

## Governor Clyde M. Reed correspondence, Southeast Kansas, Inc.

### Section 1, Pages 1 - 30

This file includes topical correspondence relating to Southeast Kansas, Inc. which is part of a bigger collection of Governor Clyde M. Reed correspondence.

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## Governor Clyde M. Reed correspondence, Southeast Kansas, Inc.

*S. E. Kansas Inc*

January 14, 1930

Mr. George Hedrick, Secretary  
Southeast Kansas, Inc.  
Chanute, Kansas

Dear George:

I have yours of the 13th. I would be delighted to meet with Southeast Kansas, Incorporated the first week in February, but am doubtful of my ability to find the time to do so. I have agreed to be at Manhattan one day of that week, and an insurance conference that will require two days, and that is about as much time as I can take out of a week unless there is some urgent necessity for my doing so. As much as I would like to be with you I do not see just how it can be arranged.

Cordially yours,

G o v e r n o r



## Governor Clyde M. Reed correspondence, Southeast Kansas, Inc.

OFFICERS  
and Executive Committee  
F. DIXON, Chanute,  
President  
F. S. BENNETT, Iola  
Vice-President  
FRANK STONE, Fort Scott  
Treasurer

Divisional Vice-Presidents  
H. A. BRYANT, Parsons  
Finance  
A. B. SHAFFER, Independence  
Production and Distribution  
W. M. CASEY, Coffeyville  
Traffic  
F. W. BRINKERHOFF, Pittsburg  
Publicity

### SOUTHEAST KANSAS, Inc.

GEORGE HEDRICK, SECRETARY

Chanute, Kansas

January 13, 1930

DIRECTORS  
T. J. McNALLY, Pittsburg  
Manufacturers  
H. H. WOODRING, Neodesha  
Agriculture  
WALTER CHAPPELL, Chanute  
Flood Control  
B. H. UHRICH, Independence  
Freight Rates  
F. E. REINHARDT, Chanute  
Highways  
RAYMOND HEDRICK, Neodesha  
Aviation  
LAUREN CONGER, Yates Center  
Survey  
DR. W. A. BRANDENBURG,  
Pittsburg  
Education

*Invitation  
February*

Governor Clyde M. Reed  
State House  
Topeka, Kansas.

Dear Governor Reed:

Southeast Kansas, Incorporated, is planning a general meeting for the first week in February. It will be a one-day session consisting of general meetings and group conferences.

The officers and directors of the organization are very desirous that you attend our meeting and act as the principal speaker at the noon-day luncheon, as well as appearing on the program at the general session, which will be held in the afternoon.

This will be strictly a business conference called for the purpose of checking on activities the past year, as well as planning certain features of our work for 1930.

At your earliest convenience, please give us a preference of dates most convenient to yourself during the first week in February.

Very truly yours,

*Geo. Hedrick*  
SECRETARY.

GH:WDW



## Governor Clyde M. Reed correspondence, Southeast Kansas, Inc.

*Southeast Kans  
Inc.*

January 18, 1930

Mr. A. E. Garvin, Director of Publicity  
Southeast Kansas, Inc.  
Chanute, Kansas

Dear Mr. Garvin:

I have your letter under date of January 15 requesting the use of the Governor's signature cut. The Governor advises that he has such a cut, but does not know where it is at this time. Probably the best thing to do would be to have one made, and if you wish the Capper Engraving Company to prepare such a cut, please advise and I will have it done.

Very truly yours,

WGW:DT

Secretary to the Governor



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Publicity

### SOUTHEAST KANSAS, Inc.

GEORGE HEDRICK, SECRETARY

Chanute, Kansas

January 15, 1930

DIRECTORS  
T. J. McNALLY, Pittsburg  
Manufacturers  
H. H. WOODRING, Neodesha  
Agriculture  
WALTER CHAPPELL, Chanute  
Flood Control  
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Aviation  
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Survey  
DR. W. A. BRANDENBURG,  
Pittsburg  
Education

Office of Governor  
State House  
Topeka, Kansas.

Attention: Mr. Roy West.

Dear Mr. West:

Several weeks ago, the Governor was kind enough to write an article for Southeast Kansas, Incorporated.

Yesterday I talked to Mr. Combs, at Parsons, to ask him if he had a cut of the Governor's signature and he told me he thought it was in the office at Topeka.

I wonder if you would loan us that cut to use under the Governor's story in our publication this month.

We would return it to you, of course, and will appreciate it very much.

Sincerely,

*A. E. Garvin*  
DIRECTOR OF PUBLICITY

AEG:WDW



## Governor Clyde M. Reed correspondence, Southeast Kansas, Inc.

*SE Kansas  
Inc*

### SOUTHEAST KANSAS, INCORPORATED

#### GREETING:

The organization of nine counties of southeastern Kansas into Southeast Kansas, Incorporated, is an outstanding thing in the business and industrial life of this state. It means a coordination of the energy of these nine counties for industrial expansion in various directions. The formation of this organization is not the result of a mere whim. The first seed was sown twelve years ago, in 1917, at Parsons was formed the Southeast Association of Commercial Clubs.

Because of the absorption of national energy in the war activity, the movement was not pressed to a final consummation, but the idea was there.

In 1926 at a meeting at Parsons, leaders of financial industry and business decided to organize for the development of our section of the state. Probably no similar movement in Kansas or elsewhere has brought into action more ability and effective service than has been rendered by those who have carried this movement forward until it is regarded as the model of its kind throughout the middle western section of the country.

## Governor Clyde M. Reed correspondence, Southeast Kansas, Inc.

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Possibly the foremost project of Southeast Kansas, Incorporated, is the attempt to increase our agricultural income by restoring the fertility of the soil thru crop rotation, use of lime and other fertilizers, encouraging the use of legumes, and increase in our dairy interest.

The recent million dollar dairy trip through Iowa, Minnesota and Wisconsin is still fresh in the memory of the people.

SOUTHEAST KANSAS, INCORPORATED, stands for encouraging industrial production and is organized to fight the battle of shipping interest for equitable freight rates. It plans a publicity campaign as ample as its resources will permit that will bring the manifold advantages of this section to the world outside of us.

Southeastern Kansas has the greatest variety of natural resources to be found in any similar area in the United States. It now has density of population exceeding that of neighboring states, like Missouri, Iowa or Illinois (outside of Chicago). It has more miles of railroad and produces more railroad tonnage than any similar area west of the Mississippi River.

It is a fair land in which live a favored people on the road to a broader agricultural and industrial life and to a greater destiny.

Governor

## Governor Clyde M. Reed correspondence, Southeast Kansas, Inc.

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F. S. BENNETT, Iola  
Vice-President  
FRANK STONE, Fort Scott  
Treasurer  
  
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H. A. BRYANT, Parsons  
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A. B. SHAFFER, Independence  
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F. W. BRINKERHOFF, Pittsburg  
Publicity

### SOUTHEAST KANSAS, Inc.

GEORGE HEDRICK, SECRETARY

Chanute, Kansas

**DIRECTORS**  
T. J. McNALLY, Pittsburg  
Manufacturers  
H. H. WOODRING, Neodesha  
Agriculture  
WALTER CHAPPELL, Chanute  
Flood Control  
B. H. UHRICH, Independence  
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F. E. REINHARDT, Chanute  
Highways  
RAYMOND HEDRICK, Neodesha  
Aviation  
LAUREN CONGER, Yates Center  
Survey  
DR. W. A. BRANDENBURG,  
Pittsburg  
Education

December 5, 1929

*22 Kansas Inc*

The Honorable Governor Clyde M. Reed,  
State House  
Topeka, Kansas.

Dear Governor Reed:

Southeast Kansas, Incorporated, plans to publish a monthly magazine. The first issue will appear about January 15th.

We think it would be most appropriate if the Governor could be induced to write for that magazine, a short message of greeting to Southeast Kansas, Incorporated, membership and to those outside the district, who will read the magazine.

As a suggestion, I might say that the message would include a word or two of general outline of our program, of which you are familiar. The Governor is no doubt better able than I, to say just what else should go into the message.

The organization has recently employed a full time Director of Publicity, who will have charge of the magazine and other publicity concerning Southeast Kansas from time to time.

It might be that we shall impose upon the Governor for advice and written messages.

We hope we will not impose too much.

Very truly yours,

*A. C. Garrison*  
Director of Publicity.

AEG:WDW



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Publicity

### SOUTHEAST KANSAS, Inc.

GEORGE HEDRICK, SECRETARY

Chanute, Kansas

November 20, 1929

*S. E. Kansas*  
DIRECTORS  
T. J. McNALLY, Pittsburg  
Manufacturers  
H. H. WOODRING, Neodesha  
Agriculture  
WALTER CHAPPELL, Chanute  
Flood Control  
B. H. UHRICH, Independence  
Freight Rates  
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RAYMOND HEDRICK, Neodesha  
Aviation  
LAUREN CONGER, Yates Center  
Survey  
DR. W. A. BRANDENBURG,  
Pittsburg  
Education  
ARTHUR McNAY, Galena  
Inter-City

Dear Sir:

Enclosed is a copy of the Report on the Rural Development Tour.

We believe this Report contains much information of value to all farmers of Southeast Kansas, as well as to business concerns interested in farm development.

It is a record of methods pursued by successful farmers, as told by them to the Trippers. It is a compilation of practices, not an elucidation of theories. The stories told by farmers, and herein recorded, are both instructive and inspiring. The reader learns of soil building, herd improvement, marketing methods, effective feeding, group effort, and cooperation between town and country. These are set forth as they are actually practiced by farmers visited.

Southeast Kansas, Incorporated, is planning a Rural Development Program, to be carried out in cooperation with the extension forces of the State Agricultural College.

The wide dissemination of this Report will, we think, prove helpful to this program, as well as to your farmer patrons who may be so fortunate as to secure copies.

Various banks and Chambers of Commerce have ordered from one hundred to five hundred copies for distribution. If you have already ordered please disregard this portion of the letter.

Perhaps you would like copies to give your farmer patrons at meetings, or as they come to your place of business.

