



LIBRARIES

UNIVERSITY OF WISCONSIN-MADISON

Annual report of Department of Farmers' Institutes for year 1930-1931. 1931

Luther, E. L.

[s.l.]: [s.n.], 1931

<https://digital.library.wisc.edu/1711.dl/6PDQRHWKTOYTE8R>

This material may be protected by copyright law (e.g., Title 17, US Code).

For information on re-use, see

<http://digital.library.wisc.edu/1711.dl/Copyright>

The libraries provide public access to a wide range of material, including online exhibits, digitized collections, archival finding aids, our catalog, online articles, and a growing range of materials in many media.

When possible, we provide rights information in catalog records, finding aids, and other metadata that accompanies collections or items. However, it is always the user's obligation to evaluate copyright and rights issues in light of their own use.

Luther

ANNUAL REPORT
OF
DEPARTMENT OF FARMERS' INSTITUTES
FOR
YEAR 1930-1931
TO
Dean Chris L. Christensen
College of Agriculture
Madison, Wisconsin
BY
E. L. Luther, Superintendent

Aggie

585805

LIBRARY
COLLEGE OF AGRICULTURE
UNIVERSITY OF WISCONSIN

Letter of Transmittal

September 1, 1931

Dean Chris L. Christenson
College of Agriculture
Madison, Wisconsin

Dear Dean Christenson:

This report is something of a departure from former reports. Matter which is somewhat confidential is included which hints at the practical impediments of cooperation in Wisconsin. This is done that you may have acquaintance with some of the forces which render cooperative effort innocuous and permit you to advise and direct to better advantage.

Yours very truly

E. L. Luther
Superintendent of Farmers' Institutes

ELL:G

25 Aug 1936

Dean Chris L. Christenson
College of Agriculture
Madison, Wisconsin

Dear Dean Christenson:

Herewith follows the report of the department of Farmers' Institutes for the year July 1st, 1930, to July 1st, 1931.

survey of the year

Less institute contacts were made this year than last, but attendance was increased. The aggregate attendance of all contacts last year in the cooperative institute was 20,856; in the regular institutes 108,503. This year the aggregate attendance in the cooperative institutes was 24,961; in the regular institutes 131,671. There were 183 cooperative and 672 regular institute contacts. Total 855. The grand total aggregate attendance was 156,632.

Three things may have accounted for the increased attendance.

1. The weather could scarcely have been better or more mild. There was little snow and roads were open all winter.
2. Our advertising and organization for securing attendance worked to good advantage.
3. Farmers seemed more generally interested. The adverse condition of agriculture probably prompt-

ed a good many farmers to seek relief possibly in the institutes.

65 of the 71 counties were served with some form of institute activity.

The superintendent again arranged for the cooperative marketing institutes and conducted one series. R. A. Kolb, ex-county agent and for the past few years a conductor of institutes, conducted the other series of cooperative institutes. Mr. Kolb acquitted himself most acceptably in a new and trying position.

A. H. Cole again assisted with institute administration, having charge of the regular production institutes. Mr. Cole was loaned to the department of Agricultural Extension for three weeks to assume the duties of county agent in Adams county during the sickness of the county agent. He also was loaned to the College of Agriculture to handle the visiting school delegations from several counties. Mr. Cole is a good man to have around as he does good work in so many lines.

The department of Agricultural Journalism very graciously contributed the services of R. H. Rasmussen to handle our newspaper publicity. Mr. Rasmussen did a good piece of work for us.

Miss Alice Hibbard was employed as extra labor to do the mechanics of our publicity. Miss Hibbard is very acceptable as she served several years as stenographer and clerk of the department.

The excellent services of Doris H. Cooley as stenographer and clerk must not be overlooked. Mrs. Cooley not only handled all office matters in connection with 855 institute contacts, but correspondence of the superintendent who is a district supervisor of county agents, and in times of stress she assisted the department of Boys' and Girls' Club Work. Mrs. Cooley can turn off a lot of work in short order.

5

It is a real pleasure to work with such a willing, efficient and harmonious group of assistants.

Cooperative Marketing Institutes

The condition of agriculture was distressing to farmers. The cooperative institutes were well attended by thoughtful farmers. The institute administration never presented better speakers or better organized subject matter. There was never more need of cooperative action. Follow-up arrangements were almost universally made to secure action. Yet in at least two major activities our efforts bore no substantial cooperative results beyond the educational value. This will be wondered at. Consequently considerable attention will be given in this report to account for meagre results.

Competitions

As knowledge of cooperation increased, competitions in cooperative education developed. In 1925 when our cooperative marketing institutes were launched there was very little competition and apparently small desire to enter the field. But the cooperative institutes educated the county agents who were awake to possibilities in this line. The institutes saved the Tobacco Pool and brought much prestige to this kind of work. The legislature increased our appropriation and decreed that the increase should be spent upon education in cooperative marketing. National political discussion and the Agricultural Marketing Act, together with the re-organization of the agricultural commissions in Wisconsin and the appropriation of \$25,000 to finance actual organization of cooperatives and the employment of men to do the work, surely made for a rather complex situation which somewhat limited our field of endeavor the past year.

But as was anticipated by this department the organization of cooperatives is a propaganda matter and may be exploitive rather than educational. The educational field appears to be left

to the institute and extension offices. Without doubt there will be rather more effort required on the part of these two departments to keep cooperatives going than will be desired in organizing. The matter of organizing is a popular aspect of political value to state departments. The troubles of the cooperatives organized do not savor of advantage to vote getting as we discovered when some one had to save the Tobacco Pool. So, while we were blanketed somewhat the past institute year, we may reasonably expect that there will be a field somewhat uninviting to state departments which we can occupy without any crowding.

Cooperation

If there were competitions, there was also cooperation. The department again enjoyed the usual aid from other state departments and other departments of the College of Agriculture as well as the universal assistance of the press and cordial support of many business men. It is pleasing to note that business men are appreciating to a larger degree the work being done on cooperative marketing of farm crops and commodities.

The Number of Institute Contacts

This year major cooperative marketing institutes were carried on as follows:

- 3 two-day institutes on butter
- 5 two-day institutes on cheese
- 8 two-day institutes for condensary patrons
- 2 three-day and
- 2 two-day institutes on meat animal marketing
- 2 three-day and
- 3 two-day institutes on flexible dairy plants
- 1 two-day institute on poultry and eggs
- 1 two-day economic institute for creamery patrons

27 total

The minor institutes, devoted to specific problems and special topics, consisted of:

89 one-day institutes

127 one-session institutes

156 total

Major institutes 27

Minor institutes 156

Grand total 183

This makes 57 more cooperative institute contacts than were had in the year 1929-1931. These were accomplished in spite of competition. While it may not be possible to keep on increasing cooperative marketing institute contacts, if our program is good, our philosophy is sound, our stand for the farmer unequivocal and we continue to employ men who are square with the farmer and are known for straight thinking and industry, there will be a place farmers' cooperative institutes for some time to come.

Butter Marketing Institutes

Three major cooperative marketing institutes on butter were held at Arkansaw, Elmwood and Black River Falls.

Apparently a favorable impression among the farmers was made at Arkansaw and Elmwood for a sales association to market butter cooperatively, but the management at Arkansaw is not warm to the idea. Nothing will happen there until the farmers become insistent. There is a large out-of-the state corporation which has a large creamery four miles distant which furnishes competition. A queer thing happens when a creamery in Wisconsin join an effective cooperative sales association. Some one in the disgruntled management either starts a truck and takes away some misinformed patrons or some patron starts a truck with the same purpose. The truck is at present disruptive to farmer's cooperatives. This outlook probably influences Arkansaw management.

The majority of the management of the Elmwood creamery found it convenient to be absent from the institute. They organized a hunting expedition to the northern out-over area. About the only excuse for their indifference seems to be individualism and reliance upon private interests.

One of the management at Black River Falls is favorable to a sales association hookup. But the farmers in southern Jackson county do not seem to be anxious about educational matter except it comes from exploitive sources. With two exceptions the creameries of Jackson county employ the private exploitive agencies.

Why Don't Cooperative Creameries Cooperate?

It would be a large service to creamery patrons if it could be found out what substantial reasons cause buttermakers and management to contend so strenuously for private exploitation of butter.

It suffices to say that buttermakers' conventions are thronged with butter buyers and supply sellers and also that with the number of supply sellers there are out to do business it is scarcely possible to visit a creamery when a supply man is not there.

In the days when the Tobacco pool was fighting for its life, it was soon discovered that the farmers were getting their education from the numerous tobacco buyers who infested the tobacco areas. So it is with buttermakers and directors.

To these obstructions to the progress of marketing butter cooperatively may be added the open hostility of the Wisconsin Cooperative Creameries Association, which is controlled by leaders who have spent a lot of farmers' money and frittered away some ten years of time either incompetent to offer constructive program or moved by exploitive influences. This organization is out of line with other cooperatives in various ways, condemns the College of Agriculture and

the institutes and makes fun of the Federal Farm Board.

Having been asked why creameries do not join a sales association, the reply has been made that

1. There is usually in the creamery management some one or more whose convenience would be inconvenienced.
2. The patrons do not understand the business system by which their butter is sold.
3. The patrons do not have the cooperative feel. They are individualists yet even the members of a cooperative creamery.
4. The patrons do not understand their power.

Just recently a farmer who is president of a cooperative creamery recited the following incident:

A buyer came to a creamery, looked over the place and sampled the butter. He told the buttermaker that he had a market which called for good butter and that he could pay three-fourth of a cent above Chicago for butter like that. As long as the buttermaker could make good butter like that he ought to have the reputation of topping the market. The buttermaker thought it would be nice to have a reputation prominent among buttermakers. The buyer advised the buttermaker to see his directors. The result was that the deal was consummated. Then the buyer approached the buttermaker with the proposition that as he was paying a long price he would ask the buttermaker to lay a couple of pounds on top of the tub. Let's see what this means. Suppose the tub would weigh 60 pounds and that Chicago quotation was 25 cents, three-fourth of a cent above Chicago would mean an extra 45 cents for the 60 pounds. But two pounds of butter laid on top would mean $51\frac{1}{2}$ cents given back minus 45 cents given, leaves the farmers short $6\frac{1}{2}$ cents a tub and the buyer long by that much either to add to his profits or to use in creating favor with the creamery management. Farmers may finance their own undoing. Any way creameries

are kept from cooperating and cooperative education gets few results. Everyone is satisfied, directors and buttermakers. We are getting three-fourth of a cent above Chicago and are getting more than a sales association can pay us. Why join a sales association?

This proposition was told another farmer belonging to another creamery. He said that there were others. He found his buttermaker laying a pound of butter on top and stopped the practice. But did he? Any way the creamery persists in selling its own butter instead of patronizing a sales association in which each tub passes an inspection service which weighs to ounces.

At one of the cooperative marketing institutes on butter about three years ago a young man inquired what he was to do. He was asked if he had a job. He said he did. He was advised to hang onto it. He said that was not the matter. He was asked what his job was. He said he was a buttermaker. He was told then that he should not worry, the creamery was paying him good wages, wasn't it? He said that they were paying him wages with which he was satisfied. But that wasn't his trouble. He finally came to the point. A salesman selling washing powder had told him if he would buy two barrels of powder the salesman would give him a nice long flashlight worth \$4.50. The buttermaker was asked why he didn't buy the powder? That was the trouble. The creamery belonged to a sales association from which the creamery bought its supplies cooperatively. The buttermaker was asked why he did not use his influence with the directors to get the creamery out of the sales association. That was the crux of the matter. The parley having gone far enough the young man was asked if he had done that. No. Well, then don't do it. "you said you were getting satisfactory wages?" "yes." "well, who would have paid for the flashlight, the supply man?" "No, the creamery." "sure. Now, young man, if you had accepted the flashlight, and had ever wanted to accept such

a bribe from another salesman, the first salesman might be mad and go and tell the directors. Then what? Next, if your creamery ever goes out of the sales association, your directors will be told this whole story. You were straight and safe this time. Keep so and buy your own flashlights." *The Superintendent was told this by the buttermaker.*

These are representatives of some of the reasons why creameries do not join a cooperative sales association.

The big fight is made in butter. The most efficient cooperative sales association is the butter cooperative sales association in the Middle West. ^{Land O'Lakes} X If that dominates the field the butter trade and the whole exploitive dairy business will lose price determining facilities to the producers. But if the exploitive butter trade can keep the price fixing in their hands in New York, they will determine the buyers' price upon butterfat not only in butter but also in cheese, condensed milk and ice cream, and the exploitive dairy business will continue to increase their profits as the producers become worse off.

But, if we do not become discouraged and impatient and will give time for the educational effort to reach the farmers, they will come to understand the exploitive butter business, they will come to have the cooperative feel and they will know their power and use it.

Cooperative Cheese Marketing Institutes

In the past the cooperative marketing institutes on cheese were not followed up as well as they might have been. In two cases in which they were followed up cooperative warehouse units resulted and the cheese was marketed thru the Federation.

Early last fall a conference was held with the general manager and other representatives of the Federation as to where they desired cooperative marketing institutes on cheese held and what the program was to be. At that conference it was decided to hold the institutes at intervals of time which would permit immediate follow up by the Federation.

Upon this basis institutes were held at Ingram, Edwards, Richland Centre, Stanley and Mineral Point. These institutes were attended by representatives of a large number of factories and were successful. At each institute committees of representatives of each factory represented were arranged to hold factory meetings at the call of the Federation. Interest was good. Everything seemed set for a successful effort in securing factories for the Federation. But as far as is known the Federation did not follow up the work. Consequently a golden opportunity was lost.

Just why the institutes were not followed up may have been due to some confusion as to Federation policies.

A year ago the management of the Federation was not so favorable to the idea of flexible milk plants as exemplified in the farmers' plant at Antigo which this department has assisted.

It was with some surprise, therefore, when several of us were called to meet representatives of the Federation at the Division of Markets, where we were informed of the facility of flexible plants and the intention of the Federation to exploit the idea.

Something must have happened to this idea. For at the annual meeting of the Federation a new idea of getting patrons of Federation factories signed up individually for five years was adopted. Therefore this absorbed the major portion of the time and effort of the field force.

Along towards spring we were again assembled and the management presented a new idea, that of the Mississippi Valley Dairy League, which had its inception with ~~the~~ the Federation.

In not a short period of time thereafter a dairy committee appeared with the manager of the Federation as chairman. The main idea of this committee seemed to be to arrange a dairy program for the state. About a month or six weeks after this the committee met and

accomplished nothing.

This was a rather rapid shifting of emphasis. It leads one to wonder what the philosophy is and what inspires the philosophy. It also leads one to inquire what will be the basis for another winter of work in cheese.

Cooperative Milk Marketing Institutes

We come now to quite a different story. There are some 90 rather large milk gathering plants in the state, most of which are owned and operated by out-of-the-state corporations. Around 30,000 dairy farmers patronize these plants, most of whom until recently have operated as individuals. These plants have closed small creameries and cheese factories, and when this competition has been effaced the farmers have had no other market. All the rules of the business done have been made and the price setting, the weighing, the grading and the testing have been done by the plants for the most part without the farmers seeing things done or participating in any. This large group of unorganized farmers has been a drag upon the dairy business as far as cooperation and improved agricultural economy has been concerned.

In the summer of 1930 the Division of Markets held a get-together of patrons of a number of these plants and effected a paper organization, called "The Pure Milk Products Cooperative". R. P. Ames became fieldman and the Division of Markets employed W. L. Witte to assist with organization.

Superintendent Luther met with the above men and a schedule of institutes was arranged to include condensaries at Owen, Heilsville, Elkhorn, Waupun, West Bend, Whitewater, Oconomowoc and Browntown. The Owen condensary institute was held at Withee, a mile from Owen, because a hall could be had gratis. These institutes were all held and were sufficiently well attended. Committees were arranged at each place to assist with follow up. Mr. Ames and Mr. Witte actively pur-

sued organization work at these places.

At Elkhorn and Whitewater organization work had been going on but when partially signed up the work stalemated. The institutes were put on and new interest was aroused. It was not long before organizations at these places were effected.

At Owen and Neillsville the organization work met opposition from the newly organized Clark County Farmers' Union. These Union people mistakingly considered the milk organization work as a counter to their organization. So not much has been accomplished. But the Union understands matters now and as soon as institute season comes around further educational work will be continued with assistance from the Union.

At last reports organization work was progressing at the plants mentioned which were not yet in the Pure Milk Products Cooperative. The Pure Milk Products Cooperative and the Department of Agriculture and Markets was successful in getting the patrons of fifteen large milk plants organized with check testers and weighers. Some bargaining was also accomplished.

New Cooperative Enterprises

Perhaps the most interesting work of the past year has been the educational work done for farmers having in view rather pretentious cooperative dairy enterprises. Five major institutes were held in this connection; at Hersey, Osseo, Coleman, Rhineland and Ada.

The Hersey Project

The private cheese factory at Hersey suspended operations on account of milk truck invasions. In one two-miles of rural highway seven different trucks collected milk from eight farmers. The farmers about Hersey viewed with much concern their dependence upon out-of-the-state dairy corporations.

A one-session institute was held one evening at Hersey at

which a plan was presented which included a survey and a major institute. The survey was made by Mr. Froker and Mr. Sondergaard and a three-day institute was held in December 1930. At that institute it was decided to go ahead. An individual contract was worked out. Some follow-up meetings were held. But the organization work succeeded in securing only about one-third of the contracts necessary.

There were several reasons for the failure. First, local leadership is not strong. Second, every enterprise which has started at Hershey has failed. There is a prejudice against the place. Third, local principalities as numerous as in ancient Greece and as small, present local antagonisms which will not down. Farm welfare is vitiated by local patriotisms. No doubt a lot of little towns must succumb in the depression to the benefit of later agricultural cooperation. The business of cooperative agriculture must watchfully wait.

