

THE GRANGE

Conducted by
J. W. DARROW, Chairman, E. Y.
P. Correspondent New York State
Grange

BUSINESS FARMING.

Farmers Are Not as a Rule Good Business Men.

Illustrations of Successful Organizations of Grange Members in Co-operative Societies as Indicative of What They May Accomplish.

[Special Correspondence.]

It is the intention of the writer of this article to emphasize the importance of the business side of farming. Of the practical side of how to plow and sow and reap and mow and do the thousand and one things of a practical nature on the farm every agricultural paper is bound to speak, but in the multitude of communications printed and editorials written comparatively little is ever said about the business methods of the farmer or the records of his sales and purchases, his profits or his losses. It will be a fair test of the farmer's bookkeeping methods to answer with any degree of accuracy the questions which will be put to him this year about his farm property and farm transactions. Too many will find it necessary to draw upon their memory for information required or base their calculations on incomplete and trustworthy records.

The farmer will be asked for a statement of the acreage, yield and selling price of all crops harvested this year, together with the value of his live stock, dairy products, poultry, eggs, fruit, etc. In addition, he will be called upon for an inventory of all live stock, poultry and bees on hand April 15, 1910; how much he paid for farm labor, what amount he paid for hay, grain or other articles not raised on the farm, but purchased for feed for domestic animals and poultry; what acreage he planted for each staple in 1909 and what acreage he intends to plant for each in 1910; the number and value of animals sold in 1909, the number and value of animals slaughtered on the farm either for home use or for sale, the number and value of wool fleeces sold, the quantity of milk and butter in pounds produced and a comprehensive statement of mortgage indebtedness, etc.

Business organizations of farmers for co-operative buying and selling of farm products and farm supplies, the Farmers' Mutual Fire Insurance companies, many of which are connected with the grange; organizations of stockmen, fruit growers, poultrymen and various others should all tend to make the members thereof better business men, and we believe they do have that effect. Reports of what some of these numerous organizations are doing may lead others to give the business side of farming more attention; hence we shall have something to say of their transactions.

Here, for instance, are two mutual fire insurance companies under grange management—one in New York state and the other in Maine. The Dutchess and Columbia Patrons' Fire Relief association is a business organization of farmers who seek lower fire insurance rates. It now carries 2,753 policies, all on farm property, the total risks being \$6,842,600. It cost precisely \$1,656.74 to run this organization last year apart from losses paid. The average annual assessment for twelve years past is \$1.60 per \$1,000, which makes a wonderfully cheap insurance. The secret of the success of this kind of farm insurance is the slight expense for operating the business. Other similar insurance companies in New York are those of Wayne county, carrying \$8,705,827 in insurance; the Herkimer county association, which has \$4,173,420.84, and the Steuben and Livingston Patrons' Fire Relief association, carrying \$4,035,000.

The Maine association is the Aroostook County Patrons' Fire Insurance company, which carries \$4,158,160.72 in risks, of which \$1,356,081 was written during the year. The losses were \$24,985 last year, and the average annual assessment since the company was organized is \$2.58 on the \$1,000. The officers' salaries are only \$1,000 all told.

New Jersey has some prosperous farmers who evidently do business according to business principles. The Monmouth County Farmers' Exchange is an organization of something over 500 farmers doing a business last year of \$508,550 on a capital stock of \$31,275. The exchange handled over 1,400 tons of fertilizer. The increase over the business of 1908 was \$54,140, the gross profits \$17,252 and the general expenses \$10,540, leaving a net profit of over \$6,700. It sold to 162 customers in 68 cities of 12 states and 1 foreign country.

At Vineland, N. J., is another farmers' exchange which was organized last year, but is forging ahead rapidly. In the season its speciality is sweet potatoes, and the prices the exchange has received run from 15 to 25 cents per hamper more than independent shippers secured in the New York market. The exchange charges a 5 per cent commission for handling members' goods. In Connecticut the Patrons' Co-operative association, organized about one year ago, did a business of \$150,000 and saved \$30,000 for its members on that gross amount, or 20 per cent. These are only samples of what farmers gain by united effort in a business way.

J. W. DARROW.

How to Fertilize.

EDITORIAL RECORDER:—In your issue of April 7th appeared an article entitled "Hints for Farmers." I was especially interested in the second paragraph, "Winter Manuring." On this subject I have experimented thoroughly and systematically, and I am convinced that what the article, taken from the Farmer and Fireside, stated, is absolutely true, so far as it goes, but there are other sides to be considered, which, no doubt, should be taken into consideration before we accept such a way of improving our soils, as the best method.

First—What are the constituencies of stable manure? there is a vast difference between that which we get from horses, cattle, hogs and sheep or chickens. In all we find more or less of the following: nitrogen, phosphate and potash. Of the elements nitrogen is the most valuable. Expose nitrogen to light, and it will evaporate immediately; this is especially true after a shower of rain, consequently top dressing is the most extravagant way of improving soil. Manure should be plowed under, about four inches, then it will be ready to amalgamate with the soil, and perfect decomposition of its different parts will result, and thus become available for plant food. Used in this way, it will benefit the soil for the period of about four years. In top dressing, nitrogen evaporates, while phosphates and the small amount of potash will at once benefit and enrich the soil, but its value is gone the second year.

If the farmer has more fertilizer on hand than he can use for immediate results he should not waste it, but save it for future results. An old saying is, "Show me the way a farmer uses his stable manure and I will tell you what kind of a farmer he is. There is a great deal of truth in this.

