money for mortgages, land or chattel loans, and for emergency needs. She needs fewer bankers and more Government assistance."

"We want Government money for the benefit of those who are suffering from exorbitant interest on mortgage loans and those who must have money for immediate use. This section of the country has suffered four years of the most disastrous failure of crops ever known. One year a complete loss—not a spear of grain—and the other three barely seed back. Now, to old settlers, who are established, the loss is bad, but to the newer ones who have nothing but their land, and that saddled with a first mortgage running at 8, 10, or 12 per cent interest, they are lost, and many and many a one is losing the money already paid down by foreclosure. Money borrowed at all must be for a land loan; it can not be on chattels, unless to those who are in very reputable circumstances, and then the small loan is taken out at usurious interest. Only the other day we had a letter from a loaner, who said he had netted as high as 32 per cent on his money—and that, of course, came from people who were in the last throes of financial extremity. Is it right, is it just, is it reasonable, that the producer must suffer such extortion because of weather conditions and losses?

"Children, women, and men die because of financial hardships, which would be alleviated by the Government supply of money. Just a few days ago a doctor reported the birth of a child for whom not a piece of clothing had been prepared—the story of that family, who had met with losses from land sharks is pitiable—and so it goes. The country is boomed as prosperous, and it would be under reasonable circumstances, but the price of wheat is put down, not because of any surplus, but because it pleases some czar of finance to do it, and the farmer and family must suffer on every hand from the greed of the money power. Give us Government money, railroads, stores, what you will, but give them through a clean handling, and no trust."

"Pass laws that will make all advertisers make good on anything they advertise to do; also lawyers, doctors, and politicians—use them all alike."

"One thing I would suggest is Government banks to loan money on land security at a reasonable amount of interest so farmers could pay off the original mortgage and get the loan without paying a string of agents a royalty for a renewal, which would give them some hopes of sometime being able to clear up the mortgage."

NEBRASKA.

"If the Government would loan the farmer money to buy a farm, the family could be paying for their own home instead of renting from some large land-owner, and paying from two-fifths to one-half of everything raised for rent, and often extra money rent for the house to live in and pasture for a few cows. The renter usually has to move each year or two, which is very hard on the man as well as the woman. When the wife tries to fit the furnishing for a six-room house into three or four rooms she has a hard problem to solve. More than likely the husband's two teams will find barn room for two horses. And as far as sheds for implements are concerned, we always have lots of room—all out-of-doors and the sky for a roof. My talk about this renting business is not overdrawn, for I have known the best of farmers, through a chain of circumstances, to get clear out of any land to farm, and have to move

to town. The majority of the farmers in this section of the country are either renting or paying a high rate of interest on high-priced land.

"If the Government would loan money to these poor renters at about 4 or 5 per cent they could go where they could buy land at from \$5 to \$25 per acre. The \$25 land is good farming land, the cheaper is pasture land, but cattle are a paying thing at this time, and the farm land is only needed to raise feed for the winter. My statement of the farmer wanting to own his own home has surely been verified at the recent land drawing at North Platte, Nebr.; where one person drew a home, 140 persons were left with nothing.¹

"We want the ownership of land limited to 160 acres, more or less, enough for a farm for each individual in the family, otherwise all the farming land will soon get into the hands of a few, and there will be nothing but renters. The unlimited ownership of land is a tool in a rascal's hand to make all the other people his slaves."

"The Government lets the bankers have money at 2 per cent, and they loan it to the farmers at 10 per cent—too high a rate of interest to allow the use of money in this country."

KANSAS.

"The first thing to look at is the financial phase. Money is too dear. Make money cheaper and it will relieve the situation in regard to the high cost of living; for this I would have the Government issue greenbacks, as full legal tender, and loan on real estate at cost of the business, through loan banks created in post offices of the higher class that have a department for deposits."

"The Government should loan money to farmers as cheaply as to national banks. The interest charges are eating up what should go to make farm women comfortable."

"Bettering the farm women's condition depends very largely on bettering the farmers' financial condition. In adverse seasons the farmers must pay the bankers exorbitant interest, and even then may have to sacrifice or lose his stock or farm. Rural credits, cheaper money to the farmers would allow his wife many of the comforts which so many of us can not now enjoy. If we farmers could get Government money on our occupied improved farms—not to exceed 160 acres—at the same rate the banker gets his money it would enable us to tide over adverse years without paying him 6 to 8 per cent more than he pays or sacrifice our stock or farm to him. Such a law would produce many small farms and intensive farming, reduce the high cost of living, help curb the money sharks and landlordism. These loans could be made under the supervision of the Department of Agriculture, and in case of default the land would automatically revert back to the Government."

MONTANA.

"Because the elevators take all profit from the men, the women must turn in all they make to help the men of the farms, as it seems impossible to control the elevators even for our great United States. Then, for the love of humanity—the women and children on these farms—can you help us to buy cows that we may help the men pay the enormous interest of 12 per cent that no farm can pay on the loans being made all over the State. Unless we get help from the Government, we stand to lose our farms to the loan companies, lose our homes that you can not know how hard we have worked for. Could we have a little help, we, the women, could save the farms by helping the men. It would take too long to give you any idea of our conditions, and then it may be you could do nothing. It's the injustice of the elevators and railroads that is pushing the work on to the women, but if we could have half a dozen cows to start with, we could beat these elevator men and save our homes. Look into it, please, and it might be within your latitude to do a great work. We can do no good to borrow money at 12 per cent short time."

A man: "One after the other are forced to sell their farms for what they can get, and the banks and speculators are getting more land every year; and as long as they hold the land on speculation the taxes on it are not high, but as soon as the farmers get it and begin to cultivate it they will more than

¹ Farmers' Bulletin 593, "How to Use Farm Credit."

double the taxes on it. Now these are facts. I would suggest the Department of Agriculture send men out to investigate the condition of farmers. If the department wants to do something for the farmers' wives, the best thing they can do, in my opinion, and all here agree with me, is to establish a rural-credit system so the farmers can get cheaper money and help them to get rid of the middlemen so they can get full value for their products, and help them in any other way as the department sees fit."

"I have consulted with a number of women, and the consensus of opinion is that the housewives can be reached by the Government only through their husbands in the way of long-time low-rate loans, so the farmer can equip and extend his operations so he can emerge from his burden of debt and thus supply the necessary conveniences and comforts of home. The farmers of this Northwest are burdened so heavily with debt that it is only a question of a very few years, under the present system, when the banks and loan companies will own the bulk of the land for which poor people of the East have come out here and endured privations of a frontier life through rigid economy and droughts with the hope of securing a future home and comfort. The State banks and loan agencies are ever ready to loan to the amount of one-fourth or one-third the value of the farm, and when the farmer is unable to meet these short-time high-rate loans he is closed out, and what he and his family have come on to the frontier with high hopes of securing vanishes like a dream, and they are left in a worse condition than they had in the East. When once landed here, the railroads, express companies, merchants, and banks consider him their legitimate prey. He must sell everything he produces at a low wholesale price and buy everything he needs at a high retail price."

WYOMING.

A man: "A suggestion to lower the beef cost. If the Government would buy young heifers, brand them 'U. S.' and place them among the settlers of the West and Northwest, and allow them a share of the increase for five years. We, the homesteaders, have the grass and feed. I should think this could be done. This would help the homesteader and lower the price of beef and butter fat, which will help the farmer's wife and children. They will sell \$100 worth of butter and raise the calves. If the Government would do this, within five years there would be more cattle in the West than ever before. I, for one, know the need of the new settler. Say, settlers that have built up homesteads and intend to stay. We need milk cows. Nearly every settler can take care of 20 head."

COLORADO.

"When a farmer accumulates a little money to put it at interest in the bank, he only gets 4 per cent, and the banker loans the same money out at 10 to 12 per cent. I would like to see a law that would compel to pay 5 per cent for money if they loan the same at 10 per cent. I do not think farmers' wives are getting rich very fast when I sold fresh eggs all summer up till October 1st for 13 cents per dozen, and then the people cry for cheap produce. When a farmer raises poor crops, or nearly a failure for his hard work, teams and machinery, horse feed, and other expenses he does not realize 50 cents per day, not as much as a day laborer, and all kinds of farm help is entirely too high. Another thing, taxes are too high. Property owners are eaten up with high taxes."

A man: "With your permission, I would very much like to avail myself of the opportunity which your letter extends to invite your department to investigate and, if possible, to assist the pioneers of the West to secure loans on their farms, direct from the Government, and at a rate of interest that is in keeping with the other Government securities. At the present time it seems that the actual landowner here is at the mercy of capital, paying interest rates not only in keeping with local conditions, but foreign conditions play an equally important part. The result is 8 per cent and 10 per cent loans, and even higher rates are secured for short loans. This works a hardship on a man and his family who are trying to carve out a home in a new country. If there is ever a time when he needs help and encouragement it is during the first two or three years of his reclamation work. His improvement must be done, his soil must be aerated and reclaimed, requiring three to five years before his land will return a sufficient amount to pay expenses and a living. The actual farmer is usually a man of limited means, chuck full of hard days' work, with an ambi-

tion to own a farm and be a respectable citizen, and were it possible for loans to be had on land during hard times, such as we are now experiencing, more good men would turn to the farm, and those already there and in cramped circumstances would acquire loans at rates that would leave for themselves a portion of their crops for necessary expenses."

"The high rate of interest we have to pay—8, 10, and 12 per cent—not only takes the money we might put into conveniences, periodicals, and recreation, but the effort to secure that amount of money year after year takes away the courage of the most determined."

IDAHO.

"If we would get a reasonable price for what we raise, our husbands would soon make arrangements so we could enjoy ourselves. Last year we sold our potatoes for 27 cents a hundred pounds and sack cost 8 cents. Some farmers put a slip of paper in the sack with their address for the consumer to let them know what they pay for the same, and the answer was \$1, \$1.50, and \$2 a hundred pounds. Now we hear so much about the high cost of living. Where does it come in at? And tell us farmers to produce more for our land. We raise good crops. When we sell our wheat what do we get? We look in our paper at Kansas City market prices. We get less for 100 pounds than the price is in the above city for a bushel, 60 pounds. So you see over 40 pounds goes to the middleman and railroad company, and so it is all the way, going and coming. What we have to buy is unreasonably high, but our town merchants go well dressed and ride in automobiles, open their stores at 8 a. m. and close at 6 p. m., and in summer on Wednesday close at 1 o'clock p. m. They all agree and say we 'get the farmers' money just the same.' If you would send a man out here to investigate, my husband will take him over this county, so he can see for himself in what condition this country is. He can show you better than I can write you. Sugar is made right at our door and costs us \$1.50 more than it is in Kansas City."

"On all moneys loaned to us here we pay from 6 to 10 and even 12 per cent, mostly 10, and this prevents the farmer in getting ahead and doing his best work. Our taxes have quadrupled since we have begun to improve the land, while unimproved land bought for speculation is paying little, if any, more than when first bought. This is unfair to us who are trying to make good homes, which, you know, are the hope of the Nation."

"First, the European plan of loaning money, with cheaper interest and longer terms. The plan where interest and principal is being paid at each payment. Raising interest money and paying mortgages is the enslaving of a large per cent of farmers' wives. Second, free water for our land. We all expect and want to pay our land taxes (and income taxes if we need to), but when water and water taxes are added to interest, mortgages, and land taxes it truly works a great hardship on us, and much of our egg and poultry money which could be used to good advantage in the home has to help meet these obligations. I do not think asking for free water from the Government is asking too much. Do not we all help make good harbors, dredge the Mississippi River from St. Paul to Minneapolis, build levees, etc. Our land is useless without water, as those southern farms when overflowed. And the great cry now is, 'More and better farms.' Give us water, and the money we pay for it could go to improvements on our homes."

WASHINGTON.

"Our present condition is too much work with insufficient capital to hire help, especially in the new districts where farms are in the making. So we can not see what the department can do to relieve us."

"In my neighborhood most of the farms are mortgaged; all pay 8 and 10 per cent interest. Take in my own case; we have 130 acres of land, with \$3,000 against it; pay 8 per cent interest, which means \$240 a year; our taxes are \$75, which means we have to pay \$315 for living on a ranch one year. I raise garden, fruit, and poultry. As soon as we can we will get some cows and a team, but can't do it as things are now, for all we can do is to pay interest and live. The way we could be helped would be for the Government to lend us the money at the same rate as the Government lends it to the banks; then we could have enough to work on. It would be a good investment, for the land we can't work

for lack of money could be made to produce. I think as the farmers are the backbone of the country they ought to be looked after better than they are. There are too many living off of him and not helping him any. If we could get rid of some of the drones, I think that would solve the high cost of living problem."¹

OREGON.

"I find the wives of the well-to-do farmers have but little in this world to ask for and no occasion to envy anyone. But there is another class to whom the Government could be of the greatest assistance. These are the wives of men who are struggling along on farms that are either not paid for, or else are so poorly developed and equipped that they have but little hope of ever throwing off the yoke of poverty. Debt to this class, where the interest rate on mortgage loans is never less than 5 per cent and often as high as 10 per cent, means a burden which often endures as long as life itself. Prominent statesmen at times have expressed a belief that the Government ought to make loans to farmers at a very low rate of interest so that this canker which is gnawing at the vitals of thousands could be mitigated.² The Government makes loans to banks at a low rate of interest for these same banks to let out at a much higher rate. Why should this money not be loaned direct to those who need it? The security would be just the same, and these toilers would not be paying unnecessary tribute to middlemen. Give the farmers a chance to lift their mortgages, clear land, and equip with modern implements and buildings, and a great start will not only have been made toward greater production and a reduction of the high cost of living, but happiness and lightened burdens will be the lot of the housewives whom you are expressing sympathy for."

A man: "As to the agricultural credit system, we are not in favor of the credit system existing in Germany. Most farmers are afraid of the German credit system. The cheaper credit and lower interest with higher land prices there lead to smaller profits, and the farmer, always needing more capital, becomes hampered. High interest on mortgages, as here, 6 to 8 per cent, keeps the price of land normally low, and is favorable to every buyer of land; it compels the buyer not to purchase more than he can afford with his means, and controls the price of land so that the profit in general will be from 6 to 8 per cent. What is in the long run better for the farmer, either high price of land with low interest (3 to 4 per cent), or low price of land and high interest (6 to 8 per cent), as here? Certainly the latter. The high price of necessities caused by the trusts is very annoying to the immigrant and might make him disgusted with life here. We believe that the fighting against the trust by the Government is very difficult, but the power of capital is already too great. According to our opinion a strongly progressive income tax would bring good results. The confiscation in a legal way of the capital through a progressive income tax (up to 5 per cent with the largest incomes) will make the trusts disappear little by little, when accumulation of capital in single hands will not take place any more in later generations. If a progressive income tax, as in Germany, had been introduced here 50 years ago, the American people to-day would have been in a better position. Besides, the income tax is the most just mode of taxation and would be a good substitute for the present unjust property tax."

A man: "Now, if you take special pity on the woman, the only way I see to relieve them is to relieve the whole family, but there is no patent remedy to accomplish this, simply because competition in the farming business is too great and will always be. The farmer, as long as land is cheap and plentiful, will only be able (on the average worn-out farm) to make a living by hard work, and it takes a whole big family at that to keep themselves in bacon, bread, and potatoes. I am 60 years old; bought this farm for \$6,000, including a mortgage of \$1,500 at 10 per cent interest; and if I had not had four strong boys and two girls in my family I would not own a farm to-day. On the other hand, as soon as the boys become of age I send them to the cities to take it easy and

¹ Farmers' Bulletin 462, "The Utilization of Logged-off Land for Pasture in Western Oregon and Western Washington." Farmers' Bulletin 561, "Bean Growing in Eastern Washington and Oregon and Northern Idaho." *Department Bulletin 68, "Pasture and Grain Crops for Hogs in the Pacific Northwest." Price, 5 cents.

² Farmers' Bulletin 593, "How to 's'Farm Credit." Farmers' Bulletin 511, "Farm Bookkeeping." Farmers' Bulletin 577, "A System of Farm Cost Accounting."

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enjoy life. I have two boys now in Portland driving team for \$3 a day and one girl is teaching, and have the rest in school and helping in farming. Now, the boys could not make \$1 a day farming,¹ and when my boys all get of age I shall send them off, and probably hire help or retire (sell out), or run into sheep. Now, if my boys could make as much on the farm as in the city, I could keep them home and raise beef, for instance. But as it is, there is an overproduction in farm stuff, and it can not be sold at a profit except on rich ground."

SOUTHWESTERN QUARTER.

OKLAHOMA.

"In this part of the country, taken as a whole, farming has not been very profitable. While the crops are exceedingly large some years, other years have been almost total failures. Last year was an abundant-crop year for such crops as were raised in the summer, but labor was so high and scarce that farmers were forced to give about one-half of the crop to get it harvested, and the larger part of the remainder had to be rushed on the market at a time when it was flooded, so the price was at the bottom of 56 to 60 cents per hundred, to meet debts which had been made during the dry year previous. This situation could have been helped a great deal by the farmers being able to borrow some money at a reasonable rate of interest, and holding their grain over until this summer and getting \$1.25 and \$1.30 a hundred for it. Money here is being loaned at from 25 to 75 per cent interest, compound, and as a consequence people are quitting the farm and going to town, as most any kind of a steady, remunerative job furnishes an easier living than this. I am sorry to see this, as last year the farmers' crops run from 2,000 to 3,500 bushels to the farmer, which looked like they had something to be encouraged over; but there is no use of thinking of trying to meet with such conditions as confront the farmer in this country."

"There is no one thing needed by the farm women all over the country. People of different localities need different things; that is, as far as can be given them. Most of them make enough to buy the things that would be helpful, if it were not for the credit system. If the United States, instead of loaning money to the banks at a low rate to be reloaned for a little more, then reloaned, and on until the farmer gets it, and the interest takes all the family can make above a bare living, without laying aside anything for the principal until it falls due; then a notice is read in the paper, and the mortgage takes the home and the family becomes tenants on land owned by these loan companies. The bank takes back the money, reloans it, gets another interest over and over again, making homeless people. Why not United States Treasury lend money to farmers who really wish to hold homes, and by paying a small per cent can be paying something on the loan, and cut out all this go-between commission. When we give a mortgage it calls for \$1,200, though we only get, say, \$1,000, but the \$200 is taken out as commission, and then 8 or 10 per cent interest. The lowest rate of interest on personal property is 24. The note may call for less, but the commission is kept back. You can borrow \$50 at the bank as cheap as \$10. The average man knows this is usury, but believes that to be honest if he makes the contract he must stick to it."

"We have had about three or four successive crop failures. Now, most of the farms here are mortgaged for from one-third to one-half their value; most of them (as is my husband's case) for the purpose of educating our children, that they might have an equal opportunity with the rest of the world. Now, droughts may come, hot winds blow, and the farmer may see everything that would have brought him money with which to meet his obligations swept away, not only one year, but may be two or three; and the woman who has worked early and late milking cows, raising poultry, dragging a cotton sack with dreams of some new clothes for herself and children, and perhaps some luxurious furnishings for her home, finds at last that she must do without all these, and at last is glad if she and hers have another opportunity to try next year. Couldn't you make an estimate of extra work done to pay excessive interest on borrowed money?"

¹ Farmers' Bulletin 635, "What the Farm Contributes Directly to the Farmer's Living."

"We believe the rural-credit law will help the farmer, especially the cotton farmer, if it could reach crop security at low rates of interest. I notice State statistics of interest which I have not at hand. I think Oklahoma's rate was 8 or 10 per cent. where the truth is the rate is from 18 to 36 per cent, and bankers or merchants will not take crop security."

"If the farmer in Oklahoma finds he must have money, perhaps he has a bunch of cattle that he wishes to market, but finds by buying some feed with which to put them in shape where he can make a fair profit he goes to the banker for money with which to buy this feed, and he must pay all the way from 24 to 50 per cent for a three or six months' loan, so that when his cattle are marketed the banker has the profit and the farmer the experience. The farmer, with but few exceptions, is the most downtrodden, abused man in existence. These articles 'How to keep the boy on the farm' make most of us tired. We would most like to know how to get him off the farm."

"There should be a law compelling the landlords to build comfortable houses for tenants, and good barns to store feed in."

"It seems to me that our Government could establish rural banks, that they might loan the farmers money at a reasonable rate of interest, and they should revoke the charter of every national bank that charged more than 10 per cent interest."

TEXAS.

"As I think of conditions on the farm as I know them in the States of Nebraska, Oklahoma, and Texas, the most important condition I can think of is that each farmer should own his farm. Then he will have some encouragement to provide such conveniences as he needs. The man who rents, in the States named, finds very few conveniences, usually, on the farm, and he can not afford to provide them for the next man to use. But if he can own his farm, he can, if he is thrifty, soon add a great many conveniences for himself and his family. Then there is the question of thrift. I find that few people in Oklahoma and Texas know how to save and to take care of what they have. When a girl buys a \$5 hat and it is thrown around carelessly, or hung on a wall, and only worn one season, and when a young man buys a buggy and it stands out with no care, and his harness is thrown on the ground in the dew and the rain, it seems to me that there is great need of education along the lines of thriftiness and care such as was practiced by our New England forefathers."¹

"You can help the farmer's wife by creating a land-mortgage system like they have in Germany or France.² The law that we farmers can not borrow on our farm homestead should be changed so we can borrow on our farm at least half its value at 4 or 5 per cent on long time. Make it a farm-mortgage bond secured by the Government."

"Statistics will show you that more than one-half of the farmers of Texas are renters, and most of the landowners require the renter to plant nearly all cotton, and of course they live mostly out of a paper sack.³ Then if money has to be borrowed they have to pay from 10 to 20 per cent. Please don't for a moment think any amount of literature will help them; it will not. No, no; what the planter wants is cheaper money and a stable price for what he produces. Can they have it under the present system of marketing cotton?"⁴

"Let Congress provide for rural banks with a currency issued upon the non-perishable products of the farm, and urge the establishment of factories to convert the American raw materials into manufactured products, giving employment to American labor. Men or money unemployed are worthless and uneasy and create grave State and National problems. We must educate and train the

¹ B. A. I. Bulletin 91, "Feeding Prickly Pear to Stock in Texas." Price, 10 cents.

² See Appendix II, "Land Mortgage Banks."

³ Farmers' Bulletin 635, "What the Farm Contributes Directly to the Farmer's Living."

⁴ Written before the passage of the Cotton Futures Act.

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coming generation for efficiency. It requires a model girl to produce a model mother from whom comes the coming generation."

A man: "While there are the questions of better knowledge of garden and farm production and the marketing of the products of the farm (which are important matters), there is the question of being in debt either on the land or for advances to make the crop; that is undoubtedly the biggest load, and the matter of rural credits if of the greatest importance, as the biggest wrong should first be righted. If the Government would arrange a plan to advance, to those who do the real work, money at a low rate of interest (without giving a money shark a rake-off) on land or other good securities and long terms of payment, and thus lift from the people the ever-growing curse of usury. If, for instance, the Government would loan to a farmer, for the purchase of a home, money at 5 per cent per annum, of which 2 per cent to be for interest and 3 per cent on principal, by this plan the man could in 33 years pay off his debt."

"First, we have too many homeless families (more than 50 per cent in this country); a majority of the acres owned by individuals and corporations in the cities who do not farm. To relieve this condition, I would suggest that you encourage many small holdings and discourage large ownership of land by an individual or corporation."

NEW MEXICO.

"We ask that the Department of Agriculture endeavor to arrange a system of farm loans on long time at low interest, so that the farmers will be able to get into the live-stock production once more. Second, a law regulating the interest rate to be charged by banks, even if it would 'stretch the Constitution,' would be of great help to the people. Government abattoirs for the slaughter and distribution of meat animals would greatly reduce cost and is worth consideration. Fourth, the elimination of a great many middlemen in the handling of farm products will help in reducing cost."

ARIZONA.

"Our farm is a sample of what is trying to be done here. And for 11 years we have paid 10 and 12 per cent on \$3,500, and in all these years we have only been able to pay \$200 on our principal. The roads are so bad it costs us the price of our crop to market it, and what we do make we must pay out for interest."

CALIFORNIA.

"There are many ways in which the farms could be improved, and many conveniences which would help the farmer's wife and make farm life easier and pleasanter. All of this the farmer could do himself if he had the money. If there could be some way provided by which the farmer could borrow money at a low rate of interest instead of having to pay from 7 to 10 per cent, he could then afford to get help and therefore improve his farm so that it would produce more and better crops. Naturally if he were more prosperous the farmer's wife could have more conveniences and comforts and farm life would be the ideal life."

"First, I am hoping Uncle Sam will make it possible for us to get cheap money so that each year we may reach out and make every acre of land produce all it is capable of. There are many farmers, both men and women, who can only half work or accomplish anything for the need of a little ready money in the beginning of an undertaking. People of small means don't dare make great plans if they have to borrow money at present rates of interest."

"Farmers always have to pay high interest on money necessary to do business. This always falls hardest on the small or weak ones, for the reason that men who buy farmers' products are and always have been so well organized there is no escape. At present sweet potatoes are raised in the San Joaquin Valley in comparatively small districts and are sold by the grower at 1 cent per pound and the consumer pays 4; so with every article that is used. As remedies I would suggest: First, money to be loaned to the farmer by the Government at the same rate as to national banks; second, free market

in all cities and towns and public market in all large cities, conducted by the State government."¹

"The farmer, as it is now, either has to work for years to get the farm improved so that it will bring in profits, or else he has to mortgage at so high a rate that he often never gets his debt cleared, and, of course, his wife must skimp and work very hard to help him. When, at last, by years of toil they have got ready to live, the wife, especially, is too 'done up' to enjoy the comforts and conveniences she can afford at last. Money is not worth 8 per cent to 10 per cent on the farm, if anywhere. Is there no way it can be arranged so that we can borrow for less?"

MARKETING OF FARM PRODUCTS.²

NORTHEASTERN QUARTER.

NEW HAMPSHIRE.

"If the farmer could only get more for his produce—so both he and his wife would not have to work so hard to get a living. Guess the women here are like children—and do not know what they need."

VERMONT.

"Some wish to know how to market the surplus products of the farm, such as jellies, canned stuff, eggs, chickens, etc., so that the farm woman would have a source of income entirely her own."

"Help the farmers to sell their produce for good prices. Many men can raise good crops better than they can find a good market for them."

MASSACHUSETTS.

"Have you investigated the high cost of eggs to find out if there is a surplus being held back? If not, why don't you send out the ladies who are forming these boycotts (on eggs) to visit poultry plants and farms to get the facts about and the cause of the high prices of eggs? If you did, I can safely say the sensible boycotter would go back to the city willing to buy her fresh eggs direct from the producer. If the boycott sends the price down, it is always the farmer that loses."

RHODE ISLAND.

"I think a bureau for the sale of needle and other woman's work might enable them to stay at home on the farms."

NEW YORK.

"The farmer and the farm woman are not allowed to set the price on anything they sell or buy. Is there any justice in this? The consumer pays the

¹ The Office of Markets and Rural Organization, created the year the letter was written by the Secretary, has as its expressed object: To investigate present systems of handling, marketing, and utilizing farm products; to aid producers, consumers, and manufacturers in cooperation with competent State and other agencies in devising and maintaining economic and efficient systems of storage, transportation, marketing, and utilization; to devise methods of reducing or eliminating expense and waste in transportation, marketing, and manufacturing, in the hope of realizing slightly better prices for the producer and somewhat lesser costs or better products for the consumer; to assist, so far as lies within the authority of the Department of Agriculture, in the organization and extension of cooperative production, marketing, distribution, and buying. See Appendix I, "Distribution of Produce."