The price is actual cost, only five dollars per hundred. There are only one thousand copies of the first edition left.

We shall be glad to receive your order.

Yours very truly,

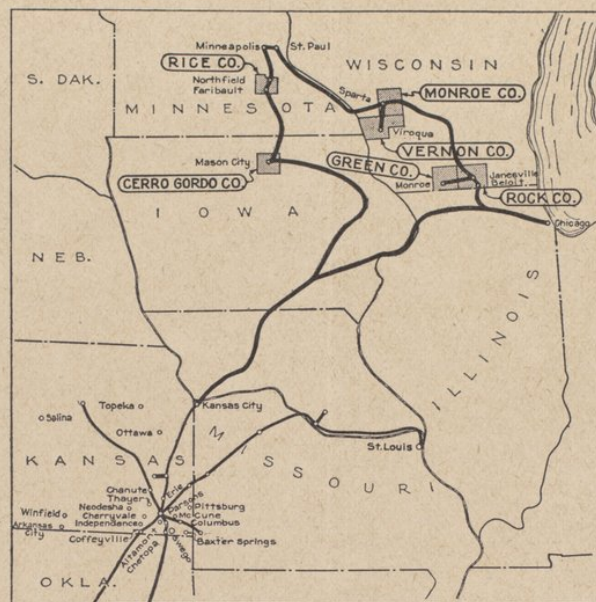
*Geo. Hedrick*  
Secretary.

GE:WDW  
Enc.

Governor Clyde M. Reed correspondence, Southeast Kansas, Inc.

## Rural Development Tour

A Study of Rural Conditions in  
IOWA MINNESOTA WISCONSIN



BY 100 SOUTHEAST KANSANS

Sponsored By  
Southeast Kansas Incorporated  
A MILLION DOLLAR  
DAIRY TRAIN

Via The  
Missouri-Kansas-Texas Railroad  
and  
The Milwaukee Road

September 22-29, 1929

COMMERCIAL PUBLISHERS, PARSONS, KANS.

## Governor Clyde M. Reed correspondence, Southeast Kansas, Inc.

### THE TOUR

Its purpose was to develop group effort and leadership among business men and farmers for the improvement of farm homes in the nine counties that comprise an area of seventy miles square in Southeast Kansas.

The tour was organized by Southeast Kansas, Inc., and the Missouri-Kansas-Texas Railroad.

The men who organized the Tour are:

Lester Combs, Editor of the Sun, Parsons.  
H. A. Bryant, Commercial Bank, Parsons.  
Geo. B. Weeks, Manager, Chamber of Commerce, Parsons.  
R. G. Rust, Rust Hardware Co., Parsons.  
F. C. Dixon, President, Southeast Kansas, Inc., Chanute.  
Geo. Hedrick, Secretary, Southeast Kansas, Inc., Chanute.  
T. M. Jeffords, Agr. Agt., M-K-T Railroad, St. Louis, Mo.

They were ably assisted by Clyde M. Reed, Governor of Kansas, and by Chambers of Commerce, Newspapers, Farm Bureaus, and business men in general.

The program in Iowa was planned by R. K. Bliss, Director of Agricultural Extension, Ames, Iowa, and M. E. Olson, County Farm Agent, Mason City, Iowa. They were assisted by the Chamber of Commerce, Mason City, the Farm Bureau, the Livestock Associations, and many farmers and business men of Cerro Gordo County.

In Minnesota, the program was in charge of F. W. Peck, Director of Agricultural Extension, University Farm, St. Paul, Minnesota, aided by the State Leader of County Agents, St. Paul.

Cooperating with them were:

Harry Haas, County Farm Agent, Rice County, Faribault.  
Rice County Farm Bureau.  
Faribault Chamber of Commerce.  
Northfield Community Club.  
St. Paul Association.  
Minneapolis Civic & Commerce Association.  
Cooperative Organizations

In Wisconsin, the program was under the direction of K. L. Hatch, Director of Agricultural Extension, University of Wisconsin, Madison. He was assisted by Arlie Mucks, Secretary, Pure Bred Livestock Association, Madison, and by

L. G. Kuenning, County Farm Agent, Sparta.  
E. W. Schelling, County Farm Agent, Viroqua.  
R. T. Gassco, County Farm Agent, Janesville.  
E. L. Divan, County Farm Agent, Monroe.  
Farm Bureau of Monroe County.  
Farm Bureau of Vernon County.  
Farm Bureau of Rock County.  
Farm Bureau of Green County.  
Chamber of Commerce, Sparta.  
Chamber of Commerce, Viroqua.  
Chamber of Commerce, Janesville.  
Chamber of Commerce, Beloit.  
Chamber of Commerce, Monroe.  
Vernon County Fair Association.

Many farmers, business men, cooperative organizations, aided materially in entertainment.

The Chevrolet Motor Company of Janesville, Wisconsin, provided 45 new cars to drive the delegation one day.

### LIST OF DELEGATES

Total 107

#### 9 State, County and City Officials:

1. Clyde M. Reed, Governor, Parsons, Kansas.
2. W. A. Brandenburg, Pres. State Teachers College, Pittsburg, Kansas.
3. Dr. C. S. McGinnis, Supt. State Hospital, Parsons, Kansas.

(2)

## Governor Clyde M. Reed correspondence, Southeast Kansas, Inc.

4. D. T. Baker, County Commissioner, Independence, Kansas.
5. Dr. Otis E. Strodtman, Milk and Dairy Insp. Arkansas City, Kansas.
6. Wm. Sailors, County Superintendent, Erie, Kansas.
7. C. H. Kerr, Mayor, Independence, Kansas.
8. O. B. Dakan, Mayor, Parsons, Kansas.
9. S. A. Douthit, Mayor, Baxter Springs, Kansas.

### 14 Bankers:

10. H. A. Bryant, Parsons Commercial, Parsons, Kansas.
11. W. A. Byerley, Humboldt National, Humboldt, Kansas.
12. B. W. Garvin, Bank of Erie, Erie, Kansas.
13. W. C. Hartley, Baxter State, Baxter Springs, Kansas.
14. A. C. Hoyt, Baxter National, Baxter Springs, Kansas.
15. W. T. Apple, American National, Baxter Springs, Kansas.
16. W. H. Riley, Bank of Commerce, Chanute, Kansas.
17. A. N. Allen, First National, Chanute, Kansas.
18. L. Cortelyou, Jr., First National, Parsons, Kansas.
19. J. J. Flynn, State Bank, Parsons, Kansas.
20. W. A. Lawellin, First National, Oswego, Kansas.
21. W. E. Craig, Allen State, Erie, Kansas.
22. Edgar Rash, First National, Thayer, Kansas.
23. R. O. Deming, Jr., Deming Investment Co., Oswego, Kansas.

### 10 Newspapers:

24. Lester Combs, Sun, Parsons, Kansas.
25. G. A. Winters, Headlight-Sun, Pittsburg, Kansas.
26. Arch Jarrell, Traveler, rep. Kansas City Star, Arkansas City, Kansas.
27. W. G. Anderson, Courier, Winfield, Kansas.
28. Will R. Burge, Republican, Cherryvale, Kansas.
29. W. A. Blair (Mayor), Independent, Oswego, Kansas.
30. Jack L. Williams, Journal-Post, Kansas City, Missouri.
31. Ralph Shideler, Press, Girard, Kansas.
32. Edward Kimball, Capper Publications, Topeka, Kansas.
33. Walter Johnson, Editor, M-K-T Magazine, St. Louis, Missouri.

### 21 Farmers:

34. Chas. M. Baird, Master Farmer, Arkansas City, Kansas.
35. V. V. Bossi, Arkansas City, Kansas.
36. Roy David, Winfield, Kansas.
37. Kenneth, Tharp, Winfield, Kansas.
38. M. M. Morehouse, Mgr., Jo-Mar Farm, Salina, Kansas.
39. George Young, Coffeyville, Kansas.
40. William Erne, Coffeyville, Kansas.
41. P. H. Martin, Coffeyville, Kansas.
42. A. E. Moeller, Erie, Kansas.
43. A. C. Sellegren, Erie, Kansas.
44. J. E. Romme, Oswego, Kansas.
45. A. L. Bird, Cherryvale, Kansas.
46. Arthur Barr, Chetopa, Kansas.
47. W. E. O'Bryan, St. Paul, Kansas.
48. H. M. Lefever, President Farm Bureau, Chanute, Kansas.
49. L. E. Reinhart, Parsons, Kansas.
50. Oren Joseph, Parsons, Kansas.
51. E. O. Shears, Parsons, Kansas.
52. A. J. Grillot, Parsons, Kansas.
53. E. P. Bernardin, Wholesale Nursery, Parsons, Kansas.
54. Wm. Hoff, Parsons, Kansas.

### 19 Agriculture Extensions:

55. Lester Shephard, County Agent, Erie, Kansas.
56. L. P. Harden, County Agent, Altamont, Kansas.
57. R. T. Patterson, County Agent, Columbus, Kansas.
58. A. W. Knott, County Agent, Independence, Kansas.
59. E. H. Aicher, County Agent, Winfield, Kansas.
60. Ira L. Plank, Vocational Agriculture, Winfield, Kansas.