The present manner of keeping stable manure is a very wasteful one. It is usually thrown into a pile where the sun and rain can bleach it out and thus the strength is greatly weakened.

In other localities, where scientific methods of farming are used, they practice economy and the best of results are obtained. Stable manure is kept under shelter, and the liquid fertilizers are also pumped into cisterns and allowed to age. It is then pumped into tanks and hauled on such land as they wish to improve. This, however, is not done late in the fall or winter, but at the time when the young plants need a full share of nitrogen for their rapid growth. This liquid fertilizer is richer in nitrogen than anything else you can offer to your crops.

The old story of Benjamin Franklin is as true today as it ever was. He used land plaster on his clover and produced excellent results; his neighbors would not accept his theory, so the next spring, Franklin applied some of his land plaster on his neighbor's land in the form of letters; when the clover began to grow, a part of the clover grew so much faster than the rest, that it attracted the attention of the neighbors. Finally it showed the letters plainly: "There is plaster." From that time on it was accepted as a valuable improvement. It took a Franklin to instruct, but he did not know that land plaster was not a manure. Professor Liebig, a German scientific agriculture chemist, had to give the explanation. Land plaster draws nitrogen from the atmosphere and this produces direct available plant food.

Professor Liebig is the father of advance agriculture; upon his beginning others have built, and with his method, scientific farming will produce on ONE ACRE of land as much as our old system will produce on twenty acres. I wonder if this will not be criticized as so many other valuable improvements are, and over looked until the old farmers have died off and younger blood takes advantage of it.

Resolution of Condolence.

Bandon, Or., April 12, 1910.
Hal of Nest No. 1091, Order of Ows.

WHEREAS, our worthy brother, Charles Havter, has been suddenly called from our midst to answer the final summons, and

WHEREAS, he was a worthy brother, a kind husband and father, and an upright citizen, therefore be it Resolved

That we deeply deplore his untimely death, and extend to his widow and children our sincere sympathy in their time of bereavement, and be it further Resolved

That a copy of these Resolutions be sent to the Bandon Recorder for publication, and a copy sent to the bereaved widow and family.

COMMITTEE.

BEST TREATMENT FOR COLDS

"Most ordinary colds will yield to the simplest treatment," says the Chicago Tribune, "moderate laxatives, hot foot baths, a free perspiration and an avoidance of exposure to cold and wet after treatment." While this treatment is simple, it requires considerable trouble, and the one adopting it must remain in doors for a day or two or a fresh cold is almost sure to be contracted, and in many instances pneumonia follows. Is it not better to pin your faith to an old reliable preparation like Chamberlain's Cough Remedy, that is famous for its cures of colds and can always be depended upon?" For sale by C. Y. Lowe.

In The Circuit Court of The State of Oregon, in and for The County of Coos

T. F. Lewis Plaintiff
vs. Rebecca Lewis Defendant
Suit in Equity For Divorce

To Rebecca Lewis, the above named defendant:
In the Name of the State of Oregon: You are hereby required to appear and answer the complaint filed against you in the above entitled suit on or before the last day of the time prescribed in the order for the publication of this summons, which prescribed time is six (6) weeks, the last day of which time will be Thursday, the 5th day of May, 1910.

And if you fail to so appear and answer said complaint by the said time, the plaintiff will apply to the Court for a decree forever annulling the marriage contract existing between yourself and the said plaintiff.

This summons is published in the Bandon Recorder, a weekly newspaper published in Coos County, Oregon, for six (6) consecutive weeks, beginning March 24th, 1910, and ending May 5th, 1910 by order of publication made by the Hon. John S. Coke, Circuit Judge of the State of Oregon at Chambers in Coquille, Oregon, on the 24th day of March 1910.

Geo. P. Topping
Attorney for Plaintiff

On the Wrong Side.
A temperance missionary in Glasgow left a few tracts with a young woman one morning. Calling at the same house a few days after, he was rather disconcerted to find the tracts doing duty as curl papers on the head of the damsel to whom he had given them. "Weel, my lassie," he remarked, "I see ye have used the tracts I left wi' ye, but," he added in time to turn confusion into merriment, "ye ha' putten them outside instead of inside your head."

The French Horn.
The French horn, or cor de chasse, is regarded by some musicians as the sweetest and mellowest of all the wind instruments. In Beethoven's time it was little else than the old hunting horn, which for the convenience of the mounted hunter was arranged in spiral convolutions to be slipped over the head and carried resting on one shoulder and under the opposite arm. The Germans still call it the waldhorn—that is, "forest horn."

No Occasion For Alarm.
Said a nervous lady to another lady, at whose house she was making a call, "Are you not afraid that some of your children will fall into that cistern in your yard?"
"Oh, no," was the complacent reply. "Anyhow, that's not the cistern we get our drinking water from."

He Didn't.
"Do you believe in signs?"
"No. A dentist's sign reading 'Teeth Extracted Without Pain' fell the other day just as I went under it and knocked out two teeth of mine."

His Great Loss.
"Well, Garbo," exclaimed the farmer as he greeted one of his laborers one New Year's day, "and 'ow did 'ee get on last year?"
"Aye, maister," was the reply, "I wur a bad year for I. I did lose my missus, I did lose my canary, and I did lose my dog. And it wur a good dog too."—London News.

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The Daily San Francisco Bulletin,	\$3.00 per year
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