

MARKETING FARM PRODUCTS

Few Problems of Greater Im-
portance to Farmers.

MAY IMPROVE HIS CONDITION.

By C. W. Pugsley, Professor of Ag-
ronomy and Farm Management, Ne-
braska Experiment Station.

There are few problems of greater importance to the farmer than the problem of marketing the crops grown upon his place. It will be my purpose to point out a few of the factors which enter into the economic marketing of farm products, and also to suggest means by which the farmer may be able to improve his condition along this line. It is altogether possible that a careful study of this one item of farm management might change the yearly statement so that a net gain would appear instead of a net loss or an even break. If the item of raise in value of land is left out of consideration there are many farmers who would find it difficult to boast of even reasonable gains. Bad marketing is not the only thing which causes this state of affairs, but it is often one.

One of the things which must be taken into consideration in this connection is the purchasing of a farm is its location. Few people realize the importance of locating a farm on a good transcontinental railroad. There is always much delay if the railroad station is on a branch line, where only one or two trains a day arrive, and where transfers must be made at the junction point. In the case of perishable goods this is a very important item. The farmer who lives on a trunk line is within about as easy reach of his closest city, even though it be located a hundred or more miles distant, as is the farmer who lives ten miles from such a city on a good highway. The matter of having more than one railroad is also an important item. One may not be able to secure better rates because of competing lines, but the advantages which will be secured in the way of better accommodations and quicker service are often worth many dollars to a heavy producer.

In a location of a farm it is well to get on a main traveled road because the roads which the farmers travel the most will be the ones which are kept in the best condition. The cost of hauling is much lessened by being close to town and by being located on a road which has no, or very few hills. The farmer should value a man and team at \$3 per day at the least calculation, and he cannot count on making much more than three miles per hour with a heavy load, counting the time of loading and unloading. This would be at the rate of about twenty cents per ton per mile for one ton loads. If the road is in such condition that the farmer can haul two tons, then the cost will only be ten cents per ton, and many roads in the country will permit of the hauling of two tons with a good, strong draft team. Let the farmer remember that the road is no better than its poorest point, for it will be impossible for him to take a load to town if he cannot get it over the poorest point in the road.

Let him also keep careful track of his time and place a value on it which is at least high enough. I believe that there is no farm which could not be materially improved by the presence of the owner, providing the owner can see the things which need doing. For instance, a coat of paint and the building of a new fence will very often add \$5 per acre to the value of a farm. This must be counted in as a possible way of the farmer profitably employing his time. It is a foolish thing for the farmer to say that the trip to town costs him nothing because he has his team and wagon, and if he were not using them in the trip they would be idle. He should remember that it takes more to keep a horse when it is working than when it is at rest, and also that the wear and tear on the wagon and harness is an important item for consideration. Let him also remember this point: If he can haul a 2,000-pound load with two horses, he can haul a 3,000-pound load with three horses. If the 2,000-pound load is one-half wagon, then he will only have 1,000 pounds net weight, while in the 3,000-pound load he would have twice as much net weight and would not have to add any time for the driver and only one additional horse.

One item which is often overlooked by farmers in figuring the economic marketing of farm crops is the item of quantity. If one wishes to create for any farm product a distinct market, it is often necessary for him to raise enough to make it worth while for the consumer or merchant to bid a little above the current price. A commission firm can often pay more for a large quantity from one man, for in so doing they lessen their expense by doing away with the clerical work connected with small consignments. This rule will apply to many things on the farm. It applies particularly to the raising of hogs. If the farmer has only a few hogs, which he wishes to dispose of, he must necessarily take whatever price the buyer in his town cares to offer, but if he has a car load, he can ship to the packing market, if necessary, in order to get their full value. It

probably would not be necessary, for the local buyers in many instances offer twenty-five cents per hundred more for hogs in car load lots than they do for hogs in wagon lots. In the case of cattle the same thing will apply. The more corn, hay, cream or butter one has to market, the more people he can get interested in bidding for his products and the chances are the higher his price will be.

Very often a few farmers can combine in such a manner that they can get the same results. If three neighbors have a sufficient quantity of hogs ready for the market at the same time, they can say to the local buyer that they have a car load and sell them as such. If the buyer refuses to give what they are worth, they can be shipped in the same car and the commission company will keep a record of the separate sales.