² See Appendix I, "Distribution of Produce." The following publications on marketing will prove of special interest: Farmers' Bulletin 62, "Marketing Farm Produce." Farmers' Bulletin 445, "Marketing Eggs Through the Creamery." Farmers' Bulletin 548, "Storing and Marketing Sweet Potatoes." *Report 98, Office of the Secretary, "Systems of Marketing Farm Products and Demand for Such Products at Trade Centers." Price, 25 cents. Circular, Office of the Secretary, "Organization and Conduct of a Market Service in the Department of Agriculture, Discussed at a Conference Held at the Department on April 29, 1913." *Yearbook Separate 453, "The Status of the American Lemon Industry." Price, 5 cents. *Yearbook Separate 546, "Cooperation in the Handling and Marketing of Fruit." Price, 5 cents. Yearbook Separate 605, "Improved Methods of Handling and Marketing Cotton." Yearbook Separate 626, "The Organization of Rural Interests." *B. P. I. Bulletin 268, "Tobacco Marketing in the United States." Price, 10 cents. Department Bulletin 36, "Studies of Primary Cotton Market Conditions in Oklahoma."

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profit, but the farm folk don't get it. The butcher will nearly double on the meat the farm folk raise, the grocer on the eggs, etc., the miller or dealer on the grain and feed."

"The expense between the farm and the consumer's table is so great that the farmer loses a good deal of what the consumer has to pay and would be glad to pay him for fresh produce. If a more direct relation could be established between producer and consumer, it would greatly help the farmer. If cold storage could be made perfectly safe, it would benefit the farmer, especially in the poultry business. Eggs can not be produced in the winter sufficient to supply the demand."¹

A man: "Expose the fallacy which has become so popular during the last few years that the 'middleman' is not a help to both the producer and consumer. Educate the farmer to understand that it is his place to stay home with his family where he can produce something for a man better qualified than he is to sell. Teach him that he is in a wholesale business and that it is a mistake for him to leave his wife alone half the time to run the farm while he is away trying to sell his produce and collect the bills. I could not do business without the 'middleman.'"

"The thing the department could do which would be of the greatest benefit to farmers is to arrange some method by which the farmer could obtain a fair price for his produce. It is more to the point to raise one blade of grass profitably than to expend more time and labor on raising two unprofitably, the old moth-eaten quotation to the contrary notwithstanding. If we had a fair share of the retail price we could 'benefit' ourselves without assistance. We know exactly the things which would make the work of my husband and myself much easier and life more worth living, but we have not the money to provide them. If 'the love of money is the root of all evil,' the lack of money is, too."

"If the farmers might receive better prices for their produce and the middlemen not get all the profits, that, I think, would help the wives the most of anything, for then all the money would not have to go for hired help and feed for stock, and the farmers' wives would have a little to hire some help in the house if they could get it."

A man: "I believe the greatest factor is the 30 per cent instead of the 65 per cent of the consumer's dollar that the dairyman should receive. I believe proper marketing would help most of anything. Many are keeping less cows and some are leaving their farms because they can not do the work. The time and labor required to make milk to-day is very much greater than it was 40 years ago. The cost of feed and labor takes by far too large a per cent of the gross proceeds."

A man: "I see no way for the farm woman to better her condition but to get something to better it with. The farmer goes on the market with his products and the grocer and the peddler and their partners, being keen for a bargain, know he is going to sell that day and that he can not go out and sell to the consumer on account of the law. The price they offer is a price that they can sell the product to the consumer and make a profit on the same as much as the farmer. The farmer's profit represents one year and the other's 24 to 48 hours. If the farmer could sell direct to the consumer and divide the middleman's profit, it would reduce the cost of living to the consumer, and the farm woman would have more to help herself and family."

A man: "Perhaps it wouldn't be out of place to state here how several women were apparently made happier. I have several customers in New York City who take 12 to 15 dozen of eggs each per week. During the summer season I have sufficient eggs to supply these customers, but at this season I have to buy some. I told these several women that I wanted fresh eggs—not only fresh but must look fresh and clean. I would pay them cash, 2 cents per dozen more than the stores pay. Most of the women are poor—too poor to take any papers at all, or at least they do not take them. It is unusual for them to get cash for eggs. With cash in hand they can purchase some little necessity or luxury and get it where they like, even in New York City or Chicago."

¹ Farmers' Bulletin 594, "Shipping Eggs by Parcel Post." The Office of Markets and Rural Organization has assisted in several parcel-post exhibits at State and county fairs, and has devoted especial attention to promoting contacts between country producers and city buyers.

NEW JERSEY.

"The farmer's wife never has a vacation: she has no conveniences and can't afford any, because farm products sell so cheap."

PENNSYLVANIA.

"In my opinion, to improve the condition of the farmer is, in most instances, to improve the condition of his family, as farmers have very little money to give their families for social pleasures or recreation. The price of cows and feed for them, also of farm labor, is so much more than it was 25 years ago, and the cost of the production of farm products has increased so much faster than the selling price that the farmer's income is diminishing every year, which is the reason they have so little to spend on their families. It seems to me farmers' families are disheartened and do not have the simple pleasures they used to have, and which did not cost much money. Many farmers' wives are sacrificing themselves for their children, endeavoring to keep them at the good high schools which are within access of most of them, so they may be able to make a better living than they themselves are getting."

A man: "More good could be accomplished for the housewives the country over if there was some uniform system of handling produce and uniform packages in each and all States, or, better still, sell everything by the pound.¹ For instance, we are potato growers and live near the New Jersey line but in Pennsylvania. The legal bushel for Pennsylvania is 56 pounds, and for New Jersey 60 pounds. The Philadelphia buyers demand 60 pounds and in Philadelphia they are sold by measure and basket, and may mean anything."

"All the country people, men and women, need very badly—yes, worst of all, a commercial system that will give them a fair share of the money their produce sells for, and a commercial system that will not rob them when they spend their money for machinery, etc."

"The city people think that the farmer does not need as much money as the town people do. We do need more, to keep the farm, household, barn, and labor, beside the tax, church, doctor, nurse—it costs us more than the city people, and we need heavier clothing for winter. If we had money, we could obtain what we need and make country life more comfortable."

DELAWARE.

"If the farmer could get more of that dollar the consumer pays, the good matron would have more to expend for family comforts. Farm help and machinery and interest *must* be paid. We all know the energy expended in solving household problems with a thirty-cent dollar and high interest."

OHIO.

A man: "How long would a large manufacturing concern last with the same proportion of waste, the same overhead expense, the same number of false notions, and the same amount of duplication of effort that we find in the social process of distributing produce and other commodities from the producer to the consumer? What is the cause of the enormous increase in price between what the producer receives and what the consumer pays? Establish central market places with all the latest conveniences for handling the goods, whether staple or perishable, under the most sanitary conditions. Have one thoroughly organized delivery system to give the best of service with the least possible duplication of effort. Eliminate all unnecessary rehandling and the enormous waste between the producer and the consumer. Cut down to the minimum the enormous overhead expenses due to the duplication of effort and interest-bearing indebtedness. Revise the laws relating to bad debts and relieve the cash customers from the necessity of paying the bad debts of his neighbors. Prevent the private monopoly of public necessities for private gain."

¹ One of the projects of the Office of Markets and Rural Organization has as its objects: The national standardization of market grades and standards, weights and measures, packages or containers, and uniform trade names for same; the education of the producer and shipper as to the need of fixed standards and the encouragement of their universal use. See Appendix I, "Grain and Cotton Standards."

Revise the patent laws to enable the inventor to get his just reward, to stimulate invention and to prevent individuals or corporations from controlling patents to the detriment of society and preventing the full use of the latest and best methods. Eliminate waste wherever possible in all its forms."

"Will give you price of farm products—corn, 75 cents; oats, 40 cents; wheat, 80 cents; washed wool, 20 cents. Don't you think these prices very low considering the high cost of fertilizers, lime, and labor, besides hauling 9 miles to market over the most despicable roads in the State? Good sheep selling at from 4 to 4½ cents, lambs from 5 to 5½ cents, and when we buy a roast of lamb we have to pay from 30 to 40 cents per pound. Who makes the money? Not the producer, I am sure."

"I think the department can do its best work in helping to secure good prices or a profit on the grain and stock they do raise, thereby causing them to have the pleasures and conveniences of the town people. The ruralites are realizing the conveniences and luxuries are not confined to town dwellers alone."

INDIANA.

"Perhaps financial conditions have helped retard the farm woman's progress; for, while the farmer is kind and generous as any man, his earnings are less in proportion to his labor and capital than many other professions. If some way could be devised to equalize prices of what we have to sell and buy, it might help."

"We believe the department can best help the farmers' wives by enabling the farmers to make more money, and would suggest that a bureau of markets¹ be organized which will do away with the enormous profit to the middlemen, so that farmers can get more money for their produce. When the farmers can make more money, their wives can have better homes, modern conveniences, and hence be better able to enjoy and keep in touch with the real life of the great world about them. A better financial condition for the farmer will make the morals of our country better. It will stop the flow to the city which is getting to be something alarming. Much of our land is untilled and many houses in rural communities are vacant. The should-be occupants have gone to the city. Within the last few months a large number of families in our section have moved. The manufacturer is making more money and can pay better wages than the farmer. This condition prevails in all rural communities."

"Fair prices for farm products, leaving a margin of profit above the helper's wage, would do much for the woman on the farm. In almost every section of the country the really prosperous farmer is putting in modern home conveniences, buying automobiles, and enjoying an enlarged social life."

"I reside in an agricultural district which is representative of a majority of the rural communities of Indiana. Here, what the farm needs most is more ready cash with which to organize and carry on work. Heavy taxes, high rate of interest, slow returns from labor and money expended are the chief causes for this state of affairs. Thus, a scarcity of funds can be considered the greatest factor contributing to the hardship of woman's work on the farm."

ILLINOIS.

"We are a 'feeble folk' because we don't know any better than to keep on selling at cost, at a loss, or at a ridiculously small profit."

"We, as farmers' wives, can not understand why there is such a difference in the price of eggs we sell and those that the people pay. Personally I am very careful about selling clean, strictly fresh eggs, and why should I get 13 cents when at Springfield they are paying 25 cents? Can you help us remedy this evil? We do not have the same difficulty with butter, as this commodity brings us about 25 cents a pound the year round."²

"The selling method of the products such as eggs, butter, and other produce generally looked after by the women of the farm is divided with the middlemen and speculators to such a degree that the producer's share is small."

¹ See Appendix I.

² Farmers' Bulletin 594, "Shipping Eggs by Parcel Post."

MICHIGAN.

"One good thing for farm women would be to get better prices for poultry and all farm produce. I mean, get nearly as much as city people have to pay for it. They would then have more money to buy things that nearly every farm home needs."

"Now you might help us through the local market. The price for young chickens now is 9 cents per pound. If we could get what is right for our chickens we could have modern improvements in our homes. The local market is a bane on the farmer. There is a great cry about high cost of living, and the trouble is laid to the farmer, but we farm women know we don't get near what we ought to for what we raise. Potatoes have brought 45 cents per bushel all the fall, with the shortage there is around us. There are too many middlemen to live off from us. I am giving you an idea of what one trouble is."

A man: "Why do our boys and girls leave the farm and go to the city? People have flocked to the city because they can buy food products cheaper than they can produce them. Our boys and girls go to the city because they can earn a living with less energy than they can on the farm. They take into consideration the short hours, compensation law, minimum-wage law, and pension law, which relieve them of all care and responsibility. They soon drop into the imbecile class and lose their individuality. They do not recognize this until too late. They have formed habits of indolence and idleness. Instead of making good citizens, they at once become a disturbing element. Can this be remedied? We think it can. The farmer sells his labor in the markets of the world. Let every other man do the same. If they who produce the food that the people eat have to work 14 hours a day, let those who eat it work as hard and as many hours to earn the money to buy it with; then you will have no excess population in the cities—no scarcity of labor. Also the State and Nation should not make it more remunerative for labor in competition with the farm. All municipalities bid up labor and make it more attractive than to labor on the farm. They do not seem to understand that food we must have. Laws have made labor unions attractive and cities attractive. Now make laws that will make the farm attractive by removing all taxes from land that is producing food for the people. Make farming remunerative; then you will see good farming—no waste of fertility and much cheaper food. This would not have been practical when a large majority of our people lived on the lands and were producing. Now, a large majority are consumers and must be fed. The farmers are never idle, consequently they make no trouble. The militia is never called out to hold them in check. The courts are always crowded with cases, the farmer seldom appearing. We have to-day a strike in the mining region of our State. The farmers are called upon to help pay the tremendous expense, yet in no way are interested. We are willing to labor and believe it the most honorable, but we want equal pay, not three hours' laborious work for us to earn as much as other trades earn in one hour."

WISCONSIN.

A man: "Aid the farmers to do away with a part of the multitude of middlemen and board of trade gamblers where from 30 to 67 or 70 per cent marks the difference between farmers' selling price and consumers' buying price. Make it possible to market a number of products, such as fruit, with a small profit, that now goes entirely to waste.¹ Give the farmers more of a chance to offer as satisfactory terms to hired girls and other help as are offered in the city and give the farm women an opportunity of enjoying some of the advantages afforded city women, on account of increased receipts and better dividends on capital and muscle invested in lands, buildings, machinery, and live stock. Solve the puzzle of the high cost of living by giving the farmers and their wives a better return for their capital and labor and by a better system of marketing, cheapening the price to the consumer."

¹The department has discovered methods of concentrating apple cider which improve its keeping qualities somewhat and also reduce its bulk so as to make longer shipment possible. The department also has developed a method of making table sirup from apples. Literature on these processes will be published shortly. The method of concentration of cider, however, is not practicable for the average home, as it calls for the use of refrigerating and power machinery. The department also is investigating household methods for the preservation of the juices of small fruits. It is expected that a bulletin on this subject will be issued during the coming year. See also Appendix A for methods of canning and preserving surplus fruit.

A man: "One way to help the condition of farm women would be to keep up the prices on poultry and milk products, thus giving them more cash with which to buy the necessities of life. The prices of these products are very low at the present time, the amount of labor expended and the price of feeds taken into consideration. It should be seen to that the farmer is not cut off from receiving compensation in proportion to labor and time expended in producing the necessities of life. The prices of land are advancing; labor costs more; taxes are higher; he must necessarily receive more for his products. It must be seen to that the middleman is held in check; that the farmer is not boycotted the minute he attempts to place his products on the open market. He has certain rights that should be respected and regulated by stringent laws."¹

MINNESOTA.

"The laboring class of people in the city is complaining about the high cost of living. We consider it is not us farmers who are receiving the benefits of the high cost of living. It is the retailer and merchants, city wholesale houses, commission men, and retailers in the city who take more out of our production than what we can get to produce it. They are making 50 per cent on our labor. We have on the average from ten to fifteen thousand dollars invested in our farms and personal property and we have to work from 12 to 13 hours a day to make a living. A few years ago the meat packers drove us out of the business of raising stock on account of the low prices which we received for it, and this is the reason why meat is so expensive nowadays. If we could do our own slaughtering and have our own local market we could sell our meat at 10 cents a pound straight. Now, on the other hand, if we want to purchase any farm implements we have to pay 25 per cent to their agents on the top of the market price."

IOWA.

"Here in our county we have a good market for poultry and dairy products. There is no canning factory in our county and there is no sale for fruits and vegetables here."²

MISSOURI.

"We believe that the farmer should receive a greater per cent of the money that the consumer pays for his produce that he might make his home more comfortable and convenient. We must not put too much of a burden on the farmer by asking him to take less for what he produces, but we must increase what he receives, and at the same time make conditions on the farm so attractive that the best people and most intelligent farmers will remain on the farm."

SOUTHEASTERN QUARTER.³

MARYLAND.

"Better facilities for marketing goods the women may have to dispose of."

VIRGINIA.

"The things now most needed are profits—not higher prices to consumers, but relief from too many needless middlemen who handle farm produce at a needless expense to both consumers and producers. This, I think, would demand a great system of marketing, and I would advise that a move of this kind be fostered by your department."⁴

"There is a great gulf existing between farm products of all kinds and the consumer. Consumers tell me that they have to pay much higher prices for butter, eggs, and farm produce than I can get for the same produce at home. I know a party who cleared \$6,000 recently in buying and shipping fat cattle.

¹ Section 6 of Public Law 212, Sixty-third Congress: "An act to supplement existing laws against unlawful restraints and monopolies, and for other purposes," makes special provision for the rights of the farmers.

² See Appendix A for bulletins on canning and preserving.

³ Women interested in promoting the agricultural prosperity of the South will find suggestive reading matter in Appendix A, "Promotion of Diversified Farming in the South."

⁴ See Appendix I, "Distribution of Produce."

This money should have been left in the pockets of the farmers who produced the cattle. This sum of money did not enhance the value of the beef one particle, but makes the beef come much higher to the consumer. The majority of housewives in this part of the country raise butter, eggs, fruits, and products of the garden, chickens and turkeys, etc., and it is almost impossible to obtain good prices for same on account of the middleman. Now, if you can bring an influence that will eliminate the middleman, your department will have accomplished wonders in this part of the country."

"If some help could be given us so that we could market our products to better advantage it would be a wonderful help.¹ From the Crop Reporter we find where we could, in all probability, get best results. But the average farmer has no way to get in touch with reliable merchants. Say, for instance, we have two or three thousand barrels of fine apples, which we have had. If the Crop Reporter shows us sections where they are short and also gave us names of a couple of the best merchants there, and 'abroad also,' do you not see we would not be tied to speculators, or what is or has been worse, the 'commission men'? Now all this may sound as if it were not asking help for women, but do you not see it is impossible to help one without the other?"

"If the department could teach her how to make use of and market many of the valuable products of her department that would and do often go to waste, it would certainly be of great help to her; and no doubt this will be a little hard to do."

NORTH CAROLINA.

"Information where I may sell my things that I produce for a good profit. I make good salt-rising bread, pies, cakes, pickles, etc., and fancy work that I could make something on if I knew some one that would buy."

"I think the department could help us by giving prices. Help us to sell and buy. I have often wondered why the United States Government could not have one man in each State to act as a kind of commission merchant for the rural people, to buy or sell for us. We have commission merchants. Some are reliable; some are not. We sell eggs for from 12½ to 15 cents per dozen when they are from 30 cents to 40 cents in large markets. The consumer pays a big price and the producer gets little or lets it go to waste on the farm."

SOUTH CAROLINA.

"Get the wise men of the Agricultural Department together—those versed in weights and measures—and have them decide the maximum and minimum yield of flour from a bushel of wheat. Also the same of meal from a bushel of corn. Issue in bulletin form these official decisions, and distribute said bulletins to farmers. Have a law passed by Congress that the State commissions of agriculture shall at stated intervals officially examine all public mills—their weights and measures—requiring their output to come up to a mean yield. The reason for this suggestion is that it is a constant source of righteous indignation that our people and their faithful negro croppers and renters are overcharged at grain mills."²

"I think the Government should not let these cotton and grain exchanges set their price on our husband's farm products, thereby hardly allowing him and his family a living. I am sure cotton is worth more than we get for it according to how hard it is to make and gather."³

GEORGIA.

"We need in our midst a better facility to market our cotton. Often we get 1½ cents below the Augusta market."³

"Inability to send market things that are generally considered woman's work, such as eggs, chickens, butter, milk, etc., the proceeds from which she

¹ One project in the Office of Markets and Rural Organization has among its objects: To determine market surplus, rate of movement, outlets, and prices of specific products by definite trade areas; to develop methods for bringing such information and news promptly to producers and consumers.

² See Appendix I, "Grain and Cotton Standards," "Marketing," etc.

³ Yearbook Separate 605, "Improved Methods of Handling and Marketing Cotton." See also Appendix K, "Warehouse System and Cotton Futures Act."

generally claims as her own. Difficulty in making purchases and of getting them delivered. The remedy I suggest for these two: Improved rural parcel post delivery."

A man: "We need in this country a cash market; the stores that handle the produce of our farms won't pay any cash. It is all barter."

A man: "If we could only induce the country people who farm to raise their own supply on the farm and cotton only as a surplus, the people of this country would be the happiest people in the world. What is hurting poor people here the worst of anything is trying to raise cotton to buy supplies with. If all farmers would diversify and make their own supplies, men, boys, wives, and young girls and marriageable women would be better off."

"Commission houses run by the Government to handle the farm products where the produce can be shipped all times of the year and stored, if need be, till the market demands the product, when it would be disposed of and the farm woman receive her portion and the commission retained for the Government use."

A man: "The women think they are not treated right by the country merchants in regard to what they have to sell. The merchants fix the price of their produce and their goods as well. Small producers can not ship their garden vegetables, so the merchants have them and will not pay a cent in money for their poultry or butter. The merchants fix the price on produce and goods. Can anything be done or law enacted to remedy this evil? The women are imposed on; they work in gardens and get but little for their labor and no money; it is all goods or no sale."

FLORIDA.

"As to marketing, the only real help to the small farmer, and he is the weak one, is for your department to establish cooperative packing houses in each district as the fruit exchanges do and as the creameries are doing. The man who keeps up his plant and grows the products of the land can not be a successful packer or peddler. It is pitiful to see our farmers spend all night to get into town, then all day to sell their produce, often only a small part of it, and then be all night getting home—just for a few paltry dollars. How can a man get ahead under such a system? After the packing house was established the community could pay for it and run it. That would give the Government real statistics as to what was really produced and farming would become as secure an investment as any in the land."¹

WEST VIRGINIA.

A man: "I should think a guide, similar to the ones put out by the railroad companies, showing hotels and boarding houses, and copies available in large cities, not distributed but several in a post office that the public have access to, and revised every spring and fall, containing the names of farmers and the produce they would sell by parcel post, would have a stimulating effect on the parcel-post trade. I do not mean that the book should give prices but merely produce; i. e., 'John Doe, vegetables, eggs;' 'Jim Roe, eggs, butter,' etc. I can also see lots of objections to this owing to its advertising feature, and only offer it as a suggestion as requested."²

"Enactment of legislation that will enable the farmer to realize more than 35 cents from farm products for which the consumer pays \$1."

KENTUCKY.

"I find that the women claim that their marketing facilities are not so good as they would like them to be. For instance, we people are poor farmers with farms from 40 to 80 acres. Now, the women claim the hucksters that drive our thoroughfares do not pay them enough for the produce. We are 10 miles from

¹The work of one of the projects in the Office of Markets and Rural Organization pertains to the organization of producers and consumers for the purpose of promoting more efficient handling, distributing, and marketing of farm produce and food supplies.

²The Post Office Department is issuing lists of producers in certain zones. See Appendix I.

a railroad. The produce man pays for eggs, 16 cents; butter, 16 to 18 cents, hardly ever over that price, and other produce in proportion. The produce man in our town a few years ago went into business a very poor man; now he is called a wealthy man—made it off of our farmer women. Now, we as farmers' wives want some aid if it is in the power of Uncle Sam, and I know it is. We have very good turnpikes, rural routes, etc. With eggs selling in the city at from 35 to 40 cents and butter still higher there ought to be more paid at home."¹

"The Government should see that fertilizer companies sell the people good stuff, that the fertilizer is what they say it is. There should be a law passed that the flour mills should grind wheat for the farmer for toll; that would cause thousands of farmers to raise wheat that do not now. That would give the farmer a show to get his wheat ground for his own use. The way it is now the mill man has got it all his way and the farmer has to take the miller's price for his wheat and give his price for flour. So Mr. Farmer has no say at all in it."

"The farmer does not receive enough for his produce—tax, interest, and other expenses considered—to enable him to compete with the price paid for labor by organized capital in securing efficient help and lay by an income sufficient to afford such conveniences as are needed."

"Nearly all have given mortgages on their land to buy machinery. We have had a good many poor crops, but I have heard a great many farmers say they would rather have 10 bushels to the acre and \$1 a bushel than 20 bushels at 50 cents a bushel."

"I know I work 15 hours a day, and in the fall if we get a crop we have to take what other people want to pay for it. So I think we are getting a very small profit for the property and labor involved."

"Cash for produce, such as butter, eggs, poultry, etc., instead of orders on the local store for trade is greatly desired. An information bureau, so that they may know where there is a market for produce and some idea of the cost of transportation to the same."

"In shipping 396 pounds of poultry we paid \$12.78 express charges and a big per cent taken off for shrinkage. Farmers are considered 'kickers,' but when you have worked from early morning till late at night to raise and prepare produce for market and then get the small end of the returns, is it any wonder?"

"When we get the farmers' credit system working and when we can buy what we need equally as low as we get for our produce, then the farmer and his family can live more comfortably."

TENNESSEE.

"Government help to sell and ship and distribute our fruits and products so we would get our share out of it, instead of the railroads and dishonest commission men or middlemen, who generally get more out of it than we do. We think the Government could have distributing depots at the biggest cities, and take off so much for handling our stuff. The cost of high living comes from the middlemen who handle our stuff; by the time the consumer gets it it has advanced to almost double what we get for it."

ALABAMA.

"Teach us how to sell what we produce; we ship to commission merchants and receive nothing for our produce."

"Allow me to respectfully suggest a woman's exchange in every town. Farmers' wives know how to do. They do not have a market for their labors. Now, every housewife knows how to make and pack butter in the Southern States. But they can not get it to a city market when made, and to retail it in a country store for merchandise at 15 cents per pound is not profitable to the farmer's wife, with cotton seed at \$25 per ton and pea-vine hay \$20. They might better sell the cow, the seed, and the hay. Your bulletins on canning, poultry, preserving meat in the home, ducks, and geese are fine, but we have not a market for our meat, jellies, etc. We need a combined force, with an exchange."

¹ Farmers' Bulletin 594, "Shipping Eggs by Parcel Post."

NORTHWESTERN QUARTER.

SOUTH DAKOTA.

"In this State and the different counties contained therein we need and must have Federal supervision of the operative creameries and cream stations where cream is bought for the said creameries or any single individual that is buying cream (in regard to the test and price per pound paid for butter fat). Conditions as they exist at present in selling cream, the patrons are simply at the mercy of the creameries. Your cream falls several points short in test, and will vary from 5 to 8 points on different cans when the cream is exactly the same in regard to thickness, same feed for the cows, same person operating the separator. We have several creameries, and will ship a can to a different one and receive a good test 'for a bait,' and possibly for two or three times, when they begin to tamper with the test. Consequently, after trying all the creameries with the same treatment, the patron in disgust will either keep dodging around all the time or finally patronize the least of the evils or quit and go to churning.

"Remedy: Federal supervision that is as thorough as the meat inspection in regard to penalties and supervision. Require the creameries to let a Government tester test the cream; or, in other words, a man that will be impartial to creameries or patrons. Compelling all substations to send the cream to the main creamery to be tested. 'A just test' is what we demand, and a stipulated profit prescribed for the creameries that is just to both patrons and creameries.

"We have good butter makers and poor butter makers among the people that reside in the country, and have butter to sell. At present the butter that is made from separator cream and is the equal of creamery butter has to be sacrificed at the same price paid for bad butter, of which there is no limit, to the dismay of the worthy butter maker. Why? Because the merchant dares not say, for fear of insulting his customer and hurting his business, 'Your butter is "bad," and I can only pay so much for it.' Consequently, the good, the bad, and indifferent are all put in together in the same vessel for shipment and the price of bad butter paid to all.

"Remedy: Place enough men throughout the State, with certain territory, and not so large but what they can do every store justice, at intervals of not longer than two weeks; visit each store and be competent butter judges. Then, by law, compel the merchant to install refrigerators and save a little sample of each customer's butter each week, and put same in the 'cold box' for the inspection of the Government inspector, the inspector to say 'A' has such-and-such kind of butter and 'B' this or that kind, and is worth so much, and also state what is wrong with the butter, so the customer can have a chance to improve and command the better price. Thus relieve the merchant of any embarrassment in dealing with the customer of bad butter. 'The inspector to be the judge.' Further, compel the merchant to ship at certain times and not keep any more butter on hand than his 'cold box' will protect. Also not mix bad and good butter. All the above to be under the penalty prescribed by law."

