

# The M. A. C. Record.

VOLUME I.

LANSING, MICHIGAN, TUESDAY, DECEMBER 1, 1896.

NUMBER 43

## Conference of Institute Workers.

On Friday, November 20, there was held at the College a conference of all the Institute workers engaged for the coming winter. There were present, besides officers of the College:

William Ball, Hamburg.  
J. H. Brown, Climax.  
C. B. Charles, Bangor.  
I. N. Cowdry, Ithaca.  
E. A. Croman, Grass Lake.  
A. P. Gray, Archie.  
R. M. Kellogg, Three Rivers.  
Mrs. M. A. Kennedy, Slocum.  
Mrs. Mary A. Mayo, Battle Creek.  
R. Morrill, Benton Harbor.  
A. E. Palmer, Kalkaska.  
Mrs. Ella E. Rockwood, Flint.  
J. N. Stearns, Kalamazoo.  
R. L. Taylor, Lapeer.  
A. M. Welch, Ionia.  
H. E. Van Norman, Agricultural College.

The conference occupied the afternoon and evening and was presided over by Hon. C. J. Monroe, of South Haven, who emphasized in his opening address the importance of so employing the institute fund as to return the largest possible value to the people. He believed this introductory conference, the first of the kind held in the state, together with the "round up," which has already proved itself a success, would be important steps to that end. The first topic on the program was a "model lecture," by Professor Clinton D. Smith, on the "Art of Butter Making." The lecture was delivered in the professor's usual effective manner and was well received. Following came a discussion on the topic by J. H. Brown, I. H. Butterfield, Mrs. Ella E. Rockwood, A. P. Gray, I. N. Cowdry and others.

Professor Beal talked about "illustrating lectures," and exhibited numerous charts and photographs showing how and how not to do it. The most common mistake, he said, was in making the illustrations too small and attempting to show too many details. A convenient material for illustrations is muslin, which can be rolled into a small compass and easily carried. If the illustrations are numerous they may be displayed with other exhibits in a separate room, which should be locked during the regular sessions.

Professor Taft spoke of "adapting lectures to localities." The adaptation of the subject rests with the one who prepares the program. To properly present the subject one should, of course, be familiar with the agricultural conditions of the locality. Something of this can be learned by visiting the place and talking with the people just before the meeting, but one needs to be careful how he recommends particular methods or varieties. It is well to leave as much of this as possible to be brought out in the discussions, and confine one's self if he can to a statement of one's own experience. A safe and appropriate line is to take up mistakes most likely to be made. In our talks on insects, plant diseases, etc., we should go into the scientific details only as much as is required to enable one to understand how and why to apply the remedies.

Wm. Ball spoke on "How to Draw Out Discussion." No two localities are alike in this respect. What is necessary to start the discussion in one locality may not be in another. A question

box is often a good thing to get people on to their feet and start them to talking. These questions may, if necessary, be anticipated by the leader of the institute and written upon slips and handed to persons in the audience to answer. We should bring out the special needs and resources of the locality. I have noticed that people who talk the least have often thought intelligently upon these subjects and can usually be brought to discuss them if the right method is adopted.

Chas. W. Garfield then followed with an address on the "Duties of the Conductor," which appears in another column.

At the evening session the first topic on the program was "the question box," presented by R. M. Kellogg, of Three Rivers. Many cannot speak, but all can ask questions. Would have blank slips in the hands of everyone and let the questions be written during the reading of a paper, while the thought is in mind. Mr. Cowdry: At our institutes we often open with the question box and occupy half an hour in this manner before the regular session begins. I. N. Cowdry, Mrs. Mayo and J. H. Brown spoke on "Getting Acquainted with the Farmers," emphasizing the necessity of this acquaintance, the helpful, fraternal feeling necessary to bring it about, and the useful results from such intercourse, both during and after the meetings.

Mrs. Mary A. Mayo, of Battle Creek, next spoke on "Women's Sections." Michigan is the only state in which these have been adopted. Women discuss things better when by themselves. These sections are doing a great work, but there is much to consider in their management. The conductor should mention the section in the general sessions and give an outline of the work it is doing. In the section itself it is of the utmost importance that everyone be made to feel that she has a part in it. To this end formality should be avoided. Most women are unaccustomed to the routine of a public meeting, and the ordinary formalities kill the interest. Questions should be answered as much as possible by persons in the audience. Encourage city women to come in. There is a great mental barrier between the city and the country, which is entirely ideal and ought not to exist. When the city and the country woman each understands the other each will better appreciate her own blessings and be more happy and contented.

"Advertising M. A. C. and the Experiment Station" was presented by Professor Smith, who said:

1. Don't wind up a speech with an advertisement.
2. Every institute worker should collect material for THE RECORD.
3. Send with each item the names of persons to whom that particular item will be interesting, that copies of the paper may be sent them.
4. Take names of persons to whom sample copies of THE RECORD may be sent, especially of persons with grown-up children.
5. Get acquainted with the boys and young men and take the names especially of those likely to go away to school.
6. Take names for the bulletin list, and distribute bulletins to persons especially interested.

I. H. Butterfield: I believe the College has been the main source and support of the institute movement and that it is perfectly proper to say all that may be necessary at the institutes in the way of advertising the College.

J. N. Stearns: I think there is no subject upon which the farmers of the state are so ignorant as this matter, and I believe at every institute one session ought to be given up to the presentation of information about the College.

"Granges and Farmers' Clubs" were discussed by Chas. W. Garfield, who said: We should avoid becoming partisans for any particular society. Advocate "organization," but let local sentiment determine what form it shall take. Recognize whatever rural organization may exist and encourage any means of strengthening it, that the interest developed by the institutes may be left in good hands. But whatever else you do, do not forget the County Institute Society, for through that society we must work.

Superintendent K. L. Butterfield then closed with a brief account of our institute system, as compared with those of other states. The Michigan system, he said, was a compromise between the Ohio and the Wisconsin systems. In the latter state the central authorities do nearly everything. The state furnishes the speakers and also the conductor, who presides at every session. It fixes the date and place, advertises the institute, and prints the programs. The people of the locality have little part in the program, and "discussion" consists in asking the speaker questions. In Ohio the local society does everything but select the date and state speakers. The topics are chosen from a list furnished by each speaker. The state assumes no direction of the institute whatever except to furnish certain speakers at the time appointed. In Michigan the state fixes its part of the program and assumes general direction of the institute, but leaves the remainder of the program, the local arrangements, and the choice of the presiding officer in the hands of the Institute Society.

## Going Back to Japan.

GORDON H. TRUE.

On the 18th of November, Frank Yebina, '95, started on his return to his home in Aomon Aomore Ken, Japan, after an absence in this country of nearly ten years. All who knew this genial, earnest, whole-souled young man were sorry to see him go from among us, and if his success in his native country is in proportion to the good wishes of his friends at M. A. C. he will accomplish great things.

From the time he was a boy Mr. Yebina was filled with an ambition to do something to elevate the people of the lowest cast in his country, the tillers of the soil. Born a soldier, at the age of 16 he renounced his cast, gave up the thought of a soldier's life, and entered the university at Tokio for the study of agriculture.

