

are wanted in Arizona. He takes down the telephone receiver and is put in touch with five farmers. From four of these the needed potatoes are bought and delivery promised on certain days of the following week. The Southern Pacific agent is called by phone and the two empty cars ordered placed on siding at Chemawa.

In the meantime the farmers rustle sacks and help for the task of sacking and delivering the potatoes to the cars at the appointed time. The farmer plowed the ground, furnished the seed, planted and cultivated the crop, dug the potatoes and put them in pits and protected them from the storms of the winter, and in the spring he sacked them up and drew them to Chemawa and placed them in the cars. The four farmers received seventy-five dollars each as a profit for their knowledge and trouble for growing potatoes after scientific methods. The business man received one hundred and eighty dollars for manipulating the telephone one hour, staying at the cars two days and weighing the potatoes and making out the bill of lading. This readily shows the need of a business side to farming. The farmers would more than double their profits if they were able to handle the business side connected with the farm's output. Any business to be a success must have a successful sales department. This means you, Mr. Farmer, as well as the Furniture Factory owner.

Schools and colleges are doing their best to instruct the boys to farm, how to grow large crops of fruit, vegetables, hay, and grain. What are they doing to give the will-be-man a reasonable profit on the bumper crops he is taught to grow? Is the sales department as well as the productive department developed in the growing youth? The ability to sell what we grow is the most important part of the farmer's business. Finished products in any business must reach the hands of those in need of the commodity to make the business a success. Things that spoil and are not used, things given away, and things sold below cost of production mark the way to bankruptcy.

What is being done to make business farmers out of the Indian boys? Nothing. They are taught how to produce but not to sell. When they farm it for themselves they will be like a majority of other farmers, failures, simply because they can not turn the surplus off at an advantage; simply because they were but half schooled. The business side of farming was omitted. A progressive education and a developed business ability will place the farmer on a foundation that will hold for success.