"It would be of the greatest assistance if, through the department, stations might be established where we farm women could sell what vegetables we could raise. It would help us and help to reduce the 'high cost of living.'"¹

"Last year we raised a large garden and I had lots of nice vegetables to sell; but there is such a small local demand for such things, as most of the town people have small gardens, so most of my vegetables, more than we could use, had to go to waste.² This discourages a producer, and of course in the future they will not try to produce nearly as much, because it is only wasted anyway."

"The only thing that will help women on the farm is better conditions, better prices, and more conveniences. With prices for products low and poor markets in a drought country like this, it is impossible to make anything."

NEBRASKA.

"Our greatest problem is how to dispose of the surplus farm produce—butter, eggs, and poultry—especially poultry—as, living so far from market, it is not

¹ See Appendix I, "Distribution of Produce."

² See Appendix A, "Organizing Agricultural Clubs," for literature on canning vegetables.

practicable to ship live poultry; and on shipping dressed poultry to commission firms, low prices, dishonest weights, together with express charges, hardly leave us enough to pay expenses. This seems to be an excellent climate for all poultry, turkeys almost growing wild if protected from coyotes. But what we need is a 'from farm to consumer' plan, for when the consumer is paying 20 to 30 cents per pound we realize only 10 to 15 cents."¹

"Build and equip at least one cold-storage plant in each State. Such a plant would pay for itself in one summer, once started. Share the difference between buying and selling of cream, eggs, poultry, and butter with the farm producer, the wife and children. Don't, for pity's sake, plan more things to be paid for by increasing the farmer's taxes. Ours take the value of 1 acre each year now—\$37 a quarter section.

"Our local creamery paid during the fall 27 cents for butter fat, and at the same time paid 29 cents in another county.

"The mills take 27 pounds out of every bushel of wheat for grinding the rest into flour. So it goes all along the line, from the very small buyer of eggs and poultry up to the packer and the exporter of grain. Of course, we are tired, and getting more and more tired and angry and ready to join the Socialists. Just why the manufacturers should be considered of so much more importance to the country than the farmer is not easy to see. It makes me especially angry to see the seed-corn specials and dairy trains run through the county, for I know how rapacious the creameries are and what wrong ideas the seed-corn specialists advance. We have to pay for them all. In the end the expense all comes back to us to be paid.

"The majority of farmers, for lack of funds, can not afford all the conveniences I mention. The farmer and his family have to work 16 hours per day to meet expenses and a bare living. Why everything said about the high cost of living and nothing mentioned about the high cost of farming? Allow me to mention a few items. A hired man, \$40 per month; a corn binder, \$135; wagon, \$75; harness set, \$40; cultivator, \$25; riding plow, \$35; taxes on 160 acres of land, \$60. Last summer when we were selling eggs for 7 cents per dozen we had friends visiting from Kansas City and they were paying 35 cents per dozen. The profit seems to be somewhere between the producer and consumer. My husband sold hogs last week fattened on 75-cent corn at 7.10 on the foot. The consumers bought the pork next day at 23 cents per pound.

"With two-thirds of the population of the United States living in the small towns and cities trying to live easy, and the one-third of worn-out farmers trying to produce enough for all, what else can be expected? If some of the people in the cities and towns would come to the farms and till the soil we would have cheaper grain and would produce cheaper meat. I would have the Government build and control cold-storage plants in the large cities or market centers, so the middlemen could not take so much profit from the farmers' wives on eggs, poultry, and butter, and also rob the consumers."

KANSAS.

"The department should teach people how to create a better market and prices for their poultry and eggs, cream and butter, as these seem the only products that the farmers' wives share in on the farm; should also advise and encourage men to install waterworks."

"I wish that all farmers might place themselves in the same position that other business men do. When asked to take less for their wares they say, 'We can not do so, for we would lose money if we did.' The farmer takes what is offered him for his ware and pays what he is asked."

"There are too many middlemen. Now, if we got \$1 for wheat, that would be enough. But flour is out of sight; too high for 80-cent wheat."

"Another thought that occurs to me is a plan to have a Government commission office located at cities of suitable size to handle all country produce, weigh, grade, and sell it at the market value, doing the business in a systematic way and keeping books the same, and having the books examined as the banks' accounts now are."

MONTANA.

"Better market conditions and interest rates to farmers would solve so many questions and lighten so many burdens for the wife. The prices we get for

¹ See Appendix I, "Distribution of Produce."

produce and prices we pay for manufactured goods, especially machinery for the house, are all out of proportion unless we are content with inferior articles."

"Everything the farmer has to buy is going up in price, and everything he has to sell is going down. Here are a few facts: A 6-foot harvester machine, \$175; a 5-foot mower, \$65; a 3½-inch farm wagon, \$115; a 14-inch riding plow, \$50; and everything in proportion. Interest on money is 10 and 12 per cent. They loan money on farms at 8 per cent, but they charge as high as 8 per cent commission to negotiate the loan. Here is what we get for our product: No. 1 wheat, 54 to 62 cents per bushel; No. 1 flax, 96 cents to \$1.10; oats, 30 to 40 cents; potatoes, 25 to 50 cents; and the result is that we can't make enough to pay our expenses and the interest on our debt, so we are getting deeper in debt every year and entirely at the mercy of the bankers and merchants. We can not afford to hire the necessary help for our wives. I took my wife to the dentist the other day. He wanted over a hundred dollars to fix her teeth, and I can not afford to have it done, and the result is that she will lose her teeth, and still I raise 3,500 bushels of grain. This is the fact."

"We discussed this in our club. The unanimous answer was 'better prices.' How? I would suggest that each State establish a grading station for grain and other farm products.¹ Then, if the Government really wishes to better the condition that now prevails, set the prices upon each grade, and see that it is maintained. A No. 1 Turkey Red wheat is lower than hog feed. What is rotten? We are getting 62 cents per bushel for the finest quality of wheat. One bushel of wheat makes 49 pounds of fine flour and pays for the milling. We pay \$1.75 for that same bushel of wheat ground into flour. Again, what is rotten? The elevators and flour mills of the Northwest are the ruination of this section of the country. If it is unconstitutional to set the price and thus rule out the gamblers—vampires that feed upon the farmer's life blood—why not rip out a stitch or two of that old Constitution and let it expand to fit the times and needs of the present-day people. It can be done if we need a coaling station."

"In regard to the returns of our produce, we receive \$1 per hundred for wheat and pay \$3 per hundred for flour. If we are compelled to buy feed for our stock we have to pay \$1.25 for screenings and the same for bran. Oats bring 85 and 90 cents per hundred. Beef sells for 8 to 9 cents per pound and other meats on the same scale. The consumer has to pay from 12 to 15 cents more for the same meat. What we receive for our produce is nothing to compare with what we pay for what we purchase. These conditions make it hard for us on a farm, as we can not afford to hire help; wages are so high, due to the high cost of living, which finds its root in the dealer or middleman. The time is not far off when the farmer will have to cease farming. It will be the same as the time of the panic. The ranchers in general had cattle, but the price dropped so low on cattle that everyone went out of the business, and to-day the Nation is crying for meat. If we would receive what we earn for our work there would be no necessity for the Nation to look to other countries for its bread."

WYOMING.

"Get after the merchants who take from 35 to 75 per cent profit on all the goods they sell us, and get after the millers. When you take a bushel of wheat to a gristmill in the country you generally get 30 pounds of flour for it, not always that much. The farmers can not sell anything for cash, and railroad facilities are very inadequate."

IDAHO.

"One idea seemed to dominate, viz, that we, the wives of the farmers, have no doubt whatever but that our husbands will provide us all the conveniences and comforts that we desire and that will make farm life the ideal life just as soon and as rapidly as money is available for these things. Therefore we earnestly request the Government to do all in its power toward removing these handicaps by adjusting market conditions so that the farmer may obtain an adequate return for producing the food of the Nation; that farmers may obtain

¹ See Appendix I, "Grain and Cotton Standards."

long loans at a reasonable rate of interest,¹ and that some form of taxes may be imposed which will be just to all, but will not make the farmer pay for every attempt he makes to improve the community in which he lives."

"Effective regulation of the supply of empty refrigeration cars at the right time for shipment of our crops would help greatly."²

WASHINGTON.

"If we could get something near the fruits of our labor, we could better our conditions. No use to teach us how to raise larger crops when we are swindled year after year out of what we do raise, and not only that, but the cost of putting up our crops for a particular market. Then, we have the first cost of the land, trees and the hard work of waiting for years until the trees come into bearing. We have come to the place in this fruit district where we can not afford necessary respectable clothing or ordinary conveniences for our homes, say nothing about reading matter. We had to cut that all out last year but one dollar paper, and we can not afford even to go to church. We have worked hard, been honest and saving, and getting poorer all the time. Surely something is wrong. Honest effort ought to bring honest reward. We have put hard-earned money into these places that we brought here with us, most of us, but it has gone, and we need your help more than I can make you understand. We do not want charity, rather die than that; but help we must have, for we can not live on air."

"The women should be taught how to buy and sell. Everyone is ready with advice that will help to sow and reap the crop, but no one tells us how to sell it to the best advantage. The art of getting value for value (or more) is thought to be needed only by the 'business man.' It were better to teach the woman how to keep accounts than to teach the man. Why not issue a little book of accounts for the farm? Let a few of the first pages deal with general directions for keeping accounts, followed by blank sheets, properly ruled, and under certain headings, as, Store, cow, chickens, etc. There is no subject easier to teach than bookkeeping; its principles are few in number, yet there is no subject which to the uninitiated resembles more a Chinese puzzle."³

"Spokane pays \$1,000,000 every year for Mississippi poultry and eggs, and \$7,000,000 a year for meat. This money had much better be paid to the farm women, and would be if they had a practical knowledge of the selection and handling of thoroughbred fowls. A Government poultryman might act as a sales agent among the farm women, thus securing better prices for the farm woman and at the same time a better product for the consumer, a fowl that had not ripened in the cold-storage plant for many months."⁴

"Of what use are demonstration trains, educational bulletins, etc., to teach the farmer to raise larger and better crops, when the ones he is raising are rotting on the ground for want of a profitable market? And the farmer is not raising more than is necessary for the world, for there are thousands of people who are sadly, sadly in need of the produce that is going to waste in the many farming communities. The farmer needs only one incentive to make him raise bigger and better crops, and that is an opportunity to market his produce at a fair profit. The commission men and transportation companies are the bugbear of the farmer's existence, to say nothing of the enormous interest he must pay when he is obliged to borrow a little money to tide him over from crop to crop."

"We are of the opinion that the humdrum existence of the average farmer's wife and the lack of labor-saving devices in the average farm are not due, except in rare cases, to the penuriousness and selfish conduct of the farmer husband, but are caused by economic and social conditions over which the individual farmer has no control. We are also agreed that the economic, social, educational, and home forces that can elevate the agricultural pursuit to a higher

¹ Investigations in rural credit have been carried on during the past year; during this year it is the purpose to do a little well-planned and carefully executed demonstration work as to agencies for rural credit.

² The Office of Markets and Rural Organization, through its project, "Transportation and Storage," is working for improvements in refrigerator cars, encouraging the increase of this supply, and studying remedies to overcome car shortage in general.

³ Farmers' Bulletin 509, "Forage Crops for the Cotton Region." Farmers' Bulletin 572, "A System of Farm Cost Accounting." Farmers' Bulletin 511, "Farm Bookkeeping." Farmers' Bulletin 593, "How to Use Farm Credit."

⁴ See Appendix A, "Poultry" and "Foods."

estate will automatically bring about the betterment of conditions for the farmer's wife. We are convinced that the forces that give hope, assurance, and promise of independence to the farmer and his wife are those enunciated in our order's (the Grange's) declaration of principles of action and all those that make for economic justice and freedom, namely, cooperation in buying, selling, and manufacturing farm products and a direct relation between the consumer and producer, farmer and manufacturer; the scientific development and management of transportation of the Nation's natural resources and all other social and industrial affairs; the establishment of a cooperative banking and credit system, making it possible for farmers of this country to secure the capital necessary for scientific production and efficient distribution on a long-time low per cent plan, thus taking from the fundamental industry the burden and the curse of indebtedness."¹

"I am living on a fruit ranch in a beautiful, fertile valley, an almost ideal place to live under the right conditions. We have a very difficult problem to deal with. We can not be prosperous and have so many middlemen between the grower and the consumer, and while we get a very small price for our products here, as near as I can find out the consumer pays a high price. We have to pay high freight rates, and it is very discouraging to the grower and makes it very hard for ranch women to work hard and see the profits all taken by people that have not furnished any capital to develop the country or done any of the hard work toward production. I can say a remedy to help solve some of this problem would be very greatly appreciated in this valley and some kind of a credit system that the farmer could get money without such a high rate of interest. This is a very urgent matter here."

A man: "My wife requests me to write as follows: She is in favor of bringing the consumer in closer touch with us producers, and if we had a better system of marketing our stuff we would not need any more aid. I mean by this that if we would get what our product brings, less transportation and, say, 15 to 20 per cent to bring it to the consumer, we would do well enough; but under the present way the consumer pays about an average of 100 per cent more than the producer gets. If there were a uniform commission law for all States such as Minnesota has, or maybe some States have them better, that all commission men were under bonds and Government control, then they could not steal one-half of what our product brings as they do now. We would like to see the United States Government take hold of that."

OREGON.

"The packing for sale of various food products in small sanitary packages to be sold by the local stores, and above all a general résumé of the ways that the most successful people do things and the proper time and method of doing them. Such a work bound in a volume and distributed to the farmer women gratis would be the means of the women knowing theoretically just what and how the work on the ranch should be done, and would enable her to earn a considerable amount of money in the some one thing that she might become proficient in, besides enabling her to see whether the husband and father was doing his duty to the farm, in the manner and at the time which it should be done. Far too many farmers are from a month to six weeks behind with their work, and scanty or no harvest results, and at the same time the ranchman has done the best he knew, and gets discouraged because he does not know and can not find out the reason for his failure."²

"Compensation, not 'competition.' We believe that compensation and not competition is the life of trade, for the middleman expects to double the price of every product of the farm after the farmer takes the risk from weather conditions, insect pests, rodents, etc. He then has to haul his produce to market, and finds, after all the labor and risk incident to raising a crop, the combinations of merchants are so close they offer him a price often below the cost of production and force him to either take this unremunerative price or leave his crops on his hands to spoil, and if he sells to a commission merchant

¹ See Appendix H, "Rural Credits."

² *Yearbook Separate 567, "Seasonal Distribution of Labor on the Farm." Price, 5 cents. *Department Bulletin 3, "A Normal Day's Work for Various Farm Operations." Price, 10 cents. Farmers' Bulletin 614, "A Corn-Belt System which Saves Harvest Labor by Hogging Down Crops."

* Obtainable only by sending the price noted, in currency or money order (stamps not accepted), to the Superintendent of Documents, Government Printing Office, Washington, D. C.

he stands the chance of having his crop cremated in order to make a scarcity. Now we gather from statistics sent out by the Department of Agriculture that while the consumer pays \$13,000,000,000 for the products of our farms, the farmer receives but \$6,000,000,000—less than one-half of the price actually paid by the consumers. We would like to have our just share of the consumers' dollar. There are two propositions on this line that, if enacted into law, would be of benefit to us: extension of the benefits of the parcels post, and the prohibiting of gambling in stocks and also in farm products. Would suggest the removal from the parcel post law, in whole or in part, of zone restrictions, so that we may be able to ship to a greater distance without and discrimination in favor of our local merchant combinations; we would also have the privilege of buying in whatever market we could do the best. As to gambling in farm products, this artificially depresses the price of our produce to the producer, as well as enhances it to the consumer."

SOUTHWESTERN QUARTER.

OKLAHOMA.

"The greatest remedy you can apply to the farm woman of the cotton States is to secure a living price to the farmer of the South for his cotton. Organize a market bureau in your department. The cotton farmer is inefficient, uninformed, and without any system when it comes to marketing the cotton. We have a monopoly of the world's wearing apparel, yet the family (woman and children) are but little better in condition than the negro slaves before the war."¹

"I am directly interested in prices received for farm products, of which in this country cotton is one of the principal ones. Therefore the publishing of prices that are being paid in the open markets would do much to help farm wives—I mean country prices. A Government department of marketing crops should be established."

A man: "We look with favor upon the proposed effort of systematizing marketing, and here we might use a law, if possible, to get the mill and the factory and the producer face to face;² eliminate the middlemen and many reshipments. Also at last we are getting reconciled to Government crop reporting, but it should be done conservatively. We hope a successful plan of telegraphing the reports to farmers may be found so we can be right on the ground floor."³

"When we sell a bale of cotton for from \$40 to \$60 a bale and buy it back in the manufactured article for from \$200 to \$500 per bale, and wheat for 75 cents to 90 cents per bushel and buy it back in breakfast food for \$10 per bushel, does it not strike you as being something wrong somewhere? I could go on through the entire list of the farm products, but I think these will suffice."

"If the farmer sells a bushel of wheat, he has to give 60 pounds for a bushel, or 56 pounds of corn; if he sells a hog or a fat steer, it is first weighed and sold by the pound, which is right; but when we buy a bill of groceries, such as rice, dried currants, coffee, soda, put up in packages and sold by the pound, we do not get what we pay for. In canned goods, such as tomatoes, corn, beans, and oysters, the cans are only partly filled with cereals, then finished up with water. If we buy a pair of shoes, thinking they are all leather, we soon find out the soles are part paper; or we buy woolen clothing to find it is part cotton. Is this a fair deal? And why can not the manufacturers of those goods be made to deal fair?"⁴

"Establish a market bureau for disposing of farm produce such as butter, eggs, chickens, and vegetables."

¹ See Appendix K, "Cotton Futures Act," and Appendix A, "Promotion of Diversified Farming in the South," Department Bulletin 36, "Study of Primary Cotton Market Conditions in Oklahoma."

² As opportunity offers, the Office of Markets and Rural Organization is making investigations and tests to determine the possibility of establishing a general market news service. The obstacles in the way of such a service, however, are manifold.

³ Federal State crop reports are now telegraphed to the central weather bureau office in each State and quickly mailed to every publication in that State.

⁴ The net-weight amendment to the food and drugs act now requires a plain statement as to contents in all package foods shipped in interstate commerce. This law is administered by the Department of Agriculture. The food and drugs act similarly prohibits excess of water in canned products.

TEXAS.

"I am quite sure if they could get the value of their cotton, they would at once improve their condition. They are not ignorant about what they need, but realize that they must have some way of selling their cotton for what it is worth. The farmers are discouraged by the speculators and cotton buyers, and many of them are badly in debt to the country merchant and country banks, and they are badly in debt to the jobbers and city banks, and therefore are not free to handle their cotton as they would like."

"Help the farmers to establish a system of selling farm products at more uniform prices and prices that will insure them a fair and legitimate profit on their labor."

"Stop nonproducers from exploiting the producer, and make use and occupancy the title to all land. Then and not until then will women on the farm receive any benefit from the Department of Agriculture."

A man: "I believe there should be Government aid rendered the cotton farmers in the marketing of their cotton, which could be done through a bonded warehouse system."¹

"We have no local or near-by markets that we can rely on for a fair and just price for our poultry, butter, eggs, and garden vegetables. If the department could it might aid us in securing cheap and satisfactory shipping facilities for what we produce and desire to sell, and also might aid us in securing and establishing a good and reliable market for our produce."

NEW MEXICO.

"In Laredo, Tex., onions were sold by the growers at 2 cents per pound: the next morning the same onions sold at Austin at 15 cents per pound. Again, tomatoes were sold one day at two-thirds of a cent each in Palestine, Tex., and the next morning were sold at Austin at 5 cents each. In each case the producer received 13 per cent of the selling price, while 87 per cent was divided among the railroads and middlemen. Potatoes are frequently rotting in the fields and on track, while many people would be glad to pay the producer more than he has been receiving for them. At the present time I am paying \$3 per 100 pounds for potatoes, and my father is in another State selling them at 40 cents per bushel and many times less. The cost of taking the product of the farm to the consumer is unnecessarily large and the methods employed are wasteful. The Government should establish an effective agency for the study of the problems of marketing and for rational methods of meeting this greatest of all problems."

CALIFORNIA.

A man: "A quick and cheaper transportation of perishable farm products together with a more responsible market in the cities and larger towns."

"It is absolutely unnecessary to ship fruits so green that they are unsalable and uneatable. Some fruit growers, in order to profit by high prices, ship fruits so green that they are unsalable and uneatable and not fit for use, consequently injuring the sale of California's best product. The shipping of green fruits is a very serious detriment to the entire State, and those who desire to sell or ship only a first-class article have their market injured by a few who are striving only for the highest prices."²

PARCEL POST.³

A number of writers discussed parcel-post matters. Most of these asked for an increase of the limits for size and weight of parcels, reduction of rates, or permission to send seeds, plants, and books by parcel post. Since the letters were written, new regulations have met these needs.⁴ For this reason such letters are not published.

¹ See Appendix K, "Warehouse System." The Office of Markets and Rural Organization in cooperation with the North Carolina State Agricultural Experiment Station is investigating warehousing and financing of cotton in that State.

² The department has issued regulations controlling this practice.

³ Farmers' Bulletin 594, "Shipping eggs by parcel post."

⁴ A request addressed to the Third Assistant Postmaster General will bring the latest regulations governing parcel-post or fourth-class mail.

NORTHEASTERN QUARTER.

CONNECTICUT.

"Help to make parcel post a safer and more satisfactory method of transportation by more careful handling of packages."

PENNSYLVANIA.

"The farmers' wives are hopefully looking forward to the perfecting of the parcel post."

MICHIGAN.

"To meet the difficulty of low prices from local dealers and high prices from middlemen, increase the scope of the parcel post."

WISCONSIN.

"The parcel post has greatly bettered our conditions, but not as much as it was intended, for the simple reason that many of the large concerns in the cities are aiding the express companies by sending us goods by express which we have sent money for and ordered sent by parcel post. We very often have to pay 40 cents express charges and 10 cents to get the parcel from the depot on parcels that would have come to our doors for about 14 cents. Last spring I sent to St. Paul for an article that weighed 2 pounds and was 30 inches long. I told the company to be sure and send it by mail, but it came by express, charges 40 cents. I wrote the company protesting against the charges and the time it took—it having been six days on the road, only 75 miles—and they wrote back explaining to me the superiority of the express over the parcel post, telling me it was quicker, safer, and more responsible. It is not enough that they charge us too much, but they try to collect charges at both ends of the line."

SOUTHEASTERN QUARTER.

GEORGIA.

A man: "Good roads will bring about the enlargement of the rural delivery service of the Post Office Department through which we can market our surplus poultry and dairy products, fruits, vegetables, and flowers direct to the consumer. This means a saving of hundreds of millions of dollars and bank accounts for farm women who never saw a check book."

KENTUCKY.

"The new parcel-post system is a great success, yet it is not what it should be and is not half what it could be if there were better highways through all parts of the country."

LOUISIANA.

"The department should improve and maintain parcel-post methods and good roads."

NORTHWESTERN QUARTER.

KANSAS.

"The parcel post is not worth one-half as much to the farmer as it would be with a Government telephone system. I know this looks like a big proposition, but did not the rural free delivery of mails look big 20 years ago? Give us the Government telephone systems, too."

SOUTHWESTERN QUARTER.

CALIFORNIA.

"Our parcel post has been a great help to us, and we hope that it will be extended to all sizes and weights."

RAILROADS, FREIGHT, AND EXPRESS.¹

NORTHEASTERN QUARTER.

PENNSYLVANIA.

"Modes of travel. We want more trolley lines through the country. We live 8 miles from the nearest trolley. It would be a small matter to extend that line to our county seat. This would help solve the farm-labor question, too, as the help could get back to town at night for their moving-picture shows. The railroad runs through our farm, but they have no passenger service. I have heard they could be forced to carry passengers. We have to drive 3 miles to get railroad service. To be sure we get good service from them, but why doesn't the other railroad give us the same when their depot and all conveniences are in our town. Dentists, doctors, music teachers, and so many good things would come to us if it were not so hard to get here. The automobile is going to help, but we all can't afford them."

"We want better markets, cheaper transportation rates, so that the producer and consumer may be brought closer together and a larger share of the profits come to the farm. We want better roads and better trolley service."

OHIO.

"Let the Government build electric railroads through the isolated portions of the country. We can leave our home once in a while then and perhaps attend a lecture or a concert, and it won't be said the horse is too tired."

NORTHWESTERN QUARTER.

MICHIGAN.

"Reduction of unduly high freights, which hamper the distribution of farm products."

A man: "There is too great a gap between producer and consumer."

MINNESOTA.

A man: "The country around here was first settled some 30 to 40 years ago, mostly by poor foreign population that on arrival had only scant clothing and barely means and food to carry them through the first season. Wherefore, those who have acquired a competency are parties that have been working and saving unceasingly. The future generation will be of a different kind with some more education and wider conceptions than those who are now dying off. And we therefore hope that when better facilities in the lines of consolidated schools, better roads, and cheaper equipment and rapid transit for the farmers both in the freight and passenger traffic from their farms to their nearest town, trading point, and railroad connections, the farmers' condition, as well as that of their wives, will be materially and pleasantly improved."

MISSOURI.

A man: "By regulating interstate freight rates and conditions so that excess farm products in one section can be quickly and cheaply delivered to another section of the country that is short or has a failure in that product. To assist in relieving congested city conditions and building up rural communities by equalizing freight rates so that the rural community has an equal chance or rate the same that the large city has."

¹The Office of Markets and Rural Organization has three projects for dealing with this question. The first—Transportation and Storage—aims to investigate and aid in the solution of those transportation and storage problems which are involved in the larger aspects of marketing, covering long distances and involving large quantities. The second—Marketing by Parcel Post and Express—is concerned in the investigation and demonstration of the extent to which the parcel post may be utilized to advantage in marketing farm products. The second part of this project, not yet developed, will deal with express problems in a similar way. The third project—Rural Credit, Insurance, and Communication—has as one of its objects the study of ways and means of improving rural communication, especially as between different farms and in relation to local markets, and the conduct of educational work along these lines.

SOUTHEASTERN QUARTER.

KENTUCKY.

"First we need transportation—transportation—transportation. Women are not any worse off here than anybody else. Eleven counties here without a railroad. God forbid!"

"Help us first in the matter of good roads that we may not need to go 45 miles to railroad station and to market."

LOUISIANA.

"If the Government would reduce the freight and express charges, the women of the rural districts would be greatly benefited."

"The railroads are actually handling freight through our little villages to towns and cities farther on for less in dollars and cents than they will for us (farmers). Just such as this is what builds up the cities and towns at the expense of the farmer."

"Our grain market is held low on our nearest branch because the freight is higher, there being no competing line. Then, too, the elevator man has to have his share in dockage."

NORTHWESTERN QUARTER.

NEBRASKA.

"First of all we need railroads, so we can dispose of our products. The majority of the people are living from 20 to 30 miles from the nearest railroad station, and this is just the only reason why this country is a drawback, and looked upon as a worthless country."

IDAHO.

"Some modification of freight rates might put coal within our reach."

WYOMING.

"A national control of railroads, especially in States of only one road, that can control rates, regardless of rules and regulations."

WASHINGTON.