While here he depended chiefly for his support upon the benevolence of a wealthy neighbor, who, also, was interested in the elevation of the farming class, and contributed \$3 a month to

the support of our young friend. This, with \$2 received monthly from home, paid his expenses.

After some three and a half years at Tokio, hearing through a friend in San Francisco that in this country there were opportunities for one to work and earn his way while in school, he determined to come to America. The friend who had aided him at the university and others came to his assistance, furnishing money for the trip, and Mr. Yebina came to San Francisco. Here he entered the public schools, doing the housework in the family of a clergyman for his board and \$5 per month. In vacation he was able to earn \$10 a month. This more than paid his expenses.

Having friends in some of the Indiana colleges, he became acquainted with the opportunities for the study of agriculture, and at the same time working one's way, at Purdue. A personal letter from a friend to President Smart resulted in the assurance by the President that Yebina could work his way, so he came east. Here he studied for a little over three years, completing the work in the agricultural course up to that of the spring term of the senior year. At this time the work which he had previously depended on for his support was denied him and he came to M. A. C., working with the class of '95 through the last two terms of the course and graduating with that class. After graduation he did work in the dairy and upon the farm, as work presented itself, until he acquired means to pay his way home. During his stay here Mr. Yebina has been very active in Christian work, both in church and the Y. M. C. A., and the local organization will perhaps never cease to feel the impress of his personality.

His energy and zeal in whatever he undertook was remarkable, and to this we may attribute his success in accomplishing what he has at times under the most trying circumstances.

He felt deeply the obligations he was under to those who had helped him, and ever since graduation has looked forward eagerly to the time when he should return home to work among his own people for their advancement.

All who know him feel that, with his knowledge of methods of work in this country, with his push and perseverance and that spirit of unselfishness so strong in him, he will not disappoint those who have imposed trust in him.

## Oratorical Contest.

The annual oratorical contest of the College literary societies will be held in the Plymouth Congregational church, Lansing, next Friday evening, December 4. The representatives of the various societies and their subjects are:

Columbian—S. H. Fulton, "International Arbitration."

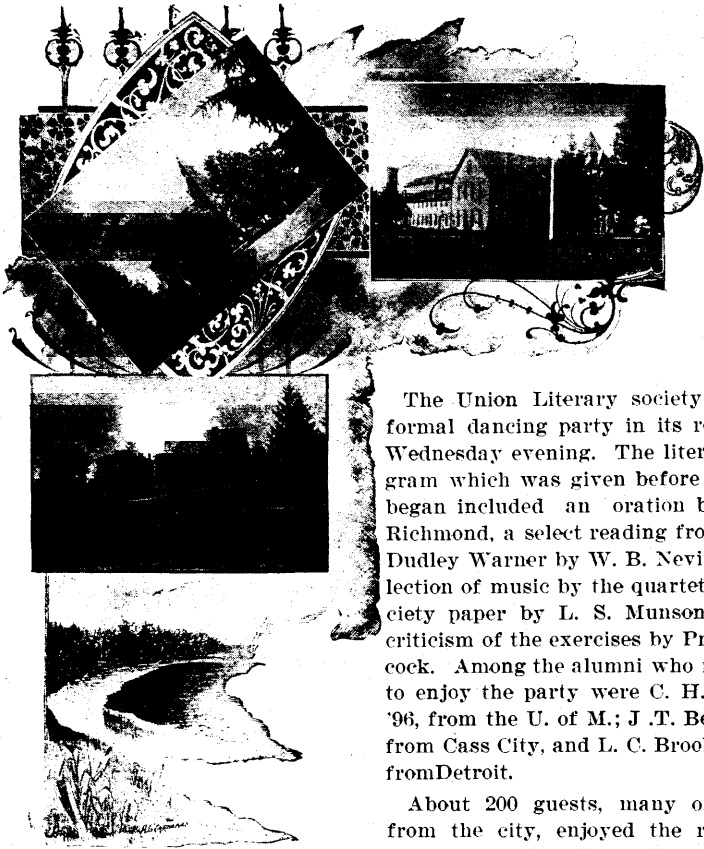
Eclectic—Clinton D. Butterfield, "The Hellespont and Its Memories."

Hesperian—E. Dwight Sanderson, "A Duty and a Danger."

Olympic—H. W. Hart, "American Progress, or Evolution of the Nation."

Union Literary—J. W. Rigerink, "Individualism in Society."

Bristol's orchestra will furnish music. Admission 15 cents.



At the College.

C. B. Laitner, '97, was ill several days last week.

E. N. Ranney, '00, spent Saturday and Sunday, at his home in Belding.

M. H. and S. H. Fulton are having a visit from their mother from Detroit.

There is a sort of epidemic of tonsillitis going the rounds in Wells Hall.

E. L. Thompson entertained his mother and brother Eber, with '98, last Friday.

Miss Teresa Bristol has been entertaining her sister, Miss Mabel Bristol, of Almont.

The time for the military hop has been decided upon—Friday evening, December 11.

Prof. H. W. Mumford spent Sunday, November 22, with J. H. Brown, at his home in Climax.

Miss Maud McLaren, of Saginaw, has been visiting Mr. and Mrs. Gunson since last Wednesday.

Miss Louie Hill, of Pontiac, spent several days of last week with her friend, Miss Ella Phelps.

The time of meeting for the King's Daughters at Mrs. Gunson's tomorrow has been changed from 3 p. m., to 2 p. m.

Born to Dr. and Mrs. Edwards, Tuesday, November 24, a daughter. The doctor says she is a third party, gold standard girl.

Another girl! This makes six on the College campus within a year. This girl belongs to Mr. and Mrs. M. W. Fulton, and she came Saturday morning.

The Juniors and Freshmen played football last Saturday afternoon—two 20-minute halves. The Freshmen scored one touch-down and one goal—6, and the Juniors nearly scored, not quite.

Prof. Noble's article, "The Student and the Library," published in the RECORD of October 6, has been translated into Armenian by A. G. Bodourian, '00, and published in one of the Armenian newspapers.

We present in this issue a partial report of the recent meeting at Washington, D. C., to which President Snyder and Prof. Smith were delegates. This report is concerned mostly with M. A. C. boys in Washington. An account of the convention itself will appear next week.

The Union Literary society gave a formal dancing party in its rooms on Wednesday evening. The literary program which was given before dancing began included an oration by G. F. Richmond, a select reading from Chas. Dudley Warner by W. B. Nevins; a selection of music by the quartet; the society paper by L. S. Munson, and a criticism of the exercises by Prof. Babcock. Among the alumni who returned to enjoy the party were C. H. Briggs, '96, from the U. of M.; J. T. Berry, '96, from Cass City, and L. C. Brooks, '92m, from Detroit.

About 200 guests, many of them from the city, enjoyed the reception given by Prof. and Mrs. Barrows and Prof. and Mrs. Weil at the residence of the latter on Tuesday evening. The reception was given in honor of Prof. Barrows' mother, who has been visiting here for a week. The rooms were nicely decorated with roses, smilax, chrysanthemums and foliage plants, and the Ideal Harp Orchestra added to the pleasure of the evening by rendering delightful music. In the dining room, which was in charge of Mrs. Vedder, refreshments were served by Misses Cornelia Wardwell, Charlotte McCallum, Lilian and Fay Wheeler, and Pearl Kedzie.