## Governor Clyde M. Reed correspondence, Southeast Kansas, Inc.

61. T. C. Faris, Vocational Agriculture, Arkansas City, Kansas.
  62. Willie Gabel, 4-H Club, Neodesha, Kansas.
  63. Lawrence Katzer, 4-H Club, Neodesha, Kansas.
  64. Geo. Ewing, 4-H Club, Independence, Kansas.
  65. Loren Beaver, 4-H Club, Independence, Kansas.
  66. Edw. Dickerson, 4-H Club, Parsons, Kansas.
  67. Ivan Lawrence, 4-H Club, Parsons, Kansas.
  68. Carl O'Brien, 4-H Club, Parsons, Kansas.
  69. W. R. O'Brien, 4-H Club, Parsons, Kansas.
  70. Thurman Edmonds, 4-H Club, Parsons, Kansas.
  71. Ray Green, 4-H Club, Parsons, Kansas.
  72. Inez Massa, 4-H Club, Parsons, Kansas.
  73. La Rue Rush, 4-H Club, Nowata, Oklahoma.
- 6 Chambers of Commerce:**
74. Geo. Hedrick, Secretary Southeast Kansas Inc., Chanute, Kansas.
  75. Geo. B. Weeks, Secretary-Manager, Parsons, Kansas.
  76. Richard E. Nelson, Asst. Agriculture Agent, Kansas City Mo.
  77. Rolla B. Stebbins, Secretary-Manager, Chanute, Kansas.
  78. Don Foster, Secretary-Manager, Coffeyville, Kansas.
  79. R. H. Rhoads, Secretary-Manager, Arkansas City, Kansas.
- Business and Manufacturing:**
80. F. C. Dixon, (Pres. S. E. K. Inc), Tea and China, Chanute, Kansas.
  71. Seth J. Bailey, Sunshine Mantle Co., Chanute, Kansas.
  82. J. J. Edwards, Western Creameries Inc., Cherryvale, Kansas.
  83. O. E. Case, N. Sauer Milling Co., Cherryvale, Kansas.
  84. D. H. Wallingford, Real Estate and Ins., Cherryvale, Kansas.
  85. Dr. R. L. Von Trebra, Chetopa, Kansas.
  86. W. L. Drake, Humboldt Elevator Mills, Humboldt, Kansas.
  87. Clarence Allen, Grain Products Co., Coffeyville, Kansas.
  88. T. E. De Voe, Ice and Fuel, Columbus, Kansas.
  89. N. M. Smith, Retired, McCune, Kansas.
  90. R. G. Rust, Rust Hardware, Parsons, Kansas.
  91. W. H. Morris, Electric Studio, Parsons, Kansas.
  92. O. H. Woods, Woods Lumber Company, Parsons, Kansas.
  93. C. H. Britton, Feed and Coal, Parsons, Kansas.
  94. Joe Allen, Loudon Equipment, Parsons, Kansas.
  95. H. W. Smith, Smith-Hite Clothing Co., Parsons, Kansas.
  96. G. L. Maser, Frigidaire, Parsons, Kansas.
  97. O. F. Illian, Parsons Mill and Elevator, Parsons, Kansas.
  98. W. H. Martin, Ellis and Martin Furniture, Parsons, Kansas.
  99. E. W. Reynolds, Real Estate and Insurance, Parsons, Kansas.
  100. R. G. Cates, Druggist, Atoka, Oklahoma.
  101. F. P. Robinson, Maryville, Missouri.
  102. W. B. Barney, Holstein-Friesian Association, Chicago, Illinois.
  103. A. E. Gilman, Mgr., Ind. Dev. M. K. T., St. Louis, Missouri.
  104. Mrs. A. E. Gilman.
  105. T. M. Jeffords, Agriculture Agent M-K-T, St. Louis, Missouri.  
In charge of tour.
  106. Mrs. T. M. Jeffords.
  107. E. G. Woodward, G. P. A. Milwaukee Road, Kansas City, Mo.  
In charge of special train.

### REPRESENTATION BY TOWNS

Southeast Kansas Towns			
Parsons	31	Chetopa	2
Chanute	7	Neodesha	2
Erie	6	Columbus	2
Coffeyville	5	Humboldt	2
Independence	5	Thayer	1
Baxter Springs	4	Girard	1
Oswego	4	McCune	1
Cherryvale	4	Walnut	1
Pittsburg	2	Altamont	1
Total	81		

## Governor Clyde M. Reed correspondence, Southeast Kansas, Inc.

### OTHER TOWNS

Arkansas City .....	7	Ottawa .....	1
Winfield .....	5	Salina .....	1
St. Louis, Mo. ....	5	Chicago, Ill. ....	1
Kansas City, Mo. ....	2	Maryville, Mo. ....	1
Topeka .....	1	Atoka, Okla. ....	1
Nowata, Okla. ....	1		
Total .....	26		

Total in delegation.....107

For greater efficiency the delegation was organized into

### COMMITTEES

Publicity—The Newspaper Men—Lester Combs, Chairman.  
Steering—Commerce Secretaries—Geo. Hedrick, Chairman.  
Million Dollar Fund—The Bankers—H. A. Bryant, Chairman.  
Daily Paper—Editors and Secretaries—Geo. Weeks, Chairman.  
Program—Chairmen of the Committees—T. M. Jeffords, Chairman.  
Resolutions—Selected Men—Governor Clyde M. Reed, Chairman.  
Entertainment—County Agent—E. H. Aicher, Chairman.

### THE MILLION DOLLAR DAIRY TRAIN

Consisted of a baggage car, a Pullman for the train crew, a diner, four Pullman cars, a large coach that served as an assembly room where all gathered daily for instructions, and an observation car equipped with shower bath, radio, tables, a barber and valet.

The train was in charge of E. G. Woodward, the General Passenger Agent of the Milwaukee Road.

The delegation was in charge of T. M. Jeffords, Agricultural Agent for the Missouri-Kansas-Texas Railroad.

### Daily Program

Breakfast in the diner from 6 to 8 a. m. General conference in the coach from 8 to 8:30.

Autos, provided free by local people, were entered at 8:30. In each car were found copies of the day's program, containing the name and address of each farmer or institution to be visited, and a brief of what would be seen and heard at each place. Stops were from 10 minutes to an hour or more each. As the owner described his place, many questions were asked. Usually a picture was taken of the place.

W. H. Morris, official photographer, took both movies and still pictures. A set of thirty two slides for lecture purposes have been made.

The slides and the movie film are owned by Southeast Kansas, Inc., Chanute, Kansas, and can be borrowed by any civic body by paying transportation both ways.

Sets of 43 pictures, with descriptions, have been mounted in loose leaf albums. Also on black sateen for display on walls of banks, assembly rooms, etc. These pictures with this report, make a permanent record of the tour, and are an effective way of conveying the facts of the tour to non-trippers.

A daily paper was mimeographed on the train each night, and laid on the breakfast table next day.

### TOUR OF CERRO GORDO COUNTY, IOWA

Agriculture is diversified, being divided equally between dairying and beef production, with hog raising the major livestock industry in the county.

In normal years, Cerro Gordo county produces all the corn, oats, wheat, barley and hay required to feed the livestock. During recent years livestock production has increased to the point where the main revenue is derived from hog raising, dairy products, poultry and beef cattle.

The farmers of Cerro Gordo County were among the first in the state to realize that organized marketing was essential to successful agriculture.

## Governor Clyde M. Reed correspondence, Southeast Kansas, Inc.

In 1887, the cooperative Elevator at Rockwell was organized. This is the oldest cooperative elevator in existence today. Other cooperative elevators had been organized previously. However, this was the first to withstand competition and build a farm owned marketing organization.

There are five cooperative creameries in the county, also a cooperative milk marketing organization at Mason City. The bulk of the dairy products are marketed through these cooperative organizations.

The organization of the five cooperative livestock shipping associations has been more recent. The association at Clear Lake, is the largest in the state, having handled, in one year, as high as one million dollars worth of livestock. The total business done by the cooperative organizations of Cerro Gordo during the past year, was \$4,036,901.16.

The Cerro Gordo County Farm Bureau is a general agricultural organization, having a membership of 1000. The Farm Bureau cooperates with the Iowa Extension Service, the U. S. Department of Agriculture and the Iowa Farm Bureau Federation. It has an employed agent, a one-half time home demonstration agent and a one-half time club agent. The Farm Bureau carries on projects in livestock marketing, home project work, junior 4-H club work, in which there are 450 rural boys and girls enrolled, as well as many other home and community projects.

### LEGUME ROTATION ADDS 15 BUSHELS GRAIN PER ACRE

P. G. FRYE, Mason City, purchased this farm 7 years ago, and started a definite rotation, seeding legumes with all of his small grain seeding. He bought a car of Guernsey cows and a good purebred Guernsey Sire in Wisconsin. The cows he has at present were produced from that original stock.

Mr. Frye seeds 50 acres to small grain, consisting of oats and barley; 25 acres of this is seeded to sweet clover, alsyke and timothy mixture. This gives him pasture from early in the spring until late in the fall, about six months in the year. The 25 acres of hay is seeded to red clover. Mr. Frye used a small piece of alfalfa at one time. However, he finds that red clover fits into the rotation on his 160 acre farm better than alfalfa, in that he plants his corn on clover sod each year. For silage, he drills his corn very closely, so that he fills his 16 x 40 silo from 10 acres.

He has 35 head of cattle, including young stock. He milks from 18 to 20 cows continuously. His receipts from milk the past year was \$4,900.00. The milk tests 4.8. The average cow produced about 7700 lbs of milk. Mr. Frye has from 100 to 150 head of hogs each year, farrowing both spring and fall litters. His feed for hogs and cattle is produced on his own farm, the only feed purchased being the protein supplement.

Corn has produced an average of 55 bushels per acre the past 7 years, varying from 45 bushels to as high as 75 bushels per acre. The yield has increased 15 bushels since beginning rotating using a legume.

Mrs. Frye has 150 hens which she culls carefully. They produce eggs during the entire winter.

Mr. Frye uses a tractor and has 4 head of horses. For all heavy work and belt work he uses the tractor, also for preparing the seed bed, and he does a very thorough job of preparing the seed bed, going over the field an additional time and does much additional work before planting as compared to a large number of farmers. For planting, cultivating and making hay, he uses his horses. He does not use the tractor when the work can be done with horses and is not too rushed.

### MANURE AND SWEET CLOVER ENRICH THE SOIL

SCHERMERHORN FARMS, Mason City, Iowa; Andrew N. Olson, mgr. We farm 300 acres. Supply feed for 90 pure bred Holsteins and 20 sows and their offspring. Two farms of 80 and 220 acres.