Another very important point in the combination of farmers is that communities may go into a distinct business. There are some communities which have been noted for the raising of Holstein or Jersey cattle, or Percheron horses, or Berkshire hogs; so much so, in fact, that when a buyer wants a good animal of any particular class he will very often go to the community where most of the farmers are raising that breed of animal in order that he may have more individuals from which to make a selection. If our farmers could realize the advantages which would accrue to themselves by the founding of neighborhood breeding associations they would not be slow in attempting something of this kind. Suppose the farmers of some county should all agree to go into the dairy business, and all raise a particular breed of dairy cattle—the Holstein, for example—what would result? In the first place, large creamery agents would be attracted to the county because they could get their wares in large quantities. Second, it is probable capital could be interested and a creamery started in the community, either private or co-operative. Expense of transporting the raw material would thus be eliminated. Third, buyers of Holstein dairy cattle from all parts of the country would come to buy up the surplus stock.

There is often a discussion as to whether or not the commission man is a benefactor to the farmer or is a robber. There are probably some dishonest commission men, the same as there are some dishonest farmers, but we must acknowledge that there are many honest commission men. Some of the advantages of selling your products through a commission firm are as follows:

1. If you are a regular customer of the firm and ship goods in sufficient quantities to make it worth his while, he will keep you posted as to the market and will do his best to land you at a good time because his business will depend upon your prosperity.

2. It is usually better to let him buy for you as well as sell, for he is on the market at all times and might be able to land something on a "soft spot."

3. Remember that all commission houses of any consequence have their "spotters," that is to say, that every shipment which you make to their market, either to them or to another firm, is known in the office of that firm upon the date of its arrival. They will class you either as a "regular," one who is constant in his shipments to certain houses, or as an "irregular," one who does not send to one house for more than one or two shipments. If you are a regular, you are ranked much higher in the appreciation of the commission men than if you are an irregular, and it will be their first duty to take care of all their regulars before they attempt to get the very best for the irregulars. This is only natural and is a perfectly sane business proposition.

FORAGE PROBLEM

By E. A. Burnett, Nebraska Experiment Station.

The recent rains over the larger portion of the state have so improved the prospects for corn that many fields which did not promise a crop two weeks ago will now make, from one-half to two-thirds of a crop, and many fields which were greatly injured will produce good forage, although the corn on these fields will be small and difficult to husk. The question of forage will be the great problem for the farmer in nearly all portions of the state. The farmer who has a good acreage of alfalfa will not be as seriously hurt as the man who has no alfalfa, but hay is bound to be high priced, and hay of marketable quality is now selling at unprecedented prices. With more than seven million acres of corn growing in Nebraska, almost all of which will make forage, every farmer should provide himself with a corn binder and arrange to cut as much forage as he will need for his winter use. The corn should be harvested while the stalks are still green or when they first begin to fire at the bottom, unless the crop has largely recovered from the effect of the drought and is now making rapid growth. Every farmer who has a herd of twenty or more head of cattle, especially if they are dairy cows, should seriously consider the question of the erection of a silo, and if he decides to order a silo he should order without delay and endeavor to begin the erection of the silo within the next two weeks. The silo should be finished and ready for use by the first of September, and the cutter and power should be arranged for so that no disappointment will be experienced in filling the silo. It will be safe to figure that three tons of silage, or possibly a little less

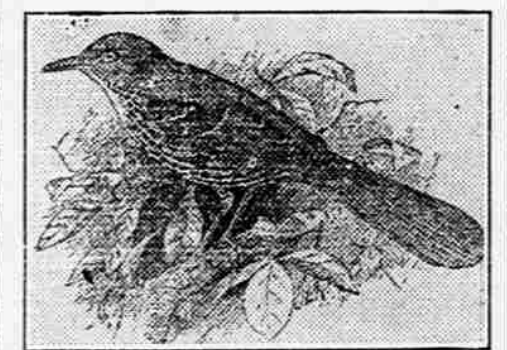
than three tons of silage, is equal to a ton of the best hay. Corn can probably be put into the silo for from \$2 to \$2.50 per ton, including the cost of growing the corn. In nearly all sections of the state the price of marketable hay will be more than \$7 per ton. Another great advantage in the silo will be the fact that plenty of forage will be available for winter use, whereas, without the silo, or at least without corn fodder cut and properly cared for, the forage on the farm would be insufficient for the winter's use. Every dairyman and most farmers of the state should use a silo, regardless of the scarcity of feed, because it is more economical than feeding entirely dry food during the winter season. Eastern states where land has become high priced have been building silos for many years, and the progressive farmer generally agrees that he cannot make a profit on live stock without the use of silage for winter feeding. In the leading dairy districts the use of silage for summer feeding has become almost equally as important. The dairyman feels that he cannot afford to run the risk of drought and short pastures, even in an average season, and with seasons like the present summer the man with a silo full of feed for summer use has had a very great advantage over those depending wholly upon pasture or on forage crops. It is to be hoped that Nebraska farmers generally will study this question thoroughly and will take this next step forward in agricultural practice as a method of increasing their profits on the land.