Quite a large College force started for Institute work yesterday—Dr. Beal, Professors Kedzie, Taft, Hedrick, Mumford, and Messrs. Gunson, True and Dean. Prof. Taft and Mr. Gunson will first attend the meeting of the State Horticultural Society in Grand Rapids, where the former will read a paper on "Education of Horticulturists," and the latter a paper on "Some Florists' Problems." At this same meeting Hon. C. W. Garfield will give the address of welcome, "A Retrospect," to which Hon. C. J. Monroe will give a response. Nine institutes will be held during the week, at the following places: Kalkaska, Mancelona, Harbor Springs, East Jordan, Traverse City, Midland, Gladwin, Rose City and Roscommon.

#### Thanksgiving Day.

One of the most enjoyable gatherings of the day was the Thanksgiving reunion of Saugatuck campers in the rooms of Profs. Wheeler and Woodworth. At 2 o'clock an elaborate dinner was served in the Wheeler dining room. At each guest's place was a souvenir menu card, the handiwork of Miss Lu Baker, who was also a member of the party. After dinner, the remainder of the afternoon and evening was spent in recounting the events of "Auld Lang Syne" and in the enjoyment of games, music and dancing.

The Abbot Hall girls enjoyed their first Thanksgiving dinner at M. A. C. In the evening a few of the boys were invited in and a general good time ensued, in which games played an important part.

About fifteen of the boys spent the day in Kalamazoo playing foot ball.

They were defeated by a score of 18 to 4, but we know they played hard from their appearance the next day.

G. N. Gould, '99, and C. H. Hoppough, '99, spent the great turkey day at their respective homes in Saranac and Smyrna.

G. H. True and C. E. Hoyt spent the day with Chace Newman at his home in Portland.

F. N. Ball, of Grand Rapids, spent Thanksgiving with his son, Waldo M. Ball, '99.

Prof. and Mrs. Noble entertained Mr. and Mrs. Gunson and Prof. Hedrick at dinner.

President and Mrs. Snyder entertained Mr. and Mrs. Elgin Miffin.

Mr. and Mrs. K. L. Butterfield took dinner at the old home table.

Prof. Smith ate turkey with Mr. and Mrs. C. E. Marshall in Lansing.

B. O. Longyear went to Mason to be thankful.

#### A Visit to the Patent Office.

W. D. GROESBECK, '92m, ASSISTANT EXAMINER.

I suppose everyone who visits Washington for the first time, whether on business or for pleasure, starts, with his first moment of leisure for either the capitol or the White House. Next, probably, the Treasury, the Monument or the Bureau of Engraving and Printing claims his attention; and it is only when these have been visited and he still finds time on his hands that he turns to the Patent Office.

His first surprise on inquiring for it may be to hear it called the Interior Department, for this severe old white building, covering two city blocks and begun in 1836 for the use of the Patent Office, has been invaded by other bureaus of the Interior Department till the Patent Office proper is crowded into every available corner and gallery, fences off and appropriates the ends of corridors and finds storage in sub-basements to accommodate the usurpers; and even then 80,000 of its models have been crowded entirely out and have sought shelter nearly a block away. It is rather exasperating to think that the Bureau of Pensions, which expends over \$160,000,000 per annum, is housed in the newest and most commodious official home of any in the city, while the only self supporting bureau of the government is thus shouldered into attic and basement of the building which was once its home, and every foot of which it could use to good advantage. According to the commissioner's report for 1895, the balance for that year in favor of the Patent Office was \$160,750, and the treasury now holds to the credit of the office about \$4,530,000.

As one enters this alleged home of the Patent Office, which stands across Eighth street, between F and G streets, northwest, he finds a building of four wings, each three stories high, surrounding a rather large court. The building was erected piecemeal. First, the south wing, completed in 1840 at a cost of about \$422,000; then the east wing in 1852, costing \$600,000; the west wing in 1856, costing \$750,000, and the quadrangle was closed in 1867 with the completion of the north wing, costing \$575,000, a total of over \$2,347,000.

Happily these facts and figures will not all be forced down the throat of the

visitor; but he will be left to stroll at his will among "the models," which are, of course, the main source of attraction. In the main corridor of what was once the model hall, he will find cases filled with models of spinning, weaving and other textile machinery, while near by on a pedestal of its own is a miniature copy of Whitney's cotton gin, patented March 14, 1794.

Another case shows the development of sewing machinery, and among these is Elias Howe's original model. Farm machinery, fire arms, electrical and steam machinery, typewriting machines and many other lines are represented in surrounding cases in the same corridor, and an attendant will direct one to any class of inventions he may wish to see.

It will well repay anyone who has time, to stroll through the galleries and sort out of all this mass of American ingenuity some of the "freak" inventions patented by men with "wheels." Just a few random examples will suffice to set one's imagination at work on what else there is to be seen in this line.

One genius would ornament sheet metal by enclosing it in a die and exploding gunpowder inside it till it is driven into the intaglio design of the die. Another, fearful of being buried alive, has patented a coffin with an "upstairs" attachment, on the ladder of which the unfortunate may reach the surface, if he should revive. An electric alarm button is convenient to the "deader's" hand and a toe piece is provided by means of which he can pull down the glass which covers his face.

A Hoosier anatomist has patented a tape-worm trap. Imagine a five grain capsule in brass with a ring in the top for the fish line. A tiny sliding door in one side, edged with teeth which are shielded against making the operator a "fisher of men," can be pulled down and held open by a bait trigger. Suitably baited, this trap is swallowed, line and all, and the patient waits for his bite. How successful the device is, or how large a sale it has had, I have never learned.

A Montana railroader has patented a train which is intended to relegate to the limbo of antiquity all switches, sidings and double tracks. Every train is capable of climbing over or rooting under every other train on the same track. With a properly constructed locomotive in the center of the train, long, triangular cars at each end and a track laid over the top, there you are. Trains going west run their noses close to the track; trains going east wear "retroussé" noses, or vice versa, and no poor nerve-racked engineer has to sit, on a cold, sleety night, with his head out of the cab window and his eyes glued to the rails. Collisions are impossible; freights take their own gait, while express trains climb over them and proceed; the train dispatcher hunts another "job," and all is well.

Scores of equally brilliant and equally profitable ideas can be unearthed, but it would take volumes to describe them.

Of all the labor that it takes to prepare the applications for issue as patents (571,323 having been issued to date), besides the useless work done on cases afterwards abandoned, I have not the space to speak. The casual visitor rarely sees the examining divisions. Neither is there space to mention all the formalities which attend the prosecution of a case to its issue as a patent. All that is, in the words of our Anglo-Vermont, "another story."

### The Association of Agricultural Colleges and Experiment Station.

PROF. CLINTON D. SMITH.

Annual meeting at Washington, D. C., Nov. 10, 11 and 12, 1896.

Every railroad line between Lansing and Washington has some special attraction not possessed by the others. There is not one that does not abound in varied and beautiful scenery, not one that does not pass through cultivated fields for one part of the journey and over mountains and through valleys for the remainder. The regret of the traveler is that he cannot go over all the lines on one trip.