The Osseo Project

Cooperative leaders and an out-of-the-state branch dairy corporation at Osseo made for consideration of a cooperative development which would either buy out the private plant or build a cooperative plant. A local meeting was held and arrangements were made for a survey and a cooperative institute. The survey was made by Mr. Froker and Mr. Sondergaard. The institute was held in December 1930.

This project is still under advisement. The private plant changed some of its ways. A nearby small cooperative determined to continue. The local committee was not very aggressive. There is desire expressed for further consideration, which may be given the coming institute year.

The Coleman Project

Marinette and Oconto counties are primarily cheese counties. But the industry seems to be declining. The large out-of-the-state corporation with a condensary at Marinette has made inroads on

the cheesefactories. The situation is somewhat similar to that in Langlade county which provoked the farmers into organizing the Antigo Milk Products Cooperative. The farmers had learned about what was being done at Antigo and were anxious to know the possibilities in Marinette and Oconto counties.

Accordingly an institute was arranged for Coleman in March. The county agents were asked to present the situation in their respective counties. They made a rather comprehensive survey.

The cheese makers were opposed to the idea of a farmers' flexible plant. They held a private meeting and arranged to be at the institute to oppose the idea.

At ten o'clock on the opening of the institute some 300 farmers were banked solidly in front of the platform. This number was soon augmented until the large hall was full and every one of the 400 seats taken. About twenty cheese makers were present, as well as a prominent representative of a cheese buying firm. So many were standing that a hurry up call was made for 250 chairs from Marinette, about twenty miles away. The chairs soon came making a seating capacity of six hundred fifty. Still some 150 to 200 were standing.

The superintendent conducted the institute and stated the case and disclosed that there were those present with ideas of disorder and that no disorder would be allowed and that any one starting anything would be appeared against. There was no disorder.

The cheese dealer soon left and the cheesemakers were good until the institute was dismissed at the close of the day, when they broke out. About a hundred farmers remained and a hot time was had until the janitor told them all to get out some time after six o'clock.

The next morning at 8:45 A.M. about 300 farmers were again banked in front of the platform and the program was opened at 9:00 o'clock instead of at 10:00 o'clock. The place was jammed full. Order

was good. At the close of the day in a business meeting a committee of fifteen farmers from each of the two counties was appointed to study further the matter of a flexible plant. After the business meeting, since "the cheesemakers had been pretty good for cheesemakers", they were asked to express themselves. Only two or three spoke and they did not say much.

On the evening of the first day an informal meeting of the business men of Coleman was held and they supported the idea of the flexible plant.

A short time after the institute the cheesemakers called a meeting and invited the farmers. One man reported the meeting rather fully in which the cheesemakers did the talking and of the salient remarks reported scarcely one had any real foundation in fact, but were such as are ordinarily peddled by buyers and supply sellers.

Early in April Mr. Proker, Mr. Sondergaard and the superintendent went to Lena and held a one-day meeting with the committee of thirty to study more in detail the steps necessary in becoming more fully informed and also in organizing the plant. The committee was organized with a president, vice-president, a secretary-treasurer, and two directors, who would constitute the executive committee.

Mr. Proker arranged a full report upon the matter and in July 1931 the executive committee came to Madison to consider the report.

Something has happened in Oconto county. Some forces are at work in that county that we do not understand. They have silenced the county agent. The fifteen members of the committee of thirty who come from Oconto county stand for the location of the plant in that county and advance the idea that Oconto county farmers would be paying taxes in Marinette county were the plant located there. The institute presentation presents an area plan which looks forward to at

least two plants and possibly three which would preempt the whole area to farmer control of manufacture with the first plant at Coleman to shut off the Marinette private plant invasion and with two others in western and central southern Oconto county.

As matters now stand we must await fall and winter activity to determine what next will be called for.

The institute group has not been so warm for a rapid development of the flexible plant idea until we can have time to see how the Antigo Milk Products Cooperative comes out. Since that enterprise was started dairy prices have fallen so much that deductions for stock indebtedness, reserves and costs of production make serious inroads upon returns to patrons. So we are urging plenty of time for study by farmers.

The Rhinelander Project

Since 1913 when Oneida county initiated the county agent system in this state, that county has opened up and has become one of the most substantial of the newer counties.

Rhinelander is a town of 8000 population and is the gateway to the largest resort and tourist section of the state.

The system of distributing dairy products is rather primitive and dairy ideals are not high. Some twenty-five different distributors supply milk to Rhinelander and dairy and poultry products are imported extensively.

Quite a number of dairy farmers have voiced dissatisfaction with the present situation and have requested assistance with a study of the matter.

Mr. Proker and Mr. Sondergaard surveyed the area and an institute was held at Rhinelander last March. It was well attended. The time was too short to get anything ready for the tourist season of 1931.

The coming institute season will probably see a resumption of interest and study.

The Ada Project

One result of the cheese institute at Edwards in Manitowoc and Sheboygan counties was the endeavor on the part of quite a number of farmers to get their factories into the Federation. They were unable to do this. But such healthy minorities were developed in some half dozen factories that the proposition of these minorities splitting off from their factories and joining in a large cooperative factory seemed worth considering.

An institute was called for at Ada in Sheboygan county. This institute was held and was well attended. A committee was appointed to continue a study of the matter. This institute was held about the middle of March and active farm work has prevented active consideration.

There is no doubt a place for cheese factories having 75 to 100 patrons and this field will be given some attention.

Cooperative Marketing Institute on Poultry and Eggs

In the last few years a rather intensive poultry section has developed southeast of Superior, in Douglas county.

The county agent worked up sentiment for a one-day and a two-day institute on marketing poultry and eggs cooperatively. These were held in early April. Several matters await further consideration before definite steps can be taken.

Live Stock Marketing Institutes

There were four live stock marketing institutes. These were held at Antigo, Columbus, Plymouth and Wausau. The institutes at Columbus and Plymouth were three-day institutes.

In these institutes attention was given to the importance of local associations based upon individual contracts, and the desirability of these associations shipping to cooperative terminal commis-

sions to increase bargaining power and facilitate price determining by cooperatives. Direct buying and trucking were fully discussed. The market demands and improvement of handling to prevent losses were interesting topics.

The institutes at Antigo gave the county agent basis for future cooperative work. Trucking to Madison well nigh prevents any cooperation among farmers in Columbia county. So few cooperative results can be expected in the immediate future from the institute at Columbus. The institute at Plymouth brought together representatives of a goodly number of associations in Fond du Lac, Manitowoc and Sheboygan counties and gave opportunity of many farmers of that section to see the Plymouth Cheese Board set the price on cheese. Very few farmers in the immediate vicinity of Plymouth have ever availed themselves of proximity to visit this board. Those attending the institute, who took time out to see the cheese board in action, did not think much of the way in which the price is fixed on their cheese. The institute at Wausau encouraged marketing more live stock through cooperative terminal commissions and improvement in handling and shipping to prevent losses.

J. H. Coyner's work for the Wisconsin Meat Improvement Council was very much appreciated in these institutes.

A New Venture

The quality improvement work done for the Almond creamery among its patrons by Mr. Sondergaard and Mr. Kolb in October 1930 raised the question in the mind of Mr. Kolb as to the rather uneconomic condition which seemed to prevail between the creamery and its patrons and among the patrons.

The superintendent looked into the matter. At the farm week at the college in February a conference of County Agent Noble, Mr. Kolb, Mr. Sondergaard, Mr. Hall and the superintendent worked out

a program for an institute for creamery patrons at Almond in for the last week of February 1931.

The institute was very well attended not only rather universally by the patrons of Almond creamery but patrons of nearby creameries attended. The result was that the creamery board and the county agent had some rather well defined ideas to follow up.

There is probably an interesting field of education along this line in getting a creamery or factory group in better balance and economic relation.

So much for our major institutes.

Minor Cooperative Marketing Institutes

One-Day Institutes

We come now to the one-day institutes.

There were 29 one-day marketing institutes on commodities as follows: four on milk quality, one on organization, two on live stock, two on condensary, one on butter, eight on tobacco, one on poultry and eggs, three on American cheese, four on brick cheese, two on flexible milk plants and one on milk distribution.

space will not permit a discussion of each of these institute contacts. The milk quality improvement institutes were for the Consolidated Badger Cooperative in Shawano county. The tobacco institutes were for the Northern Wisconsin Cooperative Pool, the cheese institutes were for the National Cheese Producers' Federation and the condensary institutes were for the Pure Milk Products Cooperative. The remainder were for miscellaneous groups considering special subject matter.

The men engaged in these institutes were: Froker, Luther, Sondergaard, Ogden, Bakken, Hoffman and schaars of the College of Agriculture, and Kolb and Onsted, regular Farmers' Institutes conductors.

One-day institutes are valuable in cases where considera-

ble educational work has already been done and where only special phases of a subject need further consideration. They fall short of the two-day and three-day institutes in that they do not permit time for a thorough presentation of a rather complex cooperative proposition.

one-session Institutes

Finally, the report upon the one-session institutes.

The one-session institute contacts include a miscellany of meetings ranging from two and three persons to several hundred in number and may take the form of round-table conferences or discussions or regular subject matter presentations.

The one-session institute is a most valuable way to initiate a community enterprise as it permits those who are really interested to organize for real educational effort.

This form of institute is also especially valuable in follow up of major institutes. The major institutes cover a wide area as they attract interested people who are willing to travel 20 to 25 miles each day to attend. Major institutes develop leaders. Following the major institutes it may be necessary to go out to the byways and hedges to reach as many people as possible.

Some of our one-session institutes in which three or four directors have been met have proven most valuable in getting cooperative action.

Again a representative of the department may speak upon a special subject at a farmers' picnic or at the business meeting of a cooperative where a large number are assembled.

They do not permit covering the fundamental aspects of a cooperative enterprise. It takes one day to become acquainted. Usually a person is left with a confused lot of concepts and many questions arise which leave him in doubt. The two-day and the three-day insti-

tutes permit becoming acquainted and having cooperative feeling of interest in an enterprise and opportunity to clear up questions of doubt. The educational process requires time.

We also enumerate under one-session institutes the work Mr. Sondergaard does with creameries and buttermakers at creameries and butter scoring exercises.

Such in general are our one-session institute contacts. There were 127 one-session institute contacts in 1930-1931.

Examples of one-session Institutes

It will be impossible to comment upon each one of the 127 one-session institutes, but some details will be given about a few of them so that the nature of the work done in them may be known.

On occasion negative results are desirable. A group of promoters from out-of-the-state had in mind the organization of a million dollar dairy plant at Wilson. Their prospectus included dazzling financial results which would accrue to farmer stock holders who would subscribe to about \$950,000 worth of stock, while the promoters would hold around \$150,000 worth of their pains. The organization set-up and arrangements were so extravagant that it seemed worthwhile to warn the farmers. The superintendent wrote a letter to a farm leader at Hersey, near Wilson, and the department was represented at a state hearing at Wilson by Mr. Proker. Mr. Proker's work at the hearing was very effective. When he got ready to come away a man shook his fist at Mr. Proker and said, "Young man, you have done us a lot of damage today." Since the hearing we have heard no more concerning this plant.

Some negative results are worth recording. In that one-session institute contact the farmers of the Wilson vicinity were saved enough money to pay Mr. Proker's salary for the rest of his life.

At Hamburg in Marathon county in October the superintendent spent an afternoon assisting the county agent with a meeting of ginseng growers. 82 growers were present and the stage was set for study and investigation of marketing ginseng. Since that time the U. S. Department, the state department and the Federal Farm Board have given assistance. There are many things which make cooperative marketing of ginseng somewhat precarious.

11 one-session institutes were held in extending information concerning cooperative wool marketing. These institutes helped to secure cooperation from wool growers which gave volume sufficient to establish a Wisconsin pool.

18 one-session institutes were held in a project to cull herds in Marathon county and ship the cattle cooperatively. The county agent considers this some of the most valuable assistance which he has received. This work was part of a project inaugurated by the departments of extension and animal husbandry and financed by the institute department. Around eight or nine hundred cows have been removed from Marathon county herds in this experiment and demonstration. Culling out poor producers can be done, but as a regular proposition it ought to finance itself.

One very interesting one-session institute took place in Agricultural Hall one evening when twenty representatives of the Madison Milk Producers Association and the Pure Milk Products Association of Middleton asked for assistance with their complex problem of distribution. This is a rather large order and its solution will present many interesting angles.

10 one-session institutes were held by Mr. Sondergaard and Mr. Kolb in milk improvement work among patrons of creameries in Portage and Waushara counties. In these institutes men, women and children cow milkers were met and the whole subject of the farm care of milking and milk and cream was discussed.

One-session Institutes on Price Comparisons

In the northwestern part of the state price comparisons were made prominent by some creamery managers who are the whole thing in creamery control and who are opposed to cooperative marketing. A price comparison committee was appointed to go to the bottom of the matter. Request was made for assistance from Mr. Froker and Mr. Sondergaard. They were sent, though the superintendent finds comparisons odious, especially price comparisons among joking creameries.

The first meeting which was at River Falls only paved the way for a second. When the call for the second was made it seemed to the superintendent that our money could be spent in a more worthwhile manner than bothering with price comparisons, especially since one creamery manager was loud in his protestations that had the creamery of which he was manager sold the butter through a sales association it would have lost \$23,000 the last year.

But as we were in the northwestern part of the state at the time it was finally decided to permit the expense of one more meeting provided Mr. Froker and Mr. Sondergaard would close the matter up without any more feeling around. It was also decided that while they were on their way they should call and see the wonderful man and pick him to pieces. In an interesting conversation of about thirty minutes the job was done and the genius, whose overwhelming wisdom is reflected in the expression "That is to say", had given voice to the expression 163 times by count.

The next day the genius made the vote of the committee unanimous in favor that price comparisons were of little use in determining a creamery's efficiency. Very much of the time advantageous price comparisons only rest upon mere assertion. The assertion is made so often that the repetition grounds it in truth.

Price Comparisons Illustrated

Creamery managers and buttermakers entrench themselves behind the statement "when you can pay us more than we are getting now, we will join the sales association". Many farmers if not most of them make it merely a matter of price comparisons. Below is the way it works out.

Example, two creameries which are neighbors, one (A) is a large creamery which is owned and kept up by the farmers, but which is really controlled and operated by a national chain store, the other (B) a smaller creamery which is owned, kept up and operated by farmers and belongs to a sales association.

Cream haulers for creamery A go out with the story that they can pay as high as five or six cents a pound more for butterfat than creamery B. They make frequent invasions of the territory of creamery B and of course pick off here and there some of B's patrons.

Now, take the annual reports of both creameries, reports which are based on regular audits. For 1930 creamery A paid 37.11 cents a pound for butterfat and creamery B paid 36.77 cents. That makes a difference of only 0.34 cents and not five or six cents.

The farmers who leave creamery B to go with creamery A lose their buttermilk. Consequently the patrons of creamery B are really getting the long end by remaining with their creamery and cooperative sales association.

The patrons of creamery B get credit for a large percentage of 95-score sweet cream butter. Creamery A sells on the basis of Chicago extras. There is nothing to indicate that the patrons of creamery A are any better off than those of creamery B. All are experiencing tough times. Some patrons of both creameries find fault with their tests.

A station bulletin would give creamery A an advantage

of one and one-half to two cents a pound as the result of larger volume alone. That's quite a lot more than 0.34 cents. Who absorbs the rest?

Price comparisons are odious, yet they render impotent farmer control which would probably tend to raise price for all.

The above illustrations of the nature of our one-session institute contacts will supply some foundation for judging the work.

Surveys and Special Reports

This institute year has called for special assistance with projects upon which farmers have thought of embarking. Surveys were made at Belmont, Spring Valley, Osseo, Hersey, Rhinelander, and in Marinette and Oconto counties. Mr. Proker and Mr. Sondergaard did the work in these. The surveys at Belmont and Spring Valley included the valuation of structures and equipment. While as yet the farmers have not entered upon these cooperative projects, they have the information to assist them should they decide to proceed.

Milk and Cream Quality Improvement

This year six cooperative organizations have been assisted with quality work among their patrons as follows: the creameries at Almond, Wautoma, Wild Rose and Whitehall, and the Antigo Milk Products Cooperative and the Consolidated Badger Cooperative.

As the result of farm to farm visitation by Mr. Sondergaard and Mr. Kolb among the patrons of the Almond creamery with 209 patrons the creamery was able at once to report eighty-five percent of its volume as 93-score sweet cream butter which sold under the Land of Lakes brand.

The work with the Whitehall creamery with 250 patrons was done by Mr. Sondergaard alone in June. The creamery board had concluded to grade cream and pay by grade and wanted the work done preparatory to grading. We have no report upon the outcome.

The work with the creameries at Wild Rose and Wautoma was

done by Mr. Kolb and consisted in some farm visitation and one-session meetings. These creameries did not have a very fixed idea of what they really wanted and while the effort which was made could not help but bear results only the determination to grade and pay by grade and doing so gets sure results.

The work for the Consolidated Badger Cooperative with 1300 patrons was done by Mr. Sondergaard in four one-day meetings with an aggregate attendance of 1985. This did not include farm visitation. Of course, only such results as come from willingness on the part of individuals here and there to respond to class room instruction can be depended upon.

The great big piece of quality improvement work was done for the Antigo Milk Products Cooperative with 700 patrons. In all of our work for this cooperative the superintendent has steadily borne down upon the proposition of quality improvement as being the final and essential element of success. As the new plant began to approach completion it was insisted that the time had arrived to begin the quality work. The directors took it on. In November Mr. Sondergaard and Mr. Kolb went from farm to farm among the 700 numbers and prescribed what ought to be done at each farm. These pioneer farmers followed directions so well that out of a daily intake of 150,000 pounds of milk only about 3000 pounds of milk has graded into the second class, from which a very high quality cheese is made. As soon as possible Mr. Sondergaard will be sent up to Antigo to call upon the farms which deliver the No. 2 milk with the view of cleaning the whole matter up.