"Whereas the transportation facilities are so inadequate for marketing the products in general in this section of Washington, we ask that the Government establish a ferry service on Puget Sound at two or three separate points to enable the rancher to transport his wares to market before the same deteriorates—on as near the same condition as fruits, etc., from California and eastern Washington arrive on our market, through better facilities. Such method of transportation would enable the rancher to sell direct to the consumer, reducing the cost of high living. We also consider that the expense of the Government would not be considerably increased as the mail route now established by boat service could be abolished and conveyed at a smaller rate per day."

OREGON.

"We would like to see a physical valuation of railroads with a chance to make reasonable returns on the money actually invested, but no compensation on watered stocks. Also that our Government should own its own mail cars, paying the railroad companies a reasonable compensation, only for transportation of the mails, and that the discrimination against the West in the matter of freight rates should be eliminated."

SOUTHWESTERN QUARTER.

OKLAHOMA.

"Establish a freight rate similar to parcels post. By this means the producer will get closer to the consumer and will save money for both."

TEXAS.

A man: "Our Government ought to be able to devise and carry into effect some practical system whereby the fruits of the toil of the men and women of this great southwest Texas country may reach the consumer at a cost within the limits of his income. In other words, the present freight and express rates on our products and the exorbitant exactions of the middleman return so little to the producer, on the one hand, that his wife and family and himself are becoming more and more discouraged with conditions over which they seem to be able to get no control, and are yearly losing the trained help of the boys and girls they raise because other lines of work seem to offer rewards more nearly commensurate with the effort and toil required. And on the other hand, and very largely for the same reasons, the wage earner and the craftsman—naturally our best consumers—find these same commodities, at their end of the line, so high in price that they pass up many things altogether and stint themselves all along the line in order to keep their financial balance. The result of this state of affairs is that thousands of tons of the actual necessities of life are left to rot in the fields every year; the producer unable to get enough out of them to pay the expense of getting them to market; the consumer not able to pay the tariff and commissions and fully supply his needs."

NEW MEXICO.

"Help us to have lower railroad rates. The railroad takes all our profit in this part of the country. Their charges are to the limit on everything we have to bring in and on everything we have to ship out."

CALIFORNIA.

"Our greatest drawback to marketing our produce is high cost of transportation. To ship two 50-pound boxes of apples by freight to Los Angeles cost \$2.50—500 miles. To get one box of their oranges costs \$2. The value of the apples, \$2; oranges, \$2. Transportation charges kill the market both ways."

COOPERATIVE SELLING AND DIRECT SELLING.¹

NORTHEASTERN QUARTER.

VERMONT.

"In this vicinity potatoes have been sold this fall from 68 cents to 85 cents per bushel. Some buyers are looking for lower prices. Some sellers are waiting for higher prices. I send you a clipping regarding the work of the Potato Distributors' Association of Idaho. Will the department look into the working of the Idaho Potato Distributors' Association and, if possible, help form other similar associations in each State or wherever needed."

NEW YORK.

"Much is being done to get people to sell direct to the consumer. We find that the consumer, with few exceptions, does not care to buy direct unless he or she can get service which costs too much money for the ordinary farmer

¹The Office of Markets and Rural Organization has two projects working along these lines—Cotton Handling and Marketing and Cooperative Purchasing and Marketing, besides the parcel-post project already described. Through these projects the office has assisted in establishing several cooperative farmers' organizations, and has strengthened others. Active assistance will be rendered whenever the other work of the office will permit in preparing a community for organization, in perfecting a workable form of organization in communities where special difficulties are encountered, and in devising or installing suitable accounting systems for such organizations. Consuming organizations are also to be aided and encouraged. Correspondence to these ends is solicited. Co-operative selling is discussed in the following publications of the department: Farmers' Bulletin 641, "The Cooperative Marketing of Cotton." *Yearbook Separate 546, "Cooperation in Handling and Marketing of Fruit." Price, 5 cents. *Yearbook Separate 597, "A Successful Method of Marketing Vegetable Products." Price, 5 cents. Yearbook Separate 605, "Improved Methods of Handling and Marketing Cotton." *Yearbook Separate 626, "The Organization of Rural Interests." *B. P. I. Bulletin 268, "Tobacco Marketing in the United States." Price, 10 cents.

* Obtainable only by sending the price noted, in currency or money order (stamps not accepted), to the Superintendent of Documents, Government Printing Office, Washington, D. C.

to attempt. Perhaps awakened interest among consumers would help. Bend your energies toward giving us farmers more than 35 cents out of the consumers' dollar and we can, when we get our just share, do for ourselves the things needed better than the Department of Agriculture can do for us. We have too much paternalism in Government now."

NEW JERSEY.

"The farmer often feels sore, and with good cause, that the middleman gets his profits that are hard earned and his due. A direct system of selling between the country and the city man would give mutual satisfaction. In closing I will sum the situation up in a few words—that the greatest problem concerning country life to-day in the rural community, in the church, and school and grange, and between the farmer and the city consumer is lack of unity."

DELAWARE.

A man: "The best service that the National Department of Agriculture can render the American farmer's wife is to help her husband to make a decent living in order that he may be able to keep his family decently. The department, it seems to me, can render best service in this line by helping farmers to organize in order that they may be able to meet the organized forces with which they have to deal. A business that has nothing to do with fixing either buying or selling price can not long remain prosperous. Farmers in such a condition are heading toward peasantry and serfdom. They are between the famous upper and nether millstones. They have a purloining hand in both pockets. The millstones will adjust themselves gradually to the grist. Increased production may be a curse to him instead of a blessing. He does most of the work and produces most of the wealth of the Nation, and he should get what belongs to him as a worker and producer. The Money Trust investigation some months ago threw much light on what is the matter. An organized agriculture is the only force that is able to lock horns with it, and it is the only force that can make this Nation a Government of the people in fact as well as in name."

INDIANA.

"If the people in the cities would send their orders, accompanied by the money to pay for the goods, to the rural post office; also with stamps to pay the Government for the trouble. Let the office pay some one to typewrite all orders received and send the lists out by the rural carriers to the farmers."

IOWA.

"It seemed to be the general opinion that the farmers as a whole, both men and women, must be helped by bringing producer and consumer nearer together."

MISSOURI.

"The cooperation of neighbors in disposing of surplus stock such as butter, eggs, poultry, etc., direct to the consumers."

"By assisting in organizing associations to cooperate in buying, selling, collecting, and distributing products to and from producer and consumer."

NORTHWESTERN QUARTER.

NEBRASKA.

"If your department could so manage that they could sell direct from the producer to the consumer and do away with the profit of the middleman, it would certainly be great. In sending a barrel of apples from here to Alliance the transportation is \$2.50 and we can only get \$2 for our apples. If only some way could be arranged so we could get more for what we sell, then we would be able to get some of the necessary things and the people of the cities wouldn't have to pay any more than they do now; and then the farmers could have homes of their own and not be renters."

IDAHO.

"Inasmuch as we are put to an enormous amount of trouble in disposing of our farm products and buying our supplies in small quantities, we suggest that a cooperative method of buying and selling the same be established."

WASHINGTON.

"A cooperative store where the necessities of life may be purchased at wholesale prices and where farm products may be disposed of profitably. It might be added that this store should handle everything needed by the farmer in operating his farm, wherever located."

INFORMATION TO AID BUYERS;¹ REGULATORY LAWS TO PROTECT BUYERS; STANDARDS; LABELING OF CLOTH, ETC.

NORTHEASTERN QUARTER.

CONNECTICUT.

"The department should aid the farmer's wife in the food problem, showing her how to buy most economically and to the best advantage. The pure-food agitation has hardly touched our rural sections. Country stores carry inferior goods. The farm housewife should be trained to demand good quality at a fair price. The character of the farmer's table may thus be greatly improved. The department should put the farmer's wife in touch with literature on the subject of foods and food values—both that issued by itself and that published elsewhere."²

NEW YORK.

"I find it is brain work that pays best—and the particular line of thought that pays me best is in buying the household supplies. I am convinced that the brain work I have expended in this direction has done more than any other single agency toward building up our farm business. It is so much more the woman's province to buy than to sell that it seems to me here lies her greatest opportunity. Now here is where I encounter the blank wall. I find in the current number of ——— that the best time to sell wheat is as soon after harvest as possible. Where, tell me, shall I look for information as to the best time to buy flour? To my mind the Department can do no better for the country woman than to help her to buy intelligently."

A man: "Impress upon the housewife the importance of refusing to buy at the grocery anything (fruit and vegetables, particularly) which is not carefully protected from dirt and flies."³

ILLINOIS.

"We think all fruits for sale in the market should be sprayed and marked so. All publishing companies should be responsible for any advertising they do. All poultry and eggs sold for breeding purposes should be true to name. All seed and roots sold for seed should be true to name. A penalty for any violation of the above."⁴

MICHIGAN.

"Instructions for testing dry goods so we can tell if they are what they are represented to be, and there should be a law passed to prohibit the adulteration of any goods."

WISCONSIN.

"I can't say in just what way the department can help us unless it is to get a better grade of dried fruit and tea and coffee; and even some breakfast

¹ A part of the duties of the Office of Markets and Rural Organization is to aid consumer organizations. Individuals will be aided when practicable. Correspondence is invited.

² See Appendix A, "Foods and Cooking."

³ See Appendix A, "Health and Community Sanitation."

⁴ The Department of Agriculture will test seeds for farmers. It also makes many tests of seed in the market and publishes the names of those offering spurious or adulterated seeds.

foods are of a poorer quality than those to be bought in the larger cities. We pay a bigger price for these inferior goods than city people do for good quality. I do not think our merchants are altogether to blame."

SOUTHEASTERN QUARTER.

MARYLAND.

"Better quality of foods of every description at the country stores at more reasonable prices."

VIRGINIA.

"There is great need of legislation to prohibit either the use or the manufacture of anything but a safety match. Hands carry into the barns dangerous loose matches in their pockets, and the colored women go from house to house with them in their hair, thus endangering lives and property. A better quality galvanized (rustproof) fence is needed on farms. Farmer and wife will deny themselves comforts to obtain a wire fence to inclose a pasture for live stock and in a short time the wires are rusting to such an extent that the stock can break out. The farmer unable to replace fences becomes discouraged and finds it necessary to dispose of live stock at a sacrifice and is thus deprived of that which helps, in part, to make his farming a success. We have pure-food laws—might we not have a law that requires manufacturers to label fence so that a farmer may know whether or not he is buying a rustproof fence?"

GEORGIA.

"Difficulty in making purchases and of getting them delivered."

FLORIDA.

"Commercial fertilizers should be tested, and dead, time-limited, and adulterated seeds should be eliminated."¹

NORTHWESTERN QUARTER.

OREGON.

A man: "Correct labeling of goods. We would like to have a law enacted to compel the manufacturers to correctly label all their goods, stating the per cent of shoddy, wool, silk, cotton, leather, etc., contained therein, and that redress can be had where goods are mislabeled or neglected to be so marked; also that hosiery and shoes be uniformly made so there will not be spots where the wear comes where poorer material is used and where one shoe—often the right—is of poorer material than the other.² In fact, we should like to put dishonesty out of business."

SOUTHWESTERN QUARTER.

TEXAS.

A man: "She needs protection from the thousand and one agents, selling shoddy things at double price on the installment plan, patent medicine that cures all diseases, etc."

NEW MEXICO.

"If you could have experts do for textiles, the products of the great mills, what the North Dakota Experiment Station [does] in its line for North Dakota women, we would not pay all-wool prices for goods with a high per cent of shoddy. If this could be done for shoes, patent medicines, cosmetics, the enamel ware used in the kitchen—any article that has a national sale—the firm names

¹ The Department of Agriculture will test seeds for farmers. It also makes many tests of seed in the market and publishes the names of those offering spurious or adulterated seeds.

² * Chemistry Bulletin 165, "Leather Investigations: The Composition of some Sole Leathers." Price, 5 cents.

* Obtainable only by sending the price noted, in currency or money order (stamps not accepted), to the Superintendent of Documents, Government Printing Office, Washington, D. C.

would call up to country buyers not the advertisements but the reports of the tests. Country people buy standard goods and should know that they are what they are represented to be. Laboratory tests will insure pure foods, good goods, labor-saving appliances that really save labor. Can you give them to us?"

MISCELLANEOUS.

LAWS.

NORTHEASTERN QUARTER.

OHIO.

"Revise the laws relating to the ownership of real estate to prevent individuals or corporations from holding more property than they can make use of, to prevent speculation in land values, and to stop the abuse of land with the consequent lowering of values and productive power. Man can not produce land, and he should not be permitted to abuse it."

SOUTHEASTERN QUARTER.

ALABAMA.

"Our complaint is that larger landholders who are nonresidents neither interest themselves in improving the roads nor contribute toward building them or helping in any way when farmers combine to make them. We wish some way was devised to force them into the helping line, or else that one individual or corporation should be forbidden to own such large tracts."

NORTHWESTERN QUARTER.

NORTH DAKOTA.

A man: "From 7 to 10 years ago, when most of this country was taken up by settlers, the majority of the entrymen twisted the homestead laws to mean that if they only broke up 10 to 20 acres of this land and did a few other little monkey shins, then they could continue, as nothing was said about continuous cultivation of this land. It is undoubtedly hard to make laws that can't be twisted, but it would have been worth thousands of dollars to this country if these patches had never been broken up, as they have ever since furnished seed beds for weeds that unceasingly, every spring and fall, roll over our cultivated fields and sow them so thick with their seed that it makes the labor and expense almost double what it should be to raise a bushel of grain. However, we are not now trying to fix the blame on anyone as to this sad condition of things, but wish to ask the department for assistance to do away with this discouraging drawback to grain farming. If the department would maintain a few weed inspectors in each county for two or three years we can undoubtedly, after a good system of such inspectors has been established, be able to maintain them ourselves."

LAWS REGARDING SEEDS.

NORTHEASTERN QUARTER.

PENNSYLVANIA.

A man: "The thing I hear the most about that would help the farm woman would be manage to get the guaranty of the department on the garden seeds that are sent out to stores and other places by big seed companies. Those sent out by the Department of Agriculture give general satisfaction."¹

¹ The Department's seed-testing laboratories each year test many shipments of seeds on the open market and print a list of dealers who are selling spurious or adulterated seed

SOUTHEASTERN QUARTER.

ARKANSAS.

"I think there should be a law passed against any firm or seed grower placing seed on the market unless they are at least 90 per cent pure; also that they should show on the package or container what per cent will germinate under test."¹

SOUTHWESTERN QUARTER.

NEW MEXICO.

"There should be a law to collect damage from a seed house that sells old, inferior seeds. The garden plays an important part with the housewife on a farm."

PIONEERING.²

NORTHEASTERN QUARTER.

IOWA.

"First of all, the pioneer women should be given every aid possible. Government land needing irrigation for its first settlers should be provided. Government soil experts should determine for the pioneer what he should raise and not leave him or her to starve out experimenting in the soil they know nothing of. Every new section of country should be specially taken charge of by the Government's oversight and direction, giving aid to make for the success of all settlers in new sections. A recompense could be given the Government in the form of a tax on the crops if necessary, but the results would more than pay for all the expenditure in the upbuilding of prosperous communities in the shortest possible number of years."³

SOUTHEASTERN QUARTER.

ARKANSAS.

"We need more good white people—which will necessitate good schools, which will come with the good roads, which will bring the good white people."

A man: "The most they need is some one to teach them how to do things, for this certainly is God's own land. Everything can be raised here that is planted in the ground. There are 200,000 acres of land here that can be cul-

¹ The Department's seed-testing laboratories each year test many shipments of seeds on the open market and print a list of dealers who are selling spurious or adulterated seed.

² The following publications will be found of assistance to settlers attempting to deal with the problems indicated in their titles, or in the sections named: *B. P. I. Bulletin 215, "Agriculture in the Central Part of the Semiarid Portion of the Great Plains," Price, 5 cents. *B. P. I. Bulletin 239, "Cost and Methods of Clearing Land in Western Washington," Price, 10 cents. *B. P. I. Circular 22, "Farm Methods of Applying Land Plaster in Western Oregon and Western Washington," Price, 5 cents. *B. P. I. Circular 25, "The Cost of Clearing Logged-off Land for Farming in the Pacific Northwest," Price, 5 cents. B. P. I. Circular 60, "Suggestions to Settlers on the Sandy Soils of the Columbia River Valley," *Yearbook Separate 419, "Range Management," Price, 5 cents. Department Bulletin 117, "Profits in Farming on Irrigated Areas in Utah Lake Valley," Farmers' Bulletin 271, "Forage-crop Practices in Western Oregon and Western Washington," Farmers' Bulletin 294, "Farm Practice in the Columbia Basin Uplands," Farmers' Bulletin 368, "The Eradication of Bindweed or Wild Morning-glory," Farmers' Bulletin 524, "Tile Drainage on the Farm," Farmers' Bulletin 545, "Controlling Canada Thistles," Farmers' Bulletin 600, "An Outfit for Boring Taprooted Stumps for Blasting," The Office of Markets and Rural Organization, in cooperation with the Reclamation Service, is developing plans for aiding the settlers on certain large reclamation projects in the satisfactory marketing of their produce. The Reclamation Service, of the Department of the Interior, aids farm women who have taken up lands for homesteads on sections that the Government has reclaimed from the desert. This service has appointed a woman to cooperate with these pioneer farm women in forming clubs, community centers, and other societies, and also to conduct a column in the Reclamation Record especially devoted to the needs of these women. More than a hundred women's clubs have already been organized on reclaimed lands and have resulted in making farm life more attractive for their members. The Reclamation Record, a monthly bulletin, is furnished free to all farm homes on the Government's reclaimed lands, and to others at the rate of 50 cents a year.

³ See Appendix J, "National Forests Should Assist Communities."

* Obtainable only by sending the price noted, in currency or money order (stamps not accepted), to the Superintendent of Documents, Government Printing Office, Washington, D. C.

tivated that are lying idle. It belongs to a company, but can be bought at a very small sum, as they have used the oak timber off and have no use for the land. We need some one to colonize this country. I could go on and tell you things about these natives, but it won't sound possible that it is the truth. I wouldn't think so myself if I didn't live here and see the true state of things. I hope the United States Government will not think this country is so far away but what it can be noticed at once, for that is what we need."

NORTHWESTERN QUARTER.

KANSAS.

"As homesteaders, the women have to fight valiantly, side by side with their husbands, to get very little compensation. We came to Kansas from the southern part of Wisconsin; had at least \$1,200 when we arrived, in June, 1910. That year raised only a feed crop. Next year, 1911, bought two horses, planted and tilled 150 acres of rented land besides breaking out the required land on homestead; that year raised nothing. Husband worked out, 50 miles away from home, from June until November. I took care of cattle, mowed prairie hay, nursed horses bit by rattlesnake, and did every kind of work subject to men. That year we lived on anything but proper food, having no meat or vegetables, never a taste of potatoes or cabbage or onions (except wild ones) from March, 1911, until July, 1912, when my husband came home from harvest with money. The year 1911 was something terrible on the homesteader. Many too proud to ask assistance from the county. The governor was informed of the people's needs, but the commissioners and newspaper men were afraid of their country getting exposed, and denied but that everybody in the county was going to be taken care of. The result was many who had money to buy feed for their horses had to buy coal and feed for themselves and family, with the result that their horses died. Many people had to tear down buildings and burn fence, which has never been replaced. I myself gathered prairie fuel all fall, and when winter came and husband could find no work we both, with our little girl, got out in the snow and kicked the snow off little heaps on the prairie which we suspected would be a horse chip and lugged them into the house in gunny sacks on our backs to save the horses. Then, in March, 1912, the heavy storm came. We lost three horses, two calves, and one milch cow. We waited three days and the weather was warmer, so I togged up in my husband's clothes and marched out to help him skin the animals before the wolves got the hides. Thus we were able to buy a few more groceries. Spring, 1912, came; horses too thin to work; had to wait for grass; planted 90 acres; got a bumper crop of feed but had no money to buy seed, so had to plant eastern cane seed, and that did not develop. Husband went east to harvest; I cared for the crop. Winter found him away at ditch work again and I on the homestead with children and stock. I had to haul feed, water, coal, and sometimes only for the grace of God I would have despaired and ended it all. Spring of April, 1913, husband came home to farm; two days later I was called to a case of pneumonia to nurse—I being a graduate of _____ School of Nursing—earned \$50, which kept us until August. Husband went harvesting; brought home more money and paid up some back debts. Nothing whatever raised this year, 1913. Here is the question: What is the homesteader's wife to do? What can Uncle Sam do to help lift the heavy burden of the homesteader's wife? It is the wife who has the heavy burden to bear on a homestead; the husbands are of necessity miles away from home working, not only for daily bread but to pay up bills, for horses dead on the prairies, and in our case we were not able to pay for those bought in 1911 yet. America is good enough for me, but why can not Uncle Sam do as much for his people as Canada offers to its homesteaders? Is there not a solution, to unite schools together and build a substantial building, having carriers and able teachers who are expected to deliver lectures beneficial to all, where we can hear preaching from the Bible? We have no circuit preacher, no preacher within 20 miles, never any money to pay to go and hear anything. What is in store for the homesteader's wife? Nothing but to deteriorate. And her family? Who is the coming generation? What will be in store for them? If homesteaders were provided with two cows and a team they could win out and the husband could be at home, but in the way things now stand the wife will always be a slave and thousands of acres will go back to speculators' hands, making it impossible for any man limited of means to secure a farm

home. As the homesteader can do nothing but make a scanty living while his wife and family go unclad and scarcely fed, with no conveniences in the home, no society, no preaching, wives only waiting for the time when they can prove up and mortgage for \$400 and pay their few debts and drive out of the country to where they can get work. It is a grave question. What can Uncle Sam do to help the homesteader's wife? We are very grateful to our Government. But when you live where you can see sad-faced women, with their children crying about their skirts for things to eat, eager for even a drink of sour milk—good, pretty women, whose hair turns gray in a few weeks of worry over where the work is coming from to buy flour—we then wonder if Uncle Sam couldn't dam the [streams] in western Kansas and supply not only work but water for many who have to haul water 3, 4, and 5 miles and have done since coming here, and the women have most of that to do the year around. The question is, Can and will those in authority help the needy homesteaders' wives? This is not a complaint, but a statement of true conditions existing in western Kansas."

IDAHO.

"One need is assistance in clearing the land. The thought comes to me that as the Government has reclaimed arid lands, why can not the Government, with the cooperation of the State, in the same manner, reclaim the logged-off lands or assist the settler in so doing by furnishing convict labor? Or, why could not the Government or State, or both, appropriate a certain amount to be loaned at a low rate of interest to the bona fide settler to enable him to clear a sufficient amount of land to give him a start? As you are aware, 15 to 20 acres must be cultivated in order to sustain a family."

"In new communities like this and in adjoining States, the primary things that can most interest women are those that pertain to improvement and clearing of land, the most rapid and cheapest methods, and thus increasing the tillable areas, developing money resources, and so rendering possible those conveniences which render all farm work not only easier but more efficient, and hence more attractive."

"This is a region of cut-over and burned-over timberlands, just passing from the timber industries into those of agriculture. The greatest problem, with both men and women, is the quickest and cheapest method of removing the stumps, in order to get the land under cultivation.¹ If this problem could be solved it would simplify all others, as far as this locality is concerned; but, as matters are, it will take many years of privation for a poor family to clear land enough to produce a comfortable living without some means of income in the meantime."

INTENSIVE FARMING.²

NORTHEASTERN QUARTER.

IOWA.

"Intensive farming should be given every encouragement by the Department of Agriculture. Intensive farming will bring the homes within a smaller radius, making a social center practicable, where neighbors and others will meet for spiritual, mental, and social uplift. They will perform their labors well in the fewest number of hours that time may be found to enjoy something outside the regular routine, just as townspeople work with greater application that they may enjoy some coveted recreation or amusement.³ Everything that can be brought to bear upon the farmer to make him see the many needs of the household for saving the wife and daughters will make for the successful life of the farm woman."

¹ Farmers' Bulletin 600, "An Outfit for Boring Taprooted Stumps for Blasting." Department Bulletin 91, "Cost and Methods of Clearing Land in the Lake States." Farmers' Bulletin 463, "The Utilization of Logged-off Land for Pasture in Western Oregon and Western Washington."

² Department Bulletin 41, "A Farm Management Survey of Three Representative Areas in Indiana, Illinois, and Iowa," gives the results of a study of the relation of the size of the farm to the income.

³ See Appendix E, "Play and Recreation in Rural Communities."

APPENDIX A.

GENERAL SUGGESTIONS FOR DEVELOPMENT BY FARM WOMEN INDIVIDUALLY OR THROUGH THEIR ORGANIZATIONS.

Specialists of the various departments have made the following suggestions which can be developed individually or as parts of a program of women's clubs or other rural organizations:

ORGANIZING AGRICULTURAL CLUBS FOR CHILDREN.

Women can organize the boys and girls in their rural communities into agricultural clubs, the purpose of which is to teach advanced methods of farming, animal husbandry, and home making in a practical way which yields a monetary profit to the children taking part in the work. These clubs, in addition, supply certain social features which are very desirable for the young people of country districts. They also aid children to develop the resources of the farms, to improve the quality of country life, and to become economically independent.

The girls will be interested in the canning, gardening, apple, poultry, and pig clubs; the boys will be stimulated by clubs for the raising of corn, potatoes, pigs, apples, baby beef, peanuts, or poultry, or by kafir, milo maize, and feterita clubs.

In the boys' and girls' club work up to and including 1914 there was an enrollment of 250,000 young people. This club work is now organized in all the States, the work among girls being in charge of women county agents, and that among boys being directed by the men county agents. The work of the boys' clubs is a development of the county agent work for improving general agriculture. The women in charge of the girls' club work specialize largely in this field, although they also devote a great deal of attention to interesting women in canning and similar activities.

The influence of the training received in the boys' clubs is frequently shown in the future history of the boys as farmers. One direct result is to stimulate these club members to enter the State agricultural colleges.

Many girls, in addition to the training as efficient home makers they receive in the canning clubs, are led through this work to take a special interest in domestic science and to pursue courses in normal and industrial colleges.

The following publications of the department will be found helpful in organizing young people, and also to adults wishing to take up any of these activities:

- *F. B. 385. Boys' and girls' agricultural clubs. Price, 5 cents.
- B. P. I. Doc. 870. Girls' demonstration work: The canning clubs.
- B. P. I. Doc. 644. Boys' demonstration work: The corn clubs.
- F. B. 562. The organization of boys' and girls' poultry clubs.
- B. P. I. Doc. 883. Tomato growing as club work in the North and West.
- F. B. 359. Canning vegetables in the home.
- F. B. 521. Canning tomatoes at home and in club work.
- F. B. 566. Boys' pig clubs.
- F. B. 537. How to grow an acre of corn. (Especially prepared for club instruction.)
- B. P. I. Doc. 803. Organization and instruction in the boys' corn-club work. General outline of the club idea with especial application to the corn clubs.
- B. P. I. Doc. 884. Potato growing as club work in the North and West.
- B. P. I. Cir. 104. Special contests in the corn-club work. General outline of the contest idea with especial application to the corn clubs.

In addition to the publications listed above, the department will supply the following circulars referring to various phases of club work and also of interest to individuals who wish to can vegetables or fruits or raise the products discussed.

Circulars issued by the Office of Farmers' Cooperative Demonstrations, Southern States, to which applications for them should be made:

- No. 474. Cultivation of tomatoes, canning, etc.
- No. 480. Outline for booklet on girls' garden and canning work.
- No. 543. Rules for starting tomato raising.
- No. 591. Instructions for raising tomatoes, beans, and okra.
- No. 592. Berry growing.