It was our choice to go by way of Toledo, and over the famous Pennsylvania road through the Allegheny Mountains, with their coal mines and immense iron and steel foundries and factories.

Through Ohio, by way of Mansfield and Wooster, where the Experiment Station is located, the land is naturally extremely fertile and is in a high state of cultivation, as is evidenced by the excellent farm buildings and the general air of thrift and success that pervades the home surroundings of the farmers.

I shall not attempt to describe the scenery in the mountains, where for much of the way the road is so crooked that you can see both ends of the train from the car window if you happen to be in the middle car. The train winds about in narrow defiles overshadowed by wooded mountains on either side and seemingly shut in in front by great masses of rock, when suddenly the engine darts through a tunnel and in a moment you emerge half way up the mountain side and overlook a wide valley illumined in all its grandeur by the first rays of the morning sun. Pittsburg and Allegheny are passed, those twin sisters of smoke furnaces and ubiquitous dirt, where the very rich and the very poor do not meet together, though the mansion overshadows the hovel, those cities of beautiful parks, fine school systems, magnificent buildings and immense factories on the one hand and the perennial filthy springs of anarchy and crime on the other. We are now in the heart and center of the iron industry of America and the furnaces belch forth volumes of smoke from every niche in the mountains. On we go through Johnstown, where the station-master shows us how high the waters came in that awful flood which destroyed the city a few years ago, and points out the bridge over the innocent looking Conemaugh, where the dead bodies were strained out of the rushing waters and mangled against the stone piers. Next, after going up and up through a succession of inspiring mountain views, we come to the climax as we round the noble Kittatinny Point and approach the Horseshoe Bend. We have passed the summit and have begun a rapid descent into the valley of the "blue Juniata." Before and to the right of us is a broad valley broken up by a succession of lower mountains and hills all well wooded and bathed in autumn sunlight. The view cannot be forgotten. As we round a sharp curve on the very brow of the mountain we come into full view of the series of dams which hold in check the head waters of the Juniata for the water supply of the city of Altoona, lying far down in the valley below. The hand of man has smoothed off the roughness of the landscape and made the nearby view a fit setting to the magnificent landscape beyond.

From Altoona to the Maryland line

the country is level, rich, well watered and well tilled. The Pennsylvania Dutch about York, with their uncouth speech, left-handed plows, tandem work teams, and barns that project a dozen feet or more over the basement walls, well deserve the name of a peculiar people. They are thrifty to the utmost limit of the word, and as a consequence are well-to-do.

Washington is a most delightful city as well as the capital of this great Republic. From the top of the Washington Monument the city appears spread out in a raised map for inspection. The streets crossing at right angles and the avenues radiating from the Capitol like the spokes of a wheel, the multitude of small parks and breathing places, each with its monument of some hero or statesman, and well provided with flower beds and green lawns, the central market, with its long rows of truck wagons, the "Maul" running from the Capitol to the monument, one long park interrupted only by the Pennsylvania railroad station (allowed there because the authorities are unwilling to oust it), and finally the grand government buildings scattered over the city, together make a picture worthy the best endeavors of the most inspired artist to put on canvass.

I must not fail to mention the new Congressional Library Building. To the uninitiated the building appears the very acme of the architect's art. In perfection of detail, in the general effect, in grandeur of conception and exquisite blending of sculpture, frescoing, inlaid work, painting, the building stands without a rival on the continent.

Of the M. A. C. boys resident in Washington it was my good fortune to meet first Lyman J. Briggs, '93, who, after completing his work in physics at Johns Hopkins, is now devoting his energies to inventing apparatus for soil work in the division of soils of the Department of Agriculture. He has lately aided in perfecting an intricate electrical apparatus for the measurement of moisture in soils in place. By means of a telephonic arrangement, combined with a set of resistance coils connected with electrodes in the soil, he is able to listen to the growth of plants and tell by the sound the amount of water and of salts in solution in the region of the electrodes. It would take an electrical expert to either describe or even understand the apparatus, it was enough for the vulgar crowd to know that it worked. Briggs is also doing good work all along the line. He expects soon to take a vacation and visit the western side of the Rockies, not alone to investigate the earth itself, but one of its best products, a sample of which he will bring back with him.

In the same building, on Thirteenth street, Gilbert H. Hicks, '92, was investigating the vitality and germinating ability of seeds for the government, and trying at the same time to keep his mind from wandering to his home across the city which shelters that bouncing 24-pound, six-months'-old boy. Hicks has had some hard fighting to do for the department and it was pleasant to hear the honored secretary and his assistant speak in the highest terms of our old instructor in botany. Mrs. Hicks remembered with pleasure her life at M. A. C. and her recent short visit here.

Erwin F. Smith, who studied at M. A. C. for one season at least, was also in the building. He has been at work on the cause of a certain rot of the potato and tomato and has discovered

another bacterium to bother the already overloaded farmer. To aid in its suppression he has given it the withering and euphonious name, bacillus solanacearum. The other boys from M. A. C. in these departments, I am sorry to say, I did not meet. They are all of them doing well and the people highest in authority in the department did not hesitate to praise them without stint, remarking that the work in the sciences in this institution must be unusually thorough to turn out men universally so well trained.

W. A. Taylor, '88, the Assistant Pomologist, was glad to see a friend from his alma mater. He is making a name for himself among the fruit raisers and is doing a grand work. He needs Michigan air to restore the roses to his cheeks and Michigan fruit to fill up his overworked frame.

Then there was C. B. Smith, '94, in the office of Experiment Stations, busy as a bee, but wonderfully filled out in form and feature since he has shaken on the shoulders of his friend Lawson the cares and worries of school life. Smith is a great walker and has the map of Washington at his toes' ends. There is said to be one part of the city that he visits more frequently than any other, which might have accounted for the very possessive case in which I found him; but respect for his Michigan friends makes me desist.

F. H. Hall, '88, is in the same office and enjoying the climate of the semi-tropical city and the beautiful views from the windows of the department office and library.

Across the city to the north of Pennsylvania avenue stands the Patent Office Building. Here I found Walter D. Groesbeck, '92m, smiling as ever, but deeply buried in stacks of manuscript and tables full of drawings, all related to some intricate machine for making umbrella ribs out of strips of steel, strengthened by wire. It was Groesbeck's duty to see whether somebody else had a patent on the parts of this machine, and how he ever retained his sanity through all the vast mass of drawings, specifications, records and what not, through every detail of which he had to conscientiously pore.

was a mystery to me. Groesbeck seemed to enjoy the work and seemed as healthy and happy as when he adorned the M. A. C. campus with his commanding presence.

James H. Tibbitts, '73, was about the lobby of the Ebbitt House meeting old friends and whiling away the intervals between his hours of duty in the department that makes more money than all other divisions of government work. He sent his regards to all his Michigan acquaintances.

I have not mentioned half the M. A. C. boys I met, but all that I can think of at this time. We were all proud of the work they are doing at the seat of government, where they are reflecting honor on our beloved College.