The Specialists

Froker, Sondergaard, Schaars, Hoffman and Bakken are very capable and reliable men. They understand conditions in Wisconsin and can be relied upon to do good work. These men should be kept here.

Cooperative Complexity

It has been said as one reason for the failure of farmers to cooperate that as long as they were reasonably prosperous they would never cooperate, but let prices go low enough and they would have to get together.

With all of the other deterrents of cooperation a few of which have been touched upon in this report we now have the hard times as a deterrent rather than an incentive to cooperation. Prices in general are lowest in years, while taxes and supplies are high. The result is that farmers are dodging here and there wherever an opportunity appears to gain a sixteenth of a cent more. Deductions for payment of stocks, for costs and for reserves are imperiling the cooperatives we have and preventing new ones. Price is the big thing and price comparisons become more odious.

The Truck

Truck operation appears to the malcontent, the unemployed, the opportunist and the uninitiated as a fruitful field of endeavor. Innumerable truckers are out to get business. The milk trucker and the live stock trucker can supply greener pasture visions the more distant the market and must get business to survive. Trucks deliver at distances as far as 150 miles. An example of how little chance a cooperative has is shown when in one two miles of county road seven milk trucks serve eight dairy farmers. Yet to better the farmer's condition at all materially there must be farmer cooperation. Some way must be found to control the trucker and to stabilize the farmers. The task is no easy one, yet must not be considered impossible. We must keep our wits working, our courage up and not become weary in well-doing.

Cooperative Institute Staff

The following fifty-six persons appeared on the institute program:

Department of Farmers' Institutes

Geo. B. Brown, R. K. Proker, Otto A. Jakoubek, R. A. Kolb, E. L. Luther, Otto Onstad, H. A. Schaars, and H. T. Sondergaard.

College of Agriculture

H. H. Bakson, I. P. Hall, A. C. Hoffman, J. B. Hayes, James Lacey, and W. B. Ogden.

Department of Agriculture and Markets

G. P. Claflin, H. R. Fisher, H. M. Knipfel, R. A. Peterson, and W. L. Witte.

County Agents

E. D. Byrns, Erwin Davis, E. L. Divan, C. B. Drowry, W. A. Duffy, J. I. Etheridge, C. C. Gilman, Harold Howde, Emil Jorgensen, L. G. Kuenning, W. J. Landry, G. W. Lycan, S. S. Mathison, S. P. Murat, H. R. Noble, J. T. Omernik, W. J. Rogan, Manly Sharp, L. G. Sorden, W. E. Spreiter, and P. A. Thatcher.

National Cheese Producers' Federation

B. E. Billington, William Ratter, R. R. Smith, W. E. Boie, A. J. Brevold, C. I. Cole, Alex Johnson, and A. H. Lauterbach.

Other Organizations

R. P. Ames, Pure Milk Products Cooperative
 J. M. Coyner, Wisconsin Meat Improvement Council
 Engvold Hembre, Tony Public Schools
 W. L. Henning,
 T. R. Kittleson, Mayor of Osseo
 J. J. Lamb, Equity Live Stock Sales Association
 A. V. Miller, Richland Centre Public Schools
 Otto Wirth, Antigo Dairy Products Cooperative.

Statistical Summary

Below is a statistical summary of all cooperative marketing institutes with aggregate attendance.

Major Cooperative Marketing Institutes

<u>Butter</u>		<u>Coop. Plants</u>	
Arkansas	234	Ada	514
Black River Falls	175	Coleman	3,200
Elmwood	500	Hersey	440
		Osseo	293
<u>Cheese</u>		Rhineland	625
Edwards	311		
Ingram	280	<u>Poultry and Eggs</u>	
Mineral Point	302	Hawthorne	196
Richland Centre	606	<u>Economic Institute</u>	
Stanley	515	Almond	1,175
<u>Condensaries</u>			
Browtown	172		
Elkhorn	353		
Heilsville	251		
Oconomowoc	671		
Waupun	612		
West Bend	297		
Whitewater	261	Total Major Institutes	27
Withee	418	Total Attendance	13,923
<u>Live stock</u>			
Antigo	466		
Columbus	430		
Plymouth	211		
Wausau	370		

one-day Cooperative Institutes

Aurorahtville (condensary)	50
Beaver Dam (brick cheese)	90
Birnamwood (milk quality)	300
Casco (American cheese)	40
Cashton (Tobacco)	127
Cato (live stock)	70
Coon Valley (tobacco)	75
De Soto (tobacco)	60
Green Bay (flexible plant)	60
Hastisford (brick cheese)	76
Juneau (brick cheese)	87
Iona (flexible plant)	50
Mattoon (milk quality)	135
Merrill (condensary)	90
Oakland Town Hall (poultry and eggs)	76
Ontario (tobacco)	102
Rhineland (milk distribution)	14
Rio Creek (American cheese)	100
Riplinger (live stock)	135
St. Croix Co. Tour (butter)	100
Shawano (Consolidated Badger Coop.)	209
Theresa (brick cheese)	60
Tigerton (milk quality)	500
Tisch Mills (American cheese)	75
Viola (Tobacco)	54
Viroqua (tobacco)	105
Westby (tobacco)	65
West salem (tobacco)	58
Wittenberg (milk quality)	500
Total One-Day Institutes	29
Total Attendance	4,022

One-session Cooperative Institutes

Agricultural Hall	(Milk)	20
Angelica	(Live stock)	250
Antigo	(Antigo Milk Products Coop.)	600
Antigo	(cheese)	5
Antigo	(Antigo Milk Products Coop.)	3
Arena	(Wool marketing)	24
Ashland	(marketing)	15
Athens	(Cow culling and marketing)	55
Athens	(live stock)	125
Baldwin	(creamery)	2
Belmont	(creamery)	30
Belmont	(creamery)	7
Black River Falls	(creamery)	140
Boscobel	(Wool marketing)	24
Brookville	(flexible plant)	24
Butternut	(creamery)	100
Butternut	(marketing)	45
Casey Valley	(marketing)	35
Centuria	(creamery)	1
Chiber barn	(cow culling and marketing)	12
Chicago	(Pure Milk)	16
Clear Lake	(creamery)	2
Clear Lake	(creamery)	2
Cobb	(Wool marketing)	21
Cobb	(Wool marketing)	6
Cochrane	(Creamery)	425
Colby	(cow culling and marketing)	16
Coleman barn	(cow culling and marketing)	14
Cottage Grove	(Madison Milk Producers)	35

Granetown	(flexible plant)	38
Deerfield	(Pure Milk local)	100
Delavan	(wool marketing)	16
Devine Rapids	(cheese)	70
Dorchester	(cow culling and marketing)	6
Durand	(butter shipping association)	75
East School	(cream quality)	40
Eau Claire	(butter)	30
Edgar	(cow culling and marketing)	16
Pifield	(cheese)	90
Fisher Barn	(cow culling and marketing)	9
Fond du Lac	(conference on cheese)	12
Galesville	(creamery)	150
Gleason Town Hall	(condensary)	15
Glidden	(marketing)	27
Grange Hall	(butter)	35
Hamburg	(ginseng)	32
Hersey	(flexible plant)	75
Hersey	(flexible plant)	2
Hicks valley school	(cooperative marketing)	75
Highbridge	(marketing)	19
Holman	(tobacco)	33
Kenosha	(milk producers)	2
Kilbourn	(shipping association)	50
Kreig Barn	(cow culling and marketing)	14
LA Pointe	(marketing)	17
Lake Geneva	(wool marketing)	12
Lancaster	(wool marketing)	15
Lone Pine school	(cream quality)	60
Luck	(creamery)	75

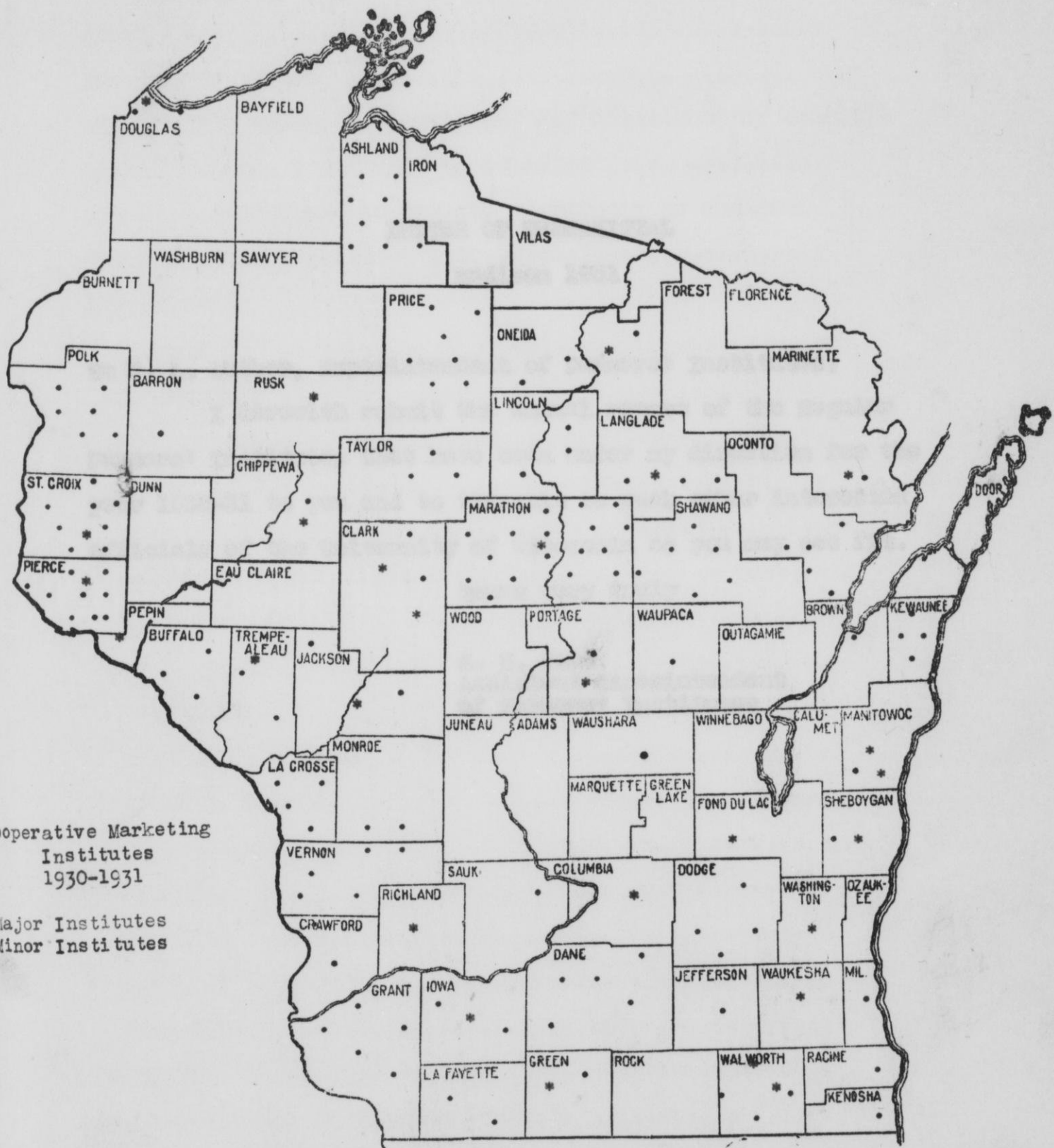
Trick	(creamery District No. 20)	60
Trick	(creamery)	2
Lyons	(wool marketing)	8
Madison	(Madison Milk Producers)	7
Madison	(condensary)	20
Madison	(Madison Milk Producers)	6
Madison	(Milk Producers Association)	6
Marathon City	(cow culling and marketing)	13
Marengo	(marketing)	10
Marshfield	(cow culling and marketing)	14
Martin Hill School	(cheese)	100
Milwaukee	(Milk Producers Association)	25
Mineral Point	(wool marketing)	32
Minneapolis	(conference)	5
Mt. Hope	(wool marketing)	21
Mt. Morris School	(cream quality)	40
Nass Barn	(cow culling and marketing)	16
New Glarus	(condensary)	12
North Valley School	(cream quality)	23
Oasis School	(cream quality)	165
Ogema	(butter)	7
Oniwa	(cow culling and marketing)	60
Osceola	(flexible plant)	200
Osseo	(flexible plant)	10
Osseo	(flexible plant)	12
Osseo	(flexible plant)	33
Phillips	(cheese)	30
Platteville	(wool marketing)	13
Prentice	(butter)	5
Rib Lake	(creamery)	125

Rib Lake	(butter)	18
Ringle	(cow culling and marketing)	37
River Falls	(price comparison)	40
River Falls	(price comparison)	7
Rock Elm	(butter)	50
Rockland	(tobacco)	63
Rural School (rural club)	(butter)	40
Rural School	(cream quality)	29
Rural School	(cream quality)	47
St. Anne	(cheese factory)	40
Sanborn	(marketing)	25
Saxeville	(cream quality)	30
Shawano	(live stock)	700
Shawano	(consolidated Badger Coop.)	25
Shawano	(oil cooperative)	15
Shelby	(tobacco)	21
Shley Town Hall	(condensary)	45
Spencer	(cow culling and marketing)	12
Spirit Lake	(butter)	7
Spring Valley	(creamery)	40
Spring Valley	(butter)	15
State Capitol	(cheese)	75
Stratford	(cow culling and marketing)	19
Summit	(flexible plant)	90
Superior	(conference)	2
Superior	(Twin Posts Milk Producers)	3
Tamarack School	(cream quality)	60
Tigerton	(Consolidated Badger Coop.)	250
Tomahawk	(condensary)	30
Trader Barn	(cow culling and marketing)	7

Warrens	(marketing)	35
Wausau City Hall	(cow culling and marketing)	100
Wausau Lutheran Church	(cow culling and marketing)	100
Wild Rose	(cream quality)	12
Wilson	(state hearing)	150
Wolf River	(cheese)	55
Woodville school	(cream quality)	56
Woodville school	(flexible plant)	130
Total One-session Institutes		127
Total Attendance		7,011

Summary of Cooperative Institutes and Attendance

Major Cooperative Institutes	27	13,928
One-Day Cooperative Institutes	29	4,022
One-session Cooperative Institutes	<u>127</u>	<u>7,011</u>
Total	183	24,961
<u>Grand Summary</u>		
Cooperative	183	24,961
Regular	<u>672</u>	<u>131,671</u>
Grand Total	855	156,632



Cooperative Marketing
 Institutes
 1930-1931

Major Institutes
 Minor Institutes

LETTER OF TRANSMITTAL

Madison 1931

To E. L. Luther, Superintendent of Farmers' Institutes:

I herewith submit the annual report of the Regular Farmers' Institutes that have been under my direction for the year 1930-31 to you and to transmit to such other interested officials of the University of Wisconsin as you may see fit.

Yours very truly

A. H. Cole
Assistant Superintendent
of Farmers' Institutes

INDEX

	<u>Page</u>
Letter of transmittal	8
Index	3
Summary of Report	5
Map showing number of institutes and attendance by counties	7
Map of one-day institutes by counties	8
Map of one-session and two-day institutes by counties	9
Purpose of an Institute	10
Organization	
Historical	10
Cooperation	10
Application	11
Staff	11
List of workers	12
Walter C. Brill, a biography	13
B. J. Gehrman, "	13
C. H. Imig, "	14
Otto Onstad, "	15
Charles S. Ristow, "	15
Peter C. Swartz, "	16
T. J. Pattison, "	17
Schedule	17
Schedule	19
Types of institutes	20
Advertising	20
Major Institutes, .Glinton,	23
Regular Two-day Institute, Medford,	26
One-day Institute, Meteor,	28

SUMMARY

Page

One-session Institute 28

Results 29

Programs 30

Lists of

- Major two-day Institutes 36
- Regular two-day Institutes 37
- One-day Institutes 39
- One-session Institutes 51

Women's Institutes 61

Map of Women's Institutes 63

to give each opportunity of instruction upon it where it and upon what it needs. This is arranged upon a four day week basis to avoid excessive travel expense.

Four types of institutes were given, major and regular two-day institutes, one-day institutes and one-session institutes. The following is the number and attendance of each type:

Type	Number	Attendance
major two-day	24	49,208
regular two-day	29	64,434
one-day	133	41,140
one-session	200	2,145
women's institutes	24	2,024
total	310	158,951

Number of days holding of agricultural extension specialists during the year was 1,000 days. The institutes worked upon 200 days in women's institutes.

College extension specialists 51 1/2 of the time
 institute work 49 1/2 of the time

SUMMARY

The purposes of farmers' institutes are to make the agricultural practices more profitable and the living on the farm better, to the advantage of the whole community. In 1885 the legislature of Wisconsin provided for farmers' institutes in the state. The first one was held at Hudson November 23-24, 1885. The institutes department cooperates with the other departments of the college and the county agents of the various counties. It furthers the project work of both the departments and the county agents, by using the extension specialists, successful farmers and county agents upon the programs. The schedule of institutes is arranged to give each community an institute when it wants it and upon what it needs. This is arranged upon a four day week basis to avoid excessive travel expense.

Four types of institutes were given, Major and Regular two-day institutes, one-day institutes and one-session institutes. The following is the number and attendance of each type:

<u>Type</u>	<u>Number</u>	<u>Attendance</u>
Major Two-Day	24	49,308
Regular Two-Day	50	24,494
One-Day	315	46,146
One-session	259	8,545
Women's Institutes	<u>24</u>	<u>5,294</u>
Total	672	131,671

Number of days college of Agriculture extension specialists worked in Farmers' Institutes 334. The Institute worker spent 303 days in Farmers' Institutes.