Calves are fed milk. Young bulls raised for sale. A three year rotation, grain, pasture and corn. The pasture mixture is seeded with the grain in the spring and consists of sweet clover, medium red clover, alsyke clover, and timothy. This rotation furnishes enough pasture and ensilage for the milking herd. A small field of alfalfa is used as emergency pasture.

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Average milking herd is 40 cows. Milk is retailed in Mason City for 12 cents per quart. Sales average \$1400.00 per month. Sell about 15 bull calves at an average of \$150.00. Cows are fed silage and grain the year round. Each cow fed about one pound grain to three to four pounds milk produced. Grain mixture is oats 4 parts, barley or corn 4 parts, and cotton seed or oil meal one part. Calves get the same grain mixture with the exception of the cottonseed meal and all they will eat till they are about eight months of age. Cows and calves also get during the winter all the alfalfa hay they can eat up clean. Labor for these cows consists of a herdsman, a milkhouse man, and a delivery man. The milkhouse man helps with the milking and the delivery man washing his bottles. Labor cost including board averages \$350 per month.

On the 220 acre farm are 40 acres of alfalfa which yielded 100 tons of hay the past season in addition to being used for hog pasture for 20 sows and their pigs. Fifteen acres of permanent pasture coupled with 12 acres sweet clover pasture furnish feed during the summer for six horses and 20 head of young stock. On the balance a two year rotation is practiced. Grain in which is seeded sweet clover followed with corn. No commercial fertilizer is used but part of the farm is given a coat of barnyard manure each year. The sweet clover and manure has improved the fertility to a large extent.

### A BIG TRUCK FARM

SAM KENNEDY, JR., Clear Lake, Iowa, has a 310 acre truck farm. His 150 acres of onions yield 500 to 1000 bushels per acre. The 20 acres of cabbage averaged 12 tons, worth \$40 to \$60. The 20 acres of sugar beets nor the 120 acres of potatoes were harvested. The seed potato cellar is 20x100 feet, is built of cement, below the frost line. It holds 5000 bushels.

The barn is filled with modern machinery. The oat bin is lined with galvanized iron, making it mouse proof. He has 100 acres peat land in cultivation. It is the richest, loose, black soil. Before being drained it is marshy, and sometimes burns underground. His payroll is over \$25,000 a year. He will, this year, ship 180 car loads of truck.

### COSTS \$.026 TO MAKE A POUND OF BUTTER

FOREST CO-OPERATIVE CREAMERY ASSOCIATION REPORT. About 1896 a group of farmers got together with the idea in mind of forming a Co-operative Creamery Association there being no nearby creamery. The Forest Creamery Co. was organized in 1898 as a milk skimming station and the cream hauled to the railroad station for shipment. About two years later a churn was installed and the manufacture of butter started. The Creamery has been in operation ever since and for the past ten years the average production has been 235,000 pounds of butter manufactured annually with an average price paid of \$.527 or a total sum to it patrons of about \$1,238,450 in the past ten years.

The Creamery Company has a new plant built two years ago at a cost of about \$12,500. There were no contractors or architects employed in building the creamery. The Board of Directors appointed a foreman, drew its own plans, hired enough help and in three months the creamery was making butter again.

At present the cream is graded very close and a difference of \$.03c per pound is paid for sour or off-flavored cream. The manufactured butter is hauled by truck, once a week to the nearest railroad station for shipment to the Land O'Lakes Co-operative Creamery, Inc. The Creamery buys salt, feed, coal, hay, etc. in car load lots for its patrons, but does not sell for cash, the price being deducted from the cream checks. Active patrons get their butter at creamery price \$.03c less than paid for butterfat the same month. No butter sold for cash locally.

The buttermilk is mostly sold to the patrons at \$.01¼ per gallon although sometimes it is sold to outside parties at \$.02½ to \$.03 per gallon. Annual income for buttermilk being from \$800 to \$1,000 per year.

The average cost of manufacturing butter is about \$.026 per pound. The power is furnished by a fifteen horse power steam engine which requires about 100 tons of coal annually.

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The company was organized by selling stock to the amount of \$3,000 in 1898 and in 1927 an addition of \$4,000 was sold to build and equip a new creamery, so today we have \$7,000 stock outstanding on which we pay a six per cent dividend per year. The Buttermaker's Salary amounts to about \$2400.00 per year and the Secretary and Treasurer about \$600.00.

### HOGS SOLD ON HOME GRADE

**LIVESTOCK SHIPPING ASSOCIATION, Clear Lake, Iowa, C. C. Watts, Mgr.** Organized 1922 on the membership contract plan with 135 members. Present membership 370.

We have met every business circumstance as it confronted us. We have employed the best business practices possible. Annual business has averaged more than \$750,000.00.

We have always used the method of home grades on hogs. It is lived up to. This particular feature has been one of the strong points of our organization, due to the fact that the member at all times knows the grade of hogs for which he will be paid.

Most hogs are marketed direct to the packers, due to our nearness to the Iowa group of Interior packers. Seven big interior packers are within a distance of less than 50 miles from a north and south line through Madison, Iowa. The supply of hogs usually lies westward from the market used.

As to what would become of the terminal markets when their receipts are reduced to 3% of the hogs, that would not happen for a period of years, and in the meantime the Iowa, Kansas and other farmers would have instituted a modern, up to date marketing system that would meet all conditions placed before them.

Most all of the cooperative livestock marketing groups of Iowa feel it their duty to patronize a terminal market, to consign their shipments for sale by a cooperative terminal marketing sales agency. Generally speaking, this practice has been faithfully followed out.

The market price is determined at our local point, by competitive bids from several different packers and by general terminal market conditions as broadcast by the U. S. Department of Agriculture over a considerable number of broadcasting stations. Our group, comprising 10 counties in northern Iowa, is now working out a program of physical concentration of hogs. The plan is that the hogs from all cooperate livestock associations in this territory to be concentrated at Mason City, graded, weighed and the price determined at point of concentration, sales to be made on grades to the highest possible outlet. These shipments will be handled on transit billing with concentration privileges in the yards, to be graded, double decked and forwarded to destination. Loss of identity to be permitted to allow for grading of the various shipments. At the terminal markets this work has always been done by the yard trader and speculator, he in turn receiving the profit derived by sales by grade. Our idea is that this profit should be returned to the producer of the hogs, that being the chief reason for physical concentration.

### CHANGES HOG LOTS EVERY YEAR

**WM. HURD, Clear Lake, Iowa,** is one of the big beef and hog farmers in Cerro Gordo county. He has a farm of 480 acres. Has been raising Hereford cattle, usually feeding the calves out as two year olds, on account of the large amount of pasture which he has. In this way he is able to utilize his rough feed and pasture more efficiently.

Mr. Hurd is one of the largest hog producers in the county. For 23 years he has been rotating his hog lots, never having hogs on the same ground two years in succession. This year, his average number of pigs saved per litter was seven and a half. He plans to have his pigs farrowed in April or May. They are then grown out until time of hogging down the corn and then marketed before winter. Some summer pigs are usually raised to use in following the cattle in winter. Then his later fall pigs are farrowed so as to have pigs on the market in summer. This distributes the marketing of the pork from the Hurd farm throughout the entire year.

Mr. Hurd is following the rotation of corn, oats and clover.

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### TENANTS COWS AVERAGE \$75.00 ABOVE FEED

**H. E. SMITH AND SON, Clear Lake.** Mr Smith and his son Ernest are tenants. They have developed one of the high producing Holstein herds in Cerro Gordo county.

They bought cows three years ago, and also a large number of heifers. They have always used a good sire. They are members of the cow testing association. Whenever a cow did not produce a profit, she was sold.

They balance their rations, using the home grown feeds and buying only the concentrates. They separate their milk and feed the skim milk to the calves, pigs and chickens.

One cow has produced 463 pounds of butterfat in 251 days. The value of butterfat, above feed costs for the 8 month period was \$165.12. Not a single cow in the herd is losing money. The smallest profit from any one cow for at least 7 months, is \$38.90.

Their rotation consists of corn, oats or barley. Part of the small grain is seeded down. Therefore, it is necessary to put corn on some of the fields twice in succession. The difficulty in seeding down the pasture is that they have a permanent pasture along the Lake. The attached sheet gives the cow test association records of each cow.

Their cow test association record shows 24 cows. Fat production from January 1st to October 1st, 1929 ranges from 123 to 542 pounds, with 15 averaging over 250 pounds. The value of product above feed cost ranges from \$34.00 to \$199.00 with 16 averaging over \$75.00.

### CASH RECEIPTS \$5,000.00 PER FARM

**RICE COUNTY, Minnesota.** "Alfalfa and corn, dairy cows and hogs, wheat, oats, barley and poultry are the principal lines along which Rice County farmers diversify and from which have come a steady income that has made Rice County a land of farmer owners and covered the landscape with fine, big well-kept barns and attractive up-to-date farm homes.

Rice County has over 9,000 acres of alfalfa, on over half of the farms in the county. This splendid crop when fed with other grains grown on the farm has made it possible for our farmers to feed balanced rations and thereby increase milk production. The 1929 census shows that of the 2,529 farms in Rice County four out of five are farmed by owners. There are today an average of one silo to every two farms, and sixteen head of milk cows and twenty head of hogs per farm.

Most of the grain is fed directly on farms where it is raised. Rice County farmers own over 45,000 head of milk cows, 10,000 head of other cattle, over 50,000 head of hogs and 10,000 head of horses and mules. The average size farm flock of poultry is in excess of 100.

No fairer sight can be found in "God's out-of-doors" than a Rice County landscape with its purple blossomed alfalfa fields, its waving corn and ripened grain, its well kept, well built barns and houses, its tall silos and its green pastures dotted with big type black and white Holstein or orange and white Guernsey cows."

Rice County farmers are recognizing that farming is a business and that in order to maintain the high social standard which the American farmers have attained they must place their enterprise on a business plan and keep detailed accounts of their entire operations.