* Obtainable only by sending the price noted, in currency or money order (stamps not accepted), to the Superintendent of Documents, Government Printing Office, Washington, D. C.

- No. 597. Boys' and girls' potato club instructions.
- No. 629. Tomato diseases.
- No. 630. Insects on tomatoes.
- No. 631. Instructions for canning.
- No. 640. Instructions for canning berries.
- No. 746. Winter gardens.
- No. 754. Fall and winter gardens.
- No. 775. Recipes for using vegetables grown in winter gardens.

Circulars issued by the Office of Demonstrations, North and West, United States Department of Agriculture, to which applications for them should be made:

- Form NR-6. General outline on the achievement club work.
- Form NR-11. Age, acreage, and basis of award requirements in corn club, potato club, and garden and canning club work.
- Form NR-17. General outline on the apple club work.
- Form N-1. List of premiums suitable for award in the garden and canning club work.
- Form N-2. What to give prizes for in the garden and canning club work.
- Form N-3. Time requirements for the canning of various food products in the different types of canning outfits.
- Form N-9. List of companies manufacturing the little portable home canning outfits.
- Form N-10. Outline on the vacation canning and marketing club.
- Form N-12. List of canning recipes.
- Form O-1. Instructions on premiums and awards in the potato club work.
- Form O-2. Instructions on what to give premiums for in the potato club work.
- Form R-1. Instructions on premiums and awards in the corn club work.
- Form R-3. Instructions on what to give premiums for in the corn club work.
- Form R-5. Instructions on the Four-H brand seed-corn label.

The department will supply additional information to, and will cooperate with, organizations interested in forming agricultural clubs for young people.

HOME AND COMMUNITY CARE OF LITTLE CHILDREN.

The Children's Bureau of the United States Department of Labor, Washington, D. C., gives special attention to the home and community care of small children. The experts of this bureau will be glad to supply information so far as possible to women or organizations interested in these subjects and will help them develop child welfare exhibits. Among the publications which it will supply are:

HOME CARE OF THE CHILD.

- Prenatal care.
- Infant care. (Discusses the care of the child through the second year.)

COMMUNITY CARE.

- Description of the New Zealand Society for the Health of Women and Children. (Describes a method of cooperation among mothers living in rural districts, which brings to every woman information regarding the proper care of children.)
- Baby saving campaigns. (Describes methods by which some of the American cities have undertaken to reduce their infant mortality; including samples of literature in various languages used in these campaigns.)
- Birth registration as an aid in protecting the lives and rights of children.

The Public Health Service, as indicated under the head of "Health and community sanitation," and in Appendix F, also issues publications dealing with the health of children.

EDUCATION OF CHILDREN.

Mothers wishing to undertake the home education of their children, or individuals or women's organizations interested in improving the schools of their communities or in child welfare work, can obtain valuable publications and advice from the United States Bureau of Education. The Bureau of Education "Reading course for parents No. III" gives a selected list, especially useful to mothers, of books dealing with the care of children. This bureau also will answer questions on rural civics and school gardens. Appendices E and F give lists of many publications having direct bearing on the education of children. Appendices C and D contain lists of many valuable publications useful for those interested in educating children in agriculture, nature study, or home economics.

The American National Red Cross also is prepared to furnish women with information as to visiting nurses for schools in rural districts.

The Bureau of the Census will supply many publications dealing with questions of illiteracy.

STUDY OF LITERATURE.

The United States Bureau of Education is issuing a series of graded outline reading courses dealing with the masterpieces of literature. They are especially

designed for parents and for boys and girls who have left school. The courses thus far announced are Nos. 1 and 2. Course 1 consists of a study of seven important books which everyone should know. Course 2 considers these seven books and in addition a number of other titles. These courses will be furnished free on application. Those completing any of the courses will receive a certificate from the Commissioner of Education.

MOVABLE SCHOOLS OF AGRICULTURE AND HOME ECONOMICS.

The movable school, providing for local classes of 10 or more farmers or farm women for the study of some topic of special interest to the community, has proved a very effective and acceptable method of extension teaching in agriculture or home economics. These schools usually give courses consisting of 15 to 20 lectures on the topic selected, under local leadership, but with the general supervision of experts from the State agricultural colleges. A special form of such schools has been devised by the Department of Agriculture and is now being tried experimentally in cooperation with the State agricultural colleges.

FARMERS' INSTITUTES FOR WOMEN.

The department, in cooperation with the State directors of farmers' institutes, encourages and aids the organization of farmers' institutes for women similar to those which have proved successful for men. There has been a marked growth in such institutes in recent years.

HEALTH AND COMMUNITY SANITATION.

One of the greatest services that organizations of women can render to their communities is to become intelligent guides in public health matters. They can do much effective work in making certain that the water supply is not polluted; in improving sewage disposal so that it will not become a carrier of infection; and in working intelligently for quarantines and safeguards that will prevent the spread of infectious and contagious diseases. To such women the United States Public Health Service stands ready to supply expert advice on all matters pertaining to rural sanitation and to furnish a number of publications dealing with the nature, treatment, and prevention of some of the most serious diseases. It also has available publications dealing with the rearing and care of infants, securing proper hygienic conditions in schoolhouses, and in right living as a means of efficiency. Appendix F contains a list of Public Health Service publications on these subjects of direct interest to women. See also "Medical Handbook," of Bureau of Education, Appendix E, and titles under "Hygiene and Sanitation" in Appendix C.

HOME AND PUBLIC SANITATION AND WATER SUPPLY.

The Department of Agriculture, in addition, has issued a number of publications dealing with hygiene, sanitation, and water supply in rural districts, many of which will be found suggestive to women wishing to discuss home or community health protection.

With the following list of bulletins on this subject should be included the publications named later under the heading "Protection of Food Supply," and also several of the titles given under the heading "Foods" in this appendix:

- *Y. B. Sep. 619. Health laws. Price, 5 cents.
- *B. P. I. Bul. 100. The effect of copper upon water bacteria. Price, 5 cents.
- *B. P. I. Bul. 64. A method of destroying or preventing the growth of algæ and certain pathogenic bacteria in water supplies. Price, 5 cents.
- *B. P. I. Bul. 76. Copper as an algicide and disinfectant in water supplies. Price, 5 cents.
- *B. P. I. Bul. 115. The disinfection of sewage effluents for the protection of public water supplies. Price, 10 cents.
- *B. P. I. Bul. 154. Farm water supplies of Minnesota. Price, 15 cents.
- *Chem. Bul. 156. Sewage-polluted oysters as a cause of typhoid and other gastrointestinal disturbances. Price, 10 cents.
- F. B. 547. The yellow-fever mosquito.
- *F. B. 155. How insects affect the health in rural districts. Price, 5 cents.
- *B. A. I. Cir. 108. Trichinosis: A danger in the use of raw pork for food. Price, 5 cents.
- F. B. 459. House flies.

* Obtainable only by sending the price noted, in currency or money order (stamps not accepted), to the Superintendent of Documents, Government Printing Office, Washington, D. C.

- F. B. 478. How to prevent typhoid fever.
- F. B. 444. Remedies and preventives against mosquitoes.
- *F. B. 527. Sewage disposal for rural homes. Price, 5 cents.
- F. B. 345. Some common disinfectants.
- F. B. 450. Some facts about malaria.
- *Ento. Bul. 78. Economic loss to the people of the United States through insects that carry disease. Price, 10 cents.
- *F. B. 549. The farm water supply. Price, 5 cents.
- *F. B. 73. Pure water for the farm. Price, 5 cents.
- *F. B. 262. Water for table use. Price, 5 cents.
- Dept. Bul. 57. Water supply, plumbing, and sewage disposal for country homes.
- *F. B. 296. Wells and a pure water supply. Price, 5 cents.
- F. B. 369. How to destroy rats.
- F. B. 439. Anthrax, with special reference to its suppression.
- F. B. 449. Rabies or hydrophobia.
- F. B. 450. Some facts about malaria.
- F. B. 463. The sanitary privy.
- F. B. 473. Tuberculosis.
- F. B. 480. Practical methods of disinfecting stables.
- F. B. 540. The stable fly.
- *Dept. Bul. 118. Experiments in the destruction of fly larvæ in horse manure. Price, 10 cents.

RURAL NURSING.

The American National Red Cross, Washington, D. C., through its Town and Country Nursing Service, will supply information as to the employment of nurses in rural districts for nursing, school inspection, child-welfare work, prevention of tuberculosis, sanitary inspection, and the organization of clubs and classes in hygiene for young people. It also supplies information on the organization of classes in first aid and home care of the sick for women. Its publication, "General Outline," contains suggestions for organizing a local nursing association.

PROTECTION OF FOOD SUPPLY.

For women who are interested in protecting the food supply of their communities, *Y. B. Sep. 619, "Health laws" (price, 5 cents), contains general information as to the Federal statutes governing foods and drugs. This publication will make it clear that the Federal jurisdiction extends only to foods and drugs in interstate commerce. Control of foods manufactured and sold wholly within the borders of a State lies with the State and municipal authorities and is a subject for State legislation.

FOOD AND DRUGS.

To women interested in the provisions of the Federal Food and Drugs Act the department will supply copies of the act and the regulations based thereon. In addition the following titles will be found of interest to women studying this subject:

- Annual Reports of the Office of the Solicitor, 1908 to 1911, 1913, and 1914.
- *Annual Reports of the Bureau of Chemistry, 1907, 1908, 1909, 1910, 1914, free; 1911, price 5 cents.
- *Chem. Bul. 100. Some forms of food adulteration and simple methods for their detection. Price, 10 cents.
- *Y. B. Sep. 569. Decomposition and its microscopical detection in some food products. Price, 5 cents.
- Office of Secretary Cir. 19. Standards of purity for food products.
- Office of Secretary Cir. 21. Food and Drugs Act. Rules and regulations for the enforcement of the Food and Drugs Act.
- *Chem. Bul. 164. Graham flour. Study of physical and chemical differences between graham flour and imitation graham flour. Price, 10 cents.
- F. B. 393. Habit-forming agents, their indiscriminate sale and use a menace to public welfare.
- F. B. 377. Harmfulness of headache mixtures.
- *Dept. Bull. 103. Alum in foods. Price, 5 cents.
- *Chem. Bul. 136. Oysters. Shellfish contamination from sewage-polluted waters and from other sources. Price, 10 cents.
- *Chem. Cir. 70. Comparative rate of decomposition in drawn and undrawn market poultry. Price, 5 cents.
- Dept. Bul. 17. Refrigeration of dressed poultry in transit.
- *Y. B. Sep. 591. The handling of dressed poultry a thousand miles from market. Price, 15 cents.
- *Y. B. Sep. 596. How the produce dealer may improve the quality of poultry and eggs. Price, 5 cents.

* Obtainable only by sending the price noted, in currency or money order (stamps not accepted), to the Superintendent of Documents, Government Printing Office, Washington, D. C.

- *Chem. Cir. 115. An all-metal poultry-cooling rack. Price, 5 cents.
- F. B. 623. Ice houses and the use of ice on the dairy farm.
- F. B. 475. Ice houses.
- *F. B. 131. Household tests for the detection of oleomargarine and renovated butter. Price, 5 cents.
- *Dept. Bul. 51. A bacteriological and chemical study of commercial eggs in the producing sections of the central west. (Contains colored plates for testing eggs before the candle.) Price, 40 cents.
- *Chem. Cir. 98. The preparation of frozen and dried eggs. Price, 5 cents.
- *Chem. Cir. 61. How to kill and bleed market poultry. Price, 5 cents.
- *Chem. Cir. 64. Poultry from the farm to the consumer. (Deals with cold storage of poultry and eggs.) Price, 5 cents.
- *Y. B. Sep. 552. Effect of the present method of handling eggs on the industry and the product. Price, 5 cents.

GUARANTY LEGEND ON FOODS AND DRUGS ABOLISHED.

Many housewives in the past have been under the impression that the legend "Guaranteed under the Food and Drugs Act" appearing on packages of food or drugs meant that the Federal Government had in some way passed upon the purity or quality of these products. This was not the case. The Government has never certified the purity or excellence of such products.

In order to prevent further misunderstanding on this score, it has been determined to abolish the guaranty legend and serial number on foods and drugs on and after May 1, 1916, except that products packed and labeled prior to May 1, 1916, may bear the legend until November 1, 1916.

This legend and serial number were intended simply to mean that the manufacturer continued to accept full responsibility for his goods after they had passed into the hands of a dealer. In other words, it was designed merely for the protection of the dealer who might happen to have in stock a manufacturer's goods which violated the act.

MEAT SUPPLY.

The Department of Agriculture will send information regarding Federal meat inspection and its special publications on municipal meat inspection and municipal slaughterhouses. Among the publications of the department dealing with meat are:

- *Twenty-third Annual Report, Bureau of Animal Industry, 1906. Price, 45 cents.
- *Twenty-fourth Annual Report, Bureau of Animal Industry, 1907. Price, 65 cents.
- *Twenty-fifth Annual Report, Bureau of Animal Industry, 1908. Price, 70 cents.
- *Twenty-sixth Annual Report, Bureau of Animal Industry, 1909. Price, 50 cents.
- *Twenty-seventh Annual Report, Bureau of Animal Industry, 1910. Price, 80 cents.
- *Twenty-eighth Annual Report, Bureau of Animal Industry, 1911. Price, 60 cents.
- B. A. I. Order 211. Regulations governing the meat inspection of the United States Department of Agriculture.
- *B. A. I. Cir. 108. Trichinosis: A danger in the use of raw pork for food. Price, 5 cents.
- *B. A. I. Bul. 132. A bacteriological study of ham souring. Price, 15 cents.
- B. A. I. Cir. 125. The Federal meat inspection service.
- *B. A. I. Cir. 154. The need of State and municipal meat inspection to supplement Federal inspection. Price, 5 cents.
- B. A. I. Cir. 173. The sanitary construction and equipment of abattoirs and packing houses.
- B. A. I. Cir. 185. State and municipal meat inspection and municipal slaughterhouses.
- F. B. 183. Meat on the farm: Butchering, curing, and keeping.
- F. B. 391. Economical use of meat in the home.
- *F. B. 435. Experiment station work. Market classes and grades of meat. Price, 5 cents.
- *F. B. 479. Experiment station work. Preparation of choice hams. Price, 5 cents.

MILK SUPPLY.

To women interested in securing a safe milk supply for their communities, the following publications of the department will be of interest:

- *B. A. I. Cir. 197. Directions for the home pasteurization of milk. Price, 5 cents.
 - F. B. 413. The care of milk and its use in the home.
 - *Expt. Sta. Syl. 1. Illustrated lecture on the care of milk. Price, 5 cents.
 - F. B. 363. The use of milk as food.
 - F. B. 490. Bacteria in milk.
 - *B. A. I. Cir. 199, rev. The score-card system of dairy inspection. Price, 5 cents.
 - *B. A. I. Cir. 217. The control of bulk milk in stores. Price, 5 cents.
 - Dept. Bul. 1. Medical milk commissions and certified milk.
 - F. B. 608. Removing garlic flavor from milk and cream.
 - B. A. I. Cir. 170. The extra cost of producing clean milk.
 - F. B. 602. Production of clean milk.
 - *Dept. Bul. 98. The application of refrigeration to the handling of milk. Price, 10 cents.
 - Dept. Bul. 85. The cost of pasteurizing milk and cream.
 - *Y. B. Sep. 595. Condensed and desiccated milk. Price, 5 cents.
- (See Appendix C for other titles.)

*Obtainable only by sending the price noted, in currency or money order (stamps not accepted), to the Superintendent of Documents, Government Printing Office, Washington, D. C.

The Bureau of Chemistry, under the Food and Drugs Act, exercises supervision over milk shipped in interstate commerce, with a view to improving the quality of milk received in this way by large cities near State borders. In cooperation with the Bureau of Animal Industry, it is working to help dairymen improve the quality of their milk, and also is making efforts to encourage the railroads to supply refrigerator express cars for the sanitary handling of the daily milk supply of large cities.

ROAD IMPROVEMENT.

Clubs of rural women who wish to take part in improving the roads of their communities will find the following department publications worthy of study :

F. B. 311. Sand-clay and burnt-clay roads.

F. B. 338. Macadam roads.

F. B. 505. Benefits of improved roads.

F. B. 597. The road drag and how it is used.

*Roads Bul. 41. Mileage and cost of public roads in the United States in 1909. Price, 10 cents.

Roads Bul. 48. Repair and maintenance of highways.

*Roads Cir. 95. Special road problems of the Southern States. Price, 5 cents.

PROMOTION OF DIVERSIFIED FARMING IN THE SOUTH.

Women who individually or through their organizations wish to take steps to promote diversified agriculture in the South with a view to encouraging farmers to raise more of their own food, will find the following special circulars, which will be sent free, of practical value as a reading course on southern agriculture :

F. C. D. Cir. 746. Winter gardens.

F. C. D. Cir. 754. Fall and winter gardens.

Special Cir. Producing sheep on southern farms.

Special Cir. Suggestions on poultry raising for the southern farmer.

Special Cir. How southern farmers may get a start in pig raising.

Special Cir. Horse and mule raising in the South.

Special Cir. Winter oats in the cotton belt.

Special Cir. Winter wheat in the cotton belt.

Special Cir. Rye in the cotton belt.

Special Cir. Hairy vetch for the cotton belt.

Special Cir. Rape as a forage crop in the cotton belt.

Special Cir. Do you keep a cow?

Special Cir. Advantages of dairying in the South.

Special Cir. Feeding the farm cow in the South.

Special Cir. The feeding of dairy calves.

Special Cir. The production and care of milk and cream.

Special Cir. Marketing butter and cream in the South.

Special Cir. Farm conveniences for handling the cow and her product.

Special Cir. Making farm butter in the South.

Special Cir. Shall southern farmers build creameries?

B. A. I. unnumbered leaflet. Progress and results of cattle-tick eradication.

B. A. I. unnumbered leaflet. Effects of tick eradication on the cattle industry of the South.

F. B. 498. Methods of exterminating the Texas-fever tick.

F. B. 569. Texas or tick fever.

F. B. 580. Beef production in the South.

F. B. 639. Eradication of the cattle tick necessary for profitable dairying.

Dept. Bul. 147. The effect of the cattle tick upon the milk production of dairy cows.

Under the heading "Organizing agricultural clubs for children" will be found titles of publications supplying valuable material for getting the younger generation interested in progressive agriculture.

STUDY OF BIRDS AND MAMMALS.

American birds and mammals offer a desirable study for adults and young people. If, in addition, bird houses and food shelters are erected near homes, and other means of attracting and protecting birds are employed, the study becomes a fascinating and profitable amusement. For this purpose the following Farmers' Bulletins will be found useful :

BIRDS.

630. Some common birds useful to the farmer.

54. Some common birds in their relation to agriculture.

456. Our grosbeaks and their value to agriculture.

497. Some common game, aquatic, and rapacious birds in relation to man.

506. Food of some well-known birds of forest, farm, and garden.
 609. Bird houses and how to build them.
 621. How to attract birds in northeastern United States.
 493. The English sparrow as a pest.
 *513. Fifty common birds of farm and orchard. Price, 15 cents.

Other publications of interest to bird lovers are:

- *Y. B. Sep. 620. American thrushes, valuable bird neighbors. Price, 10 cents.
 *Biol. Surv. Cir. 17. Bird day in schools. Price, 5 cents.
 *Biol. Surv. Cir. 61. Hawks and owls from the standpoint of the farmer. Price, 5 cents.
 *Y. B. Sep. 414. Cage-bird traffic of the United States. Price, 10 cents.
 Y. B. Sep. 504. Plants useful to attract birds and protect fruit.
 *Y. B. Sep. 474. The economic value of predacious birds and mammals. Price, 5 cents.

MAMMALS.

- F. B. 396. The muskrat.
 F. B. 496. Raising Belgian hares and other rabbits.
 F. B. 525. Raising guinea pigs.
 F. B. 583. The common mole of eastern United States.
 F. B. 587. Economic value of North American skunks.

STUDY OF INSECTS.

The study of insects, particularly those which have a direct bearing on agriculture, should form a valuable and interesting activity for club work. It offers to young people and others an opportunity to make interesting collections and to study a phase of life closely related to success in agricultural pursuits. Farmers' Bulletin 606, "Collection and preservation of insects and other material for use in the study of agriculture," will prove a helpful guide to those wishing to undertake such work. In addition the department publishes many other pamphlets dealing in detail with special insects. Questions as to specific insects will be answered by the department's specialists.

Among the publications on certain of the more common insects which usually may be obtained for study within the regions inhabited by them are the following:

- F. B. 284. Insect and fungous enemies of the grape east of the Rocky Mountains.
 F. B. 450. Some facts about malaria.
 F. B. 459. House flies.
 F. E. 492. The more important insect and fungous enemies of the fruit and foliage of the apple.
 F. B. 512. The boll weevil problem.
 F. B. 540. The stable fly.
 F. B. 543. Common white grubs.
 Dept. Bul. 5. The southern corn rootworm.
 Dept. Bul. 8. The western corn rootworm.
 *Dept. Bul. 90. The rose aphid. Price, 5 cents.
 *Ento. Cir. 31. The striped cucumber beetle. Price, 5 cents.
 *Ento. Cir. 39. The common squash bug. Price, 5 cents.
 *Ento. Cir. 60. The imported cabbage worm. Price, 5 cents.
 Ento. Cir. 80. The grasshopper problem and alfalfa culture.
 Ento. Cir. 87. The Colorado potato beetle.
 Ento. Cir. 123. Methods of controlling tobacco insects.
 Ento. Cir. 124. The San Jose scale and its control.

AGRICULTURAL EDUCATION AND NATURE STUDY.

For clubs or individuals who wish to study seeds, leaves, plants, woods, etc., the following publications are practical and helpful:

- F. B. 428. Testing farm seeds in the home and in the rural school.
 F. B. 586. Collection and preservation of plant material for use in the study of agriculture.
 *F. B. 423. Forest nurseries for schools. Price, 5 cents.
 *F. B. 468. Forestry in nature study. Price, 5 cents.
 *For. Serv. Cir. 130. Forestry in public schools. Price, 5 cents.
 *For. Serv. Cir. 96. Arbor Day. Price, 5 cents.
 Dept. Bul. 132. Correlating agriculture with the public school subjects in the Southern States.
 F. B. 638. Laboratory exercises in farm mechanics for agricultural high schools.

STUDY OF PLANTS AND TREES.

For clubs or individuals who wish to study seeds, leaves, plants, woods, etc., the following publications are practical and helpful:

- F. B. 428. Testing farm seeds in the home and in the rural school.
 F. B. 586. Collection and preservation of plant material for use in the study of agriculture.

MEDICINAL AND POISONOUS PLANTS.

- F. B. 188. Weeds used in medicine.
- F. B. 531. Larkspur or "Poison-weed."
- F. B. 551. The cultivation of American ginseng.
- F. B. 613. Goldenseal under cultivation.
- *Dept. Bul. 26. American medicinal flowers, fruits, and seeds. Price, 5 cents.

ELEMENTARY FORESTRY.

- F. B. 173. A primer of forestry, Part I.
- F. B. 358. A primer of forestry, Part II.
- *F. B. 468. Forestry in nature study. Price, 5 cents.
- F. B. 134. Tree planting on rural school grounds.
- *F. B. 423. Forest nurseries for schools. Price, 5 cents.
- *F. B. 387. The preservative treatment of farm timbers. Price, 5 cents.
- *For. Serv. Cir. 96. Arbor Day. Price, 5 cents.
- *For. Serv. Cir. 130. Forestry in the public schools. Price, 5 cents.
- *For. Serv. Cir. 138. Suggestions to woodlot owners in the Ohio Valley region. Price, 5 cents.
- *For. Serv. Cir. 171. Forests of the United States, their use. Price, 5 cents.
- *For. Serv. Cir. 176. Surface conditions and stream flow. Price, 5 cents.
- For. Serv. Cir. 207. Profession of forestry.
- *For. Serv. Bul. 42. The woodlot. Price, 15 cents.
- *For. Serv. Bul. 82. Protection of forests from fire. Price, 15 cents.
- *For. Serv. Bul. 83. Forest resources of the world. Price, 10 cents.
- *For. Serv. Bul. 86. Windbreaks, their influence and value. Price, 30 cents.
- Y. B. Sep. 622. Practical tree surgery.

GARDENING.

For those wishing to grow plants, flowers, and shrubs, or to help children in these directions, the following publications will be found useful:

- F. B. 157. The propagation of plants.
- F. B. 185. Beautifying the home grounds.
- F. B. 195. Annual flowering plants.
- F. B. 218. The school garden.
- F. B. 494. Lawns and lawn soils.
- *F. B. 423. Forest nurseries for schools. Price, 5 cents.
- F. C. D. Cir. 746. Winter gardens.
- *B. P. I. Cir. 69. Ornamental value of the saltbushes. Price, 5 cents.
- *B. P. I. Cir. 101. The germination of packeted vegetable seeds. Price, 5 cents.
- *B. P. I. Bul. 262. Ornamental cacti: Their culture and decorative value. Price, 15 cents.

BEES.

Beekeeping, which will provide the family with honey and possibly give a surplus for sale to neighbors, offers a pleasant occupation to women and young people. Farmers' Bulletin 447, "Bees," contains valuable information on this subject, and the department's specialists also are glad to answer questions and to give advice to those interested in an apiary. Farmers' Bulletin 442, "The treatment of bee diseases," gives directions for the control of the very prevalent bee diseases, and Farmers' Bulletin 503, "Comb honey," describes, more especially for the professional beekeepers, the best methods for the production of comb honey.

POULTRY.

Women frequently find pleasure and a source of profit in giving attention to high-class poultry and eggs. The following publications should be useful:

- F. B. 197. Importation of game birds and eggs for propagation.
- F. B. 445. Marketing eggs through the creamery.
- F. B. 585. Natural and artificial incubation of hens' eggs.
- F. B. 594. Shipping eggs by parcel post.
- F. B. 51. Standard varieties of chickens.
- F. B. 64. Ducks and geese.
- F. B. 200. Turkeys.
- F. B. 287. Poultry management.
- F. B. 355. A successful poultry and dairy farm.
- F. B. 452. Capons and caponizing.
- F. B. 528. Hints to poultry raisers.
- F. B. 530. Important poultry diseases.
- F. B. 574. Poultry-house construction.
- F. B. 624. Natural and artificial brooding of chickens.

*Obtainable only by sending the price noted, in currency or money order (stamps not accepted), to the Superintendent of Documents, Government Printing Office, Washington, D. C.

- F. B. 390. Pheasant raising in the United States.
 *Dept. Bul. 51. A bacteriological and chemical study of commercial eggs in the producing sections of the Central West. (Contains colored plates for testing eggs before a candle.) Price, 40 cents.

DRESSED POULTRY.

- *Y. B. Sep. 591. The handling of dressed poultry a thousand miles from market. Price, 15 cents.
 Dept. Bul. 17. Refrigeration of dressed poultry in transit.
 *Chem. Cir. 115. An all-metal poultry-cooling rack. Price, 5 cents.
 *Chem. Cir. 61. How to kill and bleed market poultry. Price, 5 cents.
 *Chem. Cir. 64. Studies of poultry from farm to consumer. Price, 5 cents.

See also "Protection of food supply."

SMALL FRUITS.

The raising, preserving, and canning of small fruits supplies a pleasant and frequently profitable occupation for women. The following publications will be helpful:

- F. B. 198. Strawberries.
 F. B. 213. Raspberries.
 F. B. 154. The home fruit garden: Preparation and care.
 F. B. 175. Home manufacture and use of unfermented grape juice.
 F. B. 203. Canned fruits, preserves, and jellies.
 F. B. 426. Canning peaches on the farm.