Of the boys that came to the convention from college or station work I remember, first, Geo. L. Teller, '88, of the Arkansas University. Teller certainly has not added to his stature by taking thought a single cubit, nor has he shrunk in the least in his longitude. He has recently covered himself with glory by his analytical work in the station of which he is chemist. He thoroughly enjoyed meeting representatives of his beloved alma mater and recounting old times. He is a thorough student and a hard worker and is bound to come to the front.

President Oscar Clute, '62, was north from Florida. In outward appearance he has changed but little since leaving M. A. C. He is the same genial and dignified gentleman as ever and assured us of his kindly recollections of this institution and his fellow alumni.

The class of '78 was represented by two members, C. C. Georgeson, Professor of Agriculture in the Kansas Agricultural College, and Eugene Davenport, Dean of the College of Agriculture of the University of Illinois. Georgeson was chairman of the section on agriculture and chemistry, and read a paper before that section on "How shall selling milk on the basis of quality be accomplished in the retail trade." Besides teaching a large class of students he is carrying on a line of experiments in the station, giving especial prominence to steer feeding.

Professor Davenport was the secretary of the section on college work, and read a paper on the causes of the exodus of young men from the farm, which was extremely valuable and highly appreciated by the large audience which heard it.

## THE MAPES CLOTHING CO.

207 and 209 WASHINGTON AVE., SOUTH.

**Our \$5.00 Suit and Overcoat Sale** was a big bid for business and last week's business demonstrated the fact that LOW PRICES and GOOD VALUES are great trade winners. We have sold more goods in the past 10 days, than, (considering the conditions of the times) we could expect to have sold in a month.

We cannot stop this sale in the midst of a whirlwind of business, so will let the good work go on and continue this great profit crushing but business producing FIVE DOLLAR SUIT AND OVERCOAT SALE. We've got the goods and must have the money.

We are getting desperate and bound to make business if we don't make a cent and in our higher grades of Men's, Boys' and Children's Suits and Overcoats as well as

### FURNISHING GOODS

We are offering more solid inducements, more genuine and unmatched bargains than any house in the state.

## The Mapes Clothing Co.,

207 and 209 WASHINGTON AVE., SOUTH

# The M. A. C. Record.

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MICHIGAN AGRICULTURAL COLLEGE

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For various reasons THE M. A. C. RECORD is occasionally sent to those who have not subscribed for the paper. Such persons need have no hesitation about taking the paper from the postoffice, for no charge will be made for it. The only way, however, to secure the RECORD regularly is to subscribe.

## "The Duties of the Conductor."

BY HON. CHAS. W. GARFIELD.

I have no model conductor in mind, and I shall treat you all as if you were conductors, or to be conductors, in what I shall say. And when I say you shall do certain things, please do not consider me mandatory, but regard it simply as a method of speech, as if I had said, "We had better, or should do so and so."

I want to say just a few words first about attributes of a conductor. First of all I want a conductor to have a clear, cool head. It is of the utmost importance if a man is going to conduct that he shall not get rattled. I want him to have his business so well in hand that he shall always stand upon his feet, and for a conductor to do this he must have a clear notion of what is at the end from the beginning, and he must be cool under all circumstances, even if the room is hot.

He must have decision of mind. I think, perhaps, this has been a fault that I have found with conductors more than any other one fault. It seems to me that decision of character is of the utmost importance, so that all the time shall be occupied and so distributed that each man or woman taking part shall have his own time and own proper courtesy.

An institute conductor, if he has nothing else in the world in the way of attributes, should have gumption. I mean by that such a knowledge of the world and such an adaptability to its conditions that if one thing will not work, he has another right on the string immediately to utilize. I have seen them entirely at a loss because conditions came up they were not used to, and did not know what to do. It seems to me that an adaptability to conditions is one of the most important things connected with the preparation.

### FOUR P'S FOR THE CONDUCTOR.

Then I think that there should be four letters affixed to every conductor's name, and each one should be a "p." I mean by that that he should have as an attribute to his character, first *punctuality*. Start on time and end on time, and stick to it as nearly as possible from the beginning to the end of the institute. I say that this is just as important at the other end as this end. If there is anything that leaves a bad taste in the mouth it is to not begin and end on time. End up so as to leave everyone feeling first-rate.

The second attribute is *perseverance*, stick-to-it-iveness. I mean by that,

with regard to an institute, that you have something in mind with regard to that institute as connected with the people there, and bring it out in some way. If everything works against you, still keep it in mind that you are to benefit this community. Do not let the institute get away from you, but keep to your idea so that you shall make the right impress.

The third is *preparation*. I know sometimes we are called upon very suddenly, and we need to be very thoroughly equipped, but no conductor is called upon suddenly to conduct an institute, because he knows from his schedule that he is to conduct an institute several weeks ahead. He should begin to prepare for it then and know what he is to do throughout the institute. I do not care how ready a man is, how well equipped, no man can act rightly in a locality where he has never been. He must have some preparation.

My fourth "p" is *pleasantness*. I do not care if one has an audience of but three, he must "laugh and grow fat." If everything goes against him, he must turn up the corners of his mouth—he must smile. Every discouraging circumstance should in some way be turned to account in this line of pleasantness. With these four p's to start out with, I think a conductor is fairly well equipped for his journey.

### INSTITUTE ACCOMPANIMENTS.

Now, I want to talk about some useful accompaniments to every institute. I think there should never be an institute held without a blackboard. You may not use it very much, but when you do want it, you want it badly. You can use it in so many ways; you may not have a single institute worker that is an expert in lettering or making pictures, but there will something come up where the blackboard will be a desirable acquisition.

Then I would have blank cards. You can go to any book-binder and get a lot of cards, and the area should be pretty nearly double these (about 3x6 inches), and a conductor should have them always in his pocket,—first of all, so that he can take notes for himself. You can always slip this package right into your hand. When you get home you can bring together the points for anything you desire. The rest of the cards you can have many uses for. There is a man that is about to go away. He has made some remarks, but the name you have not caught. Step to him and say: "I would like your name and address." Somebody is a fumbling around for a little bit of paper; you have these all ready to hand out. There are a hundred purposes that these cards can be made use of, and you can put 250 in a bundle in your pocket.

Another useful accompaniment is the scratch-book. We had an illustration of that at the round-up. It seems to me that every institute ought to have a scratch-book and pencil to go with them. If you have pencils that are known to be yours, you can lend them and they will always come back. The pencil must have something distinguishing about it to let people know that it is the conductor's pencil. These pencils and scratch-books are important and will be valuable for everyone who comes to the institute to keep some thing that he gets there.

### ACCOMPLISHMENTS OF THE IDEAL CONDUCTOR.

I want to say something about accomplishments. I am referring to the ideal conductor. My ideal conductor should be ready with a crayon. But if we are not ready with a crayon, I think

we ought to acquire some efficiency. The conductor has announcements to make. He wants to put them upon a blackboard. He ought to be ready enough with a crayon to do this at any time, and do it clearly and distinctly.

I think that the model conductor should be a fair story teller. I would not have him have the record Gov. Hoard has, but it seems to me the conductor ought to have certain illustrations in his mind, and ought to be able to give them in such a way that the audience will at least gather a point from his illustrations. I have known conductors that tried to be real smart and tell stories, and told very poor ones. This is unfortunate. I would not have a conductor attempt what he cannot do, but if he equips himself he can use them and use them fairly well.