Cost account records kept by representative farmers in the county show the following figures which may be recognized as the average farm business of Rice County. With 2,529 farms in Rice County we have an average size farm of 148 acres and an average inventory of \$22,318. Fifty-three per cent of the average farm inventory consists of land, 18 % consists of permanent improvement, 7% of feeds and supplies, 8% of all machinery and equipment and 14% of livestock, of which about one-half or an average of \$1,400 consists of the average cow inventory on each farm.

The average cash receipts per farm in 1929 were about \$5,000 per year. The average total expense was slightly more than \$2,500.

The receipts of dairy products consisted of about 75% of the total cash receipts.

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### SOIL FERTILITY MAINTAINED 35 YEARS

**HERMAN BUDDE FARM.** This place is owned and operated by Herman Budde who has been working the farm for the past 35 years. In 1926 Mr. Budde was nominated and honored as Master Farmer of the Northwest. Mr. Budde has 160 acre farm on which he practices diversified farming. The principal crops raised are corn, oats, barley, alfalfa and clover hay and pasture. All of these crops are used for feeding livestock. Very little cash crops are raised.

A regular rotation system of cropping is used. Red and Sweet Clover Hay and pasture land is plowed under, planted to corn for two years and followed by barley, and oats.

The average crop yields are as follows: corn, 45 to 50 bushels; oats, 60 to 70 bushels; barley, 40 to 45 bushels; hay, 2½ to 3 tons; pasture, one acre per cow.

The problem of maintaining the crop fertility in the land and keeping it free from weeds makes it necessary to practice a stringent system of rotation. We try to return to the land all the fertility taken off by growing legumes and applying all the manure we produced from our livestock.

The farm is plotted out in 25 to 35 acre fields. The low land being in permanent pasture. It is our aim to erect a Modern Hog House and Poultry House in the near future.

Dairying is our principal enterprise with hogs and poultry contributory enterprises.

We keep about thirty five Guernsey cattle, most of which are purebred, and milk from 18 to 20 cows. We raise from 5 to 8 of our best heifers every year and dispose of the poorer cows which are either too old or less profitable, thus trying to improve our herd. Our income from our cows is about \$225.00 per month for cream sold. This is an average cream check for the year, they range from \$100 to \$300 during the year.

We feed our skim milk to our calves, hogs and poultry. We keep about 5 to 6 brood sows each year which produce about 75 pigs. They are fattened with skim milk and a grain ration.

In our Poultry Industry we plan some improvements so as to produce better winter egg production.

### PAYS \$10,000.00 MORTGAGE IN 6 YEARS

**REPORT OF FREMONT ALBERS FARM.** This place is owned and operated by Fremont Albers. He purchased the farm of 161 acres in April 1919.

The purchase price of the farm was \$22,000—\$10,000 of which was paid down and a mortgage given for the remaining \$12,000. The place had been rented out for a good many years and buildings and fences were in great need of repairs.

About the first thing which Mr. Albers did was to go out and buy a few good Holstein cows and heifer calves and with three Duroc Brood sows as a start, he has gradually built up a very fine herd of livestock as a start, and is equipped to handle twelve litters of spring and fall sows.

The flock of White Leghorn chickens has also proved to be a profitable side line.

In the last six years Mr. Albers has paid off on his mortgage \$1,000 each year in April besides all interest, taxes and other expenses. Outside of that considerable money has been spent for improvements.

Some of which are as follows: The farm has been plotted out in five 25 acre plots to practice a crop rotation plan. Each of these fields has been fenced with all new woven wire and in most cases steel posts, until not a single one of the old jumble of fences remain. New, convenient gates have also been placed where needed. While this was a big item that took several years the job is fairly permanent. Another improvement which has more than paid for itself is the remodelled hog house costing around \$400.00. This became necessary when it was found that no profitable pork could be raised because the hog yard was badly infested with round worm infection, bullnose and necro. The remodelled hog house was then equipped

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with wide cement feeding floors on either side. The plan can now be made sanitary and in full accord with the McClean County System of hog sanitation with which you are no doubt familiar. The row of hog cots which you see on the south further supplement the hog raising equipment, taking the place of the straw sheds used very successfully by Mr. Albers for a number of years. These are on skids and can be moved to which ever plot Mr. Albers wishes to pasture the hogs in, and are of course moved each year to new ground.

Considerable repair has been put into the barn which has not however added anything to the appearance of the place. Mr. Albers states that if fortune continues to favor him, you may see a fitting round roofed structure in the place of the present building in due time. There has been installed in this barn, steel stanchions, drinking cups, electric lights, electric milking machines and electric cream separator and also cooling equipment. Litter carriers have been put in and the hay for equipment changed to clings, etc. The tar paper and iron sheeting help to keep the place warm enough to house the stock during the long winters. Mr. Albers plans to add another silo in the coming year, and has plans started, some lumber and gravel hauled, to commence building a combination machine shed and double corn crib to be placed at the west end of the hog house.

Some improvements have been put on the other farm buildings and house.

The income of the farm might be of greater interest to you people. Very little cash is derived from crops as it is planned to raise feed for the livestock rather—the income from the cows which has netted in cream checks the past nine months is \$1,849.12. Another \$407.47 has been received from cows and calves sold in the past nine months. For hogs sold on the market during this nine month period \$2,733.15 has been received.

Income from poultry during this time has been \$727.87.

Mr. Albers plans always to use the check received from the sale of fall pigs which are sold in March to pay his interest and \$1,000 installment on the mortgage. The spring pig check which is received in September is generally used to pay bills incurred in making improvements while the cream checks pay the ever present elevator bills and hired labor, etc. while the poultry money goes mostly for living expenses. In general this is the plan used with fair success on this farm.

### THEY KEEP BOOKS

#### EMIL MEESE FARM

##### Livestock

##### Dairying:

No. Cows .....12 to 16 cows  
Cream Check .....\$150 to \$200  
Calves and Cows Sold .....\$500

##### Hogs:

No. Pigs .....130 to 150 pigs per year  
Pounds Pork Raised .....30,000 lbs. @ 10c  
Amount Received .....\$3,000

##### Poultry:

Flock .....100 hens  
Eggs Produced .....90 eggs per year per hen  
Products Sold .....\$250

##### Crops (160 acre farm):

Corn, 40 acres .....40 to 50 bu. yield  
Oats, 25 to 30 acres .....55 to 65 bu. yield  
Barley, 25 to 30 acres .....40 to 50 bu. yield  
Sudotash, 20 to 25 acres .....40 to 50 bu. yield  
Hay, 25 acres  
Pasture, 25 acres.....One cow per acre

#### R. W. HAFEMEYER FARM

##### Livestock

##### Dairying:

No. Cows .....17 to 18 cows

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Cream Check .....	\$175 to \$185
CALVES and Cows Sold .....	\$500 per year
<b>Hogs:</b>	
No. Pigs .....	8 sows—65 pigs
Pounds Pork Raised .....	13,000 lbs. @ \$.08
Amount Received .....	\$1,040.00
<b>Poultry:</b>	
Flock .....	144 hens
Eggs Produced .....	115 per hen per year
Products Sold .....	\$200 to \$500
<b>Crops (160 acre farm):</b>	
Corn, 30 to 35 acres .....	40 to 50 bu. yield
Oats, 30 to 35 acres .....	50 to 65 bu. yield
Oats and Barley, 10 to 12 acres .....	45 to 50 bu. yield
Barley, 16 to 20 acres .....	40 to 45 bu. yield
Hay, 12 acres .....	2 to 2½ tons per acre
Pasture, 30 acres .....	One cow per acre

### A SCRUB COW AND ITS EQUAL

**THE W. T. SCHILLING FARM, Northfield, Minn.** Mr Schilling is a member of the Federal Farm Board. He owns a 330 acre farm, on which are 70 purebred Holsteins. His home is strictly modern. The barns are large and well equipped. Here is the printed greeting handed the delegates:

"We welcome you to our farm today. This farm was established over twenty years ago to explode the theory then being taught in our state that 'dual purpose' cattle were what a Minnesota farmer should have to make him prosperous. The theory was to breed beef cows and if they gave any milk, alright. Our theory and practice is and always will be to breed good, big dairy cows that will give lots of milk and butterfat, and then when we are through with them if there is anyone who wants them for beef alright. Has it worked?

Last year there was paid out in the Northfield Community over \$750,000 for milk and butterfat alone; over \$40,000 for cows and breeding stock, and at least \$35,000 for hogs and veal. That's not all. Our farms are much richer today than they were twenty years ago. In June, 1925, we received at our Co-operative Creamery 49c a pound for butterfat, or \$980.00 a ton, and in selling this we only sold 50c worth of fertility from our farms. If we had stuck to wheat growing, we would have been getting about ten bushels per acre and would have sold it at \$45.00 a ton and sold \$2.00 worth of fertility with every ton of wheat. That's not all!

We have developed the finest lot of farmers (because of our cows) that is found in any section of the world. Dairying has taught them industry and regularity of habits as no other system of farming could. Where you find good cows, you find good homemakers. A scrub cow in a pasture means that her equal is not far away.

The first silo in the Northfield Community was built on this farm twenty years ago. The first official testing of cows in the Community was done on this farm. The first yearly records by Holstein cows in Minnesota were made on this farm.

### WHAT THE SON SAYS

Dear Mr. Jeffords:

In the absence in Washington of my father, I wish to welcome you and our southern friends to Northfield community and our farm.

My father started farming about thirty years ago, and everything on this farm has been earned by his labor.

We are mighty proud of our seventy herd of purebred Holstein cattle, and the records they have established since father assisted bringing that breed of cattle into the community of Northfield. He made the first official record ever made in the State of Minnesota, and in 1911 held a state record on old Esther.

At present we are running a 330 acre farm, upon which we grow feed for the cattle, horses and hogs, raising no cash crop whatsoever.

We generally keep about nine to twelve brood sows of high quality, and

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make it our aim to get the hogs to market at five months of age weighing around 200 pounds.

We practice crop rotation, using corn, oats and barley, alfalfa and sweet clover. For hay we use alfalfa altogether and sweet clover is an emergency pasture when the blue grass pastures dry up. We have two creeks running through the farm. They afford a good water supply, as well as an ample lowland pasture. All manure is put back on the field, and we have been using some Acid Phosphate with our corn.