See also list of publications under "Organizing agricultural clubs for children," in this appendix, for literature on canning and preserving.

FOODS AND COOKING.

Women's organizations might with profit emphasize the importance of healthful and well-prepared food and the supplying of the farm table with the greatest variety possible, served in the greatest number of attractive forms. The following publications will prove of interest:

- F. B. 34. Meats: Composition and cooking.
 F. B. 85. Fish as food.
 F. B. 121. Beans, peas, and other legumes as food.
 F. B. 128. Eggs and their uses as food.
 F. B. 182. Poultry as food.
 F. B. 232. Okra.
 F. B. 249. Cereal breakfast foods.
 F. B. 256. Preparation of vegetables for the table.
 F. B. 293. Use of fruit as food.
 F. B. 295. Potatoes and other root crops as food.
 F. B. 298. Food value of corn and corn products.
 F. B. 332. Nuts and their uses as food.
 F. B. 363. The use of milk as food.
 F. B. 375. Care of food in the home.
 F. B. 389. Bread and bread making.
 F. B. 391. Economical use of meat in the home.
 F. B. 413. The care of milk and its use in the home.
 F. B. 608. Removing garlic flavor from milk and cream.
 F. B. 503. Comb honey.
 F. B. 291. Evaporation of apples.
 F. B. 487. Cheese and its economical use in the diet.
 F. B. 526. Mutton and its value as food.
 F. B. 553. Pop corn for the home.
 F. B. 559. Use of corn, kafir, and cowpeas in the home.
 F. B. 565. Corn meal as a food and ways of using it.
 F. B. 142. Principles of nutrition and nutritive value of food.
 F. B. 234. The guinea fowl and its uses as food.
 F. B. 535. Sugar and its value as food.
 F. B. 602. Production of clean milk.
 *F. B. 69. Restoring the consistency of pasteurized cream (whipping cream). Price, 5 cents.
 *F. B. 73. Losses in cooking vegetables. Price, 5 cents.
 *F. B. 79. Mushrooms as food. Price, 5 cents.
 *F. B. 114. Skim milk in bread making. Price, 5 cents.
 *F. B. 149. The digestibility of raw, pasteurized, and cooked milk. Price, 5 cents.
 *F. B. 162. Cooking meat. Price, 5 cents.
 *F. B. 193. Cooking meat. Price, 5 cents.
 *F. B. 281. Storing preserves, canned fruits, and canned vegetables. Price, 5 cents.
 *F. B. 329. Cane sugar and beet sugar for canning and jelly making. Price, 5 cents.
 *F. B. 360. Hulled corn. Price, 5 cents.

*Obtainable only by sending the price noted, in currency or money order (stamps not accepted) to the Superintendent of Documents, Government Printing Office, Washington, D. C.

- *F. B. 360. Methods of mixing fat into dough. Price, 5 cents.
- *F. B. 374. Flour for making baking-powder biscuits. Price, 5 cents.
- *F. B. 384. Whipped cream. Price, 5 cents.
- *F. B. 419. Sweet potatoes and their preparation for the table. Price, 5 cents.
- *F. B. 517. Uses of the sweet potato. Price, 5 cents.
- *Expt. Sta. Bul. 193. Studies of the effect of different methods of cooking upon the thoroughness and easy digestion of meat at the University of Illinois. Price, 15 cents.
- *Expt. Sta. Bul. 28. Chemical composition of American food materials. Price, 10 cents.
- *Expt. Sta. Bul. 43. Losses in boiling vegetables and composition and digestibility of potatoes and eggs. Price, 5 cents.
- *Expt. Sta. Bul. 85. Report of the investigations on the digestibility and nutritive value of bread. Price, 5 cents.
- *Expt. Sta. Bul. 102. Experiments on losses in cooking meat. Price, 5 cents.
- *Expt. Sta. Bul. 126. Studies on the digestibility and nutritive value of bread at the University of Minnesota. Price, 5 cents.
- *Expt. Sta. Bul. 141. Experiments on losses in cooking meat. Price, 5 cents.
- *Expt. Sta. Bul. 143. Studies on the digestibility and nutritive value of bread at Maine Agricultural Experiment Station. Price, 5 cents.
- *Expt. Sta. Bul. 156. Studies on the digestibility and nutritive value of bread and macaroni at the University of Minnesota. Price, 15 cents.
- *Expt. Sta. Bul. 162. Studies of the influence of cooking upon the nutritive value of meat. Price, 20 cents.
- *Dept. Bul. 27. Bouillon cubes, their contents and food value compared with meat extracts and homemade preparations of meat. Price, 5 cents.
- Y. B. Sep. No. 623. Supplementing our meat supply with fish.
- *Chem. Bul. 77. Olive oil and its substitutes. Price, 10 cents.
- F. C. D. Cir. 776. Fireless cooker and recipes.
- *F. B. 296. The hay box, or fireless cooker. Price, 5 cents.
- *Expt. Sta. Syllabus 15. Illustrated lecture on the homemade fireless cooker. Price, 5 cents.

CANNING AND PRESERVING.

- *F. B. 73. The cause and prevention of swells in canned goods. Price, 5 cents.
- F. B. 78. The preservation of grape juice and sweet cider.
- *F. B. 119. Fresh and canned tomatoes. Price, 5 cents.
- *F. B. 122. Preparation of unfermented grape juice. Price, 5 cents.
- *F. B. 169. A method of preserving sweet potatoes. Price, 5 cents.
- *F. B. 210. Canning cheese. Price, 5 cents.
- *F. B. 225. Prevention of swelling in canned peas. Price, 5 cents.
- *F. B. 259. Use of a cheap canning outfit. Price, 5 cents.
- *F. B. 262. Improved method of canning. Price, 5 cents.
- F. B. 281. Storing preserves, canned fruits, and canned vegetables.
- *F. B. 296. Pickling olives and mock olives for home use. Price, 5 cents.
- *F. B. 329. Cane sugar and beet sugar for canning and jelly making. Price, 5 cents.
- *F. B. 342. Preserving wild mushrooms. Price, 5 cents.
- *F. B. 388. Jelly and jelly making. Price, 5 cents.
- *F. B. 342. Fig culture in the South (includes methods of canning and preserving). Price, 5 cents.
- F. B. 359. Canning vegetables in the home.
- *Chem. Bul. 70. Manufacture of table sirups from sugar cane. Price, 10 cents.
- F. B. 477. Sorghum sirup manufacture.
- *Chem. Bul. 129. Experiments in cider making applicable to farm conditions. Price, 5 cents.
- *Chem. Bul. 134. Maple-sap sirup, its manufacture, composition, and effect of environment thereon. Price, 25 cents.
- F. B. 516. The production of maple sirup and sugar.
- *Chem. Cir. 51. Value of peaches as vinegar stock. Price, 5 cents.
- *Chem. Cir. 57. Experiments on preparation of sugared dried pineapples. Price, 5 cents.
- *Chem. Cir. 98. Practical suggestions for preparation of frozen and dried eggs. Statement based on investigation made in producing section during the summer of 1911. Price, 5 cents.
- F. B. 183. Meat on the farm: Butchering, curing, and keeping.
- *F. B. 296. Preserving eggs in water glass. Price, 5 cents.
- *F. B. 353. Preservation of eggs. Price, 5 cents.
- *F. B. 353. A cheap and efficient ice box. Price, 5 cents.

See also "Organization of agricultural clubs" and "Small fruits" for other bulletins on canning.

HOUSEHOLD PUBLICATIONS OF OTHER DEPARTMENTS.

- U. S. Bu. Fish. Econ. Cir. 11. Canned salmon cheaper than meats and why. (50 tested recipes.)
- *Department of the Interior bulletin, Lessons in cooking for the sick and convalescent. Price, 5 cents.
- *Outline lessons in housekeeping, including cooking, laundering, dairying, and nursing, for use in Indian schools. Price, 5 cents.
- *Some things that girls should know how to do and hence should learn how to do when in school. Price, 5 cents.
- *Daily meals of school children. (U. S. Bureau of Education Bulletin, 1909, No. 3.) Description of typical inexpensive lunches, methods of using food, food values, etc. Price, 10 cents.

* Obtainable only by sending the price noted, in currency or money order (stamps not accepted), to the Superintendent of Documents, Government Printing Office, Washington, D. C.

These suggestions as to activities or lines of study for individuals and women's organizations by no means exhaust the fields in which the various departments of the Government stand ready to cooperate with people who are interested in obtaining knowledge or practical results in definite fields. Comparatively few people realize the willingness of the Government or its capacity to help them in varied lines of endeavor. The Government's publications, most of which are free or to be obtained for a nominal price, number many thousands of titles and a great variety of subjects. Those in doubt as to whether the Government can supply them with information on any particular topic should address a post card to the Superintendent of Documents, Government Printing Office, Washington, D. C., asking him for lists of Government publications. These lists, which will be sent free, are an index to a vast collection of valuable information readily accessible to the people. (See Appendix D.)

APPENDIX B.

HOW FARM WOMEN MAY GET HELP UNDER THE SMITH-LEVER EXTENSION ACT.

The funds appropriated under the extension act of May 8, 1914 (the Smith-Lever Act), are given to the State agricultural colleges to enable them to employ men and women as county agents and experts who will move about among the farming people, demonstrate good methods of agriculture and home economics, cooperate with them in studying their farm and home problems, and assist them in the adoption of better methods on their farms or in their homes. The department has entered into cooperative agreements with the colleges by which its own funds for extension work are used to supplement the Smith-Lever and State funds for similar purposes and are expended through the extension divisions of the colleges.

Already many of the colleges have appointed women as extension experts in home economics, and others are planning to do so. In nearly all the Southern States women county agents are already at work in connection with the demonstration work carried on by the agricultural colleges and the United States Department of Agriculture.

These agents will enroll women in home demonstration work and will continue to conduct girls' clubs. They will have the women demonstrate the preparation and use of products from canning clubs, poultry clubs, pig clubs, and the winter garden. Accompanying the use of the club products, the women on the farms will be shown how to make or secure labor-saving devices and conveniences. They will also be encouraged by the county agents to find and extend to others the best methods of work and conveniences already discovered and in use in their communities.

Instruction will be furnished by means of demonstrations, visits from the county agent, circulars, letters, and bulletins from the State agricultural colleges and the United States Department of Agriculture.

In the Northern and Western States the principal work has thus far been done by home economics experts connected with the agricultural colleges, but a beginning of the canning club work for girls has been made. The number of home economics experts who are doing work among the farm women is being rapidly increased. It is hoped that before long there will be women agents in every county in the United States.

To avail themselves of the aid offered by the extension organizations in the several States the farm women should, if possible, form local clubs and then communicate with the county agent, whether man or woman, or with the State agricultural college. In this way the club will often be able to secure a visit from the county agent or from a home economics expert from the college. If it is not feasible to form a club immediately, the women should write individually to the college or the county agent. The following is a list of the State extension directors:

ADDRESS LIST OF STATE INSTITUTIONS AND OFFICERS IN CHARGE OF AGRICULTURAL EXTENSION WORK UNDER THE SMITH-LEVER ACT.

Institution.	Address.	Officer.
Alabama Polytechnic Inst.....	Auburn, Ala.....	J. F. Duggar, Dir. of Ext. Work.
Col. of Agr., Univ. of Ariz.....	Tucson, Ariz.....	S. F. Morse, Supt. of Ext.
Col. of Agr., Univ. of Ark.....	Fayetteville, Ark.....	Martin Nelson, Dir. Ext. Work.
Col. of Agr., Univ. of Cal.....	Berkeley, Cal.....	Werron T. Clarke, Prof. Agr. Ext.
State Agr. College of Colo.....	Fort Collins, Colo.....	C. A. Lory, Act. Dir. Ext. Service.
Connecticut Agr. College.....	Storrs, Conn.....	C. D. Jarvis, Dir. Ext. Service.
Delaware College.....	Newark, Del.....	H. Hayward, Dir. Ext. Service.
Col. of Agr., Univ. of Fla.....	Gainesville, Fla.....	P. H. Roffs, Dir. Ext. Div.
Georgia State Col. of Agr.....	Athens, Ga.....	A. M. Soule, Dir. Ext. Dept.
Col. of Agr., Univ. of Idaho.....	Boise, Idaho.....	O. D. Center, Dir. Ext. Work.
Col. of Agr., Univ. of Ill.....	Urbana, Ill.....	W. F. Handschin, Vice Dir. Agr. Ext. Service.
Purdue University.....	La Fayette, Ind.....	G. I. Christie, Supt. Agr. Ext.
Iowa State College.....	Ames, Iowa.....	R. K. Bliss, Dir. Ext.
Kansas State Agr. College.....	Manhattan, Kans.....	J. H. Miller, Dean, Div. Col. Ext.
Col. of Agr., State Univ.....	Lexington, Ky.....	Fred Mutchler, Supt. Agr. Ext.
La. State Univ. and A. and M. Col.....	Baton Rouge, La.....	W. R. Dodson, Dir. Agr. Ext.
Col. of Agr., Univ. of Maine.....	Orono, Me.....	L. S. Merrill, Dir. Agr. Ext.
Maryland Agr. College.....	College Park, Md.....	Thos. B. Symons, Dir. of Ext.
Massachusetts Agr. College.....	Amherst, Mass.....	W. D. Hurd, Dir. of Ext. Service.
Michigan Agr. College.....	East Lansing, Mich.....	R. J. Baldwin, Supt. of Ext.
Col. of Agr., Univ. of Minn.....	University Farm, St. Paul, Minn.....	A. D. Wilson, Dir. Ext. and F. I.
Miss. Agr. and Mech. College.....	Agr. College, Miss.....	A. J. Meyer, Sec'y of Agr. Ext.
Col. of Agr., Univ. of Missouri.....	Columbia, Mo.....	F. S. Cooley, Dir. Ext. Service.
Montana State College.....	Bozeman, Mont.....	C. W. Pugsley, Dir. Agr. Ext. Service.
Col. of Agr., Univ. of Nebr.....	Lincoln, Nebr.....	C. S. Knight, Dir. Agr. Ext.
Col. of Agr., Univ. of Nev.....	Reno, Nev.....	J. C. Kendall, Dir. Ext. Work.
N. H. Col. of A. and M. Arts.....	Durham, N. H.....	Alva Aage, Dir. Div. of Ext.
Rutgers Scientific School.....	New Brunswick, N. J.....	A. C. Cooley, Dir. Ext. Work.
N. Mex. Col. of A. and M. Arts.....	State College, N. Mex.....	B. T. Galloway, Dir. Div. of Ext.
N. Y. State College of Agr.....	Ithaca, N. Y.....	B. W. Kilgore, Dir. Ext. Service.
N. C. Col. of A. and M. Arts.....	West Raleigh, N. C.....	T. P. Cooper, Dir. Ext. Work.
N. Dak. Agr. College.....	Agr. College, N. Dak.....	H. C. Price, Dir. Agr. Ext. Work.
Col. of Agr., Ohio State Univ.....	Columbus, Ohio.....	W. D. Bentley, Dir. of Ext.
Okla. Agr. and Mech. College.....	Stillwater, Okla.....	R. D. Hetzel, Dir. Ext. Work.
Oregon State Agr. College.....	Corvallis, Oreg.....	M. S. McDowell, Dir. Agr. Ext. Work.
Pennsylvania State College.....	State College, Pa.....	A. E. Stene, Dir. Ext. Service.
R. I. State College.....	Kingston, R. I.....	W. W. Long, Dir. of Ext.
Clemson Agr. College of S. C.....	Clemson College, S. C.....	C. A. Keffer, Dir. Div. of Ext.
S. Dak. State College.....	Brookings, S. Dak.....	Clarence Ousley, Dir. Ext. Service.
Col. of Agr., Univ. of Tenn.....	Knoxville, Tenn.....	E. G. Peterson, Dir. Agr. Ext. Div.
A. and M. College of Texas.....	College Sta., Texas.....	Thos. Bradley, Dir. Ext. Service.
Agr. College of Utah.....	Logan, Utah.....	J. D. Eggleston, Act. Dir. Ext. Work.
Col. of Agr., Univ. of Vermont.....	Burlington, Vt.....	J. A. Tormey, Dir. Ext. Div.
Virginia Polytechnic Inst.....	Blacksburg, Va.....	C. R. Titlow, Dir. Agr. Ext.
State College of Washington.....	Pullman, Wash.....	K. L. Hatch, Assf. Dir. Agr. Ext. Service.
Col. of Agr., W. Va. Univ.....	Morgantown, W. Va.....	A. E. Bowman, Dir. Ext. Work.
Col. of Agr., Univ. of Wis.....	Madison, Wis.....	
Col. of Agr., Univ. of Wyo.....	Laramie, Wyo.....	

APPENDIX C.

LIST OF FREE OR AVAILABLE PUBLICATIONS OF THE UNITED STATES DEPARTMENT OF AGRICULTURE OF INTEREST TO FARM WOMEN.

Application for publications in this list should be made to the Editor and Chief of the Division of Publications, United States Department of Agriculture, Washington, D. C.¹ Because of the limited supply, applicants are urgently requested to ask only for those publications in which they are particularly interested. The department can not undertake to supply complete sets, nor is it allowable to send more than one copy of each publication to an applicant. In applying for these publications the name of the series and the title and number of the bulletin or circular should be given.

AGRICULTURAL CLUBS.

(See "Organizing agricultural clubs for children," Appendix A.)

B. P. I. Doc. 644 rev. Boys' demonstration work. The corn club.
F. B. 566. Boys' pig clubs, with special reference to their organization in the South.

¹ Price lists of Government publications for sale by the Superintendent of Documents, Government Printing Office, Washington, D. C., are shown in Appendix D.

- B. P. I. Doc. 870 rev. Girls' demonstration work. The canning clubs.
 B. P. I. Doc. 803. Organization and instruction in boys' corn-club work.
 F. B. 562. Organization of boys' and girls' poultry clubs.
 B. P. I. Doc. 884. Potato growing as club work in the North and West.
 B. P. I. Doc. 883. Tomato growing as club work in the North and West.

AGRICULTURAL EDUCATION AND NATURE STUDY.

(See "Study of plants and trees" and "Gardening," Appendix A.)

- F. B. 218. The school garden.
 F. B. 428. Testing farm seeds in the home and in the rural school.
 F. B. 586. Collection and preservation of plant material for use in the study of agriculture.
 F. B. 606. Collection and preservation of insects and other material for use in the study of agriculture.
 F. B. 617. School lessons on corn.
 F. B. 396. The muskrat.
 F. B. 496. Raising Belgian hares and other rabbits.
 F. B. 525. Raising guinea pigs.
 F. B. 583. The common mole of the eastern United States.
 F. B. 587. Economic value of North American skunks.
 F. B. 638. Laboratory exercises in farm mechanics for agricultural high schools.
 Dept. Bul. 132. Correlating agriculture with the public school subjects in the Southern States.

ELEMENTARY FORESTRY.

- F. B. 173. A primer of forestry. Part I: The Forest.
 F. B. 358. A primer of forestry. Part II: Practical Forestry.
 *F. B. 468. Forestry in nature study. Price, 5 cents.
 F. B. 134. Tree planting on rural school grounds.
 *F. B. 423. Forest nurseries for schools. Price, 5 cents.
 *F. B. 228. Forest planting and farm management. Price, 5 cents.
 *F. B. 387. The preservative treatment of farm timbers. Price, 5 cents.
 *For. Serv. Cir. 130. Forestry in public schools. Price, 5 cents.
 *For. Serv. Cir. 96. Arbor Day. Price, 5 cents.

BEEES.

- F. B. 447. Bees.
 F. B. 503. Comb honey.
 *F. B. 334. Extraction of beeswax. Price, 5 cents.
 F. B. 442. The treatment of bee diseases.

BIRDS.

(See "Study of birds and mammals," Appendix A.)

- F. B. 493. The English sparrow as a pest.
 F. B. 506. Food of some well-known birds of forest, farm, and garden.
 F. B. 54. Some common birds in their relation to agriculture.
 F. B. 456. Our grosbeaks and their value to agriculture.
 F. B. 497. Some common game, aquatic, and rapacious birds in relation to man.
 Y. B. Sep. 504. Plants useful to attract birds and protect fruit.
 F. B. 390. Pheasant raising in the United States.
 F. B. 609. Bird houses and how to build them.
 F. B. 621. How to attract birds in northeastern United States.
 F. B. 630. Some common birds useful to the farmer.

DAIRYING.

(See "Protection of food supply," Appendix A.)

- *B. A. I. Cir. 218. Legal standards for dairy products. Price, 5 cents.
 Y. B. Sep. 606. Dairying and its relation to agriculture in semiarid sections.
 F. B. 106. Breeds of dairy cattle.
 F. B. 355. A successful poultry and dairy farm.
 F. B. 55. The dairy herd.
 F. B. 349. The dairy industry in the South.
 F. B. 623. Ice houses and the use of ice on the dairy farm.
 F. B. 490. Bacteria in milk.
 F. B. 541. Farm butter making.
 F. B. 166. Cheese making on the farm.
 F. B. 504. Losses due to low-grade cream.
 F. B. 413. The care of milk and its use in the home.
 F. B. 608. Removing garlic flavor from milk and cream.
 F. B. 602. Production of clean milk.

DOMESTICATION OF WILD ANIMALS.

- F. B. 328. Silver fox farming.
 F. B. 390. Pheasant raising in the United States.
 F. B. 396. The muskrat.
 F. B. 496. Raising Belgian hares and other rabbits.
 F. B. 525. Raising guinea pigs.
 F. B. 587. Economic value of North American skunks.

DRUGS.

(See "Protection of food supply," Appendix A.)

- F. B. 377. Harmfulness of headache mixtures.
 F. B. 393. Habit-forming agents: Their indiscriminate sale and use a menace to the public welfare.

FARM BUILDINGS.

- F. B. 574. Poultry-house construction.
 F. B. 438. Hog houses.
 F. B. 589. Homemade silos.
 F. B. 609. Bird houses and how to build them.
 F. B. 475. Ice houses.
 F. B. 623. Ice houses and the use of ice on the dairy farm.
 F. B. 461. The use of concrete on the farm.

FARM CONVENIENCES.

- F. B. 270. Modern conveniences for the farm home.
 Dept. Bul. 57. Water supply, plumbing, and sewage disposal for country homes.
 F. B. 607. The farm kitchen as a workshop.

FARMERS' INSTITUTES.

- Expt. Sta. Cir. 85. Farmers' institutes for women.

FARM MANAGEMENT.

- *B. P. I. Cir. 75. Agricultural survey of four townships in southern New Hampshire. Price, 5 cents.
 B. P. I. Cir. 128a. Miscellaneous papers: Some profitable and unprofitable farms in New Hampshire.
 B. P. I. Cir. 132a. Miscellaneous papers: The farmer's income.
 *Y. B. Sep. 567. Seasonal distribution of labor on the farm. Price, 5 cents.
 Y. B. Sep. 617. Factors of efficiency in farming.
 Dept. Bul. 32. An example of successful farm management in southern New York.
 Dept. Bul. 41. A farm management survey of three representative areas of Indiana, Illinois, and Iowa.
 Dept. Bul. 117. Profits in farming on irrigated areas in Utah Lake Valley.
 *B. P. I. Bul. 236. Farm management: Organization of research and teaching. Price, 20 cents.
 B. P. I. Bul. 259. What is farm management?

FARM BOOKKEEPING.

- F. B. 511. Farm bookkeeping.
 F. B. 572. A system of farm cost accounting.
 F. B. 593. How to use farm credit.
 F. B. 635. What the farm contributes directly to the farmer's living.
 F. B. 364. A profitable cotton farm. (South Carolina.)
 F. B. 432. How a city family managed a farm. (Virginia.)
 F. B. 437. A system of tenant farming and its results. (Eastern Maryland.)
 F. B. 454. A successful New York farm.
 F. B. 472. Systems of farming in central New Jersey.
 F. B. 519. An example of intensive farming in the cotton belt. (Alabama.)
 F. B. 614. A corn-belt farming system which saves labor by hogging down crops.
 *Dept. Bul. 3. A normal day's work for various farm operations. Price, 10 cents.
 *F. B. 29. Crew work, costs, and returns in commercial orcharding in West Virginia. Price, 5 cents.
 *Dept. Bul. 130. Operating costs of a well-established New York apple orchard. Price, 5 cents.

MODEL FARMS.

(The States in which these are located are indicated.)

- F. B. 242. An example of model farming. (Pennsylvania.)
 F. B. 272. A successful hog and seed-corn farm. (Illinois.)
 *F. B. 280. A profitable tenant dairy farm. (Michigan.) Price, 5 cents.
 *F. B. 299. Diversified farming under the plantation system. (Louisiana.) Price, 5 cents.
 F. B. 310. A successful Alabama diversification farm.
 F. B. 312. A successful southern hay farm. (South Carolina.)
 F. B. 325. Small farms in the corn belt. (Nebraska.)
 F. B. 326. Building up a run-down cotton plantation. (Arkansas.)
 F. B. 355. A successful poultry and dairy farm. (Washington.)

FLORICULTURE.

(See "Gardening," Appendix A.)

- F. B. 195. Annual flowering plants.

* Obtainable only by sending the price noted, in currency or money order (stamps not accepted), to the Superintendent of Documents, Government Printing Office, Washington, D. C.

FOODS AND THEIR PREPARATION.

(See "Foods and cooking" and "Protection of food supply," Appendix A.)

- F. B. 375. Care of food in the home.
 F. B. 291. Evaporation of apples.
 F. B. 389. Bread and bread making.
 F. B. 203. Canned fruits, preserves, and jellies: Household methods of preparation.
 F. B. 426. Canning peaches on the farm.
 F. B. 521. Canning tomatoes at home and in club work: I. Canned tomatoes, catsup, chowchow, etc. II. Canning tomatoes in clubs and for market.
 F. B. 359. Canning vegetables in the home.
 F. B. 249. Cereal breakfast foods.
 F. B. 487. Cheese and its economical uses in the diet.
 F. B. 298. Food value of corn and corn products.
 F. B. 559. Use of corn, kafir, and cowpeas in the home.
 F. B. 565. Corn meal as a food product and ways of using it.
 F. B. 128, rev. Eggs and their uses as food.
 Y. B. Sep. 596. How the produce dealer may improve the quality of poultry and eggs.
 F. B. 85, rev. Fish as food.
 F. B. 293. Use of fruit as food.
 F. B. 175. Home manufacture and use of unfermented grape juice.
 *Chem. Bul. 118. Unfermented apple juice. Price, 5 cents.
 F. B. 121, rev. Beans, peas, and other legumes as foods.
 *F. B. 169. The food value of beans. Price, 5 cents.
 F. B. 391. Economical use of meat in the home.
 F. B. 183, rev. Meat on the farm: Butchering, curing, and keeping.
 F. B. 34. Meats: Composition and cooking.
 F. B. 526. Mutton and its value in the diet.
 F. B. 396. The muskrat.
 *F. B. 435. Experiment Station work. Market classes and grades of meat. Price, 5 cents.
 *F. B. 479. Experiment Station work. Preparation of choice hams. Price, 5 cents.
 F. B. 496. Raising Belgian hares and other rabbits.
 F. B. 363. The use of milk as food.
 F. B. 413. The care of milk and its use in the home.
 F. B. 332. Nuts and their uses as food.
 B. P. I. Cir. 98. Peanut butter.
 F. B. 431. The peanut.
 F. B. 553. Pop corn for the home.
 F. B. 295. Potatoes and other root crops as food.
 F. B. 407. The potato as a truck crop.
 F. B. 182. Poultry as food.
 F. B. 390. Pheasant raising in the United States.
 F. B. 493. The English sparrow.
 F. B. 535. Sugar and its value as food.
 F. B. 516. The production of maple sugar and sirup.
 F. B. 324. Sweet potatoes.
 F. B. 548. Storing and marketing sweet potatoes.
 F. B. 256. Preparation of vegetables for the table.