If I could pick out my model conductor I would not have a man that could simply smile, but a man that could ha-ha with a good laugh. There are times when a laugh is contagious. I have before now met with conductors that had such a hearty good nature about them that their laugh was just catching with an audience.

Then there are two things in the line of memory—the memory of names and faces—the same attribute that enables a model merchant to know everybody and call them by name. Now this is an acquirement that many cannot secure, but many can acquire some proficiency in this direction, particularly in the ability to call names. I found, myself, with the practice in connection with this kind of meetings, where I was constantly meeting people, that I could school myself in a few weeks so that I could remember names quite well, comparatively. It is a matter of schooling largely in regard to the memory of names. These two acquirements are very valuable.

### PREPARATION.

Now let me say, as a sub-topic, something about preparation. The conductor should know his locality. If you are to conduct an institute in the township of Shelby, in Oceana county, for example, you must know that that is a plum and peach region, and that those people up there are fairly equipped along those lines, and that if the institute gets away from you it will get into the hands of those fellows. He must know the wants of the locality, and he must know the tendency of the locality with regard to discussions upon the line of institute work. He must have some acquaintance with the people of the locality. I think the conductor should get into the town in advance and meet and shake by the hand the merchants and ministers, if possible, and they should be interested in the work of the institute, and he certainly should not miss, if possible, meeting the leading teachers in the schools. We go into a locality with an institute as a means of education. The people whose business it is to educate that community ought to be our best lieutenants, and we ought to gather them into the institute. In the upper peninsula, as an illustration of that, we had the three clergymen of a town come in at almost every session, and from the very fact that they were willing to take part, others were interested. And the average minister of the town generally knows better how to keep a discussion going than any one else in the locality. It is important that the conductor meet these people and know them, and know the business men, so as to get them somewhat interested in the institute itself. When you go into an average village and meet a business man he will say:

"This is an interesting thing for our farmers. Hope you will have a good time." "Well, are you not coming?" you say. They say: "Why, this is for the farmers." "But we want you there. Is there anything that interests farmers that does not interest your business?"

There is one thing that I have found in my experience in connection with the State Horticultural Society—who are the two or three cranks in the locality? Who are the fellows that have hobbies? Those men the conductor should know, and he should know them well enough so as to understand how, in a delightful way, to sidetrack them whenever they come to the front, and that needs all those four "p's;" but you have to understand those men.

The local agricultural or horticultural organizations should always be used in connection with an institute, because when you go away from there you leave certain things behind you, and it is well if you can leave them in good hands, so that the work will go on after you; so no conductor ought to neglect the rural organization, whether it be a grange, a farmers' club, a floral club, or what not,

### A GOOD PROGRAM.

Then there should be a perfect program. Your superintendent is a model superintendent, because he furnishes such complete programs for you. The program that you need is one that you know so thoroughly that there can be no mistake. You need to understand that the people are going to take part or going to be there. If there is one thing in connection with a toastmaster that is annoying, it is to be told by the conductor that Mr. So and So will make a speech and then, after you have introduced him in a neat little speech, not find him there. The conductor wants to know that the people are there and are going to take part.

Along with this is the matter of complete arrangements for the hall. Perhaps this is one of the greatest defects; that is, we do not have good janitor work, everything arranged in advance; so that a lot of time is taken up with ventilation, with a pitcher of water, and all those things, and you have to tip-toe around after the meeting is started. The conductor should see that those things are all provided in advance. And the press of any locality should be the best lieutenant that a conductor has. He should know the newspaper men thoroughly and see that they are in sympathy with the work of the institute, and will be present and take an interesting part in it, and report thoroughly the work of the institute.

### OPENING AN INSTITUTE.

The opening of the institute I want to say a few words about. The conductor should open the institute in every case. I do not know any exception. He is the man to call to order, to set the ball rolling, not simply to do the oiling after the things move, he is to attach the current, and, in my estimation, should preside at the first session of the institute. He is to set an object lesson for the presiding officer that shall come after him.

And it seems to me that there are some things connected with the opening of the institute that should be always thought of; first, promptness, of course. But there is another thing connected with the opening that is a rather delicate matter to handle that seems of some importance. I want the institute to start off so that things shall be smooth from the beginning—

an atmosphere of harmony connected with the institute. It may be done with a song, with a devotional exercise, with a prayer, or by telling an interesting incident of some kind; but let there be something to start with to bring the conductor into harmony with the institute. If once an institute is started off smoothly in the proper condition of mind to receive everything well, we have that which will help us to glean the best. There are towns in which I would never think of having a prayer or song, but a pleasing incident connected with institute work, some reminiscence, perhaps, of the institute behind, would be better. The prefatory address should always be made by the conductor, and should be characterized by earnestness and enthusiasm. And there are certain men on the institute crew, the institute corps or force, that the people have not met. They have never seen their names before, some of them. It seems to me that the conductor should outline somewhat the character of his force, saying something about the men that are to make the impress upon that institute. If Professor Smith is to be at an institute, say that he is the professor of agriculture at the Agricultural College and Director of the Experiment Station; that he has long been an expert dairyman, and that they will understand everything he says to them. If Dr. Kedzie comes to the front it is well to say that he has been connected a long time with the Agricultural College and has made a strong impress. If Mr. Morrill is to be a member of the institute crew, say that he is a successful fruit-grower and that he has come up from the primer. Then people can appreciate better what these men have to say.

As I said, the institute conductor should preside at the first session. The conductor of the institute should be at the institute when it opens if no one else is there. The oil can should always be in the hands of the conductor. He is the man to look after the machinery, to notice the first break, the first piece of friction anywhere connected with the institute, and if he is not there, there is something lacking in the conductor.

Unnecessary noise should be noticed by the conductor and quieted without ostentation. Inattention should be noticed, and if it is on the part of young people, it should be quelled; if on the part of elderly people, sometimes it can be done in a very quiet way by just calling attention to the fact that they are missing something.

The low speech of the lecturer is a very different thing for the conductor to handle. So many people will make this mistake and think that they can be heard when they cannot. Sometimes the conductor can go to the rear of the room and simply say: "We cannot hear back here." He should be there so as to know the people there cannot hear. I have seen a conductor sit right by the president all the time, but it is just as important to be in the rear of the room sometimes and know the needs of the auditors there.

There are certain people that special courtesies ought to be extended to, elderly people; see that they have seats where they can hear. Children should be looked after. See that they are not standing up. People that you see are invalids, that come at some expense of pain perhaps. All these people need to have courtesies extended to them; this matter should be in the mind of the conductor from the beginning to the end, because it gives tone to the institute.

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The long-winded man should be shut off. If you cannot do it in one way, do it in another; and if you have to teach an object lesson with regard to the rights of others, teach it clearly and distinctly. Do it so that an impression will be made that it is a discourtesy to talk too long, because it is intruding upon the time of others. These things are perhaps as important to teach as to teach that the milk must be clean in order that the butter may be good.

INTRODUCTIONS.