We raise all of our calves, and dispose of our surplus bulls or bred heifers at reasonable price.

The Northfield Holstein Club, the oldest of its kind in America, has done lots to promote the raising of good cattle.

We welcome you to our farm at any time and will show you the farm and cattle, and if our neighbors cannot furnish you with enough good cattle, maybe we can spare a few.

Sincerely,

Wm. F. Schilling, Jr.

W. F., Jr. was host in his father's stead. He is operating the farm while his father serves on the Federal Board.

### A GOOD DAIRY FARM

"We are farming 161 acres in Rice county and in addition, I rent about 30 acres additional. We raise about 25 to 30 acres of alfalfa and clover hay, about 45 acres of corn for the two silos and for husking, about 50 acres of oats, barley and winter wheat each year, an acre of mangels for the cows and the balance of the home farm is in permanent pasture, ten acres of which is usually sweet clover, and the rest in wood lots or land not tillable.

Carry a total of about 55 head cattle altogether raising all our young stock.

We milk from 20 to 25 pure bred Holsteins, six or seven of which each year are carried on official test and milked four times daily. For the most part whole milk is sold, though enough is separated to furnish skim milk for the calves and for the pigs in summer time. The annual receipts from milk, have averaged over \$5000 for the past ten years.

Sales of pure bred bull calves and surplus females usually amount to \$4000 a year, sometimes more.

A few pure bred Duroc-Jersey hogs are raised, but only as a small side line.

With our cattle, some large records are made, the four cows shown the day of the tour, had records averaging over 1100 pounds butter apiece. Every cow in the herd has an official record of production, mostly all on the 305-day or yearly basis. Their bull calves find a ready market, through advertising and are sold to many different parts of the United States.

This is a rather specialized system of farming, but is what I am most interested in, is done on a practical basis, that could be duplicated by any farmer-breeder, with sufficient experience."

Yours truly,

A. J. Lashbrook

Northfield, Minn.

### A SUCCESSFUL MILK PRODUCERS ASSOCIATION

The Twin City Milk Producers Association was organized early in January, 1917. The set up of the organization was different than any other in the country at that time. Practically all other organizations have reorganized during this period and more and more are coming to our method, based upon one pool, all farmers receiving the same with the differentials covering the test and distance from the central market.

The organization is based on an individual contract with the members, allowing any man to withdraw at stated intervals each year. We have carried on from the beginning the audit by certified public accountants. We have been able to carry on financially, owning buildings, etc., by means

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of stock sales to our members which they are allowed to pay for by means of five percent monthly deductions of their milk check. So far, these stock sales have financed the Association.

By R. B. Goodhue,  
Member, Executive Committee,  
Northfield, Minnesota.

### THE STRUGGLE FOR ECONOMY

Land O'Lakes Creamery has an immense plant at St. Paul. It is the marketing organization and central plant for 48 cooperative creameries. It makes two grades of butter. The one labeled "Land O'Lakes" is made from sweet cream, and is 93 score. This year the company has shipped over 1000 cars of sweet cream to industrial centers of the east. The U. S. Navy is supplied with Land O'Lakes butter. Several federal inspectors are at the plant, testing and inspecting the product. Much of the butter is exported. The constant struggle for economy is illustrated by a system of cleaning used butter buckets, inaugurated last year, at a saving of \$100,000 annually.

### RURAL AND CITY ACTIVITIES

L. G. Knenning, County Agricultural Agent, Sparta, Wisconsin

Five years ago out of a farmers and business men's banquet developed the idea that all community activities should be fostered by farmers and business men alike.

No group of people want things done for them. The American spirit is that everybody wants a part in doing things. With this in mind an organization called the Community Commission, made up of six farmers and six business men, was perfected. Each year we elect four new members, two of which are farmers and two business men who serve a period of three years. This gives eight old heads on the Commission each year.

This Commission plans and supervises three functions which we put on each year. Namely: Spring Festival, Fall Festival, and Mid Winter Get-to-Gether.

Prior to the time set for any function the president calls a meeting of the Commission. At this time plans are made for that function, chairmans of the various committees necessary are appointed. Each chairman is written a letter and in this letter he is told the work of his committee and that he is to choose to work with him a certain number of farmers and a certain number of business men. Suggested that his committee meet and lay their plans and that he as chairman is to appear before the Commission at a given date to report the progress made by his committee.

At this meeting of Commission all the chairmans are there to make their reports and their reports are heard by every other chairman, consequently each committee knows not only what they are doing but what every other committee is doing. It has a very good effect. It puts enthusiasm in to every farmer and they get out and do their stuff.

The business men made up a fund of \$400. We still have \$400 in the treasury, in other words these functions are made self-supporting.

#### Mid Winter Function

This has usually been a banquet of farmers and business men alternating each year in furnishing speakers that would speak on business problems and agriculture problems.

At this time the new men to go on the commission are elected. Last year we had a party, and held it in the gymnasium with a program of entertainment and dancing with one thousand people present. Our banquets usually have two hundred, the party a newer idea gets us a bigger attendance.

#### Spring Festival

In both our spring and fall festival we work by rural school districts, appointing one chairman in the school district to do the work in adver-

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tising, soliciting and drumming up business in his own district.

Our spring festival is built around the rural school eighth grade graduating exercises. Two hundred and fifty boys and girls receive their diplomas and we have a nice program at 2:30 in the afternoon.

Our drawing card in the morning is the parade. The parade is made up largely of floats illustrating some historical event, such as Washington crossing the Delaware, the Pilgrim's First Thanksgiving, Flanders Field, etc. These floats are entered by the rural school districts. Every float that is in the parade gets five dollars for entering. This covers their necessary expenses, then we pay in addition five dollars, four dollars, three dollars, two dollars, and one dollar for premiums. Schools may also put on walking units where their people walk and illustrate something.

We let decorated ponies in to the parade and they receive prizes. Merchants may put on floats or advertising material but they receive no prizes. We haven't pressed this very strong, consequently to-day it isn't done.

At this time the city schools have their exhibit, of work done throughout the year.

Stands provide lunches from which we gain revenue. We appoint one person in every school district and one person in every city block to solicit a given amount at the stand in the form of doughnuts, eggs, cream, cakes and pies. We ask for only a small quantity from a school district and insist that they ask their people for only a small quantity. These are sold in the stands and give us in the neighborhood of one hundred and fifty dollars.

We have a dance in the evening at which time we make another one hundred dollars or so.

If we don't have the floats we build booths with eight feet for dimensions in which the rural schools can put up and exhibit work done for the year. They are judged and we pay premiums on them, again giving five dollars for each booth that enters and five dollars for first premium. In some cases townships have voted at their annual meetings money to be given to the school for the exhibit from their township. We have also a judging contest for farmers and their boys bringing in classes of dairy cattle.

### Fall Festival

This year our drawing card is a horse breaking demonstration put on by the Horse Association of America, where they will take the wildest horse, break him to drive and put him in a eight horse team.

The eight horse team will be driven with a special hitch driving only the lead team.

This year, we will serve a lunch at noon of sandwiches, baked beans, pickels, doughnuts, coffee, and ice-cream for 30c. We expect to feed 1,500 people. The revenue will help defray expenses. Last year we served a dinner all the food being solicited by farmers appointed in rural schools and in city blocks. Each farmer being responsible for one quart of cream, potatoes, three dozen doughnuts, three dozen sandwiches, and two pies which are brought in and served with meat which we buy and have prepared at the bakery. We charge 25c to 35c for this meal. This method of getting up a dinner got over four hundred women working and doing something to make the day successful. This was good advertising.

We are not using that plan now because it is getting old and we must bring in new things to take their place. Last year the food was brought in to church kitchens where it was served to about eight hundred people.

This year we will have an achievement program for our 4-H boys and girls. Club members will receive their pins. These boys and girls are given a chance to exhibit their calves, poultry and eggs, farm produce, and sewing and canning work. Premiums will be paid for these. There will be a place for women and men to exhibit farm produce and a place for fancy work and baking. This exhibit is held in the High School Gymnasium.

At 3:30 there will be a foot-ball game, admission will be charged.

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**Market:** A special committee of farmers and business men will have a market, farmers will bring in produce, turn it over to the market and business men will throw in things any where from canvass gloves to sacks of flour all of which will be sold at a bargain to the general public. This will make us about \$100 which again is used in defraying expenses. Letters sent soliciting this material which we charge up to advertising. In the evening we have a dance, charging admission to make money.

**Suggestions:** I think two functions are enough to start with which should be the Social Get-to-Gether the other a Community day held in the spring or in the fall. Something worth while must be put on as a head line to bring in the crowd. One year we used the worlds champion chicken picker who picks chickens in about four seconds. We believe we are accomplishing something in getting a closer relationship between the farmer and the business men. When we can get them to work on functions of this kind. Practices must be changed in doing things because the people get tired of a thing which is repeatedly done. Rather than letting it die a natural death it should be killed off long before and something substituted.

### FARM HISTORY

Bought the first farm in November, 1880, consisting of 120 acres, most of it in brush and small trees. The only building was an old log house at the time. Built first barn 32x50 in 1893, and large house in 1898. Built first stave silo 14x30 in 1911. Bought another 128 acre farm in 1907, and another 80 acre farm in 1920. The farm now consists of 328 acres of which about 100 acres is to hilly to plow. The plan all through the years was; never sold any hay or grain from the farm, all crops were fed to the livestock and sold as milk, cream, eggs, livestock and poultry. The last few years only Grimm alfalfa has been sown and this year, 1929, we have 175 tons of good quality alfalfa hay from 40 acres. Purchased first pure bred Holstein bull in 1914, and first pure bred Holstein cows in 1922. Started cow testing work in 1920 and finished with herd average of 263 pounds butter fat the first year. 40 cows being on test. After eight years of testing our herd of 47 cows finished with an average of 380 pounds of butter fat for 1929. Our herd now consists of about 80 head, mostly pure bred Holsteins. We think cow testing has helped us more than anything to bring our herd average up to 380 pounds. We always made it a point to use good bulls with butter fat and milk records back of them, and fed the cows according to butter fat production. Cows are fed grain all during the year. What we have done any farmer can do. By breeding and feeding in the right way and by doing that, the soil will be kept up fertile.

