

THE FARMER AS A BUSINESS MAN.

At a grange picnic recently held near Pullman, Wash., Mr. James H. Klemgard delivered an address on "Farmers as Business Men and Citizens." Mr. Klemgard is one of the breeders of thoroughbred cattle at Pullman, Wash. Mr. Klemgard's address was characterized throughout by robust common sense and anybody could read it in full with enjoyment and profit.

Mr. Klemgard in part said: "There is no essential virtue in poverty. The strong man poor is a giant in chains, the strong man rich is a giant free to do the world's work and his own. Poverty brings bent bodies and warped minds; it causes more divorces and more heart-burnings, more suicides and more murders, more hatred of men, society, government and God than all the jangling curses that rattle about the heels of wealth. We want less poverty and more wealth on the farms of this country. We want a condition of things where the American farmer can earn more and spend more. We want him to have the luxury of time, of rest, of recreation, of social enjoyment of literature of those beauties of art which in the homes of any people shape in a degree both the souls and bodies of their children.

"These things can be obtained for money. Money can be obtained on the farm as elsewhere by good business men who use judgment. The American farmer is a better business man than he was ten years ago, but he has many lessons to learn of the sharp man who runs railroads, factories, stores and banks. He must understand the value and character of credit and not be so superstitious about debt.

THE PROPER USE OF CREDIT

"Business farmers should look upon credit as part of their assets, as something to be drawn upon when profit seems probable. Debts differ. To go into debt for productive property is one thing, to go into debt for unproductive property is quite another thing. To buy land for less than it is worth, to buy stock which can be fed or sold at a profit, to hire labor to make or save crops, to buy machines that save expenses, these things make business like debts, debts that are eggs of profit. But for farmers to run into debt for fast horses and costly buildings, for stock that he does not understand, for enterprises outside his business, over which he has no control, for costly apparel and furniture for his family, that they may move in society circles which regard these things only; these are unbusiness-like debts and are the eggs from which are hatched failure and dishonor. When credit is to be used let it be in a straightforward way. Floating debts and store debts are abominations. The farmer who expects a merchant to carry him deserves a rough ride and generally gets it. Banks are made to loan money. The farmer has no business to force the man with whom he deals to borrow money because he does not pay it. Let him get his money where they make a business of loaning it. Clean up his scattered accounts and then redeem his paper promptly on time though the heavens fall. Men then look upon him with respect. What is better he can look at himself with respect. A farmer can contract one debt which never can be paid. It is a debt of folly to be foreclosed by misery and disappointment every day of his life, a debt which will eat out his heart and scorch out his soul, a debt which is incurred when his judgment goes into bankruptcy and he goes into the business of farming in opposition to his own tastes and inclinations.

CONDITIONS OF SUCCESS

"It is hard enough to win success in any calling when the whole bent of a man's mind is in the direction of his business. It is doubly hard when the mental drift is the wrong way. Be what nature intended you for and you will succeed, be anything else and you will be ten thousand times worse than nothing. The men whose thoughts and work are attracting the most attention from the agricultural minds of the country are specialists. They have left no half-turned furrow over every lead which can be struck on the farm, but have worked each in his own vein and uncovered a great richness of knowledge himself. The American farmer will be a better business man when he gives up his mission of trying to raise everything when, to use a handy and well chewed figure, he is contented to bite off what he can chew.

KNOW WHAT YOU ARE DOING.

"The first tools which a business man needs is a pencil and paper. The farmer who grows a crop should estimate the cost as carefully as an architect who plans a building estimates its cost. It is farmer-like to guess, it is business-like to know. Thinking and figuring are deadly enemy of the

failures on the farm. Crops should be raised, not as the result of jerky impulse, but of careful calculation. A cash account should be kept as rigidly as the Sabbath day. What kind of business is it which can not be introduced to its out-goes and incomes at the end of the year. Nineteenth of the farmers of the country ought to take lessons in the matter of peanut stands and millinery shops. Many of them say that they are afraid to look a cash account in the face. It is a singular modesty which shrinks from bare figures. The business farmer will charge his account with every cent expended. If his expenses for tobacco and cigars are such that his wife can make odious comparisons between his financial investment in smoke and in dry goods, make the charge to charity, for it is a charity to a man, who is so poor in resources of enjoyment that he must smoke to be happy. At the close of each month or year accounts should be drawn off, and classified in a ledger under proper heads.

"The farmer will then know exactly where money comes from. He will not be obliged to pay bills twice. He will know what he has paid for clothing, for household expenses, for repairs and improvements, for machinery, for labor, for seeds and plows, for stock and for the education of himself and family and the adornment of his home. If he is financially sick he can tell what part brought on the disease. The man who keeps a cash account thinks when he spends money Robert Ingersoll has been cheered all over the United States because he said that if he had but a dollar he would spend it like a king and not a beggar. The contrast is striking; the idea is as beautiful and hollow as a soap bubble. The average business man is neither a king nor a beggar. He should ape neither the magnificent spendthrift airs of a monarch, whose bills are paid by the people, nor the closeted, wolfish manner of a beggar, whose bills the people pay. The American farmer gets money by hard work and thinking and if he is a good business man he will spend thoughtfully what he gets laboriously.