PROTECT THE BROWN THRASHER

Song Bird That is More Bene-
ficial Than Otherwise.

By John T. Zimmer, Dept. of Entomology, University of Nebraska.

The brown thrasher is common enough to need but little introduction. It is a long-tailed bird, rich rufous brown above, creamy white below, heavily streaked with dark brown, and with two white wing-bars. Although often called "brown thrush" it is not a thrush but is more closely related to the mockingbird and catbird. Like them it frequents underbrush and shrubbery and builds its



BROWN THRASHER.

nest in hedge rows, brush piles and thickets, usually at low elevations. Its notes are numerous, but the most common ones are a sharp kissing sound and a song composed of different combinations of syllables, each combination usually repeated two or three times. This song is very pleasing, loud and clear as well as extremely varied and is given generally from the top of a tree or some other elevated point.

The thrasher's food is composed mostly of fruit and insects. The latter item comprises about three-fifths of it and includes such forms as beetles, grasshoppers, bugs and caterpillars, although spiders are also eaten. It is in connection with this latter article of diet that the bird probably gets its name, as it has a peculiar habit of often beating or "thrashing" the insects about on a branch or limb of some tree before eating them. Less than two-fifths of the bird's food is made up of fruit and grain. The grain is such a small item as to be almost negligible. The fruit is both wild and cultivated, about one-fourth of it the former and the remainder the latter, although some of the cultivated fruits may also be found in a wild state.

In summarizing, then, we may conclude that the brown thrasher is more beneficial than otherwise, for most of the fruit taken is of a wild nature and even including it with the cultivated kinds the sum total is outweighed by the injurious insects which the bird eats. Even if it were not for this fact, the bird's song is enough to warrant its protection.

HOG PASTURES

By Professor Charles B. Lee, Department of Animal Husbandry, University of Nebraska.

The advantages derived by having a good range of pasture for hogs to feed upon are of a twofold nature. First, we have thus furnished cheap food material to supplement the costly concentrated feeds. Secondly, the ranging after forage provides exercise, an important consideration for growing pigs and breeding stock. This last factor is an important one since exercise is very necessary for the young of all animals. It is much more difficult to produce a runt in a large lot than it is in a close pen. Although any kind of pasture is much better than a dry lot, there is nevertheless considerable difference in the food value of pastures, and for that reason care should be exercised in providing the best pasture possible.

For permanency as well as feeding importance, alfalfa makes the best forage which the swine feeder can secure. The high protein value of this

plant makes it supplement a grain ration of corn, the universal stock food of the middle west, in a most admirable way. Its permanency does away with the necessity of frequently changing yards and reseeded, while its succulency and palatability are an incentive to the appetite. Next to alfalfa, we have clover, a biennial crop, in the north, and soy beans and cowpeas, two annual crops, in the south. All three of these crops make No. 1 pastures and while lacking the permanent character of alfalfa, nevertheless are very valuable in providing forage of a high protein content. Blue grass makes another desirable hog pasture. For while not providing as valuable feed as the ones mentioned above, it still is very good and has its cleanliness and permanency to recommend it. For temporary pasture we have another crop which should be mentioned. This is rape. Planted broadcast or drilled at the rate of five to six pounds of seed per acre, this will in the course of a few weeks provide an abundance of excellent green forage. For intensive swine production this last crop is especially good, as a large amount of feed can be produced on a small area.

Of course the kind of pasture the swine grower will use will to a large extent be governed by his geological as well as geographical location, and it is quite possible that some other than one of the pastures mentioned will better serve his purpose. The main consideration is the pasture—the best that the locality will support.