College Extension Specialists	53 % of the time
Institute worker	46 % of the time

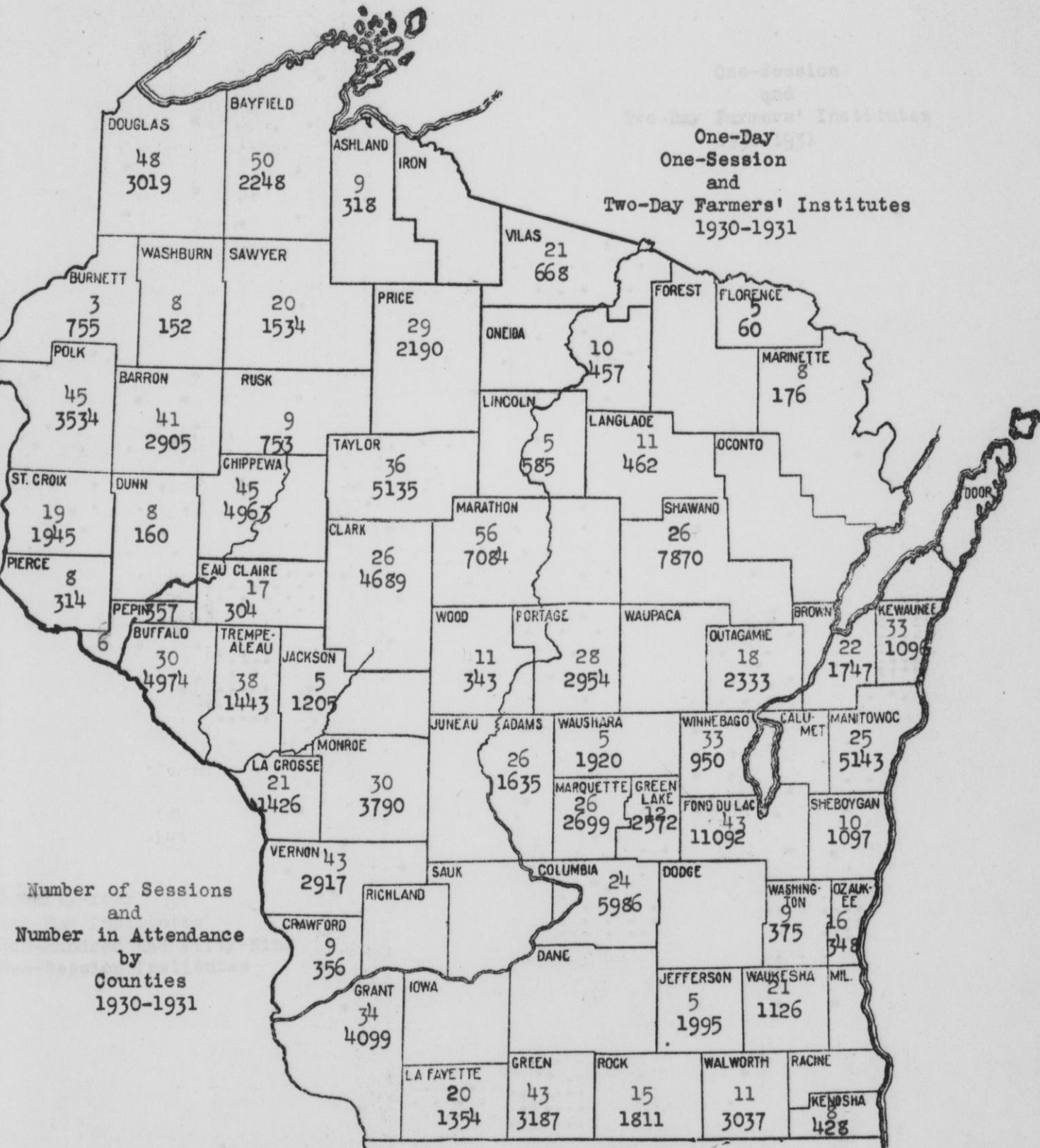
The interest of the local public in the institutes is aroused by using local papers, letters, poster contest prizes and the activity of large committees. The Major two-day institutes were held in the larger communities. They were the largest agricultural meetings held in the communities during the year. They were the most successful both in attendance and work accomplished. The Regular two-day institutes were held in smaller communities and were conducted upon the same lines as the Major institutes. These are very efficient. The one-day and single-session institutes are held in small communities specifically to further county agents projects. The subjects discussed upon our program cover the whole field of agriculture. The subjects appearing the most are: Marketing, Better control of weeds, control of Bang's disease, and Fertilization of soils. All programs were written in conference with County Agents or upon their written suggestions. In the marketing work the principles of cooperation and organization were discussed. The farmer institute conductors are all successful farmers of good standing in their community and have had experience in community and marketing organizations.

The Women of the state attend the farmers' institutes in large numbers. They wish to learn the best way to increase the farm income for the purpose of raising the standard of family life on the farm.

The following shows the time distribution of attendance in farmers' institutes of the various types:

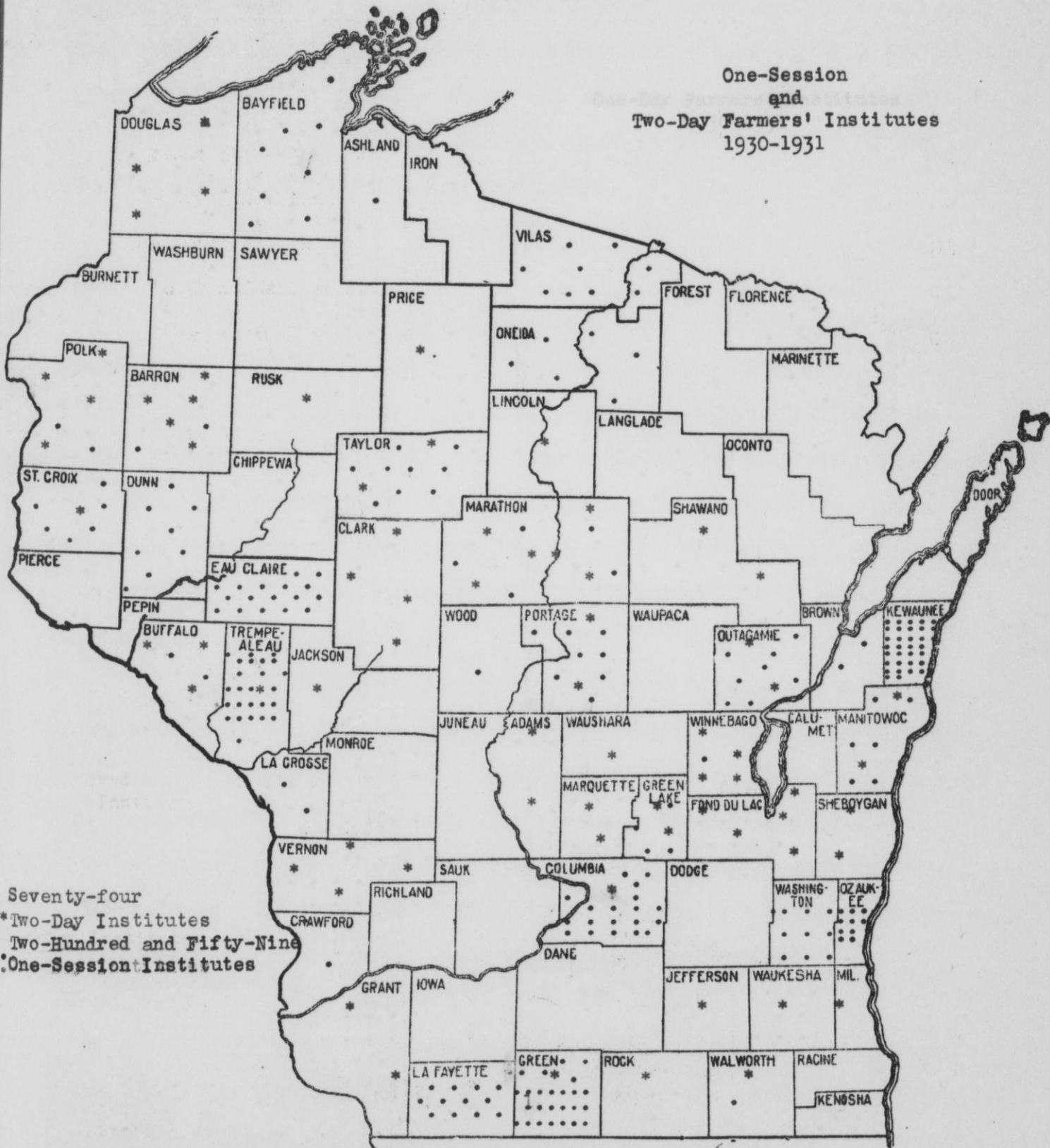
	<u>First Day</u>		<u>Two-Day</u>	<u>Second Day</u>	
	<u>A.M.</u>	<u>P.M.</u>	<u>Evening</u>	<u>A.M.</u>	<u>P.M.</u>
	8,979	14,362	21,298	10,781	16,870
	<u>10,343</u>	<u>28,102</u>	<u>7,246</u>		
	<u>One-Day and One-Session</u>				
Total	23,322	42,464	28,541	10,781	16,870

One-Day
One-Session
and
Two-Day Farmers' Institutes
1930-1931



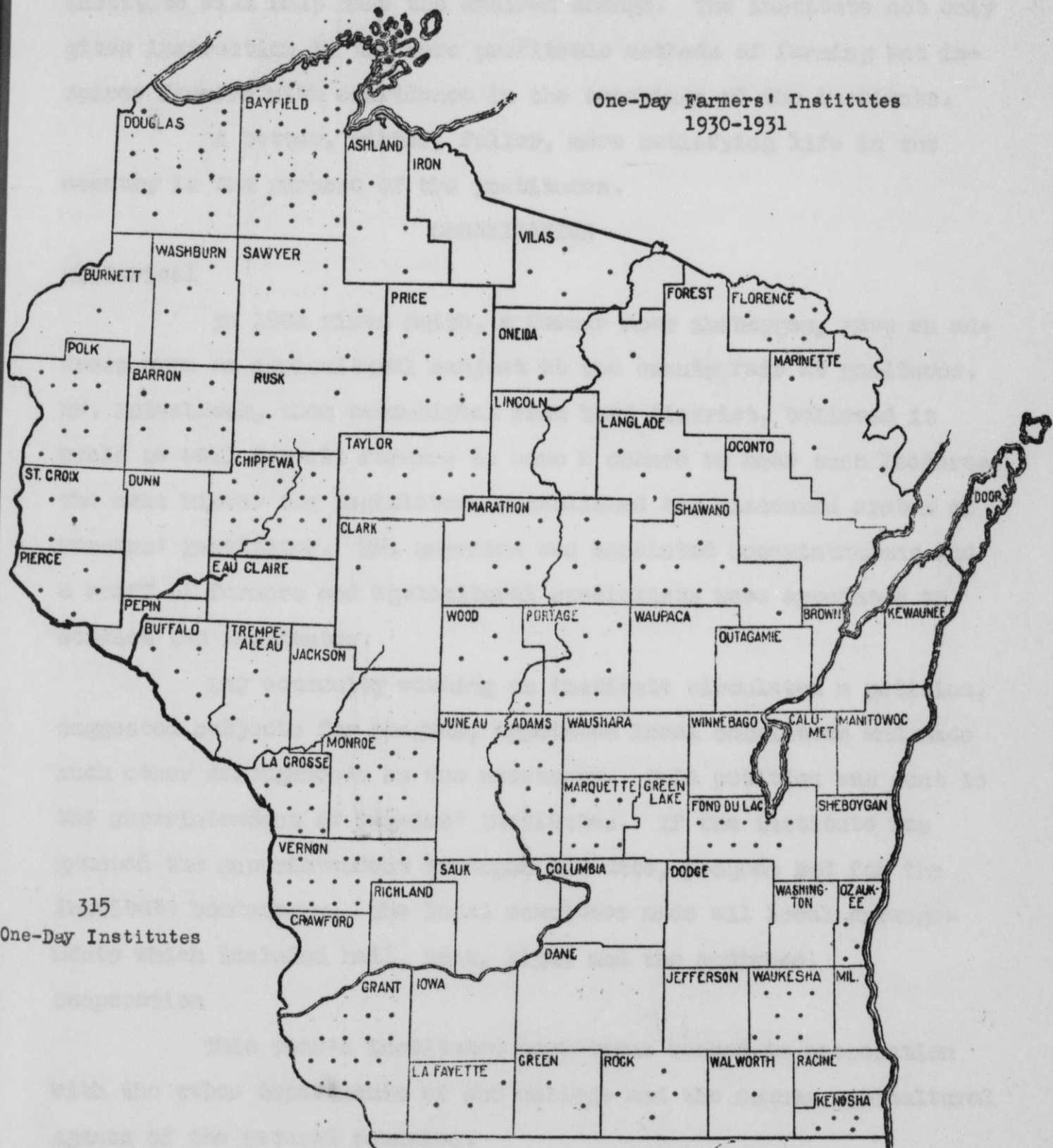
Number of Sessions
and
Number in Attendance
by
Counties
1930-1931

One-Session
and
Two-Day Farmers' Institutes
1930-1931



Seventy-four
*Two-Day Institutes
Two-Hundred and Fifty-Nine
:One-Session Institutes

One-Day Farmers' Institutes
1930-1931



WISCONSIN HISTORICAL SOCIETY

PURPOSE

When a community calls for a farmers' institute it is convinced that its agricultural practices need improvement and that the institute will help make the desired change. The institute not only gives instruction in the more profitable methods of farming but inspires farmers with confidence in the teachings of the institute.

A better, richer, fuller, more satisfying life in the country is the purpose of the institutes.

ORGANIZATION

Historical

In 1884 Hiram Smith, a farmer near Sheboygan, gave an address upon an agricultural subject at the county fair at Manitowoc. Mr. Estesbrook, then assemblyman from that district, believed it would be well for all farmers to have a chance to hear such lectures. The next winter the legislature established the Wisconsin system of Farmers' Institutes. Mr. Morrison was appointed superintendent and a staff of farmers and agricultural specialists were appointed to conduct the institutes.

Any community wishing an institute circulated a petition, suggested subjects for program, appointed local committees and made such other arrangements as was necessary. This petition was sent to the superintendent of Farmers' Institutes. If the institute was granted the superintendent arranged the date, program and for the institute conductors. The local committee made all local arrangements which included hall, heat, light and the audience.

Cooperation

This year's institutes Department worked in cooperation with the other departments of the College and the County Agricultural Agents of the several counties.

About the middle of september 1931 the writer had a conference with the head of each department of the College. The projects of the department were discussed with the idea in mind how can the Farmers' institutes assist the other departments with their extension work. Thus avoid duplication and give the greatest service to the work. The availability of specialists of the department for use in farmers' institutes was discussed. Each of the extension specialists was then interviewed with the same idea in mind. Every department and every specialist gave the Farmers' Institutes excellent cooperation and service.

Application

Farmers' Institute application blanks were prepared and sent out to the County Agents. The blanks call for the type of institute, place, time, subjects wanted by County Agent, also the nomination of a local institute committee. These were filled out by the County Agent and returned to this office. Similar application blanks were sent to farmers who wished an institute in their community in counties that did not have County Agents.

staff

The Institute staff was composed of farmers, college extension specialists and a few from state Department of Agriculture. The farm members were men who had made money upon the farm, had a good looking farmstead, worked with community organizations, were of good standing in their communities and were able to stand before an audience of farmers and tell them what they had done in such a way that the farmers of the audience would go home and do likewise. The specialists took to his audience more taining and in some cases more skill in presenting his subject.

1931-1932

List of Institute Workers

Farmers

Walter C. Brill

~~B. J. Gehrman~~ ✓

C. H. Imig

~~R. A. Kolb~~ ✓

Roy McDonald

Otto Onstad

~~T. J. Pattison~~ ✓

C. S. Ristow

P. C. Swartz

College Specialists

A. R. Albert

G. E. Annin

B. A. Beach *John Brann*

G. Bohstedt

G. M. Briggs

C. J. Chapman

A. J. Cramer

E. J. Delwiche

I. F. Hall

J. G. Halpin

~~E. B. Hauser~~ ✓

J. B. Hayes

~~T. J. Holmstedt~~

G. C. Humphrey

~~James Kavanagh~~

C. L. Kuehner

~~James Lacey~~

Henry Lunz

~~W. McNeel~~

W. McNeel

J. G. Milward

R. A. Moore

G. B. Mortimer

~~Archie Mucks~~ ✓

F. L. Musbach

~~J. P. Schaenzer~~ ✓

R. E. Vaughan

A. H. Wright

O. R. Zeasman

Others

L. W. Beadle

~~E. L. Chambers~~

J. M. Coyner

~~Emerson Ela~~ ✓

~~Chas. Hill~~ ✓

H. G. Klumb

H. M. Knipfel

Dr. V. S. Larson

~~Dr. A. F. Pym~~ ✓

~~Wm. Renk~~ ✓

W. L. Witte

Wm. Winchelmamm

Walter C. Brill

B. J. Gehrman

C. H. Imig

R. A. Kolb

Otto Onstad

College Specialists

G. E. Annin

B. A. Beach

G. Bohstedt

G. M. Briggs

C. J. Chapman

A. J. Cramer

E. J. Delwiche

R. T. Harris

K. L. Hatch

O. R. Zeasman

Others

A. A. Brown

R. A. Peterson

H. M. Knipfel

W. A. Duffy

T. J. Pattison

C. S. Ristow

P. C. Swartz

Roy McDonald

J. B. Hayes

Geo. Humphrey

C. L. Kuehner

R. A. Moore

Archie Mucks

F. L. Musbach

R. H. Roberts

Erwin Sutton

R. E. Vaughan

J. J. Hill

John Omernik

G. F. Baumeister

Walter C. Brill

Mr. Brill is of Holland descent and has lived his life to the present in one community in Sheboygan county. He is a student not only in his library but in his fields and in his barns. In this way he not only keeps up to date upon what is going on in the agricultural world but tests his readings on his farm. Also does some investigating himself. This keeps him alert.