John Steinhoff

Owner of Oak Wood Farms.

By John, Jr.

### Five Year Income Record

#### John Steinhoff

	1924	1925	1926	1927	1928
Cream sold .....	\$5,930.66	\$7,221.22	\$6,198.08	\$7,063.76	\$6,163.46
Butter & Milk Used .....	373.92	404.99	418.48	515.36	528.30
Cattle Sold .....	1,335.70	900.64	975.15	1,268.29	1,870.43
Hogs Sold .....	752.12	1,477.63	1,770.14	871.58	1,361.87
Hogs Used .....	139.31	266.06	247.88	147.71	92.28
Sheep Sold .....	427.63	253.70	237.85	154.20	198.85
Wool Sold .....	559.16	148.70	30.80	156.81	
Eggs Sold .....	627.30	609.61	568.09	588.80	410.35
Eggs Used .....	100.00	100.00	100.00	135.10	176.13

\$10,245.89 \$11,233.85 \$10,588.56 \$10,901.61 \$10,802.70  
Five Year Average.....\$10,802.70

The above is a remarkable example of a well balanced, stabilized system of farming. The earnings are uniform and large for years of depression. Mr. Steinhoff keeps books. He knows each source of income. He is a successful business farmer. Note that John, Jr. wrote the report. You can bet he likes the farm. Why shouldn't he?

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### A RE-MADE FARM

L. W. Graf, Sparta, is an example of what intelligence and thrift can do. Twelve years ago he bought 41 acres at \$45.00. The farm was badly run down, soil fertility sapped, buildings poor. Now he has 6 Guernseys and 125 hens. His income last year was \$1200 from the cows and \$600 from the hens. Also considerable alfalfa and some grain were sold. The land is highly productive, well improved and is worth \$200 an acre.

**MONROE COUNTY, WISCONSIN, A Review of Four Years Work, by County Agent, L. G. Kuennings, Sparta, Wis.**

**Chicken Culling:** My first work was to hold 115 chicken culling demonstrations. Met over 30 per cent of the farmers with an average of two from each farm. Poultry buyers state that "Since the culling demonstrations were held we get very few eggs from the chickens that the farmer sells us, before that time we could expect a good number."

**Fertilizer:** The first year we had approximately two hundred phosphorus analyses made. These were well distributed throughout the county. Each farmer was followed from one to three times by a visit getting the proper application of commercial fertilizers and finally getting records of harvests. The average increase in production of fertilized plots over unfertilized plots was ten to twelve bushels of grain per acre with a decidedly better stand of alfalfa and clover following the grain. Eighty six tons of commercial fertilizer were used in one year. It jumped to two hundred and eighty six next year and our records show that over six hundred tons were used in the county last year.

**Farm Clubs:** We have sixty Home Makers Clubs in the county. Our home-makers work is done through a demonstration agent that spends one week a month in the county for five months putting on a special series of work.

We have thirty organized boys and girls clubs with 512 members. The home-makers are in a large measure responsible for the leadership elected for the boys and girls. They were assigned that job as part of their program.

**Breed Clubs:** We have active breed organizations for the purpose of developing and promoting particular breeds of dairy cattle. Every breed club has set up a sales service which is secondary to their promotion work to take care of buyers of dairy cattle. Each club can furnish a man and car who will show the prospective buyer any kind of cattle he wishes to buy. It is the policy to protect the buyer and show him only good stuff.

**Testing Cows:** Monroe County now has over six thousand cows on production test. The largest per cent of Monroe County farmers' income is from selling cream or milk, consequently the reason for testing cows for production is to build up a herd of cows that will give him more efficient production. We have the following forms of testing which may be had through the county agent's office: Official work, Herd improvement work, Standard Cow testing association and testing by mail. A total of four hundred farmers are using one or the other of the above farms.

THE ABOVE IS THE STORY OF THE PROGRESS WE HAVE MADE ON PROJECTS PROMOTED BY THE COUNTY AGENT'S OFFICE. OUR FOLKS ARE REAL CO-OPERATORS. THEY WILL GO THE LIMIT WHEN THEY ARE APPROACHED WITH SOMETHING THAT LOOKS GOOD.

### VERNON COUNTY, WISCONSIN

The average dollar that the Vernon County farmer gets is divided as follows:

Milk and Dairy Products .....	50%
Tobacco .....	26%
Hogs .....	12%
Poultry .....	8%
Sheep .....	1%
Veal, Potatoes, Pickles, Beans, Clover Seed.....	3%
	100%

E. W. Schilling  
County Farm Agent.

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### SUBSTANCE OF TALK GIVEN TO SOUTHEAST KANSAS GUESTS AT THE DOUGAN GUERNSEY FARM, BELOIT, WIS.

by W. J. Dougan

Theme: Organization of the Dairy Farm.

The organization of the Dairy Farm must be directed along three lines.

Of first importance is the husbandry of the soil. There are certain chemical elements that must be provided for proper nourishment of the herd. These elements are best provided by putting them into the crop through the soil. If the soil is worn out by grain farming and deficient in lime, the legume crop on such soil will be weak and unsatisfactory in growth, and will be inadequate to furnish the lime needed by the cow. Therefore, the first step in organizing the farm is to grow the right crops and so husband the soil that it will grow these crops right.

The next step is a proper storage of the crop, so as to avoid waste, and for convenience in feeding. I put more emphasis upon convenience in the getting the feed out of the mows, silos, and bins, to the herd, than I do upon ease of putting it in storage. The storing is a few days' job each year. The feeding is a 365 1-4 day job.

The second line of organizing a dairy farm is the husbandry of the herd. This includes breeding, feeding, management, and the production of a wholesome milk. To this end the greatest need of any community encouraging dairy development is dairymen.

The breed of dairy cows a farm or a community chooses, is dependent upon local conditions and the use of the milk. Some breeds are more adaptable to the local conditions than others. The breed once chosen by the farm or the community needs most careful attention in breeding and culling to keep up a profitable standard of production. The feeding of the herd for profitable production is of largest moment. This farm has not always fed the most economically. There have been times when we had to have the utmost flow of milk even at increased cost per pound of production in order to supply our select trade.

I lay emphasis upon producing a clean, wholesome milk on any dairy farm. Milk should be clean whether for direct consumption as raw milk or pasteurized, or whether it goes into manufactured products.

The third line of organizing a dairy farm is the marketing end. It does the dairyman little good to produce a river of milk unless he so manages his business as to have a dependable and profitable market.

I wish to demonstrate these principles of the dairy farm by what this place is doing. The following tables are self explanatory.

#### Description of the farm:

##### Disposition of Land

230 acres	Crops 1929	Clover and T Hay	10
Corn	44	Pasture	48
Barley	60	Potatoes and Garden	6
Legume Hay	50	Farm site and Roads	12

##### Live Stock:

Milking Cows	40	Hogs	55
Growing Stock	35	Work Horses	5
Chickens	50		

##### Inventory Values

These inventories are based upon minimum values or forced sale prices.

Land	\$32,145
Buildings and Improvements	16,155
Crops	5,080
Live Stock	7,370
Equipment	2,538
Purchased Feed	249

Total Investment .....\$62,537

## Sources of Farm Income—1928

Milk sold at \$3.50 C. W. T. ....	\$10,587
Sale of Cattle .....	2,552
Sale of Hogs .....	1,001
Field Crops & Fruit .....	132
Rent on milk plant and tenant houses.....	1,890
	<hr/>
Expenses .....	\$16,162
Net Profit .....	A Plenty
	A Living

These figures do not include the expenses or profits of the distribution business, but only the farm and milk production work. Our distribution plant pays the farm for the milk, and rent for the milk distribution plant. This is a special business, and available only to those farms favorably situated for such a market.

The herd on this farm is kept up to efficiency by breeding, feeding, and culling. We cull not only on profitable production, but to stand in the herd a cow must be healthy, thrifty, and uplooking. The records of every cow that comes into the herd are carefully kept; not only production records, but breeding and reproductive efficiency as well.

The 1928 production record of the herd is a fair average for a number of years. The herd never falls below an average of 300 pounds of fat.

## 1928 Record of the Herd

40¼ cows, 299,706 lbs. Milk .....	13,398 lbs. Fat
Average per cow, 7,418 lbs. Milk .....	331 lbs. Fat
Average test .....	4.47%

## GIL-BAR JERSEY FARM AT JANESVILLE, WIS.

Five years ago the Gil-Bar farm decided to breed Jerseys. They started in with four purebred females, an outstanding Jersey bull and the balance of the herd grades. In the past five years have averaged over 350 pounds fat. At present they have only two grades in the herd of twenty-two cows. In 1928 the herd of twenty-two cows in milk averaged 396 pounds of butter fat.

The farm is composed of 160 acres. Thirty is in alfalfa. Ninety-four tons of alfalfa hay was put up. Quite a bit of barley, oats and corn for feeding and silage purpose has been raised. Sweet clover is grown successfully and is used for pasture, but has not proven successful as a hay crop.

The farm and the herd are in charge of Stewart Barlass of Janesville, Wisconsin. Breeding stock is available at all times, and while they ask a fair price for worth while animals they do not ask the extreme prices that some of our big breeders put on their animals. They do not make a practice of saving all their bull calves as they find that some of their purebred females are not good enough to become the mothers of future herd sires.

## HOW A GOOD HERD WAS ASSEMBLED

**RULONDALE FARM, L. A. Markham, Proprietor, Janesville, Wisconsin**  
This farm offers two possible points of interest to Kansas farmers, because its problems five years ago were the same as those of any other farmer starting in the dairy business. This is an assembled herd which has had a cow testing cow average of over 300 pounds every year since 1924. In order to be sure of buying cows of good production, we have bought only those with C. T. A. record, knowing that even then they would not all prove profitable for us. We have culled out cows that do not show a profit of \$100 above feed cost. This culling is one of our hardest jobs, yet we find no matter how much we may like a cow, we cannot afford to keep her unless she shows a profit.

