

How to Get Up a Farmers' Institute

The season of farmers' institutes—the meetings where farmers get dairy knowledge, and that which is even better in its way—dairy enthusiasm—will soon be here, and those who wish to have such a meeting in their vicinity must act promptly; secure a date and get to work on the program, and especially see that it gets well advertised. Prof. H. M. Cottrell of the Kansas experiment station tells how to get up a successful institute meeting as follows:

The farm institute workers of Kansas experiment station will begin their season's work about July 15, and applications for institutes are coming in with such rapidity that it is likely that one-half of the points in Kansas desirous of meetings can not be favored. It is the duty of every community so fortunate as to secure a date to leave nothing undone to insure the success of the meeting. Any meeting will be successful if the attendance is large. To get the large attendance is the problem. We are pleased to submit the following, which carefully covers the ground, and will bring results:

We are often asked as to the best way of working up a good institute. A short account of how a good one was worked up under unfavorable conditions may answer the question. Wabaunsee is a village of 200 people. A farmers' institute had not been held for many years in Wabaunsee on account of lack of interest. This summer two young men thought it was time to have one, and they went to work to get one. They spoke to a dozen or more leading people, but received little encouragement. Everybody said it would be a good thing, but it was doubtful if enough people could be interested to make an institute worth while. One or two made half way promises that if an institute was held they would read short papers and a farmer granted the use of his grove. With this little backing, these two young men sent on an application to the college for a farmers' picnic institute and the college gave them the date of July 19.

After the date had been settled, these two young men succeeded in getting the help of a few others who promised to aid in the music and in putting up the posters. Wabaunsee had a Woodmen's organization, and the arrangements were made with them to run a stand at the institute. The Woodmen in return for the stand privilege promised to help push the advertising. At this stage people began to get interested, and many people who had come to trade came to the institute and brought their baskets. The business men of these towns were also invited to come and bring their families.

Two weeks before the institute was held enthusiastic notices were published in the Alma, Wamego and Manhattan papers, and a week before the institute these papers contained the program of the institute. The first notice got the people interested, the second notice kept them interested.

Committees canvassed eight or ten school districts and each woman was invited to bring a full basket and her family.

The week before the institute each member of the committee carried copies of the program with him and gave copies to every one he met, inviting them to come.

The young people practiced several pieces of music and furnished several declamations.

One thousand people attended the farmers' picnic institute at Wabaunsee, the leading farmers presented good papers on the topics of most interest in that community, the young people furnished twelve pieces of music, vocal and instrumental, the col-

lege speakers gave practical addresses, several good declamations were given and everybody said that they had the best visit with their neighbors that they had had for years. Many farmers said that the addresses gave them information in regard to new crops and methods that they would put in practice at once. Twelve loads of people came from Manhattan, fifteen miles away; and there were people from Paxico, twelve miles; Alma, ten miles; Wamego, five miles; and Westmorland, twenty miles away. The people of Wabaunsee have decided to make the farmers' picnic institute an annual event.

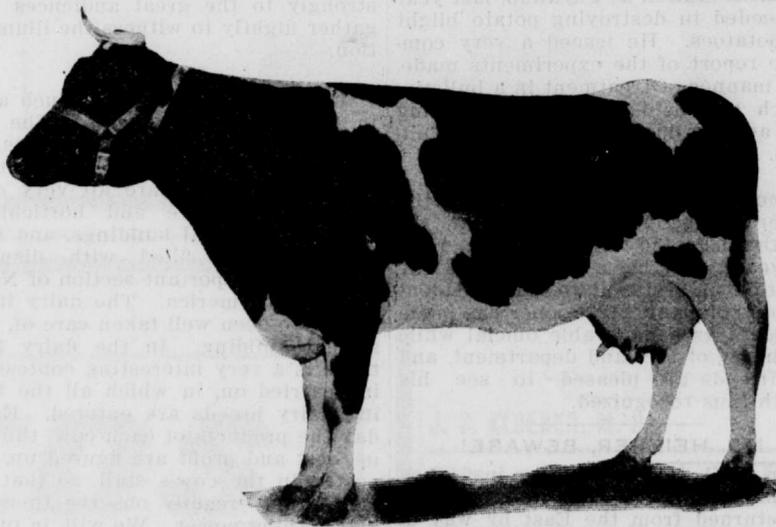
The methods which secured such a good institute at Wabaunsee will secure a good institute anywhere in Kansas. If two or three people want an institute and are determined to have one, they can have a good one by following these methods. A few suggestions may help. Get as many people to help advertise as you can. If you can get two or three, they will interest as many more; these five or six will get ten or a dozen people interested; these will interest still more, until you will find that everybody wants to come. A well advertised institute is always well attended.

When you first get the posters, put up fifty or seventy-five in prominent

three ladies in each district to canvass it and arrange with every lady to bring her basket and family.

CO-OPERATIVE TELEPHONE COMPANIES.