He is held in high respect in his community as is shown by the honors given him. He has been Town Clerk, secretary of the Local American Society of Equity, secretary of Cooperative Cheese Factory, Director and Vice-President of National Cheese Producers' Federation. A member of Sheboygan County Holstein Breeders Association and a life member of Holstein Friesian Association of America.

His farm consists of 40 acres of Sheboygan county clay loam soil. Every foot of his land has been limed and treated with commercial fertilizers in addition to receiving all the manure produced upon the farm. His major crops are alfalfa, corn, potatoes and some small grain.

He keeps 13 head of Holstein cattle and 2,000 white leg-horn chickens each year.

Mr. Brill's farmstead is neat, well kept, clean and a credit to the community. He has a pleasing personality and due to his ability as a student and close observer delivers talks that inspire confidence in his listeners. Farmers follow his directions because they know that he talks from his own experience and talks straight.

B. J. Gehrman

Mr. Gehrman lived in Germany until he was 13 years of age. He acquired his education by attending night school, studying at home

and in the hard school of experience. He is a keen observer, a logical thinker and a good reader of people. Starting in 1896 he helped his father clear up a farm near Neillsville. In 1904 he moved back upon that farm with his wife. In 1915 he moved upon his present farm near Hellen. He has cleared this farm from the woods and raised a family of six boys and five girls.

He has a good farm and it is in good condition.

He has been Assessor five years, Town Chairman six years, and under sheriff for two years, Assemblyman 1927-1928 and 1931-1932 and Chairman of the Committee on Agriculture in the Assembly. He is very much interested in cooperative organizations. He is now Vice-President of the American Society of Equity and is on cheese marketing committee. He is also President of the Wisconsin Cooperative Council.

He is one of our most effective workers.

Charles H. Imig

Mr. Imig was born on a farm near Fort Atkinson and lived there during his boyhood days.

He graduated from Whitewater Normal school and taught school seven years. He purchased a farm near Waupaca which he farmed for 12 years. He then sold that and purchased the farm he now owns and farms. He has been farming this 200 acre farm for 18 years.

He has been Chairman of his town, School Clerk, Secretary of Cooperative Creamery, President of Central Wisconsin Holstein Breeders Association and is now President of Cooperative Creamery Association.

He has belonged to a cow testing association for many years. He has an average of his herd of eighteen cows of 437# butter. He has used four cars of ground limestone and large quantities of commercial fertilizers. He raises alfalfa, cold resistant, Golden Glow Corn, Wisconsin No. 7 Oats, Wisconsin No. 37 Barley. He is one of the most up-

to-date successful farmers in his community. He is a forceful effective speaker.

Otto Onstad

Mr. Onstad spent his life upon a farm near Cambridge. He went to country school, Albion Academy and Lutheran School at Decorah, Iowa. Taught school six years. Took over his father's homestead in 1898 and has farmed it ever since.

He organized and was the secretary-Manager of prairie Queen Cooperative Creamery in 1895, organized Farmers Local Telephone Co., served eight years as Town Clerk, four years as Town Chairman, Member of Assembly 1909-13, Superintendent of Public Property, state Capitol, 1914. Organized and was an officer in Cambridge cow testing association. Took active part in organizing Northern Wisconsin Cooperative Tobacco Pool and is serving seventh year as a director of the same.

Mr. Onstad is an effective institute conductor. Especially is this true of the southern part of the state.

Charles S. Ristow

Mr. Ristow is a man of large experience. He has run a meat market, a feed mill and shipped livestock. President of North Bend Creamery Co., member of County Board, President of Black River Falls Cooperative Creamery Company, President of Jackson County Farm Bureau, President of Farmers' Cooperative packing plant at La Crosse and President of Jackson county fair for 15 years.

He purchased and moved upon a farm in 1907, which he has farmed ever since. He practices modern methods of farming. He has won the following prizes: silver cup, Jackson County Bank, on best 10 ears of corn, Gold Medal, Corn Show at St. Paul silver cup panama pacific international Exposition on corn.

He has a very fine herd of Guernsey cattle and has produced some very outstanding animals of the breed.

Mr. Ristow is a very pleasing and convincing speaker. He tells of his own experiences and observations in such a way that his listeners go home and try what he has told them to their great advantage.

Peter C. Swartz

Mr. Swartz is one of the outstanding farmers of Waukesha. He has a national reputation as a grower of alfalfa.

His academic training went as far as the first two years in Carrol College. Since 1909 he has spent a week or more at College of Agriculture every year hunting answers to questions that have come to him while farming during the year.

He and his brother operate a 253 acre farm about four miles out of Waukesha. Modern machinery, ground limestone, commercial fertilizers, apples, alfalfa and Karakul sheep tell the story of Mr. Swartz' success.

He has been president of the Alfalfa order and Treasurer of the Wisconsin Experimental Association, Director of Waukesha Farm Bureau, Director of Farmers' Bank, Waukesha, and Clerk of his school District.

His alfalfa and grains have won many prizes in Wisconsin. In 1914 his sheaf of alfalfa won first place in Wisconsin. Then it was sent to San Francisco to the Panama-Pacific International Exposition, where it won first and the gold medal.

He is one of the outstanding fruit and alfalfa men of the state. He has a very convincing way of presenting his subject at the institutes. Farmers go home and do what Mr. Swartz has done greatly to their profit.

T. J. pattison

Mr. pattison has lived upon a farm all his life. He is a graduate of the short course in Agriculture of this College. In 1911 he purchased a farm five miles east of Durand 500 acres of black loam soil. He paid \$62,000 for it, or rather he paid \$12,000 down and gave a note for the rest. He has paid for his farm from its profits since.

He has 150 head of milking short horn cattle, 200 Duroc Jersey hogs, 100 shropshire ewes, 100 lambs, and 8 work horses. He also rents 200 acres of land.

He is Director of the First National Bank of Durand, Chairman of Agricultural Committee and secretary of Pepin County Fair. This year he was appointed by the governor to the Emergency Committee on overhead highway bridges. Later he was appointed Chairman of the Wisconsin State Highway Commission.

Mr. pattison has a pleasing and forceful personality. He was one of our most pleasing and effective institute speakers.

schedule

The most carefully planned piece of work in organizing the Farmers' Institutes for the year was making the schedule, placing 672 institutes of different types at different places at different times with different programs with thirty-six workers and fifty-two County Agents to keep straight and good natured was an exacting job. Add to this the possibility of bad roads, worse weather and ill health among the workers and the difficulties of the problem is apparent.

The time unit in planning this work was a four day week, Tuesday, Wednesday, Thursday and Friday. The specialists were often sent to four two-day institutes in a week. These institutes were so arranged that a minimum of travel expenses was incurred. It was also necessary to keep the farmer members employed continuously during the

institute season.

The schedule as carried out is as follows;

Year	Month	Day	Event	Location	Time	Remarks
1919	Jan	1	...	...	...	...
1919	Jan	2	...	...	...	...
1919	Jan	3	...	...	...	...
1919	Jan	4	...	...	...	...
1919	Jan	5	...	...	...	...
1919	Jan	6	...	...	...	...
1919	Jan	7	...	...	...	...
1919	Jan	8	...	...	...	...
1919	Jan	9	...	...	...	...
1919	Jan	10	...	...	...	...
1919	Jan	11	...	...	...	...
1919	Jan	12	...	...	...	...
1919	Jan	13	...	...	...	...
1919	Jan	14	...	...	...	...
1919	Jan	15	...	...	...	...
1919	Jan	16	...	...	...	...
1919	Jan	17	...	...	...	...
1919	Jan	18	...	...	...	...
1919	Jan	19	...	...	...	...
1919	Jan	20	...	...	...	...
1919	Jan	21	...	...	...	...
1919	Jan	22	...	...	...	...
1919	Jan	23	...	...	...	...
1919	Jan	24	...	...	...	...
1919	Jan	25	...	...	...	...
1919	Jan	26	...	...	...	...
1919	Jan	27	...	...	...	...
1919	Jan	28	...	...	...	...
1919	Jan	29	...	...	...	...
1919	Jan	30	...	...	...	...
1919	Jan	31	...	...	...	...
1919	Feb	1	...	...	...	...
1919	Feb	2	...	...	...	...
1919	Feb	3	...	...	...	...
1919	Feb	4	...	...	...	...
1919	Feb	5	...	...	...	...
1919	Feb	6	...	...	...	...
1919	Feb	7	...	...	...	...
1919	Feb	8	...	...	...	...
1919	Feb	9	...	...	...	...
1919	Feb	10	...	...	...	...
1919	Feb	11	...	...	...	...
1919	Feb	12	...	...	...	...
1919	Feb	13	...	...	...	...
1919	Feb	14	...	...	...	...
1919	Feb	15	...	...	...	...
1919	Feb	16	...	...	...	...
1919	Feb	17	...	...	...	...
1919	Feb	18	...	...	...	...
1919	Feb	19	...	...	...	...
1919	Feb	20	...	...	...	...
1919	Feb	21	...	...	...	...
1919	Feb	22	...	...	...	...
1919	Feb	23	...	...	...	...
1919	Feb	24	...	...	...	...
1919	Feb	25	...	...	...	...
1919	Feb	26	...	...	...	...
1919	Feb	27	...	...	...	...
1919	Feb	28	...	...	...	...
1919	Feb	29	...	...	...	...
1919	Feb	30	...	...	...	...
1919	Mar	1	...	...	...	...
1919	Mar	2	...	...	...	...
1919	Mar	3	...	...	...	...
1919	Mar	4	...	...	...	...
1919	Mar	5	...	...	...	...
1919	Mar	6	...	...	...	...
1919	Mar	7	...	...	...	...
1919	Mar	8	...	...	...	...
1919	Mar	9	...	...	...	...
1919	Mar	10	...	...	...	...
1919	Mar	11	...	...	...	...
1919	Mar	12	...	...	...	...
1919	Mar	13	...	...	...	...
1919	Mar	14	...	...	...	...
1919	Mar	15	...	...	...	...
1919	Mar	16	...	...	...	...
1919	Mar	17	...	...	...	...
1919	Mar	18	...	...	...	...
1919	Mar	19	...	...	...	...
1919	Mar	20	...	...	...	...
1919	Mar	21	...	...	...	...
1919	Mar	22	...	...	...	...
1919	Mar	23	...	...	...	...
1919	Mar	24	...	...	...	...
1919	Mar	25	...	...	...	...
1919	Mar	26	...	...	...	...
1919	Mar	27	...	...	...	...
1919	Mar	28	...	...	...	...
1919	Mar	29	...	...	...	...
1919	Mar	30	...	...	...	...
1919	Mar	31	...	...	...	...
1919	Apr	1	...	...	...	...
1919	Apr	2	...	...	...	...
1919	Apr	3	...	...	...	...
1919	Apr	4	...	...	...	...
1919	Apr	5	...	...	...	...
1919	Apr	6	...	...	...	...
1919	Apr	7	...	...	...	...
1919	Apr	8	...	...	...	...
1919	Apr	9	...	...	...	...
1919	Apr	10	...	...	...	...
1919	Apr	11	...	...	...	...
1919	Apr	12	...	...	...	...
1919	Apr	13	...	...	...	...
1919	Apr	14	...	...	...	...
1919	Apr	15	...	...	...	...
1919	Apr	16	...	...	...	...
1919	Apr	17	...	...	...	...
1919	Apr	18	...	...	...	...
1919	Apr	19	...	...	...	...
1919	Apr	20	...	...	...	...
1919	Apr	21	...	...	...	...
1919	Apr	22	...	...	...	...
1919	Apr	23	...	...	...	...
1919	Apr	24	...	...	...	...
1919	Apr	25	...	...	...	...
1919	Apr	26	...	...	...	...
1919	Apr	27	...	...	...	...
1919	Apr	28	...	...	...	...
1919	Apr	29	...	...	...	...
1919	Apr	30	...	...	...	...
1919	Apr	30	...	...	...	...

July Vilas	July Green	July Tremp.	July Ashland	July Taylor	August Oneida
Cole	Cole	Cole	Kolb	Ristow	Cole
1-2 Poultry	8-9 Poultry	15-16 Poultry	23-24 Poultry	28-29 Dairying	18-19 Poultry
3-4 Poultry	10-11 Poultry	17-18 Poultry	25 Poultry	30 Poultry	20 Poultry
Sept Taylor	October Pepin	Florence November	Kewaunee Eau Claire	November Marathon	November Polk
Kolb	Zeamann	Gehrman	Harris Chapman	Briggs Hayes	Pattison Imig
6 Dairying	20-25 Soils	Dairying 3-8	Dairying Soils	Crops Poultry	18-19 Luck
			17-22	20-31	Osceola
Nov. Marathon	November Washburn	November St. Croix	December Winnebago	December Green	December Portage
Delwiche	Lacey	Luther Briggs Ristow	Onstad Cramer	Chapman	McDonald
24-25 Crops	24-25 Sheep	Hudson	2-3 Winneconne 4-5 Orinula	Soils	1-4 Dairying
Dec. Fond Lac	Clark Buffalo	Manitowoc Grant	Kewaunee Marathon	Eau Claire Pierce	
Chapman Hayes Ristow	Imig Zeasman Briggs	Lacey Hayes Chapman Poultry Soils	Delwiche Gehrman	Pattison Briggs	
9-10 Montello	Unity Loyol	Hogs	Alfalfa Crops	Crops	
11-12 Fairwater					
Dec. Marinette	Grant Douglas	Marathon Polk			
Harris	Zeamann Briggs	Lacey Gehrman			
15-20 Dairying	Poultry Crops	Hogs Dairying			
Jan. Marathon	Grant Barron	Vernon Douglas	LaCrosse Columbia	Taylor Milwaukee	Kewaunee
Brill	Briggs Ristow Swartz	Imig Zeasman Annin	Onstad Chapman	Musbach Humphrey	Delwiche
6-7 Fenwood	Medford Rib Lake	Valley Poplar	Soils	Soils Dairying	Alfalfa
8-9 Merril		Esofea Solon Spr.			Milwaukee
Jan. Marathon	Taylor Barron	Vernon Chippewa	Buffalo Crawford	Green Ozaukee	Waukesha Kenosha
Brill	Pattison Musbach	Briggs Swartz	Imig McNeel	Lacey McDonald	Chapman Roberts Vaughan
13-14 Fenwood	Medford Rib Lake	Haugen Dallas	4-8 Dairying	Hogs Dairying	Milwaukee Kenosha
15-16 Merril					Cole
Jan. Marathon	Taylor Outagamie	Vernon Chippewa	Adams Adams	Columbia Green	Walworth Kewaunee
Pattison	McDonald Ristow Briggs	Harris Brill	Onstad Zeasman	Annin Cramer	Swartz Beach
Hatley	Dairying Black Cr.	Hortonv. Black Cr.	Dairying	Ardale Poultry	Alfalfa Dairying
Elderon				Big Spr. Dairying	Soils
Jan. Clark	Fond du Lac	Winnebago Vernon	Chippewa LaCrosse	Rock Green	
Imig Musbach	Brill Chapman Briggs	Ristow Swartz Chapman	Onstad Annin	Pattison Beach Humphrey	
10-11 Tony	East Troy Farm Mkt.	Leke Mill Soils	Weeds Dairying	Plant Brodhead	
12-13 Barron				Diseases Clinton	
Feb. Chippewa	Buffalo Manitowoc	Sheboygan Douglas	Adams Adams	Monroe Marquette	Shawano
Pattison Annin Zeasman	Ristow Annin Zeasman	Brill Morris Briggs	Imig Harris	McDonald Albert	Swartz
17-18 Rib Lake	Cochrane Blair	Two Rivers Johnsonv.	Dairying	Dairying	Alfalfa
19-20 N. Auburn		St. Nazians	Hawthorne	Soils	
Feb. Marquette	Green Lake Shawano	Marathon Waukesha	Bayfield Monroe	Vilas Vernon	Fond du Lac
Onstad Albert Lacey	Pattison Chapman Vaughan	Brill Annin Froker	Ristow Annin Troker	Briggs Imig	Zeasman Swartz
Portage Oxford	Berlin Markesan	Shawano Angelica	Marathon Athens	McDonald Kuehner	Chapman
March Polk	Waushara Fond du Lac	Langlade Kewaunee	Bayfield Tremp.	Briggs Imig	Zeasman Swartz
Ristow Swartz	McDonald Albert Briggs	Hall Hayes	Brill Kuehner	Annin Chapman	
3-4 Turtle L.	Hancock St. Point	Van Dyne Campbells.	Dairying Fruit	Dairying Poultry	
5-6 Amery					
March Shawano	Sawyer Brown	Lac Polk	Oconto Tremp.	Manitowoc	
Swartz	Lacey Pattison	Briggs Annin	Cramer McDonald	Chapman	
10-11 Alfalfa	Sheep Soils	Weeds Poultry	Dairying Poultry	Soils	
March Fond du Lac	Washington. Price	Polk Marinette	Barron		
Chapman	Annin Ristow	Briggs Hayes	Cramer		
17-18 Soils	Poultry Dairying	Crops Poultry	Dairying		
19-20 Soils					
March Outagamie	Sawyer Price	Bayfield Clark			
Chapman	Annin Ristow	Brill Musbach			
24-25 Soils	Poultry Dairying	Dairying Soils			
26-27 Soils					
April Price					
Imig Chapman Lacey					
1-2 Phillips					

Types of Institutes

Four types of institutes were held this year. The Major Two-Day Institutes for the larger communities. They were the largest agricultural functions held in their respective counties. The aggregate attendance at 24 Major Institutes was 49,202. These programs were very carefully written and our best men were sent to these institutes. The Regular Two-Day Institute is our oldest type of institute and is very successful. They like the Major Institutes offer an opportunity to carry out a state wide educational program.

One-Day and one-session Institutes serve another purpose. These help the County Agent and the department concerned with their project work. They deal with only one or two subjects such as, fertilizers, cow testing, alfalfa, control of weeds, Bang's disease, or poultry culling, etc. A college specialist and the County Agent constitute the staff. In the One-Day Institute two or three sessions are held at the same place while the One-Session Institutes two, three, four or even five sessions are held in as many places in one day.