FRUIT CULTURE.

- F. B. 154. The home fruit garden: Preparation and care.
 F. B. 113. The apple and how to grow it.
 F. B. 491. The profitable management of the small apple orchard on the farm.
 F. B. 631. Growing peaches: Sites, planting, tillage, etc.
 F. B. 632. Growing peaches: Pruning, thinning, etc.
 F. B. 633. Growing peaches: Varieties and classification.
 F. B. 482. The pear and how to grow it.
 F. B. 471. Grape propagation, pruning, and training.
 F. B. 538. Sites, soils, and varieties for citrus groves in the Gulf States.
 F. B. 539. Propagation of citrus trees in the Gulf States.
 F. B. 542. Culture, fertilization, and frost protection of citrus groves in the Gulf States.
 F. B. 213. Raspberries.
 F. B. 307. Roselle: Its culture and uses.
 F. B. 198. Strawberries.

FUR FARMING.

- F. B. 328. Silver fox farming.
 F. B. 396. The muskrat.
 F. B. 587. Economic value of North American skunks.

GUINEA PIGS.

- F. B. 525. Raising guinea pigs.

HOME GROUNDS.

- F. B. 185. Beautifying the home grounds.
 F. B. 494. Lawns and lawn soils.
 F. B. 609. Bird houses and how to build them.
 F. B. 621. How to attract birds in northeastern United States.
 Y. B. Sep. 504. Plants useful to attract birds and protect fruit.

HOUSEHOLD INSECTS.

(See "Study of insects," Appendix A.)

- Ento. Cir. 34, rev. House ants.
 Ento. Cir. 47, rev. The bedbug.
 F. B. 626. The carpet beetle or "Buffalo moth."
 F. B. 627. The house centipede.
 Ento. Cir. 77. Harvest mites or "chiggers."
 *Ento. Cir. 51, rev. Cockroaches. Price, 5 cents.
 Ento. Cir. 108. House fleas.
 F. B. 459. House flies.
 F. B. 444. Remedies and preventives against mosquitoes.
 F. B. 450. Some facts about malaria.
 F. B. 547. The yellow fever mosquito.
 Ento. Cir. 36, rev. The true clothes moths.
 Ento. Cir. 49. The silverfish.
 Ento. Cir. 50, rev. The white ant.

HYGIENE AND SANITATION.

(See "Health and community sanitation," Appendix A.)

- F. B. 478. How to prevent typhoid fever.
 F. B. 463. The sanitary privy.
 F. B. 345. Some common disinfectants.
 F. B. 450. Some facts about malaria.
 F. B. 369. How to destroy rats.

ICE.

- F. B. 475. Ice houses.
 F. B. 623. Ice houses and the use of ice on the dairy farm.

INDUSTRIAL ALCOHOL.

- F. B. 269. Industrial alcohol: Uses and statistics.
 F. B. 429. Industrial alcohol: Sources and manufacture.

PAINT AND WHITEWASHES.

- F. B. 474. The use of paint on the farm.

PESTS (OTHER THAN INSECT).

- F. B. 369. How to destroy rats.
 F. B. 493. The English sparrow as a pest.
 F. B. 583. The common mole of the eastern United States.
 F. B. 396. The muskrat.
 Y. B. Sep. 571. Crawfish as crop destroyers.

POULTRY.

(See "Poultry," Appendix A.)

- F. B. 562. Organization of boys' and girls' poultry clubs.
 F. B. 528. Hints to poultry raisers.
 F. B. 287. Poultry management.
 F. B. 51. Standard varieties of chickens.
 F. B. 594. Shipping eggs by parcel post.
 *Ento. Cir. 92. Mites and lice on poultry. Price, 5 cents.
 *Ento. Cir. 170. The fowl tick. Price, 5 cents.
 F. B. 530. Important poultry diseases.
 F. B. 64. Ducks and geese: Standard breeds and management.
 F. B. 234. The guinea fowl and its use as food.
 F. B. 585. Natural and artificial incubation of hen's eggs.
 F. B. 624. Natural and artificial brooding of chickens.
 *Y. B. Sep. 591. Handling of dressed poultry a thousand miles from market. Price, 15 cents.
 *Y. B. Sep. 596. How the produce dealer may improve the quality of poultry and eggs. Price, 5 cents.
 F. B. 445. Marketing eggs through the creamery.
 F. B. 594. Shipping eggs by parcel post.
 F. B. 390. Pheasant raising in the United States.
 F. B. 200. Turkeys: Standard varieties and management.

RABBITS.

- F. B. 496. Raising Belgian hares and other rabbits.

RATS.

- F. B. 369. How to destroy rats.

* Obtainable only by sending the price noted, in currency or money order (stamps not accepted), to the Superintendent of Documents, Government Printing Office, Washington, D. C.

ROADS.

(See "Road improvement," Appendix A.)

- F. B. 505. Benefits of improved roads.
- F. B. 597. The road drag and how it is used.
- F. B. 338. Macadam roads.
- F. B. 311. Sand-clay and burnt-clay roads.

SCHOOL GARDENS.

(See "Gardening," Appendix A.)

- F. B. 218. The school garden.
- *F. B. 423. Forest nurseries for schools. Price, 5 cents.

TREES.

(See "Study of plants and trees," Appendix A.)

- F. B. 134. Tree planting on rural school grounds.

VEGETABLE CULTURE.

(See "Gardening," Appendix A.)

- F. B. 255. The home vegetable garden.
- F. B. 61. Asparagus culture.
- F. B. 289. Beans.
- F. B. 433. Cabbage.
- F. B. 282. Celery.
- F. B. 254. Cucumbers.
- F. B. 204. The cultivation of mushrooms.
- F. B. 232. Okra: Its culture and uses.
- F. B. 354. Onion culture.
- F. B. 220. Tomatoes.

MISCELLANEOUS PUBLICATIONS.**BUREAU OF PLANT INDUSTRY BULLETINS.**

- *No. 116. The tuna as food for man. Price, 25 cents.
- *No. 124. The prickly pear as a farm crop. Price, 10 cents.
- *No. 140. The "spineless" prickly pears. Price, 10 cents.
- *No. 165. Application of some of the principles of heredity to plant breeding. Price, 10 cents.

BUREAU OF PLANT INDUSTRY CIRCULARS.

- *No. 117. Miscellaneous papers: Relation of agricultural extension agencies to farm practices. Price, 5 cents.
- No. 132a. Miscellaneous papers: The farmer's income.

APPENDIX D.**THE GOVERNMENT BOOKSTORE.**

The Government of the United States has a bookstore filling the seven-story building on H Street, known as the Annex to the Government Printing Office. This is in charge of the Superintendent of Documents, who has for sale at actual cost to the public more than two and a half million books and bulletins published officially by the various Federal departments. This collection of official material covers a wide range of subjects and offers publications of value to persons interested in almost any branch of investigation or serious reading. Most of these publications are obtainable for 5 or 10 cents, with postage prepaid by the Government except to most foreign countries.

The price affixed in each instance simply covers the actual cost for printing, paper, and mailing, and in no sense represents the initial investment of the Government in the time employed in the research by the authors, or the material and facilities used by them in their investigations.

To make these publications accessible by subject to the public, the Superintendent of Documents issues the following price lists which he will supply free on application:

* Obtainable only by sending the price noted, in currency or money order (stamps not accepted), to the Superintendent of Documents, Government Printing Office, Washington, D. C.

LISTS OF GOVERNMENT PUBLICATIONS.

10. Laws of the United States of America. Describes all the different forms in which the Laws have been and are officially published.
11. American Foods and Cooking. "Uncle Sam's Cook Book."
15. U. S. Geological Survey. The Survey is a prolific publisher.
16. Farmers' Bulletins and Yearbooks. This is the farmers' list. It is more in demand than any other.
18. Engineering and Surveying. Coast and Geodetic Survey publications and Engineer Corps reports on rivers and harbors.
19. The Army and the Organized Militia. American military documents, of which there are more than many peaceful citizens are aware.
20. Public Domain. Relates to public lands, conservation, irrigation, homesteading, etc.
21. Fishes of the United States. The fishery industries as well as the fishes are considered.
24. Indians of North America. Historical, ethnological, educational, and philological documents, with many illustrations.
25. Land and Water Transportation. Does not include Interstate Commerce Commission publications, which are in list 59.
28. Finances of the United States. The National Monetary Commission, the new financial legislation, the income tax, etc.
31. Education in the United States. Recent issues of bulletins are numerous and timely.
32. Noncontiguous Territory. Relates to the Philippines, Hawaii, Porto Rico, Guam, Samoa, and the occupations of Cuba.
33. Labor Questions. Titles relating to labor disputes, and plans to lighten the lot of wage workers.
35. Geography and Explorations. Reports on the early explorations as well as the later ones.
36. Government Periodicals. More than 50 periodicals—daily, weekly, and monthly.
37. Tariff Legislation. The old and the new tariffs with incidental documents.
38. Animal Industry. Describing the domestic animals in health and disease. Includes dairy, poultry, and birds.
40. Agricultural Chemistry. This is a branch of the Agriculture Department.
41. Insect Pests and How to Fight Them. From the Entomology Bureau.
42. Agricultural Experimentation. Nutrition, drainage, agricultural extension, etc.
43. Forest Service. Work of this extensive service is well covered.
44. Plant Life. All economic plant growth and its maladies and cures.
45. Public Roads Office. Reports results of extensive experimentation.
46. Soils and Fertilizers. American soils have been surveyed, described, analyzed, and classified.
48. Weather Bureau Publications. Telling what is scientifically known about the weather.
49. Congressional Records and other published proceedings of Congress.
50. American History and Biography. Many historical episodes have been described, and such descriptions are the material from which history is made.
51. Health, Disease, and Sanitation. Chiefly issues of Public Health Service.
53. Maps. Includes the United States and State maps published by the Land Office.
54. Miscellaneous. Several important subjects are grouped in this list. Corporations, immigration, referendum, liquor, and woman suffrage are among them.
55. National Museum Publications. The Museum publications are all public documents and are on sale.
56. Smithsonian Institution Reports. The General Appendix to the Report is a scientific miscellany that supplies an array of interesting titles.
57. Astronomical Papers of the Naval Observatory. Includes papers by Simon Newcomb and other astronomers of note.
58. Mines and Mining. Mainly made up of issues of the Mines Bureau.
59. Interstate Commerce Commission Publications. Relate to transportation.
60. Alaska Territory. Numerous publications relating to the newest of the Territories.
61. Panama Canal and the Canal Zone. From the inception of the idea to the present time.
62. Commerce and Manufactures. Information about Central and South America especially.
63. The Navy and the Naval Reserve. Official documents, new and old.
64. Standards of Weights, Measures, etc. Relate to the exact sciences.
65. Foreign Relations of the United States. Mainly selections from diplomatic correspondence.

These lists are constantly being reprinted and new lists are issued frequently. The names of applicants for lists that are not in stock are recorded and their requests complied with as soon as suitable lists become available.

HOW TO BUY BOOKS FROM THE GOVERNMENT BOOKSTORE.

When any of the Federal departments issues a publication, it is allowed a limited number of copies for free distribution. When a department's supply of any publication is exhausted, the Superintendent of Documents, if there is a public demand for additional copies, reprints the publications and offers them for sale at actual cost for printing and paper. Comparatively few people, however, understand that the Superintendent of Documents has no connection with any of the other departments or know exactly how to purchase documents from him.

The method is as follows: To secure any specific document, the price of which is known, the prospective reader should send an order, accompanied by a money order, express order, certified check, or New York draft, covering the price; or he can send currency at his own risk. Postage stamps, foreign money, and worn or mutilated coins are not acceptable.

In the event that the reader does not know the title of the document and simply wishes to find what the Government issues on any topic, he should write a letter or post card to the Superintendent of Documents, asking him to send a list of available documents on the topic. Such lists will be sent without charge.

APPENDIX E.

PUBLICATIONS ON SCHOOL AND HOME EDUCATION AND THE CARE OF CHILDREN.

UNITED STATES BUREAU OF EDUCATION, DEPARTMENT OF THE INTERIOR.

(Documents not starred may be had free upon application to the Commissioner of Education, Washington, D. C.)

BULLETINS.

- *1909, No. 3. Daily meals of school children. Price, 10 cents.
Description of typical inexpensive lunches, methods of using food, food values, etc.
- *1912, No. 17. The Montessori system of education. Price, 5 cents.
A simple description of the Italian teacher's contribution to methods of instructing young children, especially in the home. (See also 1914, No. 28.)
- *1912, No. 28. Cultivating the school grounds in Wake County, N. C. Price, 5 cents.
Suggests practical methods whereby country women may help in school industrial work.
- *1913, No. 12. The promotion of peace. Price, 10 cents.
Contains programs for school celebrations, more particularly in behalf of the peace movement.
- *1913, No. 20. Illiteracy in the United States. Price, 10 cents.
Shows how one determined country woman wiped out illiteracy in her mountain district. Interestingly illustrated.
- *1913, No. 30. Education in the South. Price, 10 cents.
Brief statements of about 100 phases of rural education and cooperation, including several with direct bearing on the problems of country women.
- *1913, No. 40. The reorganized school playground. Price, 10 cents.
Shows need for large playgrounds, whether in village or country, and gives examples of good playground apparatus.
- 1913, No. 42. An experimental rural school at Winthrop College.
A country school for country children, with the kitchen and garden as a basis for school work.
- *1913, No. 43. Agriculture and rural life day. Price, 10 cents.
Quotations and poems in praise of life on the farm.
- *1913, No. 47. Teaching material in Government publications. Price, 10 cents.
A guide to Government documents available for distribution.
- *1913, No. 48. School hygiene. Price, 15 cents.
Miscellaneous short articles on health, with a nontechnical summary of the health movement in the schools.
- 1914, No. 49. The Farragut School, a Tennessee country life high school.
A high school in the open country which adapted its work to country needs.
- 1913, No. 58. Educational system of rural Denmark.
Shows how a carefully worked out system of rural schools has built up rural prosperity and culture in Denmark.
- 1914, No. 5. The folk high school of Denmark.
See 1914, No. 22.
- 1914, No. 12. Rural schoolhouses and grounds.
Gives pictures and plans of country schools, with special reference to hygiene and sanitation.
- 1914, No. 18. The public-school system of Gary, Ind.
Description of a school system with special features of industrial work that are being copied in many communities.
- 1914, No. 20. A rural school and hookworm disease.
Describes the effect of hookworm disease and the work of the school in remedying it. Particularly suggestive for health improvement in country communities.
- 1914, No. 22. The Danish folk high school.
A somewhat more elaborate description of the Danish folk high school for "grown-ups," with a discussion of the possibility of adapting these schools to the United States.
- 1914, No. 23. Some trade schools in Europe.
A first-hand description of typical trade schools in England, France, and Germany. Fifty illustrations.
- 1914, No. 28. The Montessori method and the kindergarten.
Compares methods in the Montessori Italian schools with those of the kindergarten, and gives helpful suggestions for mothers in handling children from 2 to 6 years.
- 1914, No. 30. Consolidation of rural schools and transportation of pupils at public expense.
A statement of conditions as they are with arguments for and against. Illustrations of schools and transportation facilities.

* Obtainable only by sending the price noted, in currency or money order (stamps not accepted), to the Superintendent of Documents, Government Printing Office, Washington, D. C.

1914, No. 36. Education for the home.

A review of household arts and other instruction related to home problems. Contains lists of equipment for household arts.

1914. Play and recreation in rural communities. (In press.)

OTHER PUBLICATIONS.

Reading course for parents. No. III.

A list of books dealing with the care of children.

*Medical handbook. Price 50 cents.

A brief, simply written medical guide for the use of those remote from a physician. Designed for the Alaskan School Service of the Bureau of Education, but directly useful to country women.

OFFICE OF INDIAN AFFAIRS, DEPARTMENT OF THE INTERIOR.

The following publications while designed primarily for use in the education of Indians will be found equally useful in other schools and by parents of other races. Many of them will be particularly useful to mothers interested in the home education of their children in domestic occupations.

*Outline lessons in housekeeping, including cooking, laundering, dairying, and nursing, for use in Indian schools. Price 5 cents.

Contains also estimates for equipment and lists of references and textbooks. The outlines consist only of subject heads.

*Some things that girls should know how to do and hence should learn how to do when in school. Price 5 cents.

Suggestions in equipment—outlines of 41 exercises in equipment and preparation of food, of 8 in care and equipment of bedrooms, of 6 in housekeeping suggestions, of 13 in cleaning, of 13 in sewing, of 10 in laundering, of 8 in dairying, of 7 in care of the sick, and of 3 in the care of camp animals.

*Synopsis of course in sewing. Price 10 cents.

Illustrated directions for 17 sewing operations, from hemming to tucking, followed by outline lessons to cover 6 terms.

*Farm and home mechanics; some things that every boy should know how to do and hence should learn to do in school. Price 15 cents.

Drawings and directions for making 29 common farm articles; 23 common farm processes, with directions for learning them.

*Social plays, games, marches, old-folk dances, and rhythmic movements for use in Indian schools. Price 10 cents.

More than 150 games, graded for school children of all ages. Just as useful in white schools as in Indian schools.

THE CHILDREN'S BUREAU, DEPARTMENT OF LABOR.

The Children's Bureau, of the Department of Labor, is ready to supply the following publications dealing with the home and community care of small children:

Prenatal care.

Infant care. (Discusses the care of the child through the second year.)

Description of the New Zealand Society for the Health of Women and Children. (Describes a method of cooperation among mothers living in rural districts.)

Baby-saving campaigns. (Describes methods by which some American cities have undertaken to reduce their infant mortality; including samples of literature in various languages used in these campaigns.)

Birth registration as an aid in protecting the lives and rights of children.

APPENDIX F.

SANITATION AND HYGIENE—PUBLICATIONS OF THE UNITED STATES PUBLIC HEALTH SERVICE.

The unstarred titles in the following list of bulletins dealing with health and sanitation can be obtained free on application to the United States Public Health Service, Washington, D. C.:

PUBLIC HEALTH BULLETINS.

No. 35. The relation of climate to the treatment of pulmonary tuberculosis.

No. 36. Tuberculosis: Its nature and prevention.

No. 37. The sanitary privy: Its purpose and construction.

No. 42. Disinfectants: Their use and application in the prevention of communicable diseases.

No. 48. Pellagra. A precis (revised edition).

No. 58. Open-air schools for the cure and prevention of tuberculosis among children.

* Obtainable only by sending the price noted, in currency or money order (stamps not accepted), to the Superintendent of Documents, Government Printing Office, Washington, D. C.

REPRINTS FROM THE PUBLIC HEALTH REPORTS.

- No. 2. Plan of organization for suppression of smallpox in communities not provided with an organized board of health.
- *No. 9. The prevention of the spread of scarlet fever. Price, 5 cents.
- *No. 27. Danger and prevention of tetanus from Fourth of July wounds. Price, 5 cents.
- No. 28. Prevention and destruction of mosquitoes.
- No. 36. Hookworm disease and its relation to the negro.
- *No. 37. Treatment of hookworm disease. Price, 5 cents.
- *No. 39. A working plan for colored antituberculosis leagues. Price, 5 cents.
- *No. 42. Soil pollution and its relation to hookworm disease and typhoid fever. Price, 5 cents.
- No. 72. Vegetables as a possible factor in the dissemination of typhoid fever.
- No. 77. Sewage-polluted water supplies in relation to infant mortality.
- No. 100. Whooping cough: Its nature and prevention.
- No. 105. Antimalarial measures for farmhouses and plantations.
- No. 115. Hospital relief for rural districts.
- No. 116. Country schools and rural sanitation.
- No. 138. A new design for a sanitary pail.
- *No. 142. Medical inspection of schools. Price, 5 cents.
- No. 144. School hygiene.
- No. 155. Heat and infant mortality.
- No. 164. Mental hygiene.
- No. 170. Prevention of malaria.
- No. 175. Quinine prophylaxis for malaria.
- No. 177. Rural schools.
- No. 183. Screening as an antimalarial measure.
- No. 211. School hygiene.
- No. 217. Mosquitoes and malaria.
- No. 219. The hygiene of rural schools.
- No. 221. Tuberculosis: The financial aspect of the sick leaving home in search of a beneficial climate.
- No. 224. Hookworm disease: The use of oil of chenopodium in its treatment.
- No. 227. Drug intoxication.
- No. 228. The treatment and prevention of pellagra.

SUPPLEMENTS TO THE PUBLIC HEALTH REPORTS.

- No. 1. Measles.
- No. 2. Indoor tropics: The injurious effects of overheated dwellings, schools, etc.
- No. 3. Tuberculosis: Its predisposing causes.
- No. 5. Fighting trim: The importance of right living.
- No. 7. Shower baths for country houses.
- No. 8. Trachoma: Its nature and prevention.
- No. 10. The care of the baby.
- No. 11. What the farmer can do to prevent malaria.
- No. 14. Diphtheria: Its prevention and control.
- No. 16. Summer care of infants.
- No. 18. Malaria: Lessons on its cause and prevention.

MISCELLANEOUS PUBLICATIONS.

List of publications of the Public Health Service.

APPENDIX G.

DEPARTMENT OF LABOR'S SERVICE FOR PLACING FIELD AND DOMESTIC LABOR ON FARMS.

The Division of Information in the Bureau of Immigration, United States Department of Labor, is engaged in an effort to promote a beneficial distribution of admitted aliens and other residents of the United States. With that end in view the Department of Labor has established 18 distributions, covering the entire United States, with an office or offices known as distribution branches in each zone. The particular features of this undertaking of interest to women are two, viz: (1) The efforts which officers of the several distribution branches will exert to direct from the congested centers of population to the farms and rural communities generally men, women, and girls, both citizens and aliens, to engage in farm or domestic work; and (2) the opportunities that will be presented to women to engage in seasonal occupations on farms or in other rural communities.

The idea seems to prevail in the minds of many that the Government can in some way cause immigrant families on being admitted to the United States to proceed to farming communities rather than to mines or factories. Such, however, is not the case. The great majority of immigrants who come to this country have the name and address of some relative or friend to whom they wish to go in the first instance. This is particularly true of immigrant women and girls. However, after the aliens have been in this country for a longer or shorter period they naturally look around for a place offering permanent

* Obtainable only by sending the price noted, in currency or money order (stamps not accepted), to the Superintendent of Documents, Government Printing Office, Washington, D. C.

employment. Then it is that they turn to the Division of Information of the Immigration Service and its several distribution branches for advice and information; and then it is that they can be induced to consider the offers of agriculturists and other employers residing in the country. The addresses of the distribution branches are shown below.

In the matter of seasonal occupations the Division of Information will institute inquiries in the communities requiring large numbers of workers for a period of a few months, and the information thus gathered will be imparted to colleges, high schools, mills, and factories, so that men and women desiring to secure rural work during vacation time may have presented to them an opportunity for so doing. Thus inquiries as to the number of additional men needed to gather the wheat harvest in the Central West were directed to farmers in May, 1914. Bulletins placed in all post offices spread the information obtained, and as a result the farmers of that section were assisted in employing nearly 75,000 farm hands.

LOCATION OF DISTRIBUTION BRANCHES.

Information regarding citizen as well as alien farm help may be obtained for the territory indicated by addressing "Distribution Branch, U. S. Immigration Service." at the address shown below:

Zone No.	Location of branch.	Local address.	State or Territory controlled.
1	Boston, Mass.....	Long Wharf.....	Maine, Massachusetts, Rhode Island,
2	New York, N. Y.....	U. S. Barge Office.....	New York, New Jersey, Connecticut, New Hampshire, Vermont.
3	Philadelphia, Pa.....	Gloucester City, N. J.....	Pennsylvania, Delaware, West Vir- ginia.
4	Baltimore, Md.....	Stewart Building.....	Maryland.
5	Norfolk, Va.....	119 West Main Street.....	Virginia, North Carolina.
6	Jacksonville, Fla.....	Federal Building.....	Florida, Georgia, Alabama, South Carolina.
7	New Orleans, La.....	Immigration Station.....	Louisiana, Mississippi, Arkansas, Tennessee.
8	Galveston, Tex.....	Immigration Station.....	Texas, New Mexico.
9	Cleveland, Ohio.....	Post Office Building.....	Ohio, Kentucky.
10	Chicago, Ill.....	Newberry Building.....	Illinois, Indiana, Michigan, Wiscon- sin.
11	Minneapolis, Minn.....	Federal Building.....	Minnesota, North Dakota, South Dakota.
12	St. Louis, Mo.....	Chemical Building.....	Missouri, Kansas, Oklahoma, Iowa.
13	Denver, Colo.....	Central Savings Bank Build- ing.	Colorado, Wyoming, Nebraska, Utah.
14	Helena, Mont.....	Power Building.....	Montana, Idaho.
15	Seattle, Wash.....	Fifteenth Avenue West and Main Street.	Washington.
16	Portland, Oreg.....	Railway Exchange Building.....	Oregon.
17	San Francisco, Cal.....	Angel Island.....	California, north of northern bound- ary of San Luis Obispo, Kern, and San Bernardino Counties, also State of Nevada.
18	Los Angeles, Cal.....	Post Office Building.....	California, south of the northern boundary of San Luis Obispo, Kern, and San Bernardino, and State of Arizona.

PUBLICATIONS OF THE DIVISION OF INFORMATION, DEPARTMENT OF LABOR.

The Department of Labor has the following bulletins for distribution:

Distribution of admitted aliens and other residents.
Annual report of Chief of Division of Information, fiscal year 1914. (This includes special reference to harvest-hand situation.)

Seven bulletins on "Agricultural opportunities." Information concerning resources, products, and physical characteristics, published in Polish as well as in English:

- No. 1. North Atlantic States.
- No. 2. South Atlantic States.
- No. 3. North Central States (eastern group).
- No. 4. North Central States (western group).
- No. 5. South Central States.
- No. 6. Western States (northern group) and Alaska.
- No. 7. Western States (southern group) and Hawaii.

Application for the above should be made to Division of Information, Bureau of Immigration, U. S. Department of Labor, Washington, D. C.

APPENDIX H.

(Extract from the Report of the Secretary of Agriculture for 1914.)

RURAL CREDITS.

Closely related to production and distribution of farm products is the securing of capital by farmers on better terms. This problem has attracted the profound attention of the country and still awaits a full solution. The difficulties arise partly from the diffusion and sparseness of the rural population, partly from the failure of proper business adjustment, and partly from the inadequacy of the security which part of the farming population normally can offer for loans. The problem is one of extending the banking machinery and facilities more intimately into the country districts for the convenience and the assistance of the rural population and of the effective mobilization and utilization of the resources of the country people themselves.

The chief difference of opinion arises over whether there should be special aid furnished by the Government. There seems to be no emergency which requires or justifies Government assistance to the farmers directly through the use of the Government cash or the Government's credit. The American farmer is sturdy, independent, and self-reliant. He is not in the condition of serfdom or semiserfdom in which were some of the European peoples, for whom Government aid was extended in some form or other during the last century. He is not in the condition of many of the Irish farmers for whom encouragement and aid have been furnished through the land-purchase act. As a matter of fact, the American farmers are more prosperous than any other farming class in the world. As a class they are certainly as prosperous as any other great section of the people; as prosperous as the merchants, the teachers, the clerks, or the mechanics. It is necessary only that the Government, so far as geographic and physical conditions permit, provide machinery for the benefit of the agricultural classes as satisfactory as that provided for any other class, and this the Government has attempted and is attempting to do.