A matter of a good deal of importance is the matter of introductions. I have known an institute worker, who was just full of good things that he could give out, to go to the hotel and stay until just time for him to give his talk, and to leave immediately after. Now, this is all wrong, and the conductor should see that introductions are made. The conductor, as far as his force is concerned, should be an autocrat, and should be so recognized by the institute force.

The matter of exhibits, it seems to me, should be thought of by the conductor in advance. There are a number of things that can be utilized. Some people cannot talk without they have an ear of corn or a potato in their hands. The exhibit may consist of anything peculiar to that locality, or that can be made useful in illustrating anything connected with the work of the institute.

I think we ought to have an enrollment in some way or other. I do not know just how to compass it, but it is a thing to think of. The newspaper men will tell you that names are worth dollars to them. So it is to the Superintendent of Institutes and to the Agricultural College.

CLOSING AN INSTITUTE.

In closing up the institute there should be engendered the utmost good feeling. Never let the institute die on your hands as a conductor. Always have in mind that the result of the institute depends largely upon the attitude of mind the people have in regard to it when they go away. Let them go away happy, interested. So I should avoid having an acrimonious discussion just at the close of the institute. If anything of that kind comes up, bury it in some way, so that there shall be left a pleasant aroma after the institute is closed. Always impress at the very close the importance of a higher, richer, nobler, and more contented rural home life. Never leave a locality without making some particular impress for that locality—something that everybody in the audience will remember. Some member of your institute force may do it, but somebody ought to leave something that will stay with all of the people. There ought to be some impress made upon the community itself.

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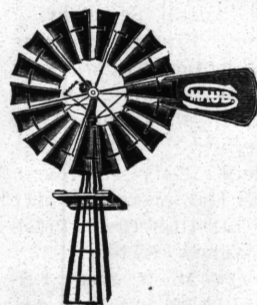
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## News from Graduates and Students.

That new silk hat that Geo. Richmond wears has been charged to the election expenses of Clay Tallman, '95.

J. H. Briley, '96, is teaching at Hetherton, Otsego county, and has been elected a member of the board of school examiners.

R. A. Latting, with '97, now in the law course at the U. of M., is one of the managers of a Teachers' Agency at Ann Arbor.

Frank Yebina, '95, on his way to Japan, stopped long enough at Pueblo, Colo., November 21, to drop a line to friends at the College.

B. F. Bain, '93m, has severed his connection with the American Stoker Co. and is now with the Pasteur Chamberland Filter Co., of Dayton, Ohio.

Herbert L. Fairfield, with '98m, writes from Arizona that he is enjoying fresh picked melons and strawberries. He expects to go into the dairy business.

The Lewiston school building, where H. B. Fuller, '92, is principal, was destroyed by fire two weeks ago. Only one day of school was lost, however, seats being improvised in the city hall.

News comes to us of the marriage of Prof. Henry Thurtell, '88, of the Nevada State University, to Miss Mary Snow, of Reno, Nev. Just when the wedding occurred we are unable to state, but it was just before the opening of the school year.

Johnson's Universal Encyclopedia, just ready to be issued by D. Appleton & Co., has 35 associate editors. Of these 35 specialists selected from all fields of literature, science, art and theology, M. A. C. alumni are represented by two men: Liberty H. Bailey, '82, on agriculture, horticulture and forestry, and Charles E. Bessey, '69, botany and vegetable physiology.

J. F. Merkel, with '97m, writes from Milwaukee: "I take great delight in reading the RECORD, for it keeps me in close connection with the College, and, indeed, I do not wish to forget her very soon. I often wish I could have stayed and graduated. One only feels the lack of good education when he comes to need it." Hundreds of others who have dropped out have wished as Mr. Merkel does.

A. C. Redding, '83, formerly professor of chemistry in Findlay College, Findlay, Ohio, is now at Baker City, Oregon. In the spring of 1896 he took Greeley's advice. He became assayer for a gold mine, and has made over 1,500 assays besides making several prospects the past season. "There are three of us on six claims which have \$500,000 worth of ore in sight. Shall put up plant in the spring and turn out bullion. Coming east in about 30 days to get my wife and babies."

We are indebted in Guy L. Stewart, '95, principal of Gaylord schools, for several of the items about former students this week. He is doing considerable studying, and is taking an active part in the teachers' associations and farmers' institutes. He wants all members of the class of '95 to keep in mind the Triennial Reunion at M. A. C. next year, and not only to keep it in mind but to be there. Guy is keeping a record of the class and would be glad to have the members keep him posted.

"Pop, what is promptness?" "Promptness? Well, it is a bad habit of always being on time and getting tired to death waiting for people who are not."

—Chicago Record.

## Official Directory.

Sunday Chapel Service—Preaching at 2:30 p. m.

Y. M. C. A.—Holds regular meetings every Thursday evening at 6:30 and Sunday evenings at 7:30. S. H. Fulton, President. C. W. Loomis, Cor. Secretary.

Y. W. C. A. regular weekly meetings for all ladies on the campus Tuesday evenings at 8 o'clock, in the ladies' parlors. Meetings on Sunday evenings with the Y. M. C. A.; Miss Edith F. McDermott, President; Miss Alice Georgia, Cor. Secretary.

M. A. C. Grange—Meets every three weeks on Tuesday evening in the Columbian Society rooms. Prof. C. D. Smith, Master. H. W. Hart, Secretary.

Natural History Society—Regular meeting second Friday evening of each month in the chapel at 7:00. H. C. Skeels, President. W. R. Kedzie, Secretary.

Botanical Club—Meets first and third Friday of each month in the Botanical Laboratory at 6:30. T. Gunson, President. W. R. Kedzie, Secretary.

Dante Club—Meets every Wednesday evening at 7:30 in Prof. W. O. Hedrick's office, College Hall. Prof. A. B. Noble, President.

M. A. C. Athletic Association—C. B. Laitner, President. G. B. Wells, Secretary.

Columbian Literary Society—Regular meeting every Saturday evening in their rooms in the middle ward of Wells Hall, at 7:00. E. H. Sedgwick, President. C. F. Austin, Secretary.

Delta Tau Delta Fraternity—Meets Friday evenings in the chapter rooms on fourth floor of Williams Hall, at 7:00. E. A. Baker, President. C. P. Wykes, Secretary.

Eclectic Society—Meets on fourth floor of Williams Hall every Saturday at 7:30 p. m. C. D. Butterfield, President. Manning Agnew, Secretary.

Feronian Society—Meets every Friday afternoon at 1:00 in Hesperian rooms. Miss Sadie Champion, President. Miss Marie Belliss, Secretary.

Hesperian Society—Meetings held every Saturday evening in the society rooms in the west ward of Wells Hall

at 7:00. J. D. McLouth, President. R. H. Osborne, Secretary.

Olympic Society—Meets on fourth floor of Williams Hall every Saturday evening at 7:00. H. W. Hart, President. C. J. Perry, Secretary.

Phi Delta Theta Fraternity—Meets on Friday evening in chapter rooms in Wells Hall, at 7:00. W. G. Amos, President. F. H. Smith, Secretary.

Union Literary Society—Meetings held in their hall every Saturday evening at 7:00. E. A. Robinson, President. S. F. Edwards, Secretary.

Tau Beta Pi Fraternity—Meets every two weeks on Thursday evening in the tower room of Mechanical Laboratory. G. A. Parker, President. E. H. Sedgwick, Secretary.