Opportunity is also offered to any County Agent who has a special problem to bring his problem and we will assist him to solve it

Advertising

The publicity Department of the College of Agriculture sent to the newspapers in each community a notice of place and date of the institute three weeks before the institute. This was followed the next week by an article naming local men on committees and the institute workers. In many cases cuts of the men were run. The week before the institute the program was published with an invitation to attend.

Local editors in many cases wrote their own articles. Some papers published special institute editions, some run front pages.

Some editors induced their advertisers to change their forms to include the institute in their advertising space. The loyalty and hard work of the local editor was a great force for the success of the institutes much credit is due them.

The institute was further advertised by the local committee putting up posters in public places, tying tags on cars and milk cans, etc. Circular letters were sent to the farmers. However, printed or written matter has its limitations.

This was supplemented by contests and prizes. Prizes were given for the largest load brought to the institute, the best looking married couple, the tallest woman, the fattest man. Some time they were given on door checks at each session. Wisely conducted this is an effective method of improving the institute.

A free dinner was another device which attracted attention to the institute. There is a universal appeal in, "breaking bread together, it makes us akin", much good fellowship and effective work was done at these dinners.

The most effective method of arousing the interest of the public in the institute was the appointment of many large committees and then set them to work to a definite accomplishment. The following letter was sent to each committee and each county agent about six weeks before his institute was held,

THE UNIVERSITY OF WISCONSIN
Madison

College of Agriculture
Department of Farmers' Institutes
E. L. Luther, Supt.

Chairman of Local Committee

Dear Sir:

One of the essentials of a successful institute is wholehearted cooperation between the men of the city and the farmers. Increased prosperity of the farmers means increased prosperity of the

city. For the greatest progress of the community it is necessary for both groups to work for its success. Your committees should be composed of both, working to make a bigger and better community.

The PROBLEM of the Local Institute Committee is to arouse the interest of the public in the Institute. You have plans for doing this. However, a few suggestions may be helpful.

The PRINTED PAGE, as circulars, postal cards, newspapers, posters, personal letters or tags should be sent to every farmer desired at the Institute.

A CONTEST is enjoyed by all, an exhibit of agricultural products, a ten minute entertainment by various rural schools, men sewing on buttons, women driving nails, the one who brings the largest load the longest distance, the tallest woman, the fattest man, etc. These are suggested as possible contests for prizes. Prizes always help. Many small prizes are more efficient than a few large ones.

Good fellowship, kind feelings and neighborliness are fostered by eating together. This will make your institute much more efficient. It is best if dinner can be served in the Institute hall, where dining and conferences can go on at the same time. From olden times, "Breaking bread together" was the highest form of hospitality. It makes us akin. Plan to have the whole Institute lunch together both days.

The coming Farmers' Institute should be the topic of conversation whenever possible. To do this effectively give large committees something to do and see that they do it. Then there will be something to talk about that is interesting to all. Every committee should have a definite job.

The following committees are suggested:

- Number
- 3 INSTITUTE COMMITTEE should take general charge of Institute. Appoint and direct all other committees.
 - 3 FINANCE COMMITTEE should collect funds to pay for hall, light, heat, prizes or lunch.
 - 10 GENERAL PUBLICITY COMMITTEE should post posters, send letters, publish articles in newspapers, tie red tags on milk cans, etc.
 - 25 PERSONAL PUBLICITY COMMITTEE should be composed of both men and women from the city and the country. They should talk to every one on the street, on the farm, in the schools, after church, at the parties, in short everywhere. Get everybody talking about the Institute. This committee should have at least one member from each school district.
 - 20 TELEPHONE COMMITTEE should be composed of two women or men selected on every telephone line to call up her friends and invite them to the Institute.
 - 5 ENTERTAINMENT COMMITTEE should furnish the evening program and furnish musical numbers for the Institute during the two days.

- 7 REFRESHMENT COMMITTEE should arrange for meals for those who attend the Institute. This may be through the church societies, hotels, restaurants or free lunch at the hall, as seems best.
- 10 PERSONAL COMFORT COMMITTEE should see that the women and children who come to the Institute are personally comfortable and that all are welcome.
- 5 ARRANGEMENT COMMITTEE to see that the hall is heated by 9:00 o'clock the first day, that the seats are properly arranged before each session starts, that the room is well ventilated at all times. The room should be arranged so the audience does not look into the light.

Different communities use different ways of making their institutes a success.

Monroe - Three weeks before the institute fifty-two farmers gave a luncheon to sixty-one men of Monroe and there worked out the details of the INSTITUTE.

Baraboo - First day of the institute farmers gave a dinner to the men of Baraboo. The second day the men of Baraboo gave a dinner to the farmers.

Plainfield - Decorated the city as they would for the Fourth of July. Places of business were closed. It was the greatest agricultural event in the county.

Fox Lake - put on contest among rural schools and put 79 men and women upon committees.

Portage had 3,000 in aggregate attendance, plainfield 3,050, and Mayville 3,657. These are the high records in attendance.

Write us if we can serve you further.

With best wishes for a large profitable institute, I am,

Yours very truly

A. H. Cole
Assistant Superintendent

AHC:C

Major Institute

CLINTON

In september 1930 County Agent glassco and the writer discussed the advisability of holding a Major Institute in Rock County. The idea was presented to the men of Clinton and the prominent farmers of the community by Mr. glassco. Clinton was then selected for a Major institute. The County Agent called a meeting of select men, 17 in number. The President of Commercial Club, President of Farm Bureau, President of the Grange and President of their milk marketing organization and twelve other interested men were present. This meet-

ing was called six weeks before the institute was to be held.

The question of having an Institute was discussed, voted on and carried. The time and place of holding the institute was settled. The Institute committee composed of presidents of organizations mentioned above. This committee then met and with the assistance of the County Agent appointed the following committees: Finance, Entertainment, Telephone, Refreshments arrangement and Publicity. The duties of each committee were defined. Each man present was appointed on a committee and was given chairmanship as far as they would go except members of general Institute committee. As the Chairman of each committee was from this group each knew what was expected of his committee. There were 51 upon committees.

Finance committee raised money for prizes and the farmers contributed chickens, butter, cream, pigs and milk for prizes. The hall, light and heat were donated by the city of Clinton. The entertainment committee provided musical and entertaining numbers for both the day and evening sessions. The telephone committee were women selected upon each of the local telephone lines. They called up their friends and neighbors and invited them to the institute. The committee upon refreshments made arrangements with a local church society to serve good meals at reasonable rates. The Arrangement Committee took care of the hall, heat, light, seats and saw that they were in order for the opening of every session. They acted as ushers and attended to the heat and ventilation of the room.

The publicity committee had the big job. They got the local paper to publish articles concerning the institute for four weeks. They put posters and caused letters to be sent to local farmers personally inviting them to the Institute. Then they saw to it that every one talked about the Institute. They talked institute in stores, garages, on the street, at dances and after church.

The following program was rendered.

PROGRAM TWO-DAY FARMERS' INSTITUTES

CLINTON

THURSDAY - JANUARY 29

- A.M.
- 10:15 Music - Local talent
- 10:30 Place of commercial fertilizers upon a dairy farm - Mr. Pattison
- 11:10 Song - Local talent
- 11:20 Prevention of common diseases of farm animals - Dr. Beach

INTERMISSION

- P.M.
- 1:15 Music - Local talent
- 1:30 Better seeds for cheaper production - Mr. Moore
- 2:10 Song - Local talent
- 2:15 Bovine contagious abortion - Dr. Beach
- 3:00 Recreation - Mr. Glasco
- 3:05 Marketing farm products - Mr. Knipfel

ADJOURNMENT

- 8:00 Evening program
- Music - Local talent
- Address - Mr. Glasco
- Program - Local talent

FRIDAY - JANUARY 30

- A.M.
- 10:15 Music - Local talent
- 10:30 Figuring dairy profits with safety bull pen - Mr. Humphrey
- 11:10 song - Local talent
- 11:20 There is a poultry sanitation problem - Mr. Cole

INTERMISSION

- P.M.
- 1:15 Music - Local talent
- 1:30 Better management of baby chicks - Mr. Cole
- 2:10 Song - Local talent
- 2:15 Lower cost and greater profit in feeding dairy cows - Mr. Humphrey
- 3:00 Recreation - Mr. Glasco
- 3:05 How to make a farm pay service in materials - Mr. Pattison

ADJOURNMENT

- R. T. Glasco, Janesville
- T. J. Pattison, Durand
- Dr. B. A. Beach, Madison
- Geo. C. Humphrey, Madison
- A. H. Cole, Madison
- H. M. Knipfel, Commissioner of Agriculture, Madison

In a talk with the County Agent we find that many farmers are putting into practice what they learned at the institute.

There were 1,199 in aggregate attendance at the Clinton institute.

Two-Day Institute

MEDFORD

During the summer County Agent Shaffer sent to the office an application for an institute at Medford. This institute was placed in the schedule. He was in Madison in the fall and the Medford institute was discussed in detail with him. In writing the program the needs of the community and the state wide subjects were considered. The circular letter giving suggestions for forming a local institute organization was given to the County Agent and a copy sent to the Chairman of local committee.

Six weeks before the institute was to be held Mr. Shaffer called the Institute committee together and talked over the institute with them and completed the organization by appointing sub-committees and assigning them their duties.

When the day of the institute arrived all were ready. The workers were at the hotel. The sub-committees upon entertainment, arrangements, and refreshments were ready for work. The committees upon publicity, finance, telephone had finished their job but were anxious to see everything go smoothly. The County Agent, who was the general manager and chairman, gave everybody a glad hand and kept everything moving until 10:15 A.M., then called the meeting to order and the institute was on. The following program was carried out:

PROGRAM TWO-DAY FARMERS' INSTITUTE

MEDFORD

TUESDAY - JANUARY 13

A.M.

- 10:15 Music - Local Talent
- 10:30 Culling cows for a milk product profit - Mr. Pattison
- 11:10 Song - Local Talent
- 11:20 Feed the soil to furnish the mineral feeds for cows - Mr. Musbach

INTERMISSION

P.M.

- 1:15 Music - Local Talent
- 1:30 The agricultural program for Taylor county 1931 - Mr. Shaffer
- 2:10 Song - Local Talent
- 2:15 Reduce cost of crop with commercial fertilizers - Mr. Musbach
- 3:00 Recreation - Mr. Shaffer
- 3:05 Control of Quack Grass and Thistles - Mr. Pattison
- 3:45 ADJOURNMENT
- 8:00 Evening program - Local Talent
- Music - Local Talent
- Address - Mr. Pattison
- Program - Local Talent

WEDNESDAY - JANUARY 14

A.M.

- 10:15 Music - Local Talent
- 10:30 Making a profit with home grown feeds - Mr. Pattison
- 11:10 Song - Local Talent
- 11:20 Growing sweet clover and alfalfa for a profit - Mr. Musbach

INTERMISSION

P.M.

- 1:15 Music - Local Talent
- 1:30 Better use of Taylor county land - Mr. Shaffer
- 2:10 Song - Local Talent
- 2:15 More efficient care and use of farm fertilizers - Mr. Musbach
- 3:00 Recreation - Mr. Shaffer
- 3:05 Control of bovine contagious abortion service in materials - Mr. Pattison
- 3:45 ADJOURNMENT

Dan A. Shaffer, Chairman, Medford
 T. J. Pattison, Durand
 F. L. Musbach, Marshfield

Each speaker was busy answering questions upon his subject, not only right after his talk but during the time of the institute.

The institute furnished the subject of thought and conversation for a month before it was held and for two months afterwards. Many farmers put into practice what they learned at the institute.

One-Day Institutes

METEOR

This is a small community hemmed in by slashings and timber. The greater part of the sixty settlers came from Iowa and Kansas.

Three weeks before the institute was to be held County Agent Matteson interviewed a few leaders of the Meteor community. They decided to have an institute. They appointed a committee, planned the publicity work and decided what they wanted on the program. The County Agent sent out two circular letters to the farmers of the community.

Upon the day appointed the County Agent, the County Register of Deeds and the writer drove to the school house for the meeting. School was closed. Over 90% of the entire population was at the institute which began at 10:00 A.M. and lasted until 4:00 P.M. A picnic lunch was served at noon with hot coffee and hot beans. This was a social hour, but the institute force was busy answering questions.

The school children took a small but important part in the program and the teacher was a real community leader.

This type of institute accomplishes a great deal when it is appreciated by the community in which it is held.

One-session Farmers' Institute

These institutes consist of one-session in each community. It may be held in a kitchen, a barn, a brooder house, or out in the field, depending upon the subject and purpose of the meeting. These are held in small communities, never more than fifty and usually not more than 15 or 20 people are present. But no one is at these meetings unless he is vitally interested in the subject under discussion.

The purpose of this type of institute is to assist the County Agent and the department specialist to further some one of their projects. This type of institute is popular with the specialists. The County Agent wishes to have five farmers in each township to use commercial fertilizer. He arranges sixteen institutes to be held in four days. Professor Chapman of the Soils Department is sent him and they hold the meetings together. Mr. Chapman gives a talk upon some phase of commercial fertilizers. The County Agent talks the local needs and signs up cooperators in the project.

Often these institutes are followed up by the County Agent first to see that the work is correctly done and then a tour at harvest time to study results teach a lesson.

Feeding dairy cows, commercial fertilizers, culling poultry, brooder house management, culling cows, better alfalfa, are some of the subjects that have been taken up at the one-session institutes.

Results

On August 12, 1931, the writer spent the day looking for some results of the Two-Day Institute held at Waterloo. Six farms were visited. One farmer was not at home, another farmer received no help from the Farmers' Institute and four farmers received help and information that induced them to change their farming practices.

Mr. Dobberstein seeded seven acres of alfalfa, ~~gain seed~~ and fertilized twenty-four acres of corn. In spite of the dry season he had a good stand of alfalfa and the fertilizer produced a marked improvement of the corn. Mr. Stokes sowed eleven acres of alfalfa just as Mr. Swartz, the Institute conductor, told him and has an excellent stand. Mr. Christian purchased a quack grass digger and has ¹ killed thirty-seven acres of quack grass this summer. Mr. Draeger used

fertilizer upon twenty-six acres of corn and sowed five acres of soybeans as a result of the institute.

All of the farmers and the business men of Waterloo were anxious to have another institute.

Program

During the summer of 1931 the writer through correspondence, personal visits to communities, interviews with County Agents and County Agent Supervisors, determined the needs of the various communities where institutes were to be held. This together with the projects of the departments and a state wide program determined the programs of the several counties. These programs were sometimes modified by the available talent at hand.

The state wide program was determined, after conferences with other departments. All farmer workers were expected to give information upon these subjects. A conference of the farmer workers was called and this work was outlined for them. These subjects were placed upon nearly all Major and Regular Two-Day Institute programs. Some one of these subjects were discussed at many one-day institutes:

These subjects were as follows:

1. Better control of quack grass and Canada thistles
2. Economical treatment of bovine contagious abortion
3. Use of commercial fertilizers
4. Marketing farm products

Following are the lists of subjects discussed in the institute 1930-31:

- 28 Better care and use of farm fertilizers
- 2 Fertilizers for crop and pastures
- Reduce cost of crops with fertilizers
- 8 What, when, where and how to use commercial fertilizers
- 6 Commercial fertilizer to reduce cost of crops

- 6 Lime and commercial fertilizer on a dairy farm
- 4 Lime for a profitable crop
- 3 What profit does the fertilizer dollar make
- 3 More efficient care and use of farm fertilizers
- 4 Fertilizers for special crops
- 16 The place of commercial fertilizer upon a dairy farm
- 2 A program for permanent soil fertility
- Potato Fertilizers
- The place of commercial fertilizer upon light soil
- Pasture improvement with fertilizers and management
- 7 Reduce cost of production by using farm fertilizers
- Farm crops and fertilizers
- 6 Demonstration work in use of commercial fertilizers in Marathon county
- 2 Soil fertility program for your farm
- How, when and what fertilizers to use in portage county

- 3 Why alfalfa, and how to grow it
- 4 Grow more alfalfa
- 7 Alfalfa and its place on a dairy farm
- 2 Some experiences in growing alfalfa
- 6 How to start and keep a good stand of alfalfa
- 5 Reduce cost of feed with alfalfa and sweet clover
- 1 Lowering cost of dairy products with alfalfa and better pastures
- How to succeed with alfalfa
- Why Sheboygan county needs more alfalfa

- How to grow sweet clover

- 8 Better control of poultry diseases
- 6 Feeding for profitable egg production
- 2 How to make a success with a flock of poultry
- 2 Poultry buildings
- Poultry house construction
- 2 Better poultry management for egg profits
- 16 Better management of baby chicks
- 4 Care and feed of baby chicks
- 2 Straw loft type of poultry house
- 3 Poultry is a profitable by product of the dairy
- Poultry management - spring, summer and fall
- Better management of poultry
- 12 There is a poultry sanitation problem
- 2 Feeding for egg production
- 2 Egg quality not accidental
- Making the poultry ration complete
- Poultry feeding and sanitation
- 3 Poultry is a profitable side line for dairying
- 2 Making poultry pay
- Lower the cost of poultry products by better management
- 4 Lower cost of egg production by better management of flocks
- Feed a complete poultry ration
- Douglas county poultry program
- There is a complete poultry ration
- Poultry and its relation to proper nutrition
- How to prevent poultry diseases
- Growing a healthy flock

- Have you a place for turkeys?