HOW FARMERS ARE EXTRAVAGANT.

"Farmers are extravagant. They are as a class watchful of their money but not of their time, of their energies of mind and body. Mental and physical strength and vital force furnish the most productive capital a business man can have. It is a kind of wealth that cannot be stolen, but may be thrown away. The eight-hour system on the farm which has been described as meaning eight hours in the forenoon and eight hours in the afternoon makes small men and dead men. It makes boys and girls look upon farms as graveyards of comfort. The farmer in ordinary circumstances, should work and work hard with his hands. The flippant contempt for manual labor which lurks in the otherwise vacant places in society should have no sympathy in him. But when all his force is used in muscular action, he robs his brain, he squanders the splendid chance which man has of mental growth. The farmer in his business is dealing with all the laws which have statements and definitions in natural science, he is dealing with not only the complications of those laws which make plants and animals but he is dealing with men, men who have minds sharpened in the keen contests of business life and broadened by the culture of business society. He cannot afford to measure himself by the standard of muscles, for in that case he must stand uncovered in the presence of that historic animal which spoke to Balaam. Thinking saves work. The thoughts of the race worked out in the application is said to be doing each year the labor of a billion working men.

"The farmer who is a business man will never call anything good enough which can be better; he will have that splendid discontent which is looking and working for better soil, better crops, better stock, better buildings, stronger sense and more perfect character. On the other hand he will accept the inevitable with a grace that old woman who said: 'That, although she had only two teeth she thanked God they were opposite each other.'

AMERICA'S DEBT TO BONAPARTE.

The Portland Oregonian favors the project for the erection of a monument to Bonaparte on the St. Louis World's Fair grounds in 1903. It says that, in view of the opposition which the proposed transfer aroused in his country, "a weaker man would have been afraid of wounding the pride of the French people by selling so fine a territory for a song, but Bonaparte, with invincible common sense," passed it over to the United States. As the Oregonian well says, this was Bonaparte's "most splendid stroke of statesmanship," and but for this act "Great Britain would have Louisiana today, even as she has Canada, and we

should not be the first power of the new world." To Bonaparte's splendid statesmanship the United States is indebted for Louisiana, and for all the other acquisitions that have followed when the acquisition of Louisiana made possible and inevitable.

This is, of course, the correct view. The transfer of Louisiana to the United States was Bonaparte's "most splendid stroke of statesmanship." It kept Louisiana out of England's hands, in which it might have become another Canada, to bar the Americans' march to the westward, just as Canada has barred their march to the northward. Louisiana is England's hand, indeed, would have had immeasurably more disastrous consequences for the United States than Canada's possession has inflicted, for Louisiana is of vastly more importance to us than Canada could be under any conditions. American expansion was naturally west instead of north. Our interest lay in moving toward the Pacific rather than toward Hudson's bay and the Arctic ocean. The United States cared little in 1803, and cares little in 1903, about possessing the territory comprised in the Dominion of Canada, but the life of the United States as a great power of the world depended on our acquisition of the empire between the Mississippi and the Rocky mountains, which Napoleon gave us and our winning of the region between the mountains and the Pacific, which Napoleon's gift rendered inevitable.

To Bonaparte, therefore, are the American people indebted not only for the dozen and more states between Louisiana, Arkansas, Missouri, Iowa and Minnesota on the east and Montana, Wyoming, Colorado, Kansas and Oklahoma on the west, but also for the more than half a score states and territories west of the Sabine and the mountains. Without Louisiana the other acquisitions which came to us at different times and in different ways, and which advanced our boundaries to the Pacific, never would have been made. It was Bonaparte, therefore, who virtually gave us Texas, California, Oregon and Washington, as well as the states comprised in the tract which came to us in 1803. Bonaparte's act, which placed the Mississippi east of the central line of the United States instead of being its western boundary, expanded the country's area from 900,000 square miles to 3,000,000, not including Alaska and the acquisitions of 1898, all of which, also, are a consequence of the acquisition of 1803. As a friend of America, Bonaparte deserves the recognition which the American people will give him in the centennial of the year in which he gave a continent to American liberty.—Globe-Democrat.

Napoleon certainly did a good turn for the United States and it is perhaps in bad taste to call attention to the facts that mark the above bit of sentiment. Napoleon did not sell us Louisiana in 1803 because he loved us better but because he hated England more. He could not defend his possessions in America and preferred to let us have them rather than England especially since we gave \$15,000,000 for them while England would have given nothing. Napoleon said, "I will raise up a power that soon or late will humiliate England." He helped raise the State that has the power, which it is hoped will never have to be exercised.

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