Club Boarding Association—I. L. Simmons, President. H. A. Dibble, Secretary.

Try and Trust Circle of King's Daughters—Meets every alternate Wednesday. Mrs. C. L. Weil, President. Mrs. J. L. Snyder, Secretary.

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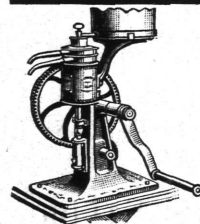
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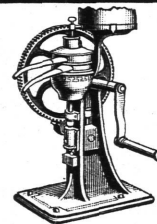
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**A. C. C. A.**

This new combination of letters stands for the newly organized Agricultural College Cooperative Association. For several weeks a committee has been at work on constitution, plans, etc., for an organization to buy books and stationery direct from publishers. Last Monday evening, after the faculty had voted to order books through a cooperative association, if such were organized, a mass meeting was held and a temporary organization resulted. During the next four days about 180 persons subscribed for stock and on Friday evening a meeting of subscribers was held and a permanent organization effected. The following officers were elected: President, Professor Warren Babcock; vice president, L. S. Munson; secretary, H. W. Hart; treasurer, I. H. Butterfield. These officers, together with W. G. Amos, '97; H. L. Becker, '98; W. H. Flynn, '99; W. T. Parks, '00; Prof. W. O. Hedrick and Mr. C. E. Hoyt, constitute the board of directors, who will elect a manager to conduct the business.

Shares of stock cost 75 cents each and members will receive books and stationery at cost. Others will probably pay the ordinary price. The association will order books of any kind for members, not only while they are at College, but after they have gone away, so that its benefits are not limited to the few years of attendance at M. A. C.

**Agriculture as a Vocation.**

A. J. COOK, '00.

In considering briefly this science or vocation, whichever it may be termed, it cannot be thought otherwise than one of the most important occupations in which man is engaged. Other occupations are useful and necessary. But those pursuits are apt to be changed by time, and some of them may entirely disappear, but farming cannot. It is one of the most essential pursuits, and it is to the interests of every one that this calling be honored and prospered. If the efforts and labor invested in it are not well recompensed is it not because it is not energetically and wisely followed?

The opinion of many people is that this vocation should only be followed by those who already own large, fertile tracts of land, and an abundance of implements, and that only this class can make the farm pay financially.

The statement which John Jacob Astor made, that his first thousand dollars was secured with more difficulty than the rest of his fortune, can in the majority of cases, be applied to this occupation.

A first-class and profitable farm cannot be made in a few months, by one of limited means, and one who depends upon it entirely for support. But is there an honorable business which can be made a success without years of hard work?

There is as much room on the farm for using good business methods, as in almost any other occupation. It is being regarded more and more as a science, and is requiring more thought and more education than ever before. It is especially necessary now, when the prices of all farm products are so low, that the largest returns be received for the smallest amount of capital and labor invested.

If we look backward in the history of our country, to within 40 years ago, it is found that a knowledge of the sciences was not needed to become a successful agriculturist. One cannot,

as in former times, engage in this business, or in any other, and make it truly successful without first having a fairly good education as a foundation. There are many people, especially young men, having no knowledge whatever, of farm operations, who have gone and are going into the business, sometimes investing all the money they possess. They fail, and are forced to begin life anew, while a proper training and conception of the pursuit would have averted this failure.

Let us not consider it a vocation which will need but a part of our energies and powers, as many suppose. Records of the successful men in this science show that those who have used brains, perseverance, and pluck, along with hard work, have accomplished as much for the amount invested, as those of other professions.

The person who engages in this work, after having a college training, is the one who should excel. If he does not reach the standard laid down before him, he is severely criticized, and a reflection is often made on the source of his training.

We who have chosen it as a vocation should regard it as one of the most pleasant pursuits which we can follow, and do all in our power to make it worthy of the attention and respect of all.

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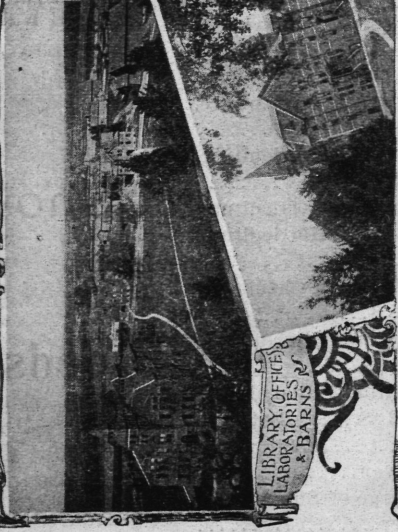
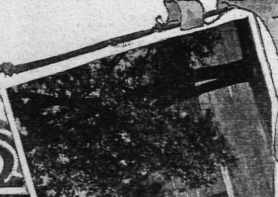
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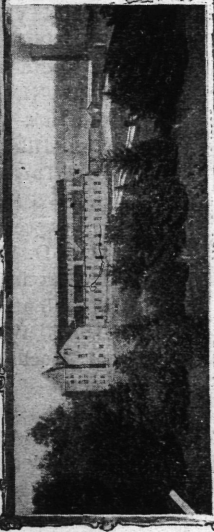
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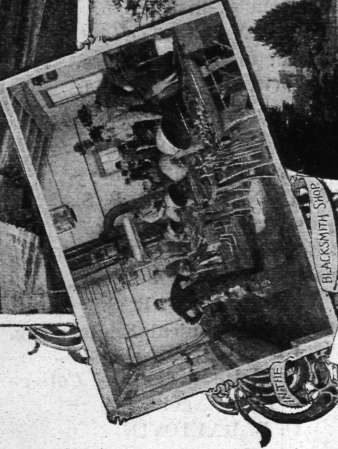
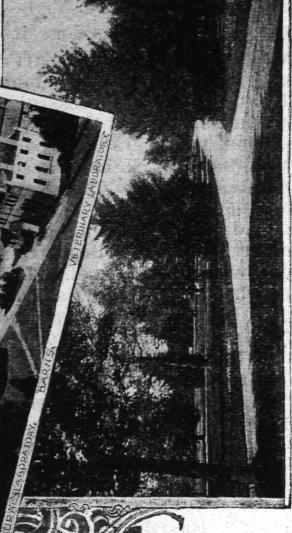
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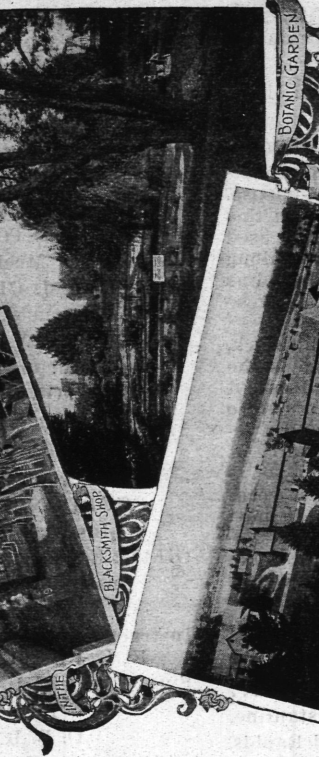
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