HOW TO SECURE A FARMERS' INSTITUTE

Taking the Agricultural College
to the People

By C. W. Pugsley, Department of Agricultural Extension, University of Nebraska.

Many requests are coming in for farmer's institutes. These are nearly always from new points at this season of the year. The people want to know



PROFESSOR C. W. PUGSLEY.

how they can organize that they may get state help. They know that an appropriation is made every two years for carrying on agricultural extension. They know that other towns have been able to get some state aid. In order that many of the points may have these questions answered, the following suggestions are made:

If a town or a community is desirous of holding a farmer's institute, the first thing which should be done is to organize the farmers into a farmer's institute association. This can be done by electing a president, a secretary and an executive committee, and by getting fifty members to the association, each one of whom has paid a membership fee. This membership fee may be from 25 cents up.

A suggested constitution for both the men's organization and the women's organization will be sent from the office of agricultural extension upon request. After the organization is perfected, blanks will be sent which can be filled out asking for dates and speakers. Institutes are scheduled in towns, that is, it is necessary for the department to make out a regular list of towns in order, so that speakers can make them in succession. This saves time and expense. For this reason it is not always possible to give the town the speakers and the dates asked for. An effort is made to do this in all cases, but the applicant must bear in mind that there is not sufficient money appropriated for this work. To send a separate set of speakers on dates asked for would require a much larger amount to each town. Sometimes we have as many as two dozen applications for the same date. It is absolutely impossible to fill all of these. Some will have to content themselves with taking a date either before or after.

The speakers who are sent are very largely graduates of the College of Agriculture who have had practical experience in farming, or else they are farmers of large experience in the state of Nebraska and in the adjoining states. The speakers are carefully chosen, and while it is not always possible to supply a speaker who will fill the demands of every place, yet no speaker is kept upon the list who does not give general satisfaction in his special line.

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September Travel Bulletin

The excursion rates to Eastern localities will continue. It is your last low rate chance of the summer to visit your old home or make a tour of the East.

The Dry Farming Congress will be held at Colorado Springs, on October 16-20. Special rates will be made.

The colonist one way rates to Pacific Coast are in effect September 15th to October 15th, only, this year.

The Burlington has through standard and tourist sleepers every day to California—on No. 3 via Rio Grande, Scenic Colorado and the Southern Pacific and Salt Lake Route; on No. 9 via the Rio Grande, Scenic Colorado and the Western Pacific.

"On Time" operation. Western people living in the territory served by the Burlington will be interested in knowing something about the punctuality with which the management tries to operate its trains. Fast mail No. 7, from Chicago to Omaha, during the months from April to July inclusive, a period of 122 days, arrived at the Missouri River "On Time" every day. The other exclusive fast mail and express train No. 15, from Chicago to Omaha, during June and July, 1911, arrived "On Time" at the Missouri River every day. These are the exclusive mail and express trains that daily bring into the West the great volume of traffic so necessary to the social and commercial life of that region.



L. W. WAKELEY
General Passenger Agent
Omaha, Nebraska

D. F. HOSTETTER
Ticket Agent
McCook, Nebraska

To Ida Lewis and to Whom it
May Concern:

You will take notice that on the 17th day of December, 1909, I purchased at private tax sale from the treasurer of Red Willow county, Nebraska, lots 11 and 12, in block 4, North McCook, Red Willow county, Neb., for the delinquent taxes assessed thereon for the years 1891 to 1908, inclusive, and have since paid the taxes thereon for the years 1909 and 1910; said lots were assessed for taxes for the years 1891 to 1911, inclusive, in the name of Ida Lewis.

That after the expiration of three months from the date of the completed service of this notice by publication and after the

17th day of December, 1911, I shall apply to the County Treasurer of said county for a deed to said premises.

C. H. BOYLE.
First publication Aug. 29-31.

Hay Fever, Asthma and Summer Col must be relieved quickly and Foley's Honey and Tar Compound will do it. E. M. Stewart, 1034 Wolfram St., Chicago, writes: "I have been greatly troubled during the hot summer months with hay fever and find that by using Foley's Honey and Tar Compound I get great relief." Many others who suffer similarly will be benefited by Mr. Stewart's experience. A. McMillen.

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