Among the many progressive steps by which the social and business conditions of those living on farms are being ameliorated, and the farmer and his family brought into closer touch with the busy world and all its interests, the telephone occupies an important position. A gratifying feature in connection with the progress the rural telephone is making also is found in the fact that the farmers themselves are very largely helping themselves by co-operative work. No great corporations, with large capital and an ultimate determination to absorb to themselves the major part of the benefits arising from the use of the telephone, are doing it. This disposition in the direction of self-helpfulness and concerted action is a very encouraging feature, for it is one that has greatly needed development in order that agricultural conditions might be the better promoted. From all accounts co-operative work to secure telephone privileges is comparatively easy. A short time ago an article was published in these columns based upon a letter from Mr. B. O. Clouser, secretary of the People's Co-Operative Telephone company, at Darlington, Ind., a company that is rendering service



Snapshot of a Grade Holstein at Hazelwood.

places. Ten days before the institute is to be held put up the balance of the posters at every cross road, on every bridge, and in every store window. It will usually pay to advertise fifteen miles in every direction, as people will come fifteen or twenty miles to attend a good institute. Many farmers and their families go to town on Saturdays. They will see the posters along the road and in the store windows.

Then if you have one or two persons in each town spend the day the Saturday before the institute, inviting the farmers and business men and their families to attend, it will finish the work the posters have begun.

Two issues before the institute is to be held, good notices should be published in the papers, and one issue before the institute is to be held, publish the program in the papers. Two notices in this way will keep up the interest. If possible get the editors and their families to attend. If the institute is to be held in the centre of the county, get notices in all the papers in the county. If the institute is to be held near a county line, get notices in all the papers in adjoining counties.

No amount of newspaper and poster advertising will secure a good institute without canvassing. Take eight to twelve school districts, of which the institute is the centre. Get two or

at actual cost not exceeding twenty-five cents per month. Mr. Clouser now writes us that the publication of the article referred to has brought him a very large number of letters of inquiry for further details, and he asks us, in order to relieve him of the burden of replying in each case, to publish the following general answer to these inquiries, which we very gladly do. Mr. Clouser, in advising how to construct and maintain a co-operative telephone system, says:

First get a number of people in the immediate vicinity to agree to co-operate; get from two to six to build lines, putting those that are most closely associated in business on one line, in order to avoid calling up the central office more frequently than is absolutely necessary. In constructing the line, use poles from twelve to fourteen feet above the ground; don't use trees. Put wires on every fourth or fifth pole to run to the ground as a conductor of lightning, but do not allow the upper end to touch the line wire. Use twenty-two poles to the mile and No. 12 galvanized wire, which is the common fencing wire. Before erecting the line, however, name the company and secure the franchise for the entire county. Get every farmer or business man in the vicinity, if possible, and then you will have an insurance company against

lightning. I may say, however, that we have had no injury from this cause since we have been in operation. Place the central office with some family that is permanently located, and preferably where there are several members, so that there will always be an attendant there. Pay for central office service so much per telephone, and contract for a definite length of time. Make the quarterly dues for members large enough to leave a surplus in the treasury, after central office charges are paid, to defray other expenses. Cable under railroads to avoid damages to telegraph and railroad companies. Quite a large number of electric supply companies are prepared to furnish information and material, and I would advise the choice of one as near as possible, taking care that it is a reliable one. Organize companies in different localities and connect them by main lines. We charge a toll of ten cents for non-subscribers using one of these lines five minutes, the same being retained by the company collecting it, to avoid the trouble of making settlements between the different companies. We find that the receipts of the several companies from this source about balance each other. Each company builds and keeps in repair half of the connecting line. We have a board of arbitrators to settle difficulties that arise, either between individuals or between these divisions. We charge a membership fee that is in proportion to the amount invested by those who are already subscribers. Co-operate with co-operative companies only. Make everything free to subscribers.

The foregoing suggestions, coming from one who has been an officer in a co-operative company that has been in successful operation for a year, cannot fail to be of value to all those who wish to organize similar companies. The number of those who are thinking of this is, we are satisfied, very large, for our correspondence indicates a deep interest in everything relating to rural telephone work. For information in regard to telephones, materials for construction and supplies generally we must refer the reader to the advertisements of companies and firms engaged in the business. Such advertisements are frequently found in this paper, and all these firms hold themselves ready to furnish detailed information as to construction.

THE MANURE SPREADER.

By R. M. W.

I consider the manure spreader one of the most important essentials in the economic and successful handling of farm manures, as well as in the proper conservation of their value. Having used from one to three on small and large farms for over eight years, I feel competent to say that they should be considered one of the most needed implements on the farm, either large or small. I believe that they will come nearer paying a dividend on the investment than any other farm tool of the present. The expense of handling manure is lessened by three-fourths at least, and the "manure-hauling time" of the farmer, generally coming at a time when other heavy work is pressing, the saving in time is to be considered as a substantial gain, as well as the saving of labor. With the manure spreader placed under a shed convenient to the doors or dumps from the horse or dairy barns, into which the daily excreta can readily be thrown, the manure need be handled but once, hauling directly to field from barns; thus eliminating, too, the foulness and stench of the all-too-often deplorably neglected barn yards. While the manure spreader can add nothing to the value of the manure, it does, by the process of minute disintegration accomplished by this machine, put the