It is the judgment of the best students of economic conditions here that there is needed to supplement existing agencies a proper land-mortgage banking system operating through private funds, just as other banking institutions operate, and this judgment is shared by the leaders of economic thought abroad. The national banking system up to the present time has labored under restrictions imposed by law which made it impossible for the national banks to solve the problems in the most effective way. State banks with fewer restrictions, with smaller capital requirements, and ability to lend on real estate have established more intimate touch and have perhaps rendered greater assistance. Likewise certain agencies, such as building and loan associations, insurance and mortgage debenture companies, and the cooperative credit associations recently created by State legislation in Texas, Massachusetts, New York, and Wisconsin, operate to extend capital to the farming districts, and thereby in a measure tend to cut down the rate of interest.

THE FEDERAL RESERVE ACT AND AGRICULTURAL TRANSACTIONS.

When the national banking law, commonly called the Federal reserve act, was under discussion in Congress the matter of farm credits was considered and debated, but it was decided that the subject as a specific program should be separately dealt with in another act. The Federal reserve act was passed with a view to the improvement of the banking conditions of the country in the interest of all classes; to the restoration of normality in banking; to the establishment of a reserve or banking power which could be utilized in times of emergency; and therefore with a view to secure good banking at all times and to prevent panics. It is not a banker's law or a business man's law or a manufacturer's law or a farmer's law; it is a law for all classes—for all the people. However, there were incorporated into the act several very important provisions which had in mind specifically the needs of the farming classes and the possibility of extending banking facilities to the rural districts.

It was specifically provided that a Federal reserve bank might "discount notes, drafts, and bills of exchange arising out of actual commercial transactions—that is, notes, drafts, and bills of exchange issued or drawn for agricultural, industrial, or commercial purposes, or the proceeds of which have been

used or are to be used for such purposes." The Federal Reserve Board was given the right to define the character of paper thus eligible for discount. It was further distinctly provided that nothing in the act should be construed to "prohibit such notes, drafts, and bills of exchange secured by staple agricultural products, or other goods, wares, or merchandise from being eligible for such discount." It was provided that the ordinary notes, drafts, or bills admitted to discount should have maturity at the time of discount of not more than 90 days, but that notes, drafts, and bills drawn or issued for agricultural purposes or based on live stock might have a maturity not exceeding six months. Not only is paper arising out of agricultural transactions made eligible under the act, but it is given a longer maturing period than other forms of paper. This apparent discrimination arose naturally out of the fact that agricultural operations are seasonal and involve a longer period than ordinary commercial transactions.

Again, it is provided in the act that national banking associations not situated in the central reserve cities may lend on improved and unencumbered farm lands within the Federal reserve district, and that such loans may be made for any period up to five years. Such loans may not exceed 50 per cent of the actual value of the property. Any national bank under this provision of the act may lend on farm lands an amount in the aggregate equal to 25 per cent of its capital and surplus or one-third of its time deposits. The Federal reserve act, therefore, so far from discriminating against the farming classes, distinctly bears them in mind, and while not discriminating in favor of them takes just and particular knowledge of their requirements.

THE BANKING HABITS OF THE UNITED STATES.

The matter of additional legislation concerning farm credits was promptly brought to the attention of Congress by the President at the regular session in his annual message, and many experts have been giving persistent and careful attention to the problem.

The explanation of why special banking arrangements were devised abroad, but have not been extensively planned and operated in this country is to be found in the difference in economic, social, and banking habits and conditions. This is the only large country that may be said to have the ordinary banking habit developed in a high degree, with banking and lending associations democratized and in touch with the masses of the people. The great masses of people in a number of European countries do not have the ordinary banking habit and know little about banking practices. The habit of depositing money in banks, of checking against such deposits, and of making loans through banks in such countries is not general. This may be illustrated by a reference to the Bank of France. This bank, with a billion dollars of bank notes, has only \$285,000,000 of deposits. A bank can utilize its assets either through notes or through discount and deposit and checking. In this country the assets of a bank are utilized to a slight extent through bank notes, the total volume being about \$725,000,000, while the total deposits in all the banks are \$17,000,000,000. This testifies to an unusual development of the banking habit among our people. Partly because of the lack of the ordinary banking habit on the part of European peoples, partly because of the lack of banking facilities, and partly because of other social and economic factors, special agencies had to be devised. There was great need for some addition to their machinery. The land mortgage and the cooperative credit arrangements grew up of necessity. Likewise the savings banks were created for similar reasons. It is noteworthy that only recently have saving institutions been established in great numbers in this country, and that still more recently the Government postal savings system has been evolved.

LAND MORTGAGE BANKS.

Notwithstanding the fact, however, that the people of the United States have ampler financial agencies than any other in the world, and have developed the habit of using these agencies to a greater extent than any other peoples, students of rural problems have been keenly alive to the need of further improvements. They have insisted upon extensions of the national banking facilities and the creation of special agencies in intimate touch with farmers with a special view to the betterment of financial conditions in the country. At least two definite measures have been prepared and have received special con-

sideration. They are similar in many respects. They provide, in brief, for land-mortgage associations with a small capital, which may make loans on farm mortgages within a district of a State or within a State to the extent of 50 per cent of the real values of the farms. The money arising from such loans is to be used for productive purposes on the farm on which the security is based. It is contemplated in one way or another, either through separate associations or through a central agency, that debenture bonds may be blanketed on the mortgages and offered to the public. It is proposed that the operations of the system shall be supervised by a central agency in Washington and that there shall be adequate safeguards in the way of examination and inspection. It is thought by students of the question that such debenture bonds would be safe, would attract capital, and would bring into the investment field especially smaller holdings scattered through the country which do not now easily find satisfactory investments. A plan of this kind, operating through private funds, should work safely and would probably result in a short time in systematizing credit transactions in rural districts and in reducing the rate of interest.

The Office of Markets and Rural Organization has continued its study of rural credits. Information bearing on farm-mortgage loans has been secured from two-thirds of the savings banks, trust companies, and State and private banks in the United States. The estimated total of farm mortgages held by these banks as loans exceeds \$930,000,000. This fund is very unevenly supplied. Iowa banks alone furnish nearly 100 millions; Illinois and New York approximate 85 millions each; California, 67 millions; and Missouri, 58 millions. In Indiana, Vermont, and Minnesota the sum in each exceeds 45 millions. The total of farm mortgages held by these banks in the 10 States of the cotton belt is approximately the same as that held by Iowa banks.

Bankers in many States, especially in the Middle West, furnish almost as much money for farm loans, through their activity as middlemen, as they do through loans from their own bank funds. In such cases the banker acts as an agent, usually for some insurance company, mortgage company, or other bank. It is estimated that approximately \$565,000,000 is thus handled through members of State, private, and savings banks and trust companies.

Information secured from insurance companies shows that more than \$600,000,000 of their funds are invested in farm-mortgage loans. While mainly confined at present to the corn belt, these investments are being extended into the South and West. The companies have trained field inspectors or rely upon the statements or guaranties of local agents as to land values. Insurance companies usually limit their loans to 40 per cent of the value of the security and to a fixed maximum per acre. The prevailing period of such loans is five years, with the privilege of prepayment on interest dates.

The business of existing mortgage companies in the United States is often that of agents or brokers who bring borrower and lender together and render other services connected with mortgage loans without assuming liability. Such business can be built up with very little capital. The mortgage is made out directly to the lender, who assumes all responsibility. It is evident that the market for such loans is restricted to investors who know the nature of the security, who are willing to lend the particular amount desired, and who will assume all risks.

A limited number of companies deal in mortgages as a jobbing or merchandise business. The mortgages generally are sold after suitable investors have been found. A few of these companies retain ownership in a portion of the mortgages, deposit them with a trust company, and issue debentures secured by the mortgages as well as by the capital of the company. The debentures are issued in even amounts of \$100 and upward and for varying periods, affording the investor some of the usual conveniences of bonds. However, inasmuch as the purchaser of a debenture does not know the particular mortgages used as security, he must rely on the integrity and solvency of the company to protect his investment.

RURAL CREDIT COOPERATIVE ASSOCIATIONS.

The students of rural credit recognize the desirability of another piece of legislation which may probably be had at the hands of the several States or of the Federal Government, namely, legislation authorizing and encouraging local personal cooperative credit associations. Some States have already taken steps in this direction and others are contemplating taking them. The Department of Agriculture has made earnest investigations in this field, and is in

position to offer suggestions as to legislation and as to the form and operations of rural credit cooperative associations. Such associations as these will perhaps render their largest service in the sections of the country where there are many small farmers whose individual resources may not be sufficient to enable them to secure the requisite credit. Their largest field for operation would probably be the South. Characteristics of such associations of small farmers are: Unlimited liability of members; the pledging of the faith of each to the other and of the whole to the lender; the use of funds for clearly defined productive purposes; and the supervision by the association of the use made of the funds. It has been objected that the feature of unlimited liability will prevent the organization of such associations in this country, but in certain sections of the Nation the liability of small farmers is already unlimited, and this could not be said to be an insurmountable obstacle.

In reference to such proposed associations, as well as to land-mortgage banks, it is of the utmost importance that attention be centered on the use which may be made of borrowed money. It is of high importance that there should be guaranties of the use of funds secured for productive purposes on the farms covered by mortgages or other obligations, otherwise the field for speculation will be opened and more harm may result than good. The investigations of the department indicate that a relatively small number of the banks of the country pay any attention whatever to the purposes for which loans are made, and in replies to inquiries many of the banks reporting did not even attempt to give data bearing on this important point.

The Office of Markets and Rural Organization has continued its investigation into the field of personal credits. From data gathered it appears that the State, private, and savings banks and trust companies supply approximately \$1,000,000,000 for short-time loans to farmers and that national banks furnish \$750,000,000. As may be expected, because of the differences in the relative importance of agriculture in various States, these short-time loans are very unevenly distributed. The funds are used chiefly in the financing of cattle raising, feeding, and marketing, of dairying, of hog and sheep raising, and of grain and cotton growing and marketing.

APPENDIX I.

(Extract from the Report of the Secretary of Agriculture for 1914.)

DISTRIBUTION OF PRODUCE.

A constructive agricultural program must of necessity contemplate distribution as well as production, and, vital and urgent as are the direct problems of production, even more important in a sense and more immediately pressing are the problems of distribution and marketing. The solution of problems in this field is essential not only for the increase of production but also for the elimination of injustice, and for the guaranty, on the one hand, to the producer that he shall receive a fair reward for his labor and the right value for the specific product which he sells, and, on the other, to the consumer that he shall receive the exact commodity for which he pays a specific price. The attempt by governmental agencies to solve problems of distribution and marketing is recent. Considerable headway has been made, and the indications are that the thought both of the State and of the Nation had been keenly aroused and that further effective measures will be adopted. One of the greatest weaknesses of American agriculture at the present time arises from the lack of a knowledge of the facts of distribution, of business organization, of cooperation, and of resident leadership. Attention has heretofore been directed to the new enterprises of the department in marketing, in cooperation, rural credit, and the general organization of rural communities for their intellectual, sanitary, and social betterment. Already the Congress has laid the foundation for work along these lines by making available a fund of \$240,000 and by enacting the cotton-futures act.

Other measures of great importance, such as those dealing with cotton standards, grain standards, a permissive warehouse system, and land-mortgage banks, have been pushed toward completion. Generally speaking, all these measures have for their object the elimination of waste, the systematizing of

the processes of distribution, the injection of adequate business methods into these activities, and the development of the requisite degree of business cooperation among farming units. Several of these measures merit further comment.

MARKETING.

Sufficient indication of the scope of the work of the Office of Markets was given in the department's last annual report. Initiated a little more than a year ago, with an appropriation of \$50,000, an expansion was made possible by the increase in the amount to \$200,000 in the current appropriation for the department. In a new and untried field of this kind the first concern must be to secure the requisite number of trained men, very difficult to find, who can undertake efficiently the several lines of investigation. The organization has now reached a fair stage of development and is actively prosecuting its tasks. It has obtained much reliable data concerning cooperative marketing and purchasing. It has demonstrated that cooperation in some form is much more prevalent in the United States than is generally believed. A record of more than 8,500 marketing associations, of about 2,700 cooperative and farmers' elevators, of 2,500 cooperative and farmers' creameries, and more than 1,000 cooperative fruit and produce associations has been secured. While the survey is not complete, it is reported that over a billion dollars' worth of agricultural products are annually marketed by cooperative and farmers' marketing associations.

The majority of these associations have furnished the office detailed statements of their plan of organization, of the products handled, of the form of business, and of other important items, including constitutions, by-laws, and financial statements. The conclusion seems justified that in communities where farmers' associations are properly constituted and operated better results are obtained than under a system of individual handling. Advantages present themselves in the standardizing and packing of products and in the discovery of the best daily market. Much information has been secured as to the laws of the various States under which such organizations may be created. The effort is being made to determine the principles on which the enterprises that have succeeded have operated and those upon which the enterprises which have failed have proceeded. The business practices of the enterprises have been carefully considered, and the results of investigation are being tabulated and formulated. At the earliest possible moment the results will be incorporated in circulars and bulletins. Likewise inquiries have been set on foot concerning market centers, the market surplus, the rate of movement, the outlets for commodities, the prices of specific products by definite trade areas, and the possibilities of increasing distribution in an economical way.

Lists of producers, producer organizations, shippers, and transportation agents and officials from whom information on specific perishable products may be secured are being compiled. For example, the records show that the number of points from which commercial shipments are known to originate for certain specific products are as follows: Strawberries, 900; peaches, 1,800; tomatoes, 600; cabbage, 1,700; onions, 1,500. A special inquiry has been made concerning the commercial storage of cabbage and onions in the North to guide growers in southern areas. In all these directions information has been furnished to producers in different sections. There have been special investigations of the marketing of peaches and cantaloupes in Georgia; of cantaloupes and truck crops in North and South Carolina; of cantaloupes, strawberries, and truck crops in Virginia; of peaches, cantaloupes, and strawberries in Delaware; of peaches in Maryland and West Virginia; of peaches, strawberries, and truck crops in New Jersey; of peaches and truck crops in Pennsylvania; of potatoes in Maine; of cantaloupes and cabbage in Colorado; of truck crops in Mississippi and Texas; and of fruit and potatoes in Arkansas, Missouri, Tennessee, and Kentucky. Much advice and assistance have been furnished to growers in these sections.

City marketing and distribution, including the various types of public markets, wholesale terminal markets, and auctions and other methods of distributing food products in cities, have likewise been the subjects of investigation. At Jackson, Mich.; Providence, R. I.; Trenton, N. J.; Philadelphia, Pa.; St. Louis, Mo.; and Jersey City, N. J., in response to requests from city officials or producers' organizations, the municipal public market situation has been analyzed. Personal investigations have been followed by extensive reports containing specific advice regarding suitable types of markets, their design, cost, construction, and advantageous location, the arrangement of transportation

facilities, and many other details. Municipally and privately owned public retail markets, producers' wholesale and retail markets, wholesale terminal markets, and auctions have been studied in Boston, New York, Norfolk, Baltimore, Washington, Albany, Rochester, Buffalo, Cleveland, Detroit, Chicago, Madison, Pittsburgh, Cincinnati, Columbus, Toledo, Dubuque, Des Moines, Kansas City, and Denver. Details have been secured of market costs, maintenance, construction, sanitation, location, offerings, prices, and the service, or lack of it, which these markets render the people.

A special object of inquiry has been the possibility of marketing by parcel post and express. Many experiments have been conducted by sending, receiving, and examining experimental shipments. Exhibits have been made at many gatherings. The first experiments in this direction were made with eggs, in family size lots, the results of which have been published in *Farmers' Bulletin No. 594*. It has been found that where proper care in packing and handling commodities is exercised, marketing of certain products by parcel post and express can be profitably undertaken.

The marketing of live stock, of meats, and of animal by-products has been investigated. The object has been to determine the relative efficiency of the marketing of beef cattle in the central and local markets in the various producing areas of the United States, and to ascertain in what particular improvements may be made.

The areas selected for these studies were the East, the South, the corn belt, the Northwest, the Southwest, and the Pacific slope. Data have been obtained chiefly by selecting typical shipments of cattle whose approximate cost of production is known, by following them from the farm, ranch, or plantation through the stockyards, packing houses, and wholesale and retail markets to the consumer, and by keeping itemized accounts covering the transportation, selling, and slaughtering of the live stock and the distributing and retailing of the beef. As far as possible normal factors of loss, such as mortality, shrinkage, condemnations, bad accounts, and depreciation, and also items of expense which the consumer must pay indirectly, such as rent, heat, light, handling, storage, cutting, and delivery, have been considered in these statements. In this manner 12 lots of beef cattle have been traced from Oregon, Montana, Kansas, Texas, Alabama, Illinois, and Virginia to the open market at Portland, Oreg., Fort Worth, Kansas City, East St. Louis, Chicago, and Baltimore. The beef yielded by the cattle has been followed to its destination, the principal shipments having gone to Portland, Oreg., Seattle, Indianapolis, Fort Wayne, Detroit, Cleveland, Baltimore, Jersey City, New York, Brooklyn, Providence, Boston, and a number of smaller eastern cities, and ultimately having been sold to family, hotel, restaurant, and dining-car trade.

Information has also been obtained relative to the methods and cost of dressing and handling beef by local butchers in various sections and under various conditions. Tests of this kind have been arranged at Urbana, Ill.; Auburn, Ala.; South Haven, Mich.; at the municipal abattoir at Paris, Tex.; and at the farmers' cooperative packing house at La Crosse, Wis.

A directory and descriptive file of all centralized live-stock markets in the United States, including their railroad facilities, stockyard equipment, selling agencies, buying interests, numbers and character of receipts and shipments, and the sources of supply and outlets for finished meat products and by-products, is now being compiled.

Further investigations and a more complete analysis of the facts in hand will be necessary before definite conclusions can be stated as to the relative cost of transportation, slaughtering, wholesaling, and retailing of beef, and the extent to which the cost may be reduced in each instance. Each of the large markets draws its supplies from at least several States, and some of them from a larger area. During the present grass season, for example, Chicago has received Mexican, Canadian, and Florida cattle at about the same time. Steers raised in California by an Oregon operator have been shipped through Denver to Omaha and their beef sent to points on the Atlantic coast. Hogs raised in Illinois and sold at Indianapolis have been slaughtered at Boston and a part of their cured bacon shipped to Los Angeles. Michigan dressed veal calves expressed to South Water Street commission houses at Chicago have been returned to the identical shipping points from which they came to fill orders from local retail markets. The importance of this work and the results thus far obtained justify a larger support of this service, especially as its organization has now progressed to the point where it is possible to utilize ampler funds with the requisite efficiency.

GRAIN AND COTTON STANDARDS.

The matter of the standardization of grades of grain and cotton is of great practical consequence to the farmer and to farming. This is a work upon which the experts of the Bureau of Plant Industry have been engaged for years. During the last year the adequacy of the data accumulated with regard to corn made possible the formulation and promulgation of grades for that grain which, if generally adopted and uniformly applied throughout the country, will simplify the relations between producers, dealers, and consumers. Under these grades, fairly used, the grower or shipper of a superior quality of grain will be in a position to demand from the buyer the fair value to which the quality of his product entitles him. On the other hand, the producer of a product of inferior quality will receive a lower return.

The beneficial influence upon agriculture of a uniform system of grading staple crop products will be very great through the financial incentive afforded the farmer to improve the quality of his product by careful selection of varieties, skillful culture, and adequate and effective methods of harvesting, handling, and protecting it while in his hands. Advice that he improve his methods, no matter how sound and well intended, will not, and ought not, to make much impression upon him unless it can be clearly demonstrated that it will pay him to improve his product and his handling methods. Concrete evidence of the profitableness of this course in the form of larger net returns for his output will do more than any other single factor to arouse action and effective interest in crop improvement. Investigation of the handling and standardization of other staple grains, particularly wheat and oats, is proceeding. It is gratifying that a considerable proportion of the State grain-inspection departments and commercial organizations maintaining grain-inspection departments located in the grain belt and the Gulf coast sections have already adopted the Government grades for corn or have declared their intention to adopt them.

In addition to the continuance of the preparation and distribution of standard grades for cotton promulgated under statutory authority some years ago, investigation of the spinning value of those grades has recently been undertaken with a view to determine as accurately as possible the relative value of the various grades through tests conducted on a commercial scale. Methods of determining the exact length of staple of cotton have been developed, which may eventually be applied in the cotton trade. Measures for securing the adoption of grain and cotton standards in trade have occupied much of the time of the Congress, and the indications for their enactment into law are favorable.

APPENDIX J.

(Extract from the Report of the Secretary of Agriculture for 1914.)

NATIONAL FORESTS SHOULD ASSIST COMMUNITIES.

In regions where timber is the chief income-producing resource, absence of demand for it often works a serious hardship upon those who have entered the region as the advance guard of civilization and are seeking, in the face of many difficulties, to establish homes. There are counties in which a sparse local population of pioneer settlers find themselves surrounded by a wilderness largely consisting of national forest land, which is almost idle so far as any form of present use is concerned. In other words, a great, if not the greatest, potential source of wealth in such counties, held in trust by the Government for the benefit of the public, not merely contributes nothing now to the up-building of the communities which will give value to the forests, but actually adds to the burden which these communities must assume. Were the forests private property they would pay their fair proportion of the cost of road development, public schools, and other public activities, through taxation. The Government, unlike the private owner of timberland in such regions, is holding the timber, not in order to make a profit later by its advance in value, but in order to make it promote the public welfare. That it should be made to serve the local as well as the national public welfare has been definitely recognized in the provisions of law for the use of 35 per cent of all gross receipts from the forests for local public purposes.

To carry more fully into effect this already established principle a further step should be taken. It should not be necessary to wait until the period of hardest struggle is past before these public resources begin to assist local development. Before the national forests begin to yield large incomes, as well as after, they should be made to participate in the work of building up the country and giving value to all its resources.

The first need of the public in undeveloped regions is for more and better roads. Without them the struggle of individuals to gain a foothold is much more difficult, while isolation from neighbors and the outside world means meager educational opportunity, a lack of comforts, and conditions unfavorable to community life. A road system, however, constitutes a capital investment which a handful of settlers must make a little at a time. When their roads must be built largely through national forest lands, which pay no taxes, their case is much more difficult. In such regions the Secretary of Agriculture should be authorized to make a study of the local conditions and to gather all the data necessary to formulate a plan for public-road development based on local needs. These plans should be carried into sufficient detail to provide a reasonably accurate estimate of the cost of the road construction which it is proposed that the Government shall undertake. They should be accompanied by careful and conservative appraisals of the value of the national forest timber in each locality and a forecast of the future income which the forests will bring in from all sources. On the basis of the showings of fact regarding the value of the Government's property, its potential income-yielding capacity, and the needs of the public, Congress should be asked to appropriate for the construction of specific projects recommended by the Secretary of Agriculture. The cost of such road construction by the Government should constitute an advance of the amounts which the forests would later make available for local use. In effect, therefore, the roads would become an obligation upon the forests, to be extinguished as their resources come into commercial demand.

APPENDIX K.

(Extract from the Report of the Secretary of Agriculture for 1914.)

WAREHOUSE SYSTEM AND COTTON FUTURES ACT.

WAREHOUSE SYSTEM.

Another proposal is that for a permissive warehouse system for grain and for cotton. The study by the department of the warehousing of grain has not proceeded as far as its study of the warehousing of cotton, but this work is being prosecuted actively and the results should be available in the near future. Interesting results have already been furnished by the investigation of the cotton warehousing situation. A detailed survey of the State of Georgia shows that there are in that State more than 1,000 warehouses in operation. Reports from 700 of these give a storage capacity of 1,200,000 bales uncompressed. The remaining 300 probably have a total capacity of at least 300,000 bales. To these may be added the storage houses belonging to the cotton mills of the State, which take care, approximately, of 400,000 bales. In North Carolina there are 129 warehouses, with a storage capacity of about 200,000 bales, and the mills of the State can store 375,000 bales. The situation in South Carolina, Alabama, and Mississippi is similar to that in Georgia. Virginia, Tennessee, Florida, Louisiana, and Texas have warehouses with a storage capacity exceeding the annual production, but these are located for the most part at shipping points, such as Norfolk, Memphis, Jacksonville, Pensacola, New Orleans, Houston, and Galveston.

Comparatively few of the small towns have warehouses. Taking the entire cotton belt, it is probably true that the warehouses now in existence could store the cotton that would be offered during any ordinary season, but the warehouses are not evenly distributed. Most of them are constructed without reference to the standards recognized by underwriters and have to pay a high insurance rate. Few of them are bonded, and financial institutions which might advance money on cotton certificates from bonded warehouses are cautious in dealing with them. If the warehouses in existence were remodeled so as to comply with the underwriters' requirements and were bonded, and if adequate business methods were adopted, the financing of the cotton crop

would be materially improved. Such a system would furnish relief in times of emergency and would form a useful part of a normal distributive system. It is probable that a Federal law for a permissive warehousing system would stimulate this desirable development.

COTTON FUTURES ACT.

The cotton futures act is the first definite, systematic, legal approach to the solution of difficult problems in this field of distribution. Interest in the economics of the cotton situation has grown rapidly in recent years, and has been especially marked during the present season because of the difficulties arising out of the European war. For many years there has been a growing dissatisfaction with the future markets as a means of price insurance. The demand for reform in certain practices and methods of the exchanges resulted in the passage of the futures act, which is designed to increase the safety of the future contract as an insurance and to limit somewhat the possibility of manipulation.

The enactment of this legislation is of importance to cotton growers because of the fact that in normal years the price when the farmer sells is usually based directly on the quotations of the future market. It is generally admitted that the undesirable features of future transactions are due to the number of different standards in use in the markets, to the fixed-difference system of establishing the value of other grades than middling, to the fact that very low qualities of cotton suitable for spinning use by only a few mills sometimes compose the larger part of the warehouse stock of an exchange and are deliverable on contract, to the fact that tenders of cotton under contracts do not indicate the qualities to be delivered, and to the fact that under the pro forma delivery practice several weeks sometimes elapse before the person who is obligated to receive cotton knows the grades tendered to him, for which he has contracted to pay at the time of delivery.

The act, by prescribing a form of contract, provides that future contracts must be based on uniform standards established by the Department of Agriculture; prohibits the pro forma deliveries and the tendering of cotton of less than seven-eighths inch in staple in settlement of future contracts; provides for the settlements for grades above or below the basis grade in accordance with prevailing commercial differences; allows an appeal to the Department of Agriculture in case of a dispute as to grades, staple, or quality of cotton tendered in settlement; lodges power with the department to ascertain commercial differences actually prevailing in the spot markets, and thus to safeguard the exchanges from unintentional error which might subject their contracts to taxation; makes it the duty of the department to determine which are bona fide spot markets, and to designate the ones which shall be used as a basis for determining commercial differences; and imposes a prohibitive tax upon contracts for the future delivery of cotton on a basis price if they do not conform to the terms of the act.

The act as a whole is constructive and regulatory, not destructive or oppressive. It recognizes that the exchanges, when they are properly conducted, may benefit both the purchaser of raw cotton and the manufacturer of goods. The administration of this act has been intrusted immediately to the Office of Markets, in collaboration with the Bureau of Plant Industry. A new standard set of grades, more truly representative of American cotton than any hitherto in use, has been prepared. The requisite surveys have been set on foot, tentative regulations have been prepared, and hearings held with a view to secure advice and suggestions for the revision of the regulations and the adoption of them in their ultimate form. No effort will be spared to lay the foundations for the enforcement of the act and to give the necessary information at the earliest possible moment, so that the exchanges of the country which desire to do so may operate in accordance with the terms of the new law even before it becomes effective.