- 41 Control of quack grass by machines and chemicals
- 6 Increase the crop profit by killing quack grass and thistles
Keep ahead of the weeds
- 30 Better control of bovine contagious abortion
- 5 Some experiences in controlling contagious bovine abortion
- 8 The present status for marketing farm products
- 16 Cooperative marketing of farm products
- 5 Marketing farm products profitably
New trends in dairy marketing
Better method of marketing wool
Rural finance association method of assisting farmers to buy sheep
Cut the cost of marketing swine
Future farm prices
How shawano dairymen plan to cooperate in marketing dairy products
Marketing program for Wisconsin
- 4 Why I keep farm accounts
- 4 Raising better dairy heifers
- 14 Culling cows for profit
- 11 How to grow a better cow
- 6 Home grown feeds and better cows for profit
- 5 Cheaper and better home grown roughage
- 2 Can milk at present prices be produced at a profit
- 4 Pasture management increases profit
- 10 Practical application of dairy herd test
- 2 Summer feeding of dairy cows
- 2 Testing cows to reduce surplus and lower milk cost
- 2 Feed the soil to furnish mineral feeds for cows
More profitable dairy herds
Build a more profitable herd
More milk from our pastures
- 7 Feeding dairy cows profitably
- 2 Decreased production and increased profit by culling cows
- 7 Preparing for a period of prosperity in dairying
- 8 Cutting the cost in dairy farm operations
- 4 Better pasture management for lower cost of production
Better pastures for Walworth county
How testing associations cut the cost of production
Home grown rations for dairy products
- 4 Dairy herd improvement program
- 2 Improvement of quality of dairy products
Big business in dairying gets bigger
The present set up of cow testing work in Price county
- 15 A better bull and a better bull pen
Figuring dairy products with a safety bull pen
- 3 Hogs or sheep upon a dairy farm - Why?
- 5 Hogs a profitable side line on a dairy farm
- 7 Profitable pork production
- 2 Sheep - a good side line for the dairy business
- 2 Reducing costs with sheep
- 4 Diversify with sheep
- 2 Fruit varieties for Clark county
Orchard pests and their control

- 5 Farm orchard for profit and pleasure
Orchard hints
Profits from fruit trees
- 2 Clean pure bred seeds for better crops
- 2 Vegetable seed sources
- 3 Reducing cost of production by using better seeds
- 5 Better seeds for cheaper production
- 2 seed treatment for small grains
- 2 How to grow healthy peas
- 2 peas for canning or in grain mixture
- 2 Canning pea culture in Rusk county
- 3 What electricity will do on the farm
- 2 Farm electrification program in Marathon county
Farm electrification program for Clark and Marathon counties

Profits from the corn crop

- 9 New things in farm crops
How to grow better crops cheaper
- 2 Building soil with legumes
- 2 Management of soils in Douglas county
- 4 Keep the farm soils at home
- 3 Better use of Taylor county land
- 2 Control of surface erosion
- 2 Soil test and their uses

Potato Diseases

- New methods of controlling potato diseases
- 3 Potato improvement in Marathon county
potato fertilizers
Treating grain and potatoes

- 2 How some farmers are filling gullies
Wisconsin's greatest farm crops (Boys and Girls)

- 2 Plant growth and its environment
- 2 Tomato growing
- 2 Recent development in vegetable culture

Diseases of flowers and shrubs
Diseases of melons and cucumbers
Plant diseases

- 3 Prevention of common diseases of farm animals
Nature and prevention of horse and hog diseases

- 4 Landscape projects in a rural improvement program
Landscape gardening
- 2 Some experiences with terracing in Vernon county
- 4 The principle factors in home ground improvement

A profitable farm management program

2 How to make a farm pay

projects in Buffalo county 1931

2 The value of 4-H Club Work in sheboygan county

3 Legislature affection agriculture

Wind breaks and wood lots

Change in type of meat demand

2 value of breed organizations

Recent proposals affecting farm taxes

Cash crops - peas, tobacco, timothy and potatoes

Economic situation in agriculture

Emergency hay and pasture crops

4 How live stock shipping associations can improve their service

The National Livestock Marketing Association

2 What's ahead for the Wisconsin farmer in 1931?

22 Home grown feeds for profitable production

The agricultural program for 1931

2 Adams	2 Marquette
4 Barron	Milwaukee
2 Buffalo	Polk
Chippewa	Rock
Douglas	Taylor
3 Fond du Lac	4 Vernon
Manitowoc	Waukesha
4 Winnebago	

4-H Club Work in 1931

2 Adams	Marquette
Clark	Milwaukee
2 Fond du Lac	Polk
Green	Taylor
Green Lake	Waukesha
4 Marathon	Waushara

Marketing

A just market for agricultural products is the largest problem before the farmers of Wisconsin. Few farmers understand the first principle of this subject and most of them are "at sea"

with the whole subject. so in the Major and the Regular Two-Day Institutes most of the programs carried one number upon some phase of "marketing". The two fundamental principles kept in mind in these discussions were "cooperation" and "organization". This subject was given a favorable place upon the afternoon program. As the One-Day and One-session Institutes were held for special purposes this subject was not placed upon the programs, but in most meetings this subject was discussed.

Marketing was discussed formally in 32 of the 74 Two-Day Institutes.

MAJOR TWO-DAY FARMERS' INSTITUTES
1930-1931

	<u>A.M.</u>	<u>P.M.</u>	<u>Eve.</u>	<u>A.M.</u>	<u>P.M.</u>	<u>Eve.</u>	<u>Aggregate</u>
Berlin	250	410		310	425		1,395
Brodhead	145	445	650	220	478		1,938
Campbellsport	470	550	600	570	750		2,940
Clinton	101	164	600	88	246		1,199
Cochrane	425	450	550	225	350		2,000
East Troy	400	450	600	500	550		2,500
Fairwater	270	250	200	280	302		1,302
Hancock	275	350	400	350	400		1,775
Hortonville	85	140	600	130	168		1,123
Hudson	48	300	600	114	350		1,412
Marathon City	300	500	1,200	500	1,000		3,500
Markesan	275	325		200	265		1,065
Medford	250	300		375	375		1,300
New Auburn	200	205	400	227	238		1,270
Portage	410	700	1,600	345	538	1,400	4,993
Rib Lake	200	220	600	185	235		1,440
St. Nazians	85	300	500	115	300		1,300
Stevens Point	500	550		500	550		2,100
Shawano	350	550	2,100	450	600		4,050
Thorp	450	600	700	500	740		2,990
Two Rivers	200	600	350	400	800		2,350
Van Dyne	135	300	1,150	150	325		2,060
Waterloo	185	450	585	175	600		1,995
York	<u>130</u>	<u>250</u>	<u>300</u>	<u>250</u>	<u>275</u>		<u>1,205</u>
	6,139	9,359	14,285	7,159	10,860	1,400	49,202

Number of Major Institutes 24
Aggregate Attendance 49,202
Average Attendance 2,050

REGULAR TWO-DAY FARMERS' INSTITUTES
1930-1931

	<u>A.M.</u>	<u>P.M.</u>	<u>Eve.</u>	<u>A.M.</u>	<u>P.M.</u>	<u>Aggregate</u>
Algona Town Hall	86	100		112	125	423
Alma	35	95		37	117	284
Amery	85	135	100	100	175	595
Angelica	140	200	350	125	175	990
Arkdale	36	66	250	35	70	457
Athens	40	150	250	75	175	690
Big Spring	62	130	300	60	129	681
Black Creek	100	125	550	60	155	990
Blair	140	170	350	60	115	815
Borea	46	50	70	64	64	294
Colby	62	92	200	40	100	494
Coon valley	63	131	200	94	153	641
Cuba City	37	115		350	400	902
Dallas	42	125	225	50	113	555
Dorchester	40	140	275	50	100	605
Elderon	25	120	200	47	80	472
Esosca	23	73		22	61	184
Penwood	50	80	200	60	70	460
Hatley	105	145		130	155	535
Haugen	34	53		53	95	240
Hawkins	43	106	100	61	88	398
Hawthorne	52	67	100	85	100	424
Johnsonville	36	90	350	41	111	628
Loyal		32	150	36	70	288
Luok	30	60		70	125	285
Merrill	<u>90</u>	<u>125</u>	<u> </u>	<u>120</u>	<u>250</u>	<u>585</u>
	1,513	2,800	4,200	2,037	3,370	13,920

	<u>A.M.</u>	<u>P.M.</u>	<u>Eve.</u>	<u>A.M.</u>	<u>P.M.</u>	<u>Aggregate</u>
FORWARDED	1,518	2,800	4,200	2,037	3,376	13,931
Milwaukee Con. T.H.	40	54		55	160	309
Montello	100	140	400	125	160	925
Muscoda	23	63		65	53	214
Muskego	55	125		66	125	431
Oakfield	110	135	150	80	125	600
Orinola	11	29		8	19	67
Osceola	60	105	300	80	125	670
Oxford	45	140	300	63	124	672
Phillips	80	100		90	100	370
Picketts	35	100		60	165	360
Popular	39	44		51	57	191
Reeves	95	140		100	157	492
Random Lake	35	114	175	46	99	469
Red Mound	47	100		62	106	315
Rice Lake	117	177		125	167	566
Rosendale	55	68	275	40	57	495
Rosholt	35	75		60	180	350
Solon Springs	55	90	125	70	100	440
Tell	75	89	175	80	80	499
Turtle Lake	65	86	230	54	90	525
Unity	24	40	230	20	80	444
Valley	45	81	300	94	160	578
Waumandee	60	84	200	76	79	499
Winneconne	<u>13</u>	<u>24</u>		<u>24</u>	<u>31</u>	<u>92</u>
	2,640	5,003	7,010	3,631	6,010	24,494

Number of Regular Two-Day Institutes 50
 Aggregate Attendance 24,494
 Average Attendance 489

ONE-DAY FARMERS' INSTITUTES
1930-1931

	<u>A.M.</u>	<u>P.M.</u>	<u>Eve.</u>	<u>Aggregate</u>
Lincoln	26	26		52
Richfield	40	40		80
Big Flat	14	14		28
Monroe	30	30		60
Quincy	5	13		18
Easton	13	25		38
Grand Marsh	15	45		60
Brooks	22	50		72
Ashland	12	7		19
Butternut	12	12		24
High Bridge	10	10		20
Ashland Junction	125	130		255
Prairie Farm	32	62		94
Brill	13	40		53
Cumberland	16	46		62
Cameron	4	21		25
Chetek	19	125		144
Comstock	35	50		85
Canton	32	52		84
Hillsdale	15	42		57
Bayfield	52	85		137
Connucopia	33	75		108
Herbster	35	45		80
Port Wing	40	60		100
Oulu	50	45		95
Moquah	60	60		120
Benoit		52		52
	<u>760</u>	<u>1,262</u>		<u>2,022</u>

	<u>A.M.</u>	<u>P.M.</u>	<u>Eve.</u>	<u>Aggregate</u>
FORWARDED	760	1,262		2,022
Iron River	13	22		35
Barksdale	33	55		88
Mason	20	55		75
Grand View	30	60		90
Drummond	35	65		100
Cable	10	21		31
Green Bay	85	90		175
Wayside	51	115		166
Denmark	250	350		600
Bay Settlement	50	77		127
Mill Center	65	78		143
Campion Town Hall	50	50		100
Hobarth School	55	55		110
Rockland Town Hall	40	58		98
Aswauknon Town Hall	35	50		85
Glenmoor Church	24	15		39
Nelson	69	86	156	311
Modena	50	94	115	259
Gilmanton	45	114	162	321
Mondovia	120	165		285
Alma	200	300		500
Grantsburg	135	180	450	765
Bloomer	300	300	200	800
Lafayette	42	42	100	184
Hallie	40	62		102
Colburn	100	100		200
Albertville	45	100	80	225
	<u>2,752</u>	<u>4,021</u>	<u>1,263</u>	<u>8,036</u>

STENBOCK MEMORIAL LIBRARY

	<u>A.M.</u>	<u>P.M.</u>	<u>Eve.</u>	<u>Aggregate</u>
FORWARDED	2,752	4,021	1,263	8,036
Holcombe	40	65	60	165
Jim Falls	60	85		145
Eagleton school	36	46		82
Cornell	50	125	150	325
Boyd	300	400		700
Cadott	150	225	250	625
Bohemian Hall	40	50		90
Humbird	48	50		98
Chili	50	85		135
Neillville	4	34		38
North Clayton	34	45		79
Towerville	38	52		90
Mariette valley	38	38		76
Wauzeka	10	16		26
1st Day Marquette Co.	50	75		125
2nd Day " "	15	25		40
3rd Day " "	10	18		28
4th Day " "	30	48		78
Poplar School	40	40		80
Solen Springs	27	70		97
Dairyland	35	57		92
Warcat	22	28		50
Poplar	65	65		130
Foxboro	57	57		114
Lake Nebagamon	<u>16</u>	<u>16</u>		<u>32</u>
	4,017	5,836	1,723	11,576

	<u>A.M.</u>	<u>P.M.</u>	<u>Eve.</u>	<u>Aggregate</u>
FORWARDED	4,017	5,836	1,723	11,576
Gordon	85	85		170
Cloverland	60	96		156
Bennett	60	81		141
Brule	50	50		100
Four Corners	100	113		213
Splon Springs	70	70		140
Highland	45	30		75
Lamartine	50	120		170
Brandon	115	225		340
Eldorado	85	215		300
Mt. Calvary	85	115		200
Fond du Lac	60	50		110
Peebles	95	100		195
Ripon	825	700		1,525
St. Cloud	250	275		525
Brandon	160	170		330
Kielar	55	100		155
Bagley	82	125		207
Woodman	25	27		52
Blue River	145	180		325
Montford	42	84		126
Castle Rock	40	55		95
Berton	30	52		82
Mt. Hope	67	98		165
Livingston	170	170		340
Tennyson	<u>190</u>	<u>190</u>		<u>380</u>
	7,058	9,412	1,723	18,193

STENBOCK MEMORIAL LIBRARY

	<u>A.M.</u>	<u>P.M.</u>	<u>Eve.</u>	<u>Aggregate</u>
FORWARDED	7,058	9,412	1,723	18,193
Bloomington	200	331		531
Fennimore	200	325		525
Spring Grove	75	75		150
Brooklyn	155	225		380
Whiskey Flats	15	15		30
Town Oak School	43	43		86
Paris Church	98	98		196
Bristol	58	58		116
Rockland	13	37	145	195
Middle Ridge	9	30		39
Union Mills	28	33		61
Burns Hall		25	39	64
Holmen	140	200	175	515
Mendora	46	47	65	158
Bangor	40	70		110
Barre Mills	25	55		80
Cuba City	35	115	400	550
Fayette		60	125	185
Muscoda	40	45		85
Schullsburg	50	95		145
Vilas Town Hall	60	75		135
Antigo	21	30		51
Gilles School	65	65		130
Polar	15	34		49
Phlox	13	19		32
Reedsville	<u>75</u>	<u>150</u>	<u>370</u>	<u>595</u>
	8,577	11,767	3,042	23,386

	<u>A.M.</u>	<u>P.M.</u>	<u>Eve.</u>	<u>Aggregate</u>
FORWARDED	8,577	11,767	3,042	23,386
Maribel	60	375		435
Rubals Hall	38	150		188
Francis Creek	75	200		275
Hamburg	4	4		8
Bevent	28	28		56
Galloway	18	22		40
Milan	10	25		35
Hewitt	12	10		22
Little Chicago	5	6		11
Moon	40	56		96
Beaver	10	27		37
Grover	19	14		33
Loomis	11	13		24
McAllister	7	21		28
Westfield	140	175		315
Endeavor	80	115		195
Neshkora	90	105		195
School House	63	63		126
Clifton	50	75		125
Valley Jct.	30	45		75
Shennington	15	45		60
Grant Town Hall	45	50		95
Oakdale	85	90		175
Melvina	60	60		120
Catarack	<u>165</u>	<u>165</u>		<u>330</u>
	9,737	13,706	3,042	26,485

	<u>A.M.</u>	<u>P.M.</u>	<u>Eve.</u>	<u>Aggregate</u>
FORWARDED	9,737	13,706	3,042	26,485
Cashton	92	92		184
Portland	113	113		226
Sparta	175	175		350
Warren	245	245		490
Tomah	195	195		390
Kendall	183	183		366
Norwalk	225	225		450
Wilton	145	145		290
Robbins Town Hall	34	40		74
Cassian	72	100		172
Amherst	35	86		121
Arnot	23	44		67
Bancroft	33	54		87
Isherwood	57	74		131
Beloit	50	75		125
Belgium	12	45		57
Fredonia	20	85		105
Grafton	50	136		186
Centuria	40	35		75
Garfield	45	52		97
Range	8	11		19
Lyken	15	70		85
New Sweden	<u>75</u>	<u>125</u>		<u>200</u>
	11,679	16,111	3,042	30,832

	<u>A.M.</u>	<u>P.M.</u>	<u>Eve.</u>	<u>Aggregate</u>
FORWARDED	11,679	16,111	3,042	30,832
Clear Lake	100	188		288
Eureka	75	125		200
Blaine	25	45		70
Ridgeway	10	24		34
Park Falls	150	200		350
Kennan	60	125		185
Catawba	100	115		215
Prentice	75	75		150
Ojibwa	19	45		64
Couderay	20	63		83
1st Day Trempealeau Co.	21	40		61
2nd Day " "	20	70		90
3rd Day " "	18	15		33
4th Day " "	20	40		60
Worcester	75	85		160
Brantwood	85	100		185
Ogema	125	175		300
Spirit	125	150		275
Rock Prairie	39	46		85
Milton	34	37	75	146
Smith School	60	60		120
Magnolia	61	75		136
Glen Flora	50	80		130
Tony	85	120		205
Star Prairie	65	100		165
Somerset	62	85		147
Forest	40	40		80
Deer park	18	35		53
	<u>13,316</u>	<u>18,469</u>	<u>3,117</u>	<u>34,902</u>