In order to maintain a herd even better than that which was assembled, we have secured a proven sire whose first ten daughters averaged over 3,000 pounds more milk, and over 100 pounds more butterfat, than their dams.

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Kansas farmers who are willing to pay for good cows with good C. T. A. records, who will keep proven bulls and who will feed well, can make more profit than Wisconsin dairymen, because they will need less expensive barns and equipment.

L. A. Markham.

### CROP FARMING VERSUS DAIRY FARMING

In this table, towns of Southeast Kansas and towns of corresponding population visited by the trippers are compared as to bank deposits.

Erie and New Glarus are both without industrial payrolls, hence their respective bank deposits more truly represent buying capacity of farmers.

The table was prepared by Clarence Allen, Coffeyville.

Town	Population	Deposits	
Sparta, Wisconsin .....	4,466	\$2,253,180	
Cherryvale, Kansas .....	4,564	975,000	
Mason City, Iowa .....	20,065	10,072,980	
Pittsburg, Kansas .....	19,052	7,415,720	
Faribault, Minnesota .....	11,089	5,890,600	
Chanute, Kansas .....	10,286	2,989,720	
Northfield, Minnesota .....	4,023	3,968,380	
Caney, Kansas .....	3,500	884,000	
Tyro, Kansas .....	454 3,954	73,060	957,060
Viroqua, Wisconsin .....	2,574	3,452,190	
Humboldt, Kansas .....	2,525	688,160	
Monroe, Wisconsin .....	4,788	4,778,100	
Neodesha, Kansas .....	3,945	1,461,940	
Altoona, Kansas .....	1,016 4,961	35,000	1,496,940
New Glarus, Wisconsin .....	981	1,729,140	
Erie, Kansas .....	1,167	656,000	
Janesville, Wisconsin .....	20,785	9,021,970	
Coffeyville, Kansas .....	19,648	4,053,150	
Beloit, Wisconsin .....	24,771	12,829,140	
Parsons, Kansas .....	16,028	3,551,460	
Iola, Kansas .....	8,513 24,541	2,427,240	5,978,070
TOTALS			
Southeastern Kansas .....	90,698	\$25,210,680	
Minnesota, Iowa & Wisconsin .....	93,542	53,995,610	
		Bank Deposits Per Capita	
Southeastern Kansas .....		\$278	
Minnesota, Iowa & Wisconsin .....		578	

### LUNCHEONS AND BANQUETS

Each day the delegation were guests of some civic body at lunch or dinner. On such occasions, Governor Reed was the principal speaker. The Governor was the most valuable member of the delegation, not alone because of his high official position, but because of his impressive talks, and his leadership of the delegation. To him belongs the credit for making this a Southeast Kansas Tour, and naming the train the "Million Dollar Dairy Train."

Dr. W. A. Brandenburg, President of State Teachers College, Pittsburg, Kansas, was the only other speaker put up by the Trippers. He was always ready, adaptable and capable.

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### FROM KANSAS PAPERS

#### Views by Trippers

**Sells Southeast Kansas to Itself:** "Nothing has happened to sell Southeast Kansas to itself like the dairy trip through the north. Men from every community got acquainted with men from every other community in the district and a fine spirit of cooperation was developed. One of the first rules adopted on the tour was that no man was to mention the name of his home town to his hosts in the northern states. Every tripper was from "Southeast Kansas." Selling the section in the north sold it completely to the men who make their home in it—Lester Combs in Parsons Sun.

**Southeast Kansas Needs a Program:** Members of the party agree that Southeast Kansas can produce more and better feed for dairying, has a much better climate, just as good a market for milk and can be as successful as our northern people if we will adopt some of their methods. Good producing cows in that country sell from \$150.00 and up. We do not recommend that our people rush into the dairy business by buying high grade, high priced cows but rather that we first plan and carry out a program of proper diversification of crops for an all the year feed for milk cows. That liming of soil and other methods of restoring land fertility be done. That proper housing of all live stock, especially the milk cow, during the winter practiced. That high grade bulls whose daughters have made high records as milk producers be bought.—B. W. Garvin in Erie Record.

**Northern Hosts Stick to Their Program: Impressions—**"One thing that impressed itself on all those on the dairy train last week, was the faithful manner in which crop rotation is practiced and the program that each man has. Every farmer visited could tell you exactly how much corn he would plant next year and the next and just where it would be on his farm. If perchance they should happen to raise 100 bushels per acre this year, they do not allow that to stampede them into the corn business,—they go right ahead just the same. This, of course is true of their clover, sweet clover or alfalfa, and of their oats and barley. They stick right to their program. They likewise determine about the number of milk cows they can most profitably keep, the number of pigs and chickens, and adhere to that. They know there is no chance to get rich in one year, but they have things figured out for a definite profit each year that will enable them to be "sitting good" by the time they reach a certain age."—W. A. Blair, Oswego Independent.

**Farmers Visited Are Good Business Men:** "It was proved without doubt that dairying in the states has made the country prosperous. Homes equal to any of the better class in the cities are found. Everything is clean and shows that the farmers are thrifty. One town with only 3,000 population has made more than \$3,000,000 in bank deposits, and farming is the cause. I would advise that we get to work on a dairying program as soon as we can."—R. B. Stebbins, Chanute.

**Seth Bailey of Chanute:** "While they are dairymen, they also are farmers. They know how to grow grain, rotate their crops, and at the same time they know their stock. They are business men, also, who could make a success in anything they attempt."

**Attractive Farm Homes:** W. G. Anderson of Winfield. "The dairy trippers found the farmsteads in the dairy sections of the north well cared for and the improvements, houses, barns and sheds well painted. Many lawns and flower gardens which surround the homes are well cared for and as beautiful as the lawns and gardens in town. Generally speaking, the well kept farm reflects the prosperity of its owner."

**Soil Fertility Has Been Restored:** "The things which are accountable for the success of the dairy business in those states was quite evident to all of us—fertilization of the soil, crop rotation and proper feeding. The now fertile soil of these sections was once as badly worn out as some of the poorer land of Southeast Kansas, but through dairy farming and the program which goes with it, that land has been reclaimed to its former fertile state through crop rotation and fertilization, and now is worth from \$200 to \$250 per acre. Cooperative creameries, the farmers of Wisconsin, Iowa and Minnesota feel have largely solved their market facilities, and

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how they have managed this part of the business is a wonderful, illuminating story."—Mayor Kerr, Independence.

**Most Hospitable People:** "Yes, that was a full day, and so were all those days filled with a fine program that kept us going every minute. Only when we were stopped to have our pictures taken.

The way those big hearted business men in those northern towns met us and gave us free auto rides and free dinners, caused us to feel repaid for the little acts done in behalf of our town. You might be interested in how it was worked. Monday at Mason City, farmers and town men with enough cars and more to take us without crowding. Our driver, a banker from Clear Lake, drove us more than 100 miles. Free lunch at noon paid for by chamber of commerce. Rotary, Kiwanis and Lions club. Tuesday at Faribault, Minn., same kind of men. We went with a Swiss farmer who lived nine miles from town. In the afternoon another set of men from Northfield. Our driver was a dairy man living several miles east of Northfield at Denison. Wednesday we paid for buses to drive us over St. Paul and Minneapolis, including trip to Tenney farm. Cost \$1.60 each. Thursday at Sparta, Wisconsin, we were met by cars from Viroqua, 40 miles south, and that afternoon the Sparta men met us at Viroqua and took us back. A free dinner and trip through the fair grounds at Viroqua and a big free chicken dinner at Sparta at night. Yes night, about 8 o'clock, because of muddy roads and floods. Friday the high school band met us at Janesville. The Chevrolet people were drivers as has been mentioned. Our driver's speedometer showed better than 200 miles for the day. Free lunch at Monroe. It all goes to prove that the world is full of good fellows who will get out and help boost their town and country."—D. H. Wallingford, Cherryvale Republican.

**Trip Was Well Planned:** Never before have we seen such a well planned and such a smoothly executed expedition. Every detail had been worked out, nothing had been left undone to provide for the comfort and convenience of the trippers.

We've travelled a bit in all four directions, but never have we seen the hospitality of our Iowa, Minnesota, and Wisconsin neighbors surpassed. Truly that land is as productive of cordiality and fellowship as it is in grain, vegetables, hogs and milk.—Clarence Allen, Coffeyville.

**Modern Farm Improvements:** "They have wonderful homes in that section. Houses and barns are well kept and neat in appearance. The barns are large and warm and most of them have concrete floors with steel stanchions for the cattle. Their improvements are modern everywhere and the people are prosperous.

"Every farm has from 15 to 50 head of cattle. The farmers are strong adherents of co-operative marketing and manufacturing. They have huge co-operative marketing organizations for handling their dairy products." M. M. Morehouse, Salina Journal.

### WHAT OUR NORTHERN HOSTS SAY

F. W. Pack, director Agricultural Extension, St. Paul. "We enjoyed the acquaintance of the visitors from Kansas, and we learned to like them very much."

R. T. Glassco, Farm Agent, Janesville, Wis. "We certainly appreciated having the Kansas delegation with us, and we hope they enjoyed seeing our Rock County farms."

W. J. Douglan, Master Farmer, Beloit, Wis. "The little thank-you folder is a masterpiece of its kind. Extend my congratulations to the writer."  
M. E. OLSON, County Agricultural Agent, Cerro Gordo County, Iowa, writes:

"We surely appreciated that the M-K-T Special was able to stop at Mason City on the 23rd, and everyone of the drivers that I talked to stated that they received a great deal of information from the men who rode with them and they feel very well repaid for the time they spent on the tour. Cerro Gordo county was especially fortunate in that it was selected for this visit. We hope that some day we will be able to have a tour to Southeast Kansas. Several of the men have spoken about the fact that they would like to make such a trip."