

fourteen. Crops on six hundred farms, approximately 20,000 acres, were handled wholly or in part according to the agent's suggestions. Orchards to the number of 105 were cared for according to the agent's suggestions. Seventy-five registered sires were secured, while five truck-loads of dairy stock, most of it purebred, was shipped and distributed among the counties. Educational campaigns were conducted in each county. Farm demonstration campaigns were adopted, and about seven hundred farmers in each county were reached with definite instructions concerning soils, crops, live-stock, or farm-management.

When the farm-bureau work first started in the State of Kansas it was financed largely by groups of bankers, commercial men, and farmers, who organized farm bureaux with by-laws and officers and subscribed certain sums for their support. Approximately half the salary of the agents is found by the Department of Agriculture, the remainder of the salary as well as the expenses of the bureau being found by the bureau itself by membership fees of about £1 a year, and voluntary subscriptions from banks, commercial firms, and others. But as the farm-bureau work will undoubtedly become a permanent part of the modern educational system there is a demand that it should be placed on a permanent footing financially by the appropriation of public funds for its support.

The farm bureau is the organization through which farming campaigns are conducted, but there must be a demand or purpose to justify the campaign, and the membership of the organization must be well distributed over the district concerned to secure a general personal interest in the plans. In the autumn of 1912, in the Leavenworth County of Kansas, a great many wheat-fields were injured by the Hessian fly, and in the spring the injury was still more evident, and a campaign for its control was instituted. The experience of many farmers and the experiments of agricultural colleges had definitely proved that the fly could be controlled by sowing the wheat after the fly-free date. This, therefore, was the theme of the campaign: "Destroy the volunteer wheat, sow after the fly-free date, and the fly is vanquished." The matter was placed before all members of the bureau through a circular, and other farmers were reached through the daily and weekly papers, and by means of posters setting out the plan of campaign. The campaign was repeated in the following year, with the result that the damage from the fly was reduced to a negligible quantity. In the same way the county was cleaned of the chinch-bug, another great pest in America. The advantages obtainable from the wider use of the silo were the subject of another campaign, and the manufacturers of silos were invited to erect models of their respective silos at a particular hall, where the farmers congregated to talk silos and silage. Following this, letters were sent out to all farmers urging them to build permanent silos. The result in one year was the erection of about seventy-five new silos. Campaigns were conducted amongst other pests, the uppermost idea in all being co-operation.

*County Agent.*—The activities of the County Agent are so numerous that he must avoid the danger of overwork and under-effect. It is possible for the County Agent to spend a great deal of time and energy in trying to reach many farmers in his county and answer their inquiries without having any definite plan for progress in the agricultural development of his district as a whole. He must study the situation and the needs of his people, and work consistently to lead them along the road to progress. It is necessary that the whole plan should be laid before the people. He should become nothing more than an educator, a counsellor, a guide, and an instructor. He should avoid becoming a business agent. He should avoid working only with the best farmers, as his most effective work can be done with those who need him most. He should avoid the error of trying to rush the farmer into any new programme. His three lines of work should be information, demonstration, and organization.

In California the Farm Adviser's salary is paid by the Colleges of Agriculture of the University of California. His expenses are paid by local agencies within the county, and the constant travelling means that expenses about equal salary. About £400 a year is estimated to be necessary in most cases for expenses, including the maintenance of an office and office facilities, the use of a small automobile for travel within the county, and expenses away from home. As the value of a Farm Adviser increases greatly as he becomes more familiar and expert with the problems of the county, it is highly desirable that the work should be made permanent, and that no county should start such an adviser at work without funds in sight for his expenses for at least three years, and the money actually in hand for the first year of his work. The Department of Agriculture in fact gives preference of appointment where the first year's expenses are lodged, and in order to facilitate his work it is almost essential that he should work in conjunction with some advisory body, a capacity in which the farm bureau serves.

In Canada the County Agent is known as the District Representative, and this year there are more than forty permanent officers in as many counties and districts, and a few temporary ones as well. The Act covering the matter merely gives the Minister of Agriculture authority to appoint local officers, who shall be graduates of the Ontario Agricultural College, and to define their duties. It also provides that the County Council shall contribute the sum of £100 per annum for the carrying-on of the work. As it has been found that the cost of maintaining the local office with a District Representative, an undergraduate assistant, and a stenographer is in the neighbourhood of £800 a year, it will be seen that the amount required from the County Council is more in the nature of an expression of goodwill and co-operation than an essential element in the maintenance of the service.

An important phase of the agent's work is the promotion of farmers' meetings to give each man the benefit of his neighbour's successes and failures, for not infrequently the agent finds the farmer wasting valuable time in trying some new method of planting or tillage that a neighbour has already found to be a failure. Motor-car excursions or trips from one farm to another have also been adopted, one trip being planned to include farms where there were different kinds of silos. At each farm time was given to inspect each silo, to note the quality of the silage, the