	<u>A.M.</u>	<u>P.M.</u>	<u>Eve.</u>	<u>Aggregate</u>
FORWARDED	13,316	18,469	3,117	34,902
Radison	40	50		90
Winter	45	70		115
Exeland	115	150		265
Hayward	105	150		255
Wooddale	92	92		184
Round Lake	104	105		209
Meteor	40	76		116
Drapier	56	97		153
Birnamwood	300	492		792
Wittenberg	210	300		510
Tigerton	200	300		500
Maltoon	100	100		200
Cecil	120	172		292
Caroline	56	85		141
Green Valley	30	50		80
Tilleda	115	200		315
Donald	500	500		1,000
Jump River	9	40		49
Hannibal		14		14
Donald	18	31		49
Gilman	105	125		230
Lublin	150	160		310
Clark	65	80		145
stetsonville	40	60		100
Westboro	50	85		135
Reedstown	20	35		55
Poss	18	63		81
	<u>16,019</u>	<u>22,151</u>	<u>3,117</u>	<u>41,287</u>

	<u>A.M.</u>	<u>P.M.</u>	<u>Eve.</u>	<u>Aggregate</u>
FORWARDED	16,019	22,151	3,117	41,287
Ontario	55	87		142
Yuba	40	58		98
Clinton	22	66		88
Liberty Pole	23	33		61
White City	17	27		44
Hillsboro	49	85		134
Stoddard	34	37		71
Avalanche	23	53		81
Salem Church	32	36		68
Dell	24	34		58
Retreat	23	38		66
Genoa	42	47		89
Neury	22	36		58
Phelps	40	44	28	112
Woodruff	60	70	23	153
Eagle River	48	52	81	181
Conover	25	44	15	84
La Grange	64	100		164
Sarona	50	50		100
Trego	8	18		26
Shell Lake	6	8		14
Waukesha	60	110		170
North prairie	25	40		65
Menomonie Falls	60	100		160
North Lake	20	40		60
Lincoln	<u>12</u>	<u>12</u>		<u>24</u>
	16,918	23,476	3,264	43,658

	<u>A.M.</u>	<u>P.M.</u>	<u>Eve.</u>	<u>Aggregate</u>
FORWARDED	16,918	23,476	3,264	43,658
Hewitt	16	16		32
Auburndale	25	25		50
Segel	25	25		50
Verdun	4	4		8
Frederic	20	27		47
Laraine	30	30		60
Johnson School House	38	43		81
Cushing	45	52		97
Prescott	20	35		55
Bay City	10	23		33
Plum City	40	75		115
Maiden Rock	50	61		111
1st Day Marathon Co.	40	50		90
2nd Day " "	40	50		90
3rd Day " "	40	50		90
4th Day " "	40	50		90
1st Day Waukesha Co.	30	30		60
2nd Day " "	30	30		60
3rd Day " "	30	30		60
4th Day " "	30	30		60
Spooner	19	19		38
Chippewa Falls	25	25		50
Barron	35	35		70
Frederic	30	30		60
Moquah	45	45		90
	<u>17,675</u>	<u>24,366</u>	<u>3,264</u>	<u>45,305</u>

	<u>A.M.</u>	<u>P.M.</u>	<u>Eve.</u>	<u>Aggregate</u>
FORWARDED	17,675,	24,366	3,264	45,305
Benoit	33	33		66
Iron River	31	31		62
Barksdale	50	50		100
Mason	60	60		120
Grand View	70	70		140
Drummond	50	50		100
Cable	40	40		80
School House	<u>21</u>	<u>56</u>	<u>96</u>	<u>173</u>
	18,030	24,756	3,360	46,146

Number of One-Day Institutes 315
 Aggregate Attendance 46,146
 Average Attendance 146

ONE-SESSION FARMERS' INSTITUTES
1930-1931

	<u>A.M.</u>	<u>P.M.</u>	<u>Eve.</u>	<u>Aggregate</u>
Ashland		89		89
Rhineland			12	12
Cable	40			40
Moquah	45			45
Benoit		33		33
Iron River	31			31
Barksdale	50			50
Mason	60			60
Grandview	70			70
Drummond	50			50
Nelson			300	300
Marcellon	32			32
North scott		33		33
Friesland			55	55
Springvale	27			27
Keyser		38		38
Lowville			45	45
Hampden	22			22
Englewood		48		48
Pardeville			32	32
West Point	35			35
Arlington		65		65
Inch			55	55
Randolph		80		80
Cortland			70	70
Lodi		90		90
Lewiston			70	70
	<hr/>	<hr/>	<hr/>	<hr/>
	462	476	639	1,577

	<u>A.M.</u>	<u>P.M.</u>	<u>Eve.</u>	<u>Aggregate</u>
FORWARDED	462	476	639	1,577
Rio		90		90
Otsego			70	70
Portage		36		36
Augusta		75		75
Seymour	15			15
Ludington		25		25
Fall Creek	10			10
Wilson		12		12
Foster	11			11
Gleghorn		28		28
Augusta	19			19
Fairchild		24		24
Springfield	11			11
Ludington		28		28
Brunswick	6			6
Washington		6		6
Dramman	5			5
Clear Creek		14		14
Otter Creek	7			7
Fall Creek		8		8
Homestead	15			15
Aurora		12		12
Tipler	12			12
Long Lake		10		10
Florence	11			11
Dayton		17		17
Attica		10		10
	<u>584</u>	<u>871</u>	<u>709</u>	<u>2,164</u>

	<u>A.M.</u>	<u>P.M.</u>	<u>Eve.</u>	<u>Aggregate</u>
FORWARDED	584	871	709	2,164
Monticello		16		16
Postville			34	34
New Glarus		12		12
Brodhead			85	85
Williams Farm	8			8
Hartmand Farm	4			4
Haberman Farm		3		3
Newman Farm		17		17
Brodhead			9	9
Kubly Farm	5			5
Bernstemer Farm	4			4
Thomm Farm		22		22
Brodhead			31	31
Digman	5			5
Hansen	17			17
Harwig	3			3
Figi		5		5
Com. Hall			5	5
Montgomery	5			5
Cline	12			12
Frauschi		27		27
Spring Grove		66		66
Albany		34		34
Clarno School			7	7
Browntown		18		18
Twen Grove			19	19
	<u>6 47</u>	<u>1,091</u>	<u>899</u>	<u>2,637</u>

	<u>A.M.</u>	<u>P.M.</u>	<u>Eve.</u>	<u>Aggregate</u>
FORWARDED	647	1,091	899	2,637
Martin Town Hall		34		34
Jorgan Center			7	7
Monroe		12		12
Brooklyn		11		11
Decatur			105	105
Green Lake	41			41
Green Lake Center		30		30
Markesan	26			26
Dalton		15		15
Algoma		14		14
Rio Creek		2 5		25
Kewaunee		7		7
Lewisville			14	14
West kewaunee		11		11
Luxenburg		42		42
Ahamppee			26	26
10 Places Kewaunee Co.		219		219
Duval		35		35
Roseviet			45	45
Algoma		47		47
Alaska			50	50
Luxenburg		60		60
Pilsen			84	84
Rio Creek		40		40
Stangelville			75	75
Rosiere			25	25
Duval		35		35
	<u>714</u>	<u>1,728</u>	<u>1,330</u>	<u>3,772</u>

	<u>A.M.</u>	<u>P.M.</u>	<u>Eve.</u>	<u>Aggregate</u>
FORWARDED	714	1,728	1,330	3,772
Algoma		26		26
Alaska			6	6
Luxemburg		55		55
Pilsen			60	60
Rio Creek		25		25
Stangelville			70	70
Niles Hall			36	36
Holmen			26	26
1st Place	11			11
2nd Place		35		35
3rd Place			96	96
Willow Springs			62	62
Comunty Town Hall			130	130
Fayette Town Hall			54	54
Lamont	10			10
Argyle		6		6
Blanchardville			25	25
Wiota	8			8
South Wayne			14	14
Shullsburg	12			12
Lead Mine		8		8
Benton			40	40
Two Rivers		17		17
Karstens Hall	30			30
Valders		80		80
Mishicot			50	50
Osmon			100	100
Reedsville Town Hall	<u>37</u>	<u> </u>	<u> </u>	<u>37</u>
	822	1,980	2,099	4,901

	<u>A.M.</u>	<u>P.M.</u>	<u>Eve.</u>	<u>Aggregate</u>
FORWARDED	822	1,980	2,099	4,901
Halder		80		80
Mosinee			50	50
Laegesville		15		15
Hazelhurst	27			27
Crescent		38		38
Enterprise	28			28
Pine Lake		42		42
Belican Town Hall			64	64
Bovine	20			20
Center		18		18
Black Creek	25			25
Main		30		30
Oneida	10			10
Freedom		40		40
Kaukauna Town	42			42
Kaukauna City		35		35
Durand		250		250
Gale Goss Farm		8		8
Pelke Farm	4			4
Stockholm	30			30
Byington	12			12
Janke Farm		17		17
Geo. Crutiss Farm	6			6
----Farm		18		18
----Farm	6			6
----Farm		6		6
Wild Rose			45	45
	<u>1,032</u>	<u>2,577</u>	<u>2,258</u>	<u>5,867</u>

	<u>A.M.</u>	<u>P.M.</u>	<u>Eve.</u>	<u>Aggregate</u>
FORWARDED	1,032	2,577	2,258	5,867
Coddington			20	20
Nelsonville			13	13
Polish Church		18		18
Mill Creek			24	24
Kellner		25		25
Rediske	9			9
Albert		5		5
Marcott	15			15
Havaseck		15		15
Schplais	10			10
Nadler		6		6
Meyer		25		25
Klemm	20			20
Centerville		23		23
Dodge			11	11
Osseo	7			7
Strum		5		5
Coral City School			9	9
Independence		5		5
Carpenter School			26	26
Etrick	5			5
Pigeon Falls		7		7
Plum Creek	6			6
Elk Creek		4		4
Pleasantville			28	28
Sumner	5			5
East Branch		7		7
	<u>1,109</u>	<u>2,722</u>	<u>2,389</u>	<u>6,220</u>

	<u>A.M.</u>	<u>P.M.</u>	<u>Eve.</u>	<u>Aggregate</u>
FORWARDED	1,109	2,722	2,389	6,220
Pigeon			31	31
Tamerack	27			27
Lewis & Ramy		30		30
Arcadia			13	13
New City	2			2
East Preston		32		32
Whitehall			2	2
Sayner	3			3
Phelps	31			31
Eagle River		17		17
Conover	14			14
State Line	4			4
Boulder Junction			35	35
Winegar	3			3
Winchester	8			8
Arbovita			23	23
East Troy		11		11
Lake Geneva		45		45
1st-2nd Wash.Co.	30	30		60
3rd-4th " "	15	30		45
5th-6th " "		30	40	70
7th-8th-9th" "	11	35	96	142
Oshkosh	8			8
Marshfield	37			37
Rice Lake			56	56
Barron			7	7
Finger school			59	59
	<u>1,302</u>	<u>2,982</u>	<u>2,751</u>	<u>7,035</u>

	<u>A.M.</u>	<u>P.M.</u>	<u>Eve.</u>	<u>Aggregate</u>
FORWARDED	1,302	2,982	2,751	7,035
Green Bay C.H.			45	45
Bashaw Valley			140	140
Willow Springs			60	60
Wauzeka			25	25
sunny slope School			65	65
Barstow school			35	35
Middle Inlet			19	19
Lorraine			85	85
Ort School House			65	65
Mill Creek			24	24
Hannibal			14	14
1st day			61	61
2nd day			90	90
3rd day			33	33
4th day			60	60
South Range			80	80
Nutterville		20		20
Gratiot		25		25
Meridian		50		50
Rock Falls		40		40
sand Creek		25		25
Colfax		5		5
Downsville		30		30
	<hr/>	<hr/>	<hr/>	<hr/>
	1,302	3,177	3,652	8,131

	<u>A.M.</u>	<u>P.M.</u>	<u>Eve.</u>	<u>Aggregate</u>
FORWARDED	1,302	3,177	3,652	8,131
Rusk		10		10
Boyseville		20		20
Connersville		15		15
North Line		10		10
River Falls		2		2
Rural District			18	18
Wilson		8		8
New Richmond		10		10
Smith School			60	60
Glenwood City		10		10
Blair		25		25
Dodge		10		10
Whitehall		10		10
Arcadia		4		4
Green			60	60
Wood	<u>11</u>	<u>35</u>	<u>96</u>	<u>142</u>
	1,313	3,346	3,886	8,545

Number of One-Session Institutes 259
 Aggregate Attendance 8,545
 Average Attendance 32

Women's Institutes

The farm woman is taking a large point of view of her problem. she is interesting herself in better farm management, decrease cost of production and a just market for farm products.

This increases the farm income. She comes to the Regular Farmers' Institute. she composes a large part of the audience and an influential part. Farming is a partnership in which she carries more than her share. she is of great assistance to her husband in improving the practices on the farm and increasing their income. This makes their life more worth while and increases the opportunities of their children.

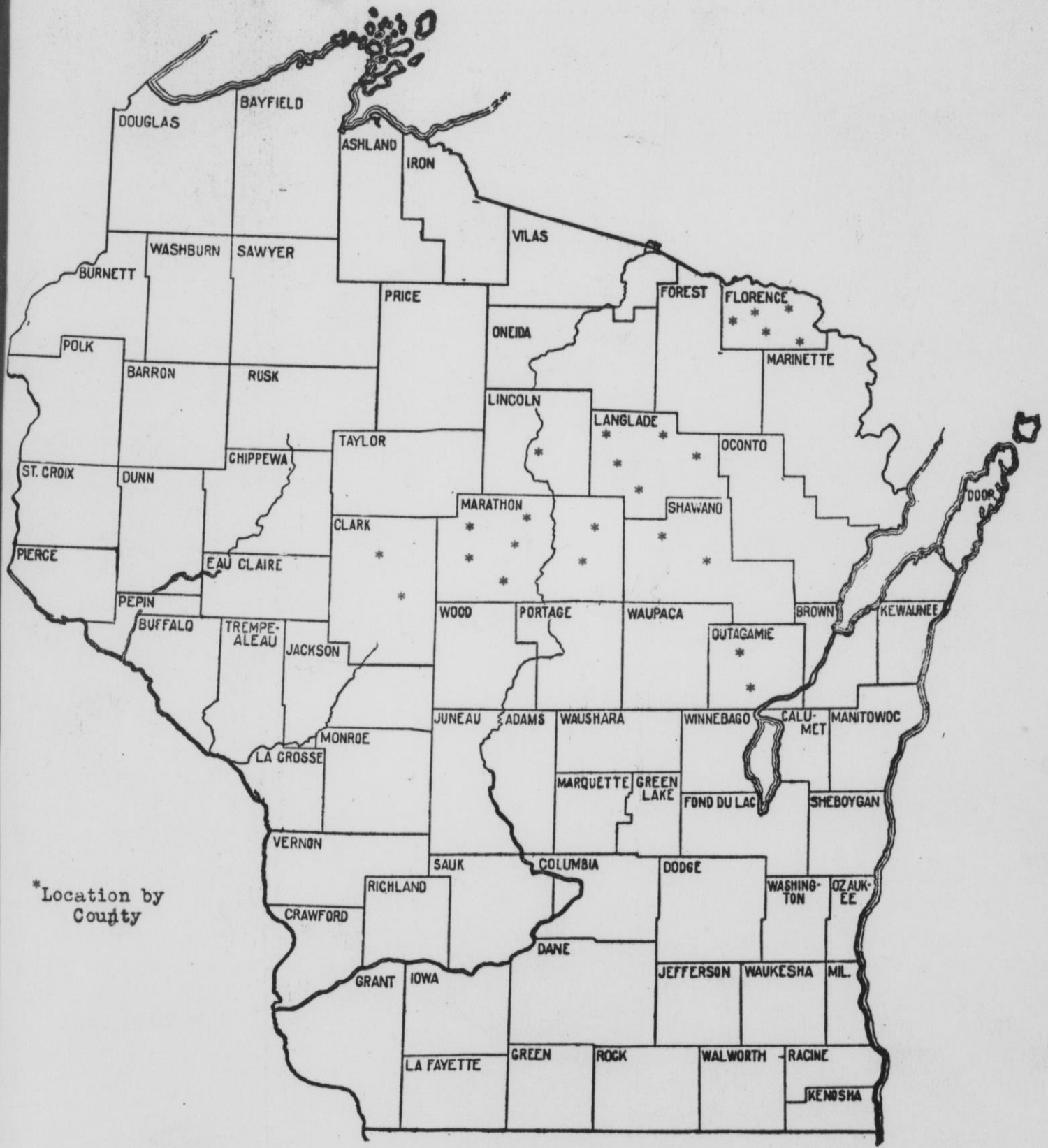
Few Women's Institutes have been called for this year.

Mrs. L. D. Hopkins and Mrs. Marie Niles conducted the following Women's institutes:

	<u>A.M.</u>	<u>P.M.</u>	<u>Eve</u>	<u>A.M.</u>	<u>P.M.</u>	<u>Aggregate</u>
Fern		25				25
Florence High School		100				100
Homestead			50			50
Aurora		15				15
Florence		21				21
Sunny slope School	65	65				130
Antigo	6	6				12
Gillis School	40	44				84
polar	17	24				41
phlox	16	3				19
Elderon		65			100	165
Hatley		55			90	145
Athens		127			118	245
Marathon City		<u>204</u>		<u>75</u>	<u>231</u>	<u>570</u>
	144	754	50	75	599	1,622

	A.M.	A.M.	P.M.	Eve.	A.M.	P.M.	Aggregate
FORWARDED		144	754	50	75	599	1,622
Stratford			96				96
Edgar			57				57
Merrill			32			69	101
Dorchester			77	430		114	671
Fenwood			24			45	69
Colby			40			75	115
Hortonville			60			80	140
Black Creek			100			86	186
Birnamwood			149				149
Wittenberg			78				78
		144	1,467	530	75	1,068	3,284

Number of Women's Institutes 24
 Aggregate Attendance 3,284
 Average Attendance 136